

HBRA Member Testimonials

“For more than a decade I've had the privilege of representing Vermont organizations pursuing the construction of energy-efficient new homes, with the Home Builders and Remodelers Association. I have found the Association and its members interested in improving the energy-efficiency of Vermont housing and willing to embrace ever higher standards. Association events provide promotional activities and personal interactions critical to building trusting, long lasting relations with leaders in the Vermont construction market. It has been especially gratifying to assist the Association in its development of a locally promoted NAHB National Green Building Standard, particularly in light of the Home Builders and Remodelers Association's leadership in making this a collaborative effort with other Vermont green building advocates and programs.”

Jeffrey Gephart, Vermont ENERGY STAR Homes

A service of Efficiency Vermont & Vermont Gas Systems

“As 2008 comes to a close and as I think about ways to keep my business sharp in these trying economic times, I wanted to write you this letter as a testament to what a good business decision being a member of the Home Builders & Remodeler's Association (HBRA) is. I have been involved with the education programs offered by the National Association of Home Builders (NAHB) and have earned both my Certified Graduate Builder (CGB) and my Certified Green Professional (CGP) designations this year. I also have learned a lot about Green Building by being a member of our newly formed Green Council. This knowledge gained from being involved with these programs will hopefully give me a competitive edge. For five years I have been active with the NAHB's Builder 20 Club program. I travel twice a year to meet with my group of builder peers who are from all over the country. The amount I learn from being a member of this group is tremendous. If all of that is not enough good reason to become a member of the HBRA, this past week I received a dividend check from Acadia Insurance, who is a company that I have my workers compensation, general liability and auto insurance with. They have a program set up with the Northern New England Home Builders that will issue a dividend to members if the total group achieves a loss ratio of less than 30% in any given year. I pay a lot each year for insurance premiums, but the check I received last week that was the dividend for 2007 was in an amount that was **more than four times the annual cost of membership in the HBRA!** If I was not a member, I would not have received this dividend. So, in closing, in these tough economic times, potential members should not shy away from joining the HBRA, they should jump at it. Even if you are not insured through Acadia Insurance, the knowledge you gain from being an *active* member is more than worth the cost of joining.”

Bob Bickford, Bickford Construction Corporation

“I have been a member for over 30 years and continue to do business with members every couple days. I make sure to take advantage of all the discount programs that both the HBRA and NAHB have to offer and feel very comfortable contacting the office with any questions or for assistance. I feel the biggest benefits of membership are having a common voice presented to the government and the public and the knowledge and resources available through the HBRA and networking at events. I would like to see more members – as this

equals a stronger voice for everyone – and additional education to help us improve our craft. I believe that membership is a good investment.”

Andy Aldrich, Aldrich Construction Ent., Inc.

“I have been a member of the Association for thirty-six years and have attended the International Builders’ Show thirty-four of those years. I never came back from the IBS without some idea that made our company more money and paid my way to the show. I also take advantage of the NAHB and HBRA discounts available – another money saving advantage. The biggest advantages for my company as a member are the political input from NAHB and the local HBRA chapter, new products from IBS, code help, contact with fellow members and the educational seminars. My favorite local event of the year is the Summer Celebration Cruise on the Spirit of Ethan Allen in June.”

Bill Hauke, Hauke Building Supply

“I have been a member of the Association for about eleven years (while working at two different companies). I particularly enjoy the Better Homes Awards banquet and the networking opportunities provided through membership.”

Katherine Wallace, Well Fargo Home Mortgage

“We are pleased with our first year as members of the Association and will be sending out our dues in today’s mail. In reviewing our past year we do feel that being a member adds to our appeal when customers are considering an electrician. We were heartened with the wonderful response from the Association in regard to the elderly couple in Colchester in need of a roof. The response from everyone involved (Association Members and others) says a lot about our sense of community in Vermont.”

Ronalyn Cummings, Cummings Electric

“I have been a member for ten years and do about 20% of my business with members. On average I work with a member a couple times per week. My favorite membership event is the Annual Membership Dinner. I feel comfortable calling the HBRA with questions and that the staff responds in a timely manner. The single biggest benefit is “networking and messaging”. I would like to see a Certification Program and think that will help to make the HBRA even more special.”

Bill Bowman, Efficiency Vermont

“I became a member of the Association five years ago and do business with other members about 10x a year. I never miss the yearly Better Homes Awards banquet and really enjoy attending it each year. I particularly enjoy being a member to network with other members and being part of a team to help raise the bar of the industry in general. I would like if there was more attendance at council meetings. I think the staff work really hard and do a great job promoting our industry!”

Tim Frost, Peregrine Design/Build

“I have been a member for 14 years and on average do business with members about twenty times per year. I feel comfortable contacting the office and receive answers to my questions

in a timely manner. The single biggest membership benefit for me is networking with other companies.”

Everett Windover, Culligan Water Technologies

“I have been a member for twenty years and about 10% of my business is through fellow members. I work with members everyday. My favorite membership event is the Better Homes Awards banquet. I enjoy working with the HBRA staff and always get a great response when I am in need of information etc.”

Anonymous

“I have been a member forever and 100% of our business is conducted with members of the HBRA. I really enjoy the Home & Garden Show each year and feel that it’s one of the biggest benefits for our company. I always receive a cheerful and thorough response from the HBRA staff. I wouldn’t make any changes to the Association. Thanks for the excellent job!”

Josette Noll, Otter Creek

“I have been a member forever! We do about 30% of our business with members of the HBRA and thoroughly enjoy the Home & Garden Show each year. We love the exposure that being a member gives us. Thanks to the staff for a fine job!”

Carol Carruth, Otter Creek

“I have been a member for fifteen years and typically do business with a member 30-40 times per year. I haven’t taken advantage of the discount program yet ... but plan to. I feel very comfortable calling the staff with questions and always get a timely answer. Networking within the Association is the biggest benefit for my company.”

Anonymous

“I have been a member of the Association for about two years now. We do 100% of our business with members. I enjoy the Better Homes Awards banquet each October – a very upscale and enjoyable event. Keep up the good work. You’re doing a great job!”

Katharine Stockman, Go Green Recycling, LLC

“I have been a member for four years and do business with a member about 4-5 times per year and it makes up 40-50% of my business. I enjoy the access to other businesses and consumers who can my services. I am pleased with the level of service from the group. Keep it up!”

Joe Meccia, Joseph Meccia Builders, LLC

“I am a new member of the Association. About 50% of my business is with other members and I have bought from other members 14x so far in my 1st month with the Association. I’ve taken advantage of the health insurance savings and look forward to utilizing the other benefits. I already feel comfortable calling or stopping by the office with any questions. Thanks!”

Michael Boutin, Island Mountain Home Improvement, LLC

“I have been a member for about twenty years now. The staff is great at listening to our issues and responding in a timely manner. On request I have is to have someone spending more time visiting members to explain the benefits.”

Jeff Myers, Myers Container Service Corporation

“I have been a member of the Association for about ten years. A small percentage of my business comes from other members. I enjoy the yearly Annual Meeting and the good opportunity to meet others and benefit from the services.”

Carly Companion, National City Mortgage

“I have been a member for two years now and am still working to get member referral business going. I have taken advantage of some of the member discounts. I really enjoy the yearly Golf Tournament and feel comfortable calling the office with any questions.”

Jeff Teplitz, National City Mortgage

“I have been a member for three years and do business with numerous members. I enjoy the Better Homes Awards program each year and do take advantage of the insurance benefits. I stop by (the beautiful new) office often and the staff is very helpful. I feel the most advantageous benefits are the contact with members and the resources that membership provides.”

Tim Duff, Autumn Design Build, LLC

“I have been a member for 2.5 years and don't currently do a ton of business with the membership; however I do believe the business will come. I joined the Association to take advantage of networking with other members. I enjoy the yearly Table Top Event/Annual Dinner Meeting and the Holiday Party. Love the staff!”

Patty Geraghty, Portland Glass

“I have been a member for 30 years. I do business with other members around 60x per year and 15% of my business is through the Association. I enjoy the yearly Golf Tournament. I do take advantage of the local and national discount programs and feel comfortable contacting the office with any questions or suggestions. The biggest benefit for my company is recognition. I think that we need to give great package deals for builders ... build up our customer service reputation.”

Bob Bouchard, Bouchard-Pierce Appliance

“I have been a member of the Association for ten years. About 1% of our business is through members. My favorite event of the year is the Golf Tournament. I feel comfortable contacting the office with question and they are very responsive. Networking with other members is my biggest benefit.”

Kyle Santor, Twin State Building Supply & Design Center

“I am a relatively new member, having just joined about six months ago. About 1% of our business is currently with other members. My favorite event of the year is the Member Appreciation Day to watch the Vermont Lake Monsters. The staff is very helpful and

responds quickly to requests for assistance. I joined for the personal interaction with other members.”

Scott Brooks, A. M. Peisch & Company, LLP

“I work daily with other members of the Association and have been a member for fifteen years. I particularly enjoy the Annual Golf Tournament – participating in a day of golf while networking with other members. Networking is my top benefit as a member.”

Glenn Beaudoin, Norandex/Reynolds Distribution Co.

“I became a member of the Association five years ago and do about 5% of my business with other members. My favorite event of the year is the Summer Celebration Cruise on the Spirit of Ethan Allen. I enjoy meeting other members and providing solutions for their customers.”

Peter Nolasco, Wells Fargo Home Mortgage