



MASTER BUILDERS

ASSOCIATION OF PIERCE COUNTY

masterbuilderspierce.com

RESOURCE GUIDE



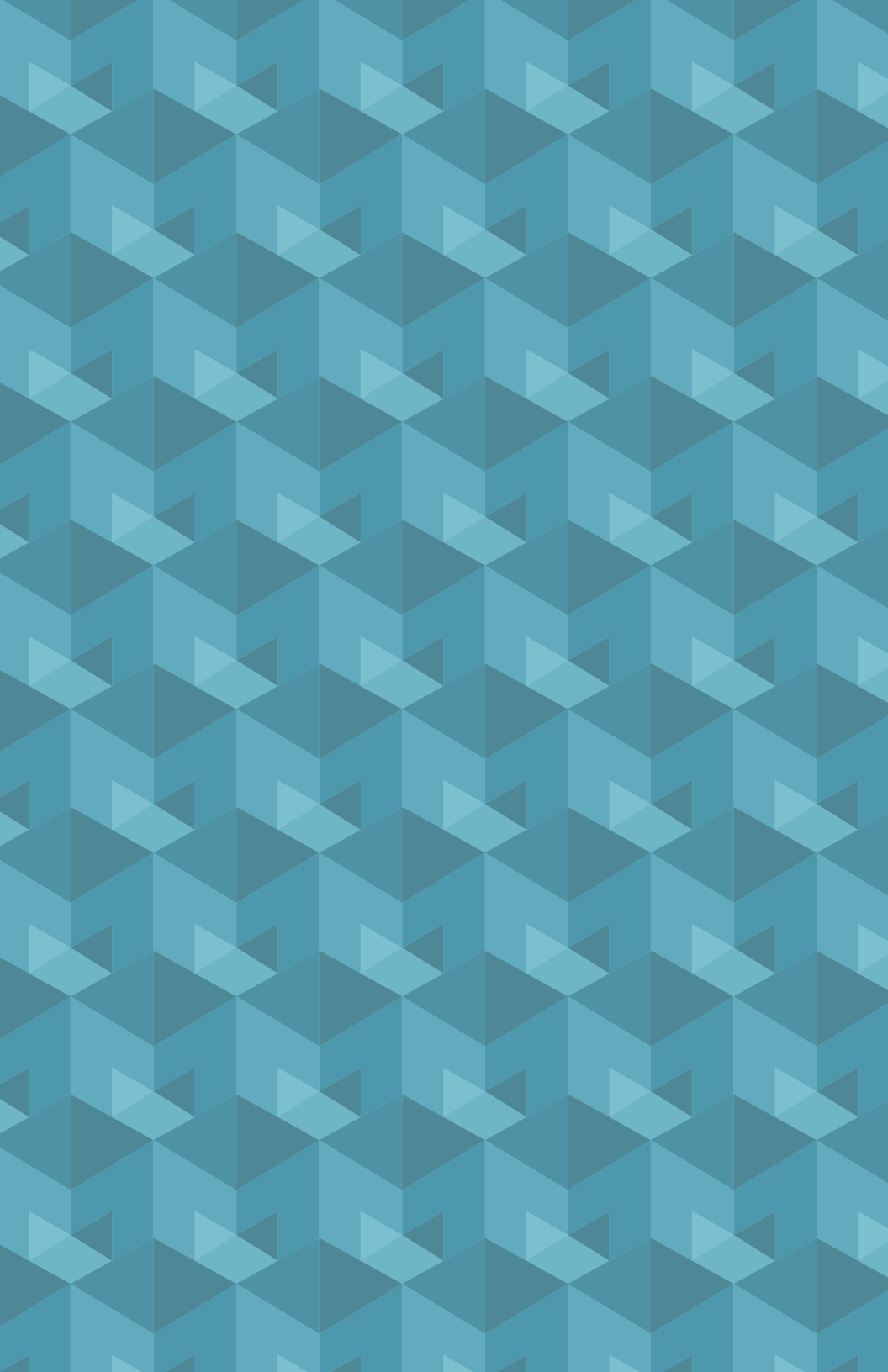


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Established in 1945, the **Master Builders Association of Pierce County** is an organization of trusted and knowledgeable member companies who support the advancement of the building industry to best serving the interests of the local community.

Master Builders works to promote and support the local building industry by providing benefit programs, educational resources, networking opportunities and government representation

to builders, developers, subcontractors, suppliers, and industry service professionals. To further our members' goals, Master Builders is partnered with the Building Industry Association of Washington (BIAW) and the National Association of Home Builders (NAHB).

Our mission is to provide leadership and support in the effort for responsible growth. We will provide valuable support serving as the building industry resource for members, partners, and leaders of our community.





Our vision is to be recognized as the best and most trusted professionals in the building industry, providing growth and opportunity for the communities we serve.

It is our priority to bring awareness to the members of our community what it means to hire a Master Builder. We provide industry-relevant resources and connections to support our members while serving as a regional proponent for responsible growth in the South Sound.

Advocate. Unify. Serve. Inform.

- We advocate for responsible growth & best practices.
- We unify the industry by creating business connections.
- We serve to support our community and members.
- We inform by sharing relevant information for the building industry.

\$3.8 Million in Workers' comp premiums refunded to members in 2021

2,611 Individuals provided health insurance in 2021

\$25,000 Spent endorsing politicians & policies that support attainable housing

Our voice matters.

NAHB's 2020 economic impact study estimates one-year economic impacts of building 46,968 single-family homes in Washington include \$13.83 billion in income for residents, \$4.78 billion in taxes and other revenue for the state and local governments in the state, and 157,041 jobs.

We are Master Builders.

Our association represents the homebuilding and construction industry. Industries included in Master Builders Pierce County are: **general contractors, home builders, remodelers, engineers, architects, land developers, designers, suppliers, subcontractors, real estate professionals, banking professionals, and more!**





Section 2: GET STARTED

This guide provides a basic overview of the types of benefits, programs and services that come with being a member.

Membership provides you with access to a wide range of programs and services that meet your company's needs. As a "Master Builder" in Pierce County, you will also gain a competitive edge in the marketplace, make business contacts, and strengthen your professional credibility.

Master Builders of Pierce County is the second largest builders' association within the state of Washington and 25th largest association in the country. **As a non-profit trade association, we are comprised of over 750 builder and associate members, representing over 50 professions and specializations that employ thousands of people in our county.**

What can being a member of a **RESIDENTIAL CONSTRUCTION TRADE ASSOCIATION** *do for you?*





3-IN-1 MEMBERSHIP

Being a member of Master Builders Pierce County gives you a three-in-one membership. Once a member on our local level, you are automatically a member of the **Building Industry Association of Washington (BIAW)** and the **National Association of Home Builders (NAHB)**. These powerful organizations provide advocacy on both state and national levels, as well as delivering you with even more valuable benefits.

Master Builders Association of Pierce County

www.masterbuilderspierce.com

253.272.2112 | info@masterbuilderspierce.com

 [Facebook.com/masterbuilderspierce](https://www.facebook.com/masterbuilderspierce)

 [Twitter.com/mba_pierce](https://twitter.com/mba_pierce)

 [LinkedIn.com/masterbuilderspierce](https://www.linkedin.com/masterbuilderspierce)

 [Instagram.com/masterbuilderspierce](https://www.instagram.com/masterbuilderspierce)



MASTER BUILDERS
ASSOCIATION OF PIERCE COUNTY

Building Industry Association of Washington

www.biaw.com | 360.352.7800

300 Deschutes Way SW Ste 300, Tumwater, WA 98501



The advantages of membership do not end with BIAW's dedication to protecting your livelihood from unnecessary government taxes and regulations. From the BIAW Government Affairs Program to the Legal Program to the Education Program, BIAW offers a variety of programs and services that can help you to make your business successful.



National Association of of Home Builders

www.nahb.org | 800.368.5242

1201 15th Street NW, Washington, DC 20005



The National Association of Home Builders strives to protect the American Dream of housing opportunities for all, while working to achieve professional success for its members who build communities, create jobs, and strengthen our economy. A Federation of more than 700 state and local associations, NAHB represents more than 140,000 members. About one-third are home builders and remodelers. The rest work in closely related specialties such as sales and marketing, housing finance, manufacturing, and supplying building materials. NAHB provides excellent educational programming, savings through discount and benefit programs, creates outstanding networking opportunities, and more.

BENEFITS OVERVIEW:

- » Retrospective Rebate Programs
- » Health Insurance
- » Savings & Rebate Programs
- » Group Fuel Program



RETROSPECTIVE REBATE PROGRAMS

Retrospective rebate programs for the local building industry put dollars back in member's pockets. In 2021, participating Master Builder members of Pierce County garnered over \$3.8 million in rebates. This safety program through Labor and Industries (L&I) is only available in three states, **allowing Master Builders of Pierce County to offer two programs to our members: GRIP and ROII.**

Retro programs give local businesses like you financial incentive to reduce workplace accidents, make safety awareness a priority, and help to control costs of the claims should they occur. Contact the membership staff to help guide you through the process on qualifying and joining the program that best fits your needs.



GRIP: Group Retrospective Insurance Program

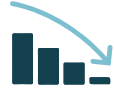
www.mbagrip.com

844.MBA.GRIP (844.622.4747)

Administered by ERNwest, GRIP is a local building industry retro program. The workers' comp experts at GRIP will help you lower your L&I premiums, keep safer job sites, and maximize your annual L&I refund. Serving more than 150 members of Master Builders Pierce County, GRIP also serves King and Snohomish counties -- with 97% of program participants choosing to remain with the program each year. Over the last three years, GRIP has distributed an astounding \$37 million in combined refunds. By helping you keep safer job sites and manage claims more effectively, GRIP puts more money in your pocket to build your business.

TO ENROLL:

Complete an online inquiry at mbagrip.com/#getstarted



Lower L&I Premiums

GRIP participants pay \$13 million less than the base rate.



L&I Claims Support

Superior, hands-on claims assistance from our local experts.



Nurse Claims Managers

GRIP communicates directly with doctors to save you time.



Safety Checkup

On-site assessments help you avoid injuries and violations.



Return to Work Programs

GRIP helps your workers get back on the job quickly.



Safety has its rewards.

Want to be rewarded for safety in your workplace? Join the crowd — by joining the state's largest, longest-operating construction Retro (Retrospective Rating) safety incentive program: ROI. It's the workers' comp safety program trusted by more Washington businesses. And the only Retro that belongs to the Building Industry Association of Washington (BIAW), the association that got the industry back to work by advocating for our essential workforce status.

The goal of ROI is to eliminate injuries through improvements in workplace safety and preventative strategies.

In fact, safety (and your success) are why we're here. If an employee is injured, we'll help you help them get better quicker with a successful return-to-work experience. Businesses that participate and share our goal can earn an average refund of 37% on workers' comp premium. ROI has returned over \$500 million in refunds to participating companies since 1982.

Of course, businesses have different needs across our state. That's why ROI offers 71,363 square miles of personal safety and prevention assistance. Our statewide field reps understand how things work—right where you work. So, no matter where you live and work in Washington state, our field reps will visit you face-to-face. Large or small, we have your back.

We know it's tough enough to run a business, let alone understand the ins and outs of L&I. The experts at ROI are committed to helping participants navigate L&I's daunting workers' comp system. It's just one of our all-inclusive services.



TO ENROLL:

Email enroll@roii.com or

Call 360.352.7800 or

Complete an online inquiry at roii.com



ROII offers more services than you can shake a 2x4 at, and are all provided in-house, with no hidden fees.

Claims Assistance: ROII claim reps go straight to L&I on your behalf to get claims closed quicker. Rest assured; ROII keeps a pulse on your claim every step of the way.

Safety and Prevention: The best injury claim is the one that never happens. Because prevention is our top priority, ROII is here to help you develop and implement effective safety strategies.

Risk Management: ROII's job is to identify risk and assist you with implementing preventative measures to avoid claims from happening. If a claim does occur, we offer strategies to help control the severity and cost of the injury.

Return-to-Work: ROII's goal is to keep an injured worker engaged in the recovery process and connected with their employer to help ensure better outcomes. Each claim is unique, as is our customized return-to-work strategy approach.

With rewards like these, not every business can qualify. Participants must share a high bar for excellence and safety ensuring maximum group performance. And in turn, they get to reap the rewards. Contact us to find out if ROII is a good fit for your business.



HEALTH INSURANCE

For over 20 years, the BIAW Health Insurance Program has proudly served members of the building and construction industry by helping provide top notch employee benefit plans to their employees.



Strength in Numbers: By pooling together thousands of companies across Washington state, we keep costs low.



Custom Benefits: The BIAW Health Insurance Program offers over 25 medical benefit plans.



Relationships: Our strategic partnerships with Regence BlueShield, Asuris Northwest Health, Kaiser Permanente, Delta Dental and LifeMap give employees access to the best insurance carriers in Washington.

The BIAW Health Insurance program offers the most comprehensive and affordable health insurance coverage to members involved in the home building profession. As one of the largest multi-employer healthcare purchasing alliances in the Northwest, BIAW members are able to choose competitive and affordable health insurance options that fit your company's individual needs. BIAW Health Insurance offers options for individual or group health insurance plans from top-rated companies, Health Savings Accounts (HSA), Health Reimbursement Arrangements (HRA) and more. Let BIAW's health insurance program administrators at EPK Benefits assist you in finding the best choice for affordable health insurance options for you and your employees.

Affordable Healthcare

- Wide selection of benefits and cost-effective plans for every budget and company
- Medical, dental, vision, life, and disability plans
- 100% coverage for preventive care benefits included with all BIAW benefit plans

Contact BIAW's health insurance program administrators for more information:

Capital Benefit Services is responsible for plan design, carrier renewal negotiations, employee communications, plan comparisons, employee meetings and evaluating additional benefit options.

www.capitalbenefitservices.com

EPK & Associates, Inc. is the exclusive contract administrator for the BIAW Health Insurance Program. EPK provides direct customer service to both participating companies and employees.

www.epkbenefits.com

Contact **Membership Staff** if you would like to request a health insurance quote.





SAVINGS & REBATE PROGRAMS

Member Rebate Program

www.hbarebates.com/biaw | 866.849.8400

info@hbarebates.com



The BIAW Member Rebate Program rewards members with cash rebates for using any of over 50 participating manufacturers, regardless of your company's size. This is an exciting program that can actually put money back into your pocket. Through this program, the country's leading manufacturers pay rebates as their way of thanking our members for their loyalty to their products.

You may already be utilizing many of these products, so why not get paid a rebate for something you're already doing?

- The program does not require builders or remodelers to change how they do business
- The supply chain is not affected
- No receipts are required
- A simple claim form is all that is needed to be filled out
- Claims are filled out quarterly for all homes or projects that are closed or completed

National Purchasing Partners

mynpp.com/mba-of-pierce-county
customerservice@mynpp.com
800.810.3909



**National
Purchasing
Partners**

Sign up, sign in, and save! Your membership includes access to National Purchasing Partners (NPP). NPP is a B2B marketplace where association members save on products and services you use every day. NPP negotiates discounted rates, passing savings onto you. Your employees can save too — Once you're an NPP member, you can share employee offers with your team.



The average rebate per Builder/Remodel Company who participated in 2020 was **\$1,495.13.**

How to Receive Rebates:



Register: To start receiving your rebate, please register (tell us where to mail the check).



Calendar & Deadline: View the calendar to determine what you can claim for and when the deadline is to submit.



Claim: Every quarter if you have a completed home, remodeling project or multifamily unit that used any of our participating manufacturers, complete and submit the current Rebate Claim Form.



View the Claims Process Link: Once your Rebate Claim has been submitted, view the Claims Process link for details on when you will receive your Remittance Statement and your Rebate Check.

Get discount pricing from qualifying companies that include:

- Verizon Wireless
- Sherwin-Williams
- Airgas
- Office Depot
- Staples
- YRC Freight

There are over 35 companies providing special offers!

Visit mynpp.com/association/mba-of-pierce-county to sign up.

NAHB Member Savings

nahb.org/savings | 202.266.8059

Andrew Flank, aflank@nahb.org



Your membership includes membership to NAHB — which unlocks access to member savings and exclusive “member-only” deals! Through agreements with **more than 20 national companies**, NAHB offers exclusive discounts on a variety of products and services that can benefit your business, employees, or family. All programs, rates and policies by the top companies are subject to change without notice.

Put your membership to work.

Visit nahb.org/savings for the latest in discounts and offers.



Get
SPECIAL OFFERS
that include:

- **Auto:** General Motors, Nissan, Geico, Avis, Budget
- **Building Products:** Lowes
- **Business Services:** American Express, Dell Technologies, UPS, YRC, Office Depot, Heartland, Houzz Pro, Ascentium Capital, ConstructionJobs.com, HotelPlanner
- **Personal:** Member Deals, Sam's Club
- **NAHB Discounts:** International Builders Show, NAHB Education



Automotive Rebates

General Motors & Nissan / Infiniti

There are exclusive rebate and savings offers for members through your NAHB membership!

This even includes perks like pricing incentives, maintenance plans, and additional allowances.

Visit your Chevrolet, Buick or GMC dealer, Nissan / Infiniti to choose an eligible vehicle and simply present your NAHB Proof of Membership. You could save thousands on your next purchase!

For complete program requirements including rules, vehicles, equipment, and warranty please consult your local dealer.





GROUP FUEL PROGRAM

Associated Petroleum Products

www.masterbuilderspierce.com/app

253.274.4786

Justin Thaxton, jthaxton@world-kinect.com



Master Builders Pierce County has partnered with **Associated Petroleum Products (APP)** on a fuel management program that provides a variety of benefits.

APP has services and programs to meet the needs of any business. If you use fuel, you can benefit and earn a 0.07 cent per gallon rebate!

APP / World Fuel Services Member Program Benefits:

- No Annual Fees
- Member only quarterly rebates at 0.07 cent per gallon (cpg)
- Consolidated Reporting
- Convenience
- Online Account Management
- Competitive prices and volume discounts
- Online and Smartphone locators
- Customized fuel card controls
- Simplified Invoicing
- Dedicated APP Representative





Section 4: NETWORKING & EVENTS

COUNCILS & COMMITTEES

Get involved. Volunteer. You are the key to our accomplishments. Make every connection count towards your business goals. Master Builders membership offers many opportunities for industry professionals to connect and build relationships with other members.

Each member plays an important role in the success of Master Builders events, programs, and services.



?

Are you passionate about remodeling or design?

?

Does your value align on legislative issues affecting the home building industry?

?

Do you hope to connect with more young professionals?

The following groups are excellent avenues to make powerful connections within the building industry.





Remodelor's Council provides a forum for the remodelers in our association to present issues and programs related to the remodeling industry. It is a great network that allows for sharing common business challenges and expand general business knowledge. Join this council to learn how to take the next steps to elevate your business and become a respected and award-winning contractor, recognized throughout our region. Members of this council are in tune with the latest remodeling trends, legislative developments, industry statistics and technological advancements.

Connect and network with your peers throughout the year at either a Remodelor's Council meeting or special event. Members use this council to build business and build professional skills through a variety of educational programs and unique networking opportunities. Remodelor's Council also sponsors top residential construction industry events in the South Sound: Construction Trade Expo, Remodeling Excellence Awards, and the Tour of Remodeled Homes!





Design Professionals Council works to bring greater value through effective education programs and opportunities to network with those in the industry. The Design Professionals Council is a community of individuals from diverse construction design fields and professions that desire to improve the business and economic welfare of the building industry in Pierce County.

The Design Professionals Council promotes education programs, develops new courses, and creates an environment rich in opportunity for members to interact and network through council-sponsored events. Joining this council is an opportunity to become a part of a unique network of decision makers in the industry.



YOUNG PROFESSIONALS COUNCIL

Young Professionals Council is a networking group that empowers young leaders and professionals in the housing industry. Connect with fellow young professionals at events to help strengthen the future and legacy of Master Builders Pierce County. This group provides mentorship, leadership training, and education opportunities tailored to the needs of emerging industry professionals. Young Professional Council events are tailored (but not exclusive) to those under 45 years old. Events are open and encouraged for guests to attend.



- **Legislative Strategy Committee** monitors legislative issues at the city and county levels, and develops association policies and action plans regarding those issues. Representatives of this committee work with local governments to preserve affordable housing and streamline regulation.
- **Membership and Spike Club Committees** are dedicated to increasing membership, getting new members more involved, and helping build awareness of member benefit programs. Membership also plans Meet & Greet events and Spike Party, which celebrates the recruiting efforts of our members. If you're interested in helping further strengthen our community, Membership Committee is for you.
- **Public Relations Committee** provides support for other Master Builder Pierce County committees and enhances public awareness of Master Builders as a major contributor to the community.
- **Event Committees** are formed to help plan specific events throughout the year that include: Golf Classic tournament, Remodeling Excellence Awards, the Tour of Remodeled Homes and President's Gala.

To see the full list of committees available to members, visit:

www.masterbuilderspierce.com

If one of your goals is to network and increase your business opportunities and relationships, Master Builders Pierce County offers numerous opportunities through events. Be sure to check the events calendar at www.masterbuilderspierce.com for the current schedule this year, latest information and to register to attend.

- **General Membership Meetings:** Taking place twice a year, enjoy dinner and drinks while meeting with fellow members. This event includes a presentation on general Master Builders Pierce County news and features a special guest speaker.
- **Housing Summit:** This event is focused on discussing the political and economic report regarding the current state of affairs in the building community.
- **Meet & Greets:** With several meet ups throughout the year, Meet & Greet events are an opportunity for new members to mingle and network with existing members. Within a relaxed and casual environment, these events take place at local venue and attract a great crowd.
- **Seafood Fest:** As a member favorite, this event features live music, all the seafood you can eat, and a fun summertime atmosphere to network with other members.
- **Golf Classic:** This premier event of the year features a full day of fun on the course that includes an 18-hole tournament lined with sponsored tees and great opportunity to make valuable connections.
- **Homes Tour for Real Estate Pros:** This homes tour is an opportunity for real estate professionals to visit homes of featured builders, get acquainted with current inventory, and receive education on attributes of selected homes.

- **Remodeling Excellence Awards:** The Remodeling Excellence (REX) Awards is a lively evening reception and awards presentation that celebrates the work of our valued industry suppliers and remodelers.
- **Member Appreciation Day:** This event is a free event for members to show our appreciation for your membership. The past few years we've hosted this event on the party deck of a Tacoma Rainier's game!
- **Construction Trade Expo:** At this unique business-to-business tradeshow, connect and network with suppliers, subcontractors, and industry-related businesses that can help grow your business. With over 30 exhibitors, network with local industry professionals and learn about new products/services available.
- **Tour of Remodeled Homes:** The Annual Tour of Remodeled Homes is a showcase of homes professionally remodeled by members of Master Builders Pierce County. The local homes reflect a wide variety of interior design and architectural trends and exemplify our high standards of craftsmanship. This event is open to the public and raises money for Mary Bridge Children's Hospital.
- **President's Gala:** The gala is an event to say thank you and farewell to the current Master Builders Pierce County President, and welcome the new President for the coming year. This event also highlights the Member Recognition Awards, celebrating outstanding efforts of members throughout the year.
- **Council Meetings & Events:** Remodelor's Council, Design Professionals Council, and Young Professionals Council all have meetings and events throughout the year.

Let us help you build your brand. We know that people do business with those they know, like, and trust. These traits embody who we are and are a huge part of what makes marketing with Master Builders Pierce County so uniquely powerful. Your support through sponsorship is an exclusive and sincere way to make a lasting impression on area consumers, businesses, and potential partners.

Identify your audience, understand your goals, and build your budget.

- Each event has a specific audience of attendees so you can match your marketing dollars with the most effective event for you.
- Whether you want to generate leads, increase brand recognition, or network, your individual goals are what matters. After all, the right marketing solution is the one that works for you.
- Whatever your budget, we'll work with you. We're all about maximizing brand potential and helping drive the success of your business with the power of exceptional value.

Our **Premier Partner Program** recognizes companies that dedicate a total of \$5,000 or more in sponsorship to support association programs and events. Visit our website to see the exclusive benefits and recognition premier partners receive throughout the year!

If you're interested on the details of sponsorships for particular events, contact Staff for the **Master Builders Pierce County Marketing Guide**, which can also be downloaded from:

www.masterbuilderspierce.com



Master Builders Pierce County Government Affairs program works to analyze political candidates who are pro-housing and will be supportive of the issues facing the residential construction industry. With member support, this program continues to work with local jurisdictions to provide a better regulatory atmosphere for your business. As an active participant in the policy and regulatory process in Pierce County, the Government Affairs Program at Master Builders Pierce County is steered through the Legislative Strategy Committee.

The Legislative Strategy Committee and government affairs staff work to promote the following resolutions of this association:



Remove regulatory and financial barriers to building affordable housing



Promote smart growth

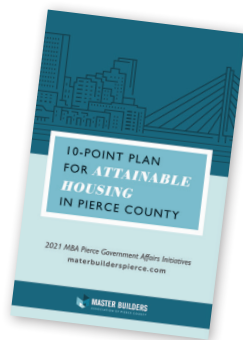


Work with local jurisdictions to ensure high levels of services and timely issuance of permits



Advocate for government transparency in how permit and impact fees are calculated

Visit www.masterbuilderspierce.com to view our annual **10-point Housing Plan and Retrospect Report**. Also available are tools that include Housing Summit recaps and Pierce County's Jurisdictional Fee Matrix.





Section 6: COMMUNITY OUTREACH

Master Builders Pierce County strives to be an active, involved member of its community. We are proud to support local causes and projects such as:





PIERCE COUNTY SKILLS CENTER

Strengthening workforce development and shortening the labor gap are high priorities at Master Builders Association of Pierce County. In 2021, Master Builders and Pierce County Skills Center (PCSC) formed a partnership that will benefit local students enrolled in the school's construction trades program. PCSC offers career and technical education programs and serves 10 school districts in Pierce County. Master Builders Pierce County and PCSC are jointly committed to the success of people in the building industry.

Master Builder members plan to support PCSC's current construction trades curriculum in several ways. Builders will donate excess materials from jobsites for hands-on training, provide scholarships for students to purchase tools and supplies upon graduation, attend annual job fairs, and connect students to internship opportunities that lead to full-time employment.

Contact staff if you would like to get involved or learn more about the PCSC partnership.

CLASS OFFERINGS

Through our partnerships with BIAW and NAHB, there are over 75 different classes available to you at special *member only* rates. We are committed to providing the best education and information available.



BIAW's award-winning Education program provides members with opportunities to learn about relevant topics and gain new skills to improve your business and processes.

Whether you're looking to enhance your technical and professional knowledge in new technology, business strategies, marketing techniques, management skills, or constantly-evolving consumer demand,

the BIAW Education Program offers a wide range of options. BIAW continues to add new programs, timely seminars and industry workshops on important builder issues. Using an approach tailored to fit the broad scope of our members, BIAW offers a variety of courses in several categories. Whether it's online or in a classroom at the Master Builders Pierce County location in Tacoma, BIAW provides you with the latest training opportunities.



On-demand Classes

BIAW has partnered with three organizations to offer a variety of courses at a discount or free to members: **MindEdge Learning, MT Copeland, and Simpson Strong-Tie Builder Learning Center.**

With a new suite of on-demand courses, you can learn on your own schedule at home. Visit:

biaw.com/education

to explore on-demand learning opportunities available to you.



Webinars Library

NAHB offers top-notch educational programming throughout the year on hot topics and trends across the home-building industry.

Registered users can access previous webinars through

NAHB's online library at:

nahl.org/education

To see what classes are currently scheduled, visit

www.masterbuilderspierce.com



EDUCATIONAL SCHOLARSHIPS



Master Builders Pierce County Scholarship Program



We are proud to support local students with the opportunity to gain a higher education in the building sector. Whether they're looking at a four-year university or trade-school, the Master Builders scholarship fund offers thousands of dollars to area students. Our scholarships are offered to encourage individuals pursuing continuing education in the construction trades/industry. We also are directing financial support and donation efforts through the Pierce County Skills Center.



BIAW Scholarship & Funding Grant



Since its inception, BIAW has awarded over \$670,000 in scholarships and grants. They provide scholarships to students who have demonstrated a passion and commitment to developing a career in the home building industry.

They also offer grants to organizations with programs in construction-related fields of study, residential construction career training, continuing education, apprenticeship and skills assessment services, and technical training programs educating tomorrow's home builders.

