



# MEMBERSHIP & BENEFITS GUIDE

**MEMBERSHIP....**  
*The Most  
Important Tool in  
Your Tool Belt*

*3 - in - 1 Membership  
Gets Return on Your  
Investment -*  
**GUARANTEED**

*Discover Big  
Membership  
Benefits & Savings*



5255 Maple Grove Road  
Hermantown, MN 55811

Web: [www.abamn.org](http://www.abamn.org)  
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# ARROWHEAD BUILDERS ASSOCIATION

**Our Mission:** *Advancing the Building Industry*

**Our Vision:** To be the region's primary resource by setting the standard for integrity, value and trust. We support, promote and enhance the building industry:

## **Support**

- One on one and member to member mentoring
- Creative and solid partners
- Buying power through business to business connections
- "In the know" provider of the building industry

## **Promote**

- Networking, business to business marketing and promotions, collaborated work efforts
- Member Nights Out highlight individuals businesses, welcoming 65 to over 100 guests visiting your place of business
- Web links, newsletters, announcement, sponsorship opportunities, and print materials showcase your business

## **Enhance**

- Lobbying efforts for governmental changes at the local, state and national levels
- Raising industry standards by improving opportunities for quality and knowledge
- Bringing you up-to-date information on supplies and materials which improve the building industry
- Educational opportunities for CEU's, Leadership Development and Business Strategies

## **Code of Ethics:**

We as members of the Arrowhead Builders Association believe that home ownership can and should be within reach of every American family; and American homes should be well designed, well-constructed and well-located in attractive communities, with educational, recreational, religious and shopping facilities accessible to all.

## **Furthermore, we agree to the following:**

- Responsibility to our customer, our community and our country.
- Adherence to honest business practices.
- High standards of health, safety and sanitation built into every home.
- Uphold and protect the right to a fair return for goods and services in our relations with labor and all other segments of the industry.
- Encourage research and the development of new materials and equipment, new building techniques and improved methods of home financing.
- Informed and vigorous support for all sound legislative proposals affecting our industry and the people we serve.
- Support of the free enterprise system and the American way of life.
- Support of our members, our local, state and national associations and related industries.

# ARROWHEAD BUILDERS ASSOCIATION MEMBERSHIP IS 3 - IN - 1

## LOCAL ♦ STATE ♦ NATIONAL

DID YOU KNOW? Joining the Arrowhead Builders Association, or any home-builders chapter, also makes you a member of the Builders Association of Minnesota (BAM) and the National Association of Home Builders (NAHB) – Giving you all the benefits of a 3 - in - 1 Membership.



Membership = 187

Advancing the Building Industry since 1952

Support for our members include one on one and member to member mentoring, creative and solid partners in the construction industry, buying power and being “in the know” about products and services

Promoting members through networking opportunities ranging from networking events, members nights out, promotions, collaborative work efforts, web-links, newsletters, announcements, sponsorships, and marketing materials

Enhancing the building industry by lobbying efforts for governmental changes at the local, state and national levels, raising industry standards and bringing educational opportunities for CEU's, Leadership and Business Development



Membership = 3,000+

Helping the building industry excel in the industry for over 30 years.

Legislatively representing the building industry

Legally representing the building industry

Fighting for code successes by monitoring and advocating for builders and homeowners

Offers discounts to members

\$10,000 in company contracts free for members to edit and utilize

Education, influence, political support, networking and more

\$1.3 billion annually in income for MN residents and more than 19,000 jobs created as a result of the residential construction industry.



Membership = 140,000+

Since early 1940's, represents the home building industry

Balancing legislative, regulatory and judicial public policy

Celebrates housing, housing affordability, and those who provide housing

Premier resource for industry and consumer information, education, research, technical expertise and networking

Improving business performance of members

Effective management of staff, financial and physical resources

Premier resource in the construction/building industry providing up to date economic data from national representatives, housing statistical data and additional support in collection of housing data



## ARROWHEAD BUILDERS ASSOCIATION BENEFITS

The Arrowhead Builders Association was chartered in 1952 and is affiliated with both the Builders Association of Minnesota and the National Association of Home Builders. The ABA represents and addresses the concerns of the building industry. We are committed to servicing our members and the community through education, political advocacy and community development. This association promotes ethical practices among its members and strives to provide safe and affordable housing for the communities it serves.

As a member of the Arrowhead Builders Association, these are some of the benefits you will enjoy:

### Use of our facilities

- 40' x 26' Training Facility/Community Room
- 18' x 12' Conference Room
- Free Parking, Wi-Fi, some electronic equipment, kitchen areas

### Special Insurance Programs

- Worker's Compensation Insurance. It's exclusive. It's available only to members, if they qualify.
- Builders Insurance. It's designed specifically for builders; providing builder's risk, general liability, commercial automobile and umbrella policies.

### Special Discount Programs

- Many different businesses provide discounts to the ABA Members on services and product; enjoy member to member discounts
- SuperAmerica, Verizon Wireless, FedEx, FM, Hertz Rental, Hewlett Packard, Dell and more offer discounts to members through the National Partner Programs

### Monthly Membership Meetings

- The 3<sup>rd</sup> Thursday of each month networking with fellow members at one another's place of business offers an opportunity to showcase products and services as well as inform fellow members of one's business

### Annual Arrowhead Home and Builders Show

- Members and Associates display their business to the community at this expo at the DECC; usually in April this is the premier show to learn what is new and display your wares

### Annual Homes on Parade and Remodel on Parade

- This 10-day event provides builders and remodelers the opportunity to showcase their construction knowledge and skills; providing the community an opportunity to see first-hand and hear about the builders in the region
- The number one marketing opportunity for a builder or remodeler; 100% of the homes have sold prior, during or immediately following a show
- An opportunity for your vendors to support you through discounting display materials at a home; ask for details on how to utilize your vendors and suppliers

### Annual Golf Outing, Huskies Games, UMD Bulldogs, and other Family nights

- Days of fun allowing members and their guests to take a break away from business and busy schedules to enjoy some rest and relaxation; and maybe a connection or two

### **Bi-Weekly eNewsletter**

- The Scaffold is an informative weekly email newsletter enjoyed by over 800 people in the network; it highlights upcoming events and showcases members; statewide initiatives and political updates are provided and member announcements are made
- The eNewsletter also has space for coupons and discounts for member to member saving opportunities

### **Listing on [www.abamn.org](http://www.abamn.org)**

- Membership data is listed on this website and all members are provided the opportunity to have a link to their company's website as a feature
- Over 1300 click-through advertisements per sponsor are average annually
- New in 2014 will be a "member only" section
- Education for members and the community are also available on our site

### **Legislative Representation and chance for involvement**

- Excellent relationships with our legislators provide opportunities and encouragement for our members to become active politically
- State Days at the Capitol allow leaders to step forward and have a focused time for meeting representatives throughout the state; also, talking points allow for an easy start to conversations and an united voice for all the builders and members
- Fighting for rights, we have templates and talking points about many subjects that arise during the year
- Locally, meeting with officials is monthly and gives the builders and affiliates the opportunity to be heard without repercussions from government agents

### **Education**

- Continuing Education courses are currently being accredited for both Minnesota and Wisconsin licensure requirements
- Non-accredited courses are also available
- Development series focused on building your business are underway for 2014 also
- Online courses may be in store for the future
- Our partners provide members with scholarship opportunities also

### **Student Scholarships**

- Members and their families are welcome to apply for a \$2,000 college scholarship through the Manley-Lenuis Memorial Scholarship Fund

### **Business to Business Networking**

- We will host a new event focused on partnering builders with vendors and suppliers in a "speed dating" format; meet and greet fellow members in a quick and fun way

Your membership includes membership in and all of the benefits from the Builders Association of Minnesota and the National Association of Home Builders. Please contact us if you would like more information on becoming a member, how membership can assist you and your business, or if you have general questions. Phone: 218.722.5707 or email: [aba@abamn.org](mailto:aba@abamn.org).



## Top 10 Reasons to be a Builders Association of Minnesota Member

Membership delivers value for your business and bottom line, and it's a 3-for-1 deal giving your company 3 times the benefit.

Drum roll please....

### Number 10. Legislative Wins

Every year the government tries to make changes to the way you do business. That's where we come in. BAM is at the State Capitol and has been for over 35 years. Together we are 3,000 member businesses, which means our voice at the Capitol is Strong. We've successfully fought countless harmful bills over the years. BAM members meet year round to decide what to fight and what to promote for business and the industry.

### Number 9. Code Wins

Every three to six years the government gives us a new building code. Thankfully, BAM combs through the proposed codes and fights for safe, durable, and affordable housing. Your BAM membership buys you a seat at the codes table. We're there fighting for you and we're good too.

### Number 8. Legal Protection and Legal Wins

"You can't handle the truth!" (Actually we know you can.) Court decisions impact your business, and just one can radically change your insurance rates or flip the home warranty around. Enter BAM. Your membership means we've got your back. BAM has a legal fund to fight member battles that affect the whole state. Members make decisions about which cases to take on, and we have a darn good track record.

### Number 7. Discounts

Cha ching! A cool part of BAM membership is the discounts on stuff you use! Members have access to discounts on fuel at Holiday and office supplies at Office Depot as well as a 22% discount on your Verizon plan. You can take that savings straight to the bank! We have a rebate program that gives you money back and we haven't even talked about the perks at your local and national associations! These awesome savings can more than pay for your annual membership. Sold!

### Number 6. Quality, Affordable Insurance

Are you covered? The residential construction industry requires special insurance coverage. As a BAM member you have access to high quality, discounted coverage from The Builders Group for workers' comp and from Corporate Four for general liability.

### Number 5. Contracts

Don't waste your hard earned money and your precious time creating your company contracts. BAM has it taken care of! We have six quality contract templates available for download for members-only. Drafted by attorneys that specialize in residential construction,

and updated when the law changes, these contracts are available in word and pdf so you can download and edit the contracts right on your computer. These contracts are worth over \$10,000. That'll pay for your membership for years to come!

#### **Number 4. Code Guides**

When the government puts out a new code, we get the language but they don't tell you HOW to build to it. BAM does. For members only we put together detailed code guides - written by experts - so you know exactly how to build to the new code. This is one of our most popular resources, downloaded the most by members. Make sure you're a member - the new code's a comin' in 2014!

#### **Number 3. Information, the 411, the skinny**

In addition to discounts, having your back, fighting for you, and providing tools and resources you need to do your job well... (wow that's a lot!)...BAM membership also means information! We make sure you're in the know! Giving you the deets on what's happening in the industry, the economy, at the Capitol, and right here at BAM. We're tweeting, blogging, posting on Facebook, emailing, writing white papers, and more. Like us on Facebook - Follow us on Twitter - Sign up to receive our Blog - And definitely, become a member!

#### **Number 2. Get Some Action**

Membership means getting in on it. You get:

**Influence.** Make decisions about real issues that affect your business including laws and codes that govern the industry. BAM has several working committees on which members can serve. These committees make important decisions and we want YOU!

**Leadership Training.** In committees, on the BAM Board and the Executive Committee you get leadership training. Making decisions for 3,000 member businesses takes leadership. Interested?

**Political education.** At the Capitol it's all about politics, and this is not a drill - it's the real deal. It's messy, and awesome, and one of the coolest parts of being an American. "What can you do for your country?" (and industry)

**Networking.** Each year BAM holds events drawing statewide attendance. Our Day at the Capitol (free for members) during session allows you to talk with your legislators and fellow members. All BAM events give you the chance to meet some new peeps, learn something new, and grow your business - it's all possible with BAM membership.

#### **And the NUMBER ONE REASON to join the Builders Association of Minnesota is UNITY**

The residential construction industry is a huge economic driver for the State economy. We contribute **\$1.3 billion** annually in income for Minnesota residents and more than 19,000 jobs. BAM - as the state association - is a collaboration of all 13 local associations across our great state. We exist because we know we're stronger together.

Membership means being the voice of the industry at the State Capitol, the regulatory agencies, and in the courts. And membership means banding together as a collective to work for a better industry, a better economy, and a better state.



## NAHB Membership Benefits

NAHB members get the very best information, advocacy, education and networking opportunities in their Three-In-One Membership! When you join your local association, you automatically become a full member at the state and the national levels. That's three memberships for the price of one. NAHB offers plenty of resources to help each member make the most of this investment and connect with the benefits that they value the most.

What's inside membership...

**Government Services and Programs** (Advocacy, Legal Services, BuildPAC) to help you defeat excessive regulations and defend affordable housing initiatives on Capitol Hill, in your state and in the communities where you do business. That puts money and time back in your pocket! Plus, NAHB members are kept informed with the prompt regulatory and legislative alerts.

**Critical News and Information** through eNewsletter, listservs, online publications, exclusive website content, bulletins and special reports. For more than 60 years, NAHB has been the nation's leading source for housing industry information. Up-to-date information, when you want it, how you want it!

**Nationally Recognized Educational Programs** that give you the tools to gain an edge in the industry. In our competitive marketplace, differentiation is the key to success and NAHB's nationally recognized education programs offer just that. NAHB Education offers hundreds of educational programs through conferences, courses (both traditional classroom and online) and Webinars. No matter what your specialty is, NAHB has the curriculum, instructors and prestige to boost your success. Learn how to reduce costs, increase your profit margins and effectively deal with today's toughest issues through NAHB education.

**Access to NAHB's Team of Expert Advisors** who can address your specific business questions. When you become an NAHB member, you get instant access to our distinguished economists, tax experts, legal research staff, business management consultants, financial experts and regulatory and technical specialists.

**Exposure to the Latest Building Products and Services** through direct contact with industry vendors. As an NAHB member, you attend NAHB's trade shows and expositions at a low member price and get a first-hand look at all the latest products and services. The International Builders Show™ (IBS) is a business-building experience like no other.

**Industry Publications** providing current and useful knowledge. Knowledge is your best defense in this rapidly changing industry. NAHB keeps you up-to-date with targeted news summaries of the housing industry, and a free subscription to Builder Magazine. Plus, members have access to a variety of publications on specific industry segments such as sales and marketing, remodeling, industry economics and more.

**Professional Recognition** through a multitude of NAHB groups. Members can enhance their professional credibility and visibility by belonging to one of the nation's most highly respected and widely known trade associations. Not sure how to do that? Get involved. Join a



committee. Join a council. Attend your membership meetings. Become a Spike. Teach a class. Work on a community service project. Become a Congressional Contact. Do just one of these and you will see professional recognition comes easy when you get involved!

**Valuable Member Discounts** through NAHB's Member Advantage Program. Your membership entitles you to discounts on vehicles, shipping, computers, car rentals, office supplies and more. Participating nationally known companies include GM, FedEx, Office Depot, Dell, and Hertz to name a few. NAHB's purchasing power means big savings!

Join more than 140,000 industry professionals who are dedicated to the housing industry. Whether you're a multi-family or custom builder, a remodeler or a supplier, NAHB membership provides you the tools you need to succeed!

For more information contact your local builders association.

# ARROWHEAD BUILDERS ASSOCIATION

## STAY INFORMED ♦ GET INVOLVED

### PUBLICATIONS AND INFORMATION

National Association of Builders has resources that range from hard-cover books on building construction, design, green building, codes and many, many other topics.

E-articles are available to upload from NAHB also.

Finance, marketing and other business development information is available through NAHB and through the Arrowhead Builders Association

Register for legislative, legal and code bulletins are available.

OSHA and other regulatory announcements available.

### WEBSITE AND SCAFFOLD (ENEWS)

Members are listed in the Membership Directory accessible online by all.

Members are eligible to advertise on the website and in the *Scaffold*.

Consumer communication and announcements provide pertinent information.

*Scaffold* highlights include membership information, coupons, announcements, job openings, new hires, news items.

Registrations for events, announcements and other event information online.

### COMMITTEES

Board of Directors - Second Tuesday of Month

Executive – Last Thursday of Month

Marketing and Communications

Government Affairs

Membership

Education

Events

### EVENTS

Arrowhead Home & Builders Show - April

Homes on Parade – May and October

Remodel on Parade – May and October

Annual Dinner - November

Casino Night

Golf Outing - September

Member Nights Out – Third Thursday of Month

Builders Day at the Capitol - March

Huskies Family Night - July

Speed Builders - Quarterly

Presidents Lunch – March, June, September, December

Building Officials Meeting

Superior – First Wednesday of Month

Duluth – Second Tuesday of Month / summer only

Other areas

International Builders Show – February



## APPLICATION FOR MEMBERSHIP

Business Name \_\_\_\_\_ Today's Date \_\_\_\_\_

Business Address \_\_\_\_\_  
Address City State Zip

Description of Business: \_\_\_\_\_

Website Address \_\_\_\_\_

Principal/Owner's Name \_\_\_\_\_ Title \_\_\_\_\_

Application as:  Builder Member \$600.00/year; State Builders License # \_\_\_\_\_  
 Associate Member \$600.00/year  
 Additional business affiliates \$25.00/year; Name: \_\_\_\_\_

Who recommended/recruited you for membership: \_\_\_\_\_

### CONTACT PERSON (Notices, mailings and invoices should be sent to):

Name \_\_\_\_\_

Mailing Address \_\_\_\_\_  
Address City State Zip

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Cell Phone \_\_\_\_\_

Email \_\_\_\_\_

Password for Membership Access online \_\_\_\_\_

**I agree to abide by the Bylaws and Code of Ethics of the Arrowhead Builders Association, to which this membership application is directed, of the National Association of Home Builders of the United States of America with which it is affiliated, and of the Builders Association of Minnesota with which it is affiliated.**

**My remittance of \$600.00 representing my annual membership dues accompanies this application. These dues include \$166.00 per year to the National Association of Home Builders and \$240.00 per year to the Builders Association of Minnesota (dues and LAF).**

**I understand that my membership is subject to a credit check, and by my signature give authorization for a credit report.**

Check Enclosed \_\_\_\_\_ Check # \_\_\_\_\_  
 Visa or  MasterCard# \_\_\_\_\_ Card ID # \_\_\_\_\_ Exp Date \_\_\_\_\_

Authorized Signature Name as it appears on the card (print) \_\_\_\_\_

\_\_\_\_\_  
\*Applicant's Signature

The Arrowhead Builders Association offers a one-year money -back guarantee of a return on your membership dues investment (\$600).

If you have not seen a return on your investment within one year, the Executive Committee members will review your request for a full refund.

In order for a return on your investment, you must:

- Attend One (1) President's Lunch (quarterly)
- Attend a minimum of eight (8) Member Nights Out
- Attend one (1) event (Golf outing, Arrowhead Home & Builders Show, Homes on Parade, annual dinner or other event)
- Volunteer for one (1) event or committee

It is the member's responsibility to fulfill these requirements and provide details of all in order to receive money back. All requests for refund will expire on the anniversary date of application or upon anniversary of full receipt of membership dues.

A portion of your membership is deductible. Dues payments to Arrowhead Builders Association are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense, subject to exclusion for lobbying activity. Because a portion of your dues is used for lobbying by NAHB, BAM, and ABA, 12% of the total NAHB dues, or \$19.92, and 32% of the total BAM dues, or \$62.40, is not deductible for income tax purposes.

If you have any questions, please contact the Arrowhead Builders Association at (218) 722-5707.

**MAIL THIS APPLICATION (3 Pages Total) WITH PAYMENT OR FAX (218.722.1448) WITH CREDIT CARD INFORMATION To:**

Arrowhead Builders Association  
5255 Maple Grove Road  
Hermantown, MN 55811

Office use only:	Staff: _____
Board Approval Date: _____	
Payment received date: _____	
<input type="checkbox"/> Logo	
<input type="checkbox"/> New Member Questionnaire	
<input type="checkbox"/> NAHB Member Reporting Codes	
<input type="checkbox"/> Outlook	
<input type="checkbox"/> Constant Contact	
<input type="checkbox"/> WMS	
<input type="checkbox"/> Timberlake	
<input type="checkbox"/> QuickBooks	
<input type="checkbox"/> Membership List	

## NEW MEMBER REFERENCES

Please list at least 3 references from current business banking institution and suppliers

Business: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Business: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Business: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Business: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

(Please attach references to completed application)



## NAHB Membership Information Reporting Codes

**Business Activity Codes:** Enter the member's most important business activities from the list of codes below (enter up to 3 different codes). Note: For "other" associate (code Z), please fill in the blank for "Other Business Classifications."

Builder memberships must use business activity codes A-K.  
Associate memberships must use business activity codes L-Z.  
Affiliate memberships have the same activity as their associated member company.

### Builder Member Classification

- |    |                                    |   |                                   |
|----|------------------------------------|---|-----------------------------------|
| A  | Single-Family Spec/Tract Building  | F | Remodeling-Residential            |
| B1 | Single-Family General Contracting  | G | Remodeling-Commercial             |
| B2 | Single-Family Custom Building      | H | Commercial Building (Own Acct)    |
| C  | Multi-Family Building (Condo/Coop) | I | Commercial General Contracting    |
| D  | Multi-Family Building/Ownership    | J | Land Development                  |
| E  | Multi-Family General Contracting   | K | Manufacturing of Modular/Panelize |

### Associate Member Classification

- |    |   |      |   |
|----|---|------|---|
| L  | Accounting                                    | W3   | Masonry, Stone Work, Title Work               |
| M1 | Architecture                                  | W4   | Landscaping                                   |
| M2 | Engineering                                   | W5   | Plumbing, Heating and A/C                     |
| M3 | Planning or Design                            | W6   | Roofing, Siding and Sheet Metal               |
| N  | Legal Services                                | Work |   |
| O  | Computer Products & Services                  | W7   | Painting & Paper Hanging                      |
| P1 | Commercial Banking                            | W8   | Floor Laying and Other Floor Work             |
| P2 | Mortgage Banking                              | W9   | Concrete Work WA Excavation Work              |
| Q  | Insurance or Title Company                    | WC   | Land Surveyor WD Security Systems             |
| R  | Marketing, Advertising or Public Relations    | WE   | Insulation Work                               |
| S  | Building Material Manufacturing               | WF   | Drywall Installation                          |
| T  | Property Management                           | WZ   | Other Subcontracting                          |
| U  | Real Estate                                   | X1   | Appliance (Wholesales Dealers)                |
| V1 | Appliances (Retail Dealership)                | X2   | Building Materials/Lumber (Wholesale Dealers) |
| V2 | Building Materials/Lumber (Retail Dealership) | X3   | Floor Coverings (Wholesale Dealers)           |
| V3 | Flooring Covering (Retail Dealership)         | X4   | Paint/Wall Coverings (Wholesale Dealers)      |
| V4 | Paint/Wall Covering (Retail Dealership)       | X5   | Other Wholesale Dealership                    |
| V5 | Other Retail Dealership                       | Y    | Utilities                                     |
| W1 | Carpentry Work                                | Y2   | Industry Consultant                           |
| W2 | Electrical Work                               | Y3   | Trade Association/Nonprofit                   |
| Z  | Other Associate (Please Specify) _____        |      |   |

**Annual Dollar Volume:**

Enter the member's approximate annual volume of new residential construction / development, using the following codes:

- |                           |                               |                             |
|---------------------------|-------------------------------|-----------------------------|
| 0. Under \$500,000        | 2. \$1 million to \$499,999   | 4. \$10 million or over     |
| 1. \$500,000 to \$999,999 | 3. \$5 million to \$9,999,999 | 5. No construction activity |

**Annual number of residential dwelling units built in the past 12 months:**

- |            |              |               |
|------------|--------------|---------------|
| 1. 0 units | 3. 11 to 25  | 5. 101 to 500 |
| 2. 1 to 10 | 4. 26 to 100 | 6. Over 500   |

**Total paid employees:**

Enter the total number of employees in the space provided. Include the member in your total figure. \_\_\_\_\_

**Business Title:**

Enter the code that best describes the member's business title, using the following codes:

- 1. President / CEO
- 2. VP/General Manager
- 3. Construction Superintendent
- 4. Sale and Marketing Manager/Director
- 5. Architect, Designer or Engineer
- 6. Financial Manager/Director
- 7. Owner, Principal or Partner
- 8. Other (Specify) \_\_\_\_\_



“Finding a network of associates in the Building Industry is exactly what we needed to bring our business to the next level; with the ABA we did just that.” – *Joe Gerzin, Gerzin’s Wood Wizards*

“Membership is on the upswing and I am all about recruiting new builders, associates, and affiliates. We have too much to offer to miss out of the opportunity to be a member!  
– *Rick Wallin, Kolar Chevrolet Buick GMC Cadillac*

“As a member of the building industry for over 20 years, I can attest to the benefits of being a member of the Arrowhead Builders Association.” – *Ray Moe, Raymond Moe Construction*

“Building community through the ABA is why USBank has kept us such strong advocates for the association.” – *Gloria Allan, USBank*

“Arrowhead Builders Association has opened many doors for my company. My awareness of other companies has driven positive sales.” – *David Hyöppönen, St. Germain’s Cabinetry*

“Our network of builders and customers has grown by over 75% because of being a member of the Arrowhead Builders Association.”  
– *Ann Anderson, The Tongue & Groove Store*

“RWC Construction has been a proud member of the ABA since the 1970’s.” – *Jim Wallner, RWC Construction*

“Our membership in the ABA includes 3-in-1 with the Builders Association of Minnesota and the National Association of Home Builders. This has provided opportunities we would not otherwise have.” – *Nick Olson, Anderson & Hammack Construction*

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