

An aerial photograph of a modern residential development. In the foreground, there is a large, covered outdoor lounge area with a grey metal roof, featuring a bar and several tables with red umbrellas. To the right, a swimming pool is visible with people swimming. The background shows multi-story brick and stone apartment buildings with balconies, surrounded by landscaped greenery and walkways. The sky is a soft, warm color, suggesting sunset or sunrise.

MBIA

MEMBERSHIP & PLANNING GUIDE 2026

2025 MBIA Community of the Year Award Winner | The Grove | Elm Street Development and Craftmark Homes

| Your guide to maximizing your MBIA membership and getting involved

Build your reputation and your business

Earn up to **\$3,950** for each ENERGY STAR®
new home you build

Earn rebates for everything from eligible smart thermostats to air conditioners, heat pumps, and heat pump water heaters. You may also qualify for **federal tax credits of up to \$5,000** for each new home you build.*

As participating builders you get:



Technical
support and
training



Help with
applying
for incentives



Marketing to
help build
your business



Get in touch with us and learn more
go.bge.com/NewHomes



*Please contact a tax professional or certified public accountant to confirm details specific to your qualifications and eligibility.

EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to BGESmartEnergy.com, Pepco.com, or Delmarva.com.



Table of Contents

President’s Message, “Using this Guide”	4	PWB Wine and Chocolate	29
CEO Message, “Menu of Possibilities”	5	Maryland Real Estate Convention	29
MBIA Staff Directory	5	MACO.....	30
About Us	6-9	Legislative Breakfasts	31
MBIA Board of Directors	9	MBIA Awards of Excellence	32
Get Involved.....	10-14	Maryland Awards of Excellence (MAX)	33
Online & Email Marketing	15-16	Montgomery County Custom Building Awards	34
Advocacy.....	17-18	President’s Luncheon (Invitation Only).....	35
Events and Sponsorship	19	“You’re a member too” Campaign	36
MBIA Stars Club	20-21	Thank you to our MBIA Stars	37
Annual MBIA Installation	22		
International Builders Show	22		
Builder Connections	23		
Builder Mart	24		
Golf Classics	25		
Home Builders Care Foundation Bull & Oyster Roast	26		
Maryland Housing Expo	27		
Day at the Races (Nothing but Networking).....	28		



Maryland Building Industry Association
 11825 W. Market Place
 Fulton, MD 20759
 301-776-6242 ph
www.marylandbuilders.org

All dates/sponsorships printed in this guide are subject to availability and change. Additionally, some dates have not yet been determined and are not noted by “TBD”



2026 MBIA President
MATT LEFLER
CARUSO HOMES

A Message from Our President

Using this Guide

As we look ahead to 2026, I want to thank you for your continued support of the Maryland Building Industry Association and for the vital role you play in strengthening Maryland's building industry.

The year ahead presents both challenges and opportunities. Housing affordability, workforce needs, land availability, rising costs and smart regulation remain at the forefront of our work. How we respond—together—will shape not only our businesses, but the future of housing across Maryland.

Your engagement with MBIA is more important than ever. Whether it's attending events, serving on a committee, supporting our advocacy efforts, or simply staying connected, your participation helps ensure MBIA remains a strong, credible, and effective voice for our industry.

In 2026, we will continue to focus on bringing members together, advocating for policies that support responsible growth, and creating opportunities for meaningful connections across the building community. These efforts are strongest when our members are involved.

I encourage you to stay engaged, get involved, and take advantage of the many ways MBIA supports your business and our shared mission. Together, we can continue to build an association—and an industry—that is prepared for the future.

We hope that you look to 2026 with as much anticipation and opportunity as we do. If you have questions regarding an opportunity published in this guide, please contact the MBIA team at 301-776-6231.

Thank you and I look forward to seeing you at an upcoming event or meeting!
Matt Lefler
2026 MBIA President

A Note from Our CEO



MBIA CEO
Lori Graf

Your 2026 Menu of Possibilities

As you plan for 2026, I encourage you to take full advantage of one of MBIA's most valuable member resources—the 2026 MBIA Planning Guide.

This guide was developed with one goal in mind: to help you plan smarter, market more effectively, and maximize your engagement with the Maryland Building Industry Association throughout the year. It brings together our key events, sponsorship opportunities, marketing tools, and engagement options in one place—so you can align your business goals with MBIA opportunities that deliver real value.

Whether you are looking to increase visibility, strengthen relationships, support advocacy efforts, or better plan your marketing budget, the Planning Guide is designed to serve as a roadmap for success in 2026.

Members who use it consistently are better positioned to stay engaged, be seen, and get more out of their membership.

I encourage you to review the guide, identify the opportunities that best fit your goals, and connect with our team if you have questions or want to explore ways to customize your involvement. MBIA is here to be a partner in your success.

Thank you for your continued investment in MBIA and in Maryland's building industry. I look forward to working with you as we plan for a productive and impactful year ahead.

Lori Graf, MBIA CEO

MBIA TEAM

LORI GRAF, CEO

lgraf@marylandbuilders.org | ext. 1002

CHRIS BAUGHAN, Director of Membership and Sales

cbaughan@marylandbuilders.org | 443-220-9322

ALEX ANDELSMAN, Government Affairs Coordinator

aandelman@marylandbuilders.org | 301-476-6136

GRIFFIN BENTON, Vice President, Government Affairs

gbenton@marylandbuilders.org | ext. 1008

CAREY SWIFT, Director of Events

cswift@marylandbuilders.org | ext. 1004

LISA GOHEEN, Builders Development Guaranty Group

lgoheen@marylandbuilders.org | ext. 1007

KRISTIN HOGLE, Director of External Communications

khogle@marylandbuilders.org | ext. 1005

PATTI KANE, Home Builders Care Foundation

pkane@marylandbuilders.org | ext. 1006

BECKY MYERS, Finance Manager & Council Liaison

bmyers@marylandbuilders.org | ext. 1001

EMI HENLEY, Administrative Assistant

ehenley@marylandbuilders.org | ext. 6205

WHO WE ARE | ABOUT US



Building Homes, Enriching Communities, Changing Lives

NAHB represents the largest network of craftsmen, innovators and problem solvers dedicated to building and enriching communities. Operating at the local, state and national levels, NAHB helps its members gain a competitive advantage through:

- **Knowledge:** Offers education and other resources members need to expand their businesses and achieve personal success.
- **Networking:** Creates opportunities within a community of home building professionals for members to build key relationships and increase their profitability.
- **Expertise:** Develops solutions for members' businesses through access to experts who provide insight and information.
- **Advocacy:** Improves the business environment on Capitol Hill, in state capitols and in local communities by eliminating excessive regulations.
- **Savings:** Saves members money through advocacy efforts, exclusive services and products, and the Member Advantage program.



VOICE

From building permitting and development to statewide tax issues and federal safety regulation, your membership gives you a voice at the county, state and national level. MBIA works on over 150 bills each year that could impact the residential construction industry. Successful advocacy efforts by MBIA and NAHB have saved individual builders and home buyers thousands of dollars per home each year.



ACCESS

Daily emails, weekly eNewsletter and over 100 meetings provide you with access to industry information, local and state officials, breaking news and tons of members-only information. You control what and how much information you want!



NETWORKING

It's not just who you know, it's who others know. Networking is powerful and MBIA has over 150 events and meetings annually. Membership provides you opportunities to increase business and connect with other construction industry professionals. Bring awareness to your company and learn what your peers are doing. Events include: meetings, happy hours, golf tournaments, award programs, trade show and more.

ABOUT US

The Maryland Building Industry Association is the voice of the residential construction and remodeling industry in Maryland. Through advocacy and education, we aim to enhance the business climate for members, and to provide quality obtainable housing to the community. MBIA members are a consortium of Maryland's top building industry professionals.

CREDIBILITY

Membership demonstrates a business' initiative, its engagement in the industry, and its commitment to staying abreast of current developments in the market.



Home Builders Care Foundation is a non-profit organization that provides donated construction expertise to other non-profits that provide shelter. We are the official charity of the Maryland Building Industry Association (MBIA).

Our core activities bring together two key stakeholder groups in our communities:

- professional home builders and trades
- nonprofits organizations that help support the homeless and others at risk.

With each project, we invest in our non-profit partners' program efforts via our in-kind contributions of construction services and they in turn invest in the continuation and expansion of services to help keep vulnerable populations safely housed and on the path to stability. From simple renovations to large builds, we are able to save our non-profit partners thousands in construction costs through the power of Builders Giving Back. Potential new projects are evaluated regularly by the HBCF Board of Directors.

For more information on HBCF, visit www.hbcf.org



Chapters

Chapters serve each county in the MBIA jurisdiction with the purpose of representing the members doing business in those areas. The chapters monitor local legislation, policy changes, new regulations and lobby on behalf of the industry. The chapters meet regularly with representatives of the government departments, the Council members and County Executives or Commissioners.



Councils

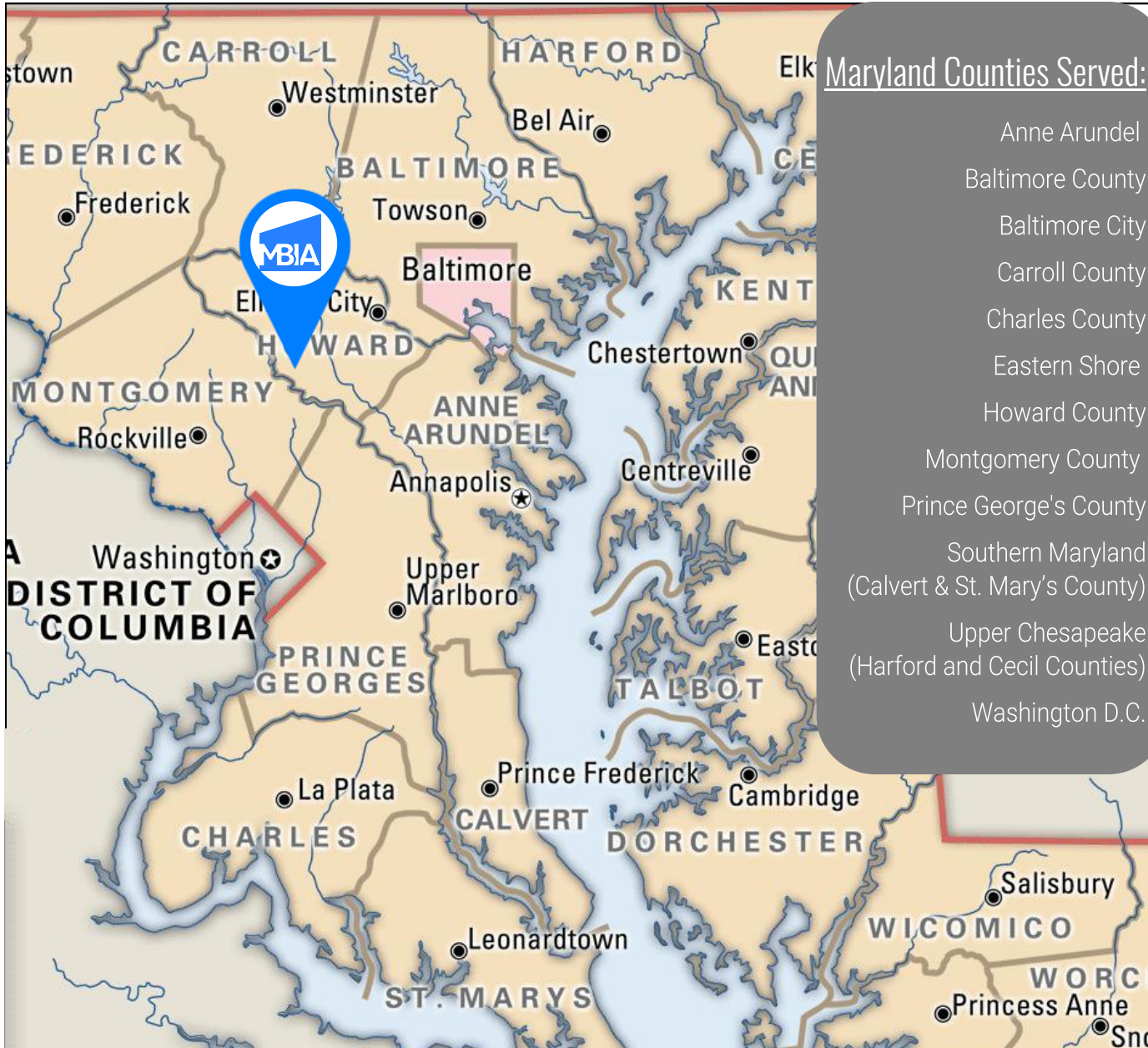
MBIA's councils target specific disciplines within the home building industry and give individual members with common interests the opportunity to exchange ideas, expand their network and further their education. Councils offer something for everyone.



NAHB

Membership with MBIA also includes membership to the National Association of Home Builders. NAHB represents the largest network of craftsmen, innovators and problem solvers dedicated to building and enriching communities. Operating at the local, state and national levels, the NAHB Federation helps its members gain a competitive advantage through

WHO WE ARE | ABOUT US



- Maryland Counties Served:**
- Anne Arundel
 - Baltimore County
 - Baltimore City
 - Carroll County
 - Charles County
 - Eastern Shore
 - Howard County
 - Montgomery County
 - Prince George's County
 - Southern Maryland (Calvert & St. Mary's County)
 - Upper Chesapeake (Harford and Cecil Counties)
 - Washington D.C.

MEET THE STAFF

- LORI GRAF, CEO**
lgraf@marylandbuilders.org | ext. 1002
- CHRIS BAUGHAN, Director of Membership and Sales**
cbaughan@marylandbuilders.org | 443-220-9322
- ALEX ANDELSMAN, Director of Government Affairs**
aandelman@marylandbuilders.org | 301-476-6136
- GRIFFIN BENTON, VP Government Affairs**
gbenton@marylandbuilders.org | ext. 1008
- LISA GOHEEN, Builders Development Guaranty Group**
lgoheen@marylandbuilders.org | ext. 1007
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khogle@marylandbuilders.org | ext. 1005
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- BECKY MYERS, Finance Manager & Council Liaison**
bmyers@marylandbuilders.org | ext. 1001
- CAREY SWIFT, Director of Events**
cswift@marylandbuilders.org | ext. 1004
- EMI HENLEY, Administrative Assistant**
ehenley@marylandbuilders.org | ext. 6205



NEW MEMBER ROADMAP TO SUCCESS

Manage Membership

After joining MBIA, you'll receive your formal "welcome" information. Take time to login to your profile and check over all your membership information and manage your communication preferences. This is also a good time to check out our members only savings.

Attend

Now is the time to attend a meeting. After your initial meeting, you should have some good ideas on what would be a good start. If there is an upcoming orientation or board meeting, you definitely want to attend!

Volunteer

This is a good time to pick a group within the association and volunteer! Maybe you love events and want to help in planning. Or maybe you have a ton of connections and would like to help with membership. Our Home Builders Care Foundation is also a great place to volunteer!



Initial Meeting

Schedule a meeting with an MBIA staff member and/or your Ambassador. Set your expectations and share them with us. Take advantage of joining and find out how to make the most of your membership.

Join a Council, Chapter or Committee

Get active and involved! You joined for a reason, take advantage of it! This is an essential tool in getting the most out of your membership. By becoming active on a committee, you meet new members, share ideas, network with your peers and contribute your expertise! MBIA has something for everyone.

Renew

If you have followed the roadmap, renewal should be a no brainer! Hopefully MBIA and our membership has proven a valuable resource. If not, be open and honest with us and let us know!

Questions? Reach out to Chris Baughan
443-220-9322 | cbaughan@marylandbuilders.org

Our Board of Directors is comprised of over 40 of our finest members. The Board meets 5 times per year and is followed by a free member reception for two of those meetings. Sponsoring our Board meeting is one of our best opportunities throughout the year to get in front of the who's who of the industry.

2026 MBIA EXECUTIVE COMMITTEE



Matt Lefler, President



Bobby Thompson, First Vice President



Matt Wessel, VP Advocacy/State



Ross Ostrander, Vice President Advocacy/
Washington Market



Steve Rubin, Vice President Advocacy/
Baltimore Market



Tim Morris, Membership Chair



Nate Forman, Vice President - Associates



Tom Baldwin, Secretary



Rob Kase, Treasurer



Michael Faerber, Life Director



Brian Ahan, Immediate Past President



Marc DeCandia, Legal Counsel

2026 MBIA BOARD OF DIRECTORS

Kevin Haines, Chapter Chair: Anne Arundel
 Jayson Williams, Chapter Co-Chair: Balt City
 Terry Anne Hearn, Chapter Co-Chair: Balt City
 Jason Vettori, Chapter Chair: Baltimore County
 Danielle Conrow, Chapter Chair: Charles
 Mark Elliot, Chapter Chair: Eastern Shore
 Will Phippen, Chapter Chair: Howard County
 Kyle Soltesz, Chapter Chair: Montgomery
 Victoria Ballestero, Chapter Chair: Prince George's
 Jim Schaefer, Chapter Chair: Southern Maryland
 Taylor Faris, Chapter Chair: Carroll
 Steve Lavin, Chapter Chair: Upper Chesapeake
 Alicia Menefee, Council Chair: 55+
 Antonio Francis, Chair: MoCo Custom Builders
 Jeff Barba, Council Chair: Young Professionals
 Jason VanKirk, Council Chair: Land Development
 Haley Kelly, Council Chair: Professional Women

Bob Mowrey, Council Chair: Sales & Marketing
 Steve Allison, Chair: Environmental
 Scott Bosse, Chair: Builder Mart
 Jeremy Rutter, President: Home Builders Care
 Scott Nicholson, Chair: BDGG
 Mike Griffith, At Large Director
 Avi Gunzburg, At Large Director
 Jim Krapf, At Large Director
 Joanie McCann, At Large Director
 Cindy Plackmeyer, At Large Director
 Brian Resnick, At Large Director
 Barbara Richman, At Large Director
 Mike Sponseller, At Large Director
 Tucker Tobin, At Large Director
 Maggie Witherup, At Large Director
 Josh Wooldridge, At Large Director



January 7, 2026
3:30pm - 5:00pm



Maryland Center for Housing



April 16, 2026
3:30pm - 5:00pm



Martin's West



June 16, 2026
3:30pm - 5:30pm



Maryland Center for Housing



September 29, 2026
3:30pm - 5:00pm



Maryland Center for Housing



November, 2026
3:30pm - 5:00pm



Laurel Park



50+ attendees at each

2026 SPONSORSHIP

PRESENTING SPONSOR\$750

- Introduction by President
- Speaking time during the board meeting
- Logo printed on every agenda, listed on the board website and PowerPoint at the meeting

CHAPTER, COMMITTEE & COUNCIL PARTICIPATION



GET CONNECTED!

Chapter, Council and Committee membership is an essential tool in getting the most out of your membership. By becoming active on a committee, you meet new members, share ideas, network with your peers and contribute your expertise to your association and to your industry. MBIA has something for everyone!

To get involved, contact Membership Director Chris Baughan at (301) 776-6231 or email cbaughan@marylandbuilders.org

CHAPTERS & COMMITTEES



CHAPTERS

Chapters serve each county in the MBIA jurisdiction with the purpose of representing the members doing business in those areas. The chapters monitor local legislation, policy changes, new regulations and lobby on behalf of the industry. The chapters meet regularly with representatives of the government departments, the Council members and County Executives or Commissioners.

Anne Arundel County

Chair: Kevin Haines
Staff Contact: Alex Andelsman
Date: 2nd Tuesday, Noon
Location: Hyatt & Weber

Baltimore County

Chair: Jason Vettori
Staff Contact: Alex Andelsman
Date: 1st Wednesday, Noon
Location: MRA/GTA Towson

Baltimore City

Co-Chairs: Jayson Williams & Terri Anne Hearne
Staff Contact: Alex Andelsman
Date: 1st Friday, Noon
Location: MRA Key Highway

Carroll County

Chair: Taylor Faris
Staff Contact: Alex Andelsman

Charles County

Chair: Daniel Conrow
Staff Contact: Griffin Benton
Date: 3rd Wednesday, 9:00am
Location: Chamber of Commerce

Eastern Shore

Chair: Mark Elliott
Staff Contact: Alex Andelsman

Howard County

Chair: Will Pippen
Staff Contact: Alex Andelsman
Date: 2nd Thursday, Noon
Location: MBIA Offices

Montgomery County

Chair: Kyle Soltesz
Staff Contact: Griffin Benton
Date: 3rd Wednesday, 8:00am
Location: McMillan Metro

Prince George's County

Chair: Victoria Ballesterio
Staff Contact: Griffin Benton
Date: 1st Friday, 8:30am
Location: County Admin Building

Southern Maryland

Chair: Jim Schaefer
Staff Contact: Griffin Benton
Date: 3rd Wednesday, 8:30am
Location: Dept. Economic Dev.

Upper Chesapeake

Chair: Steve Lavin
Staff Contact: Alex Andelsman
Date: 3rd Thursday, Noon
Location: MRA Abingdon

Washington DC

Chair: Vacant
Staff Contact: Griffin Benton

COMMITTEES

MBIA's many committees are a great place to volunteer and get involved in the association. There is a committee for everyone!

- MEMBERSHIP RECRUITMENT & RETENTION
- INNOVATION
- HOME BUILDERS CARE FOUNDATION
- BOARD OF DIRECTORS & EXECUTIVE COMMITTEE
- GENERAL EVENT PLANNING
- BUILDER MART
- INTERNATIONAL BUILDERS SHOW
- MAX+
- CUSTOM BUILDERS OF MONTGOMERY COUNTY
- CODES & STANDARDS
- DRY UTILITIES
- ENVIRONMENTAL

COUNCILS



MBIA's councils target specific disciplines within the home building industry and give individual members with common interests the opportunity to exchange ideas, expand their network and further their education. Councils offer something for everyone.

YOUNG PROFESSIONALS (YP)

The Young Professionals Council is the gateway to the Maryland Building Industry Association. It's mission is to provide learning and networking opportunities for the industry's young professionals, and encourage them to be more involved with the MBIA.

COUNCIL CHAIR: Jeff Barba, Richmond American Homes | STAFF: Becky Myers | bmyers@marylandbuilders.org | \$35 Fee

LAND DEVELOPMENT (LDC)

LDC gives its members instant access to legislative representation, educational opportunities, marketing exposure, and the exchange of ideas to promote high standards within the development industry.

COUNCIL CHAIR: Jason VanKirk, Elm Street Development | STAFF: Lori Graf | lgraf@marylandbuilders.org | \$100 Fee

MULTIFAMILY (MF)

This council represents the specific interests of builders, developers, owners, and managers of all sizes and types of condominiums and rental apartments. Its priorities include showcasing the benefits of higher-density housing, while promoting smarter approaches to growth, including the revitalization of urban areas.

COUNCIL CHAIR: Doug Flanagan, Elm Street Development | STAFF: Becky Myers | bmyers@marylandbuilders.org | \$125 Fee

PROFESSIONAL WOMEN IN BUILDING (PWB)

This council represents members working in all facets of the industry and connects them with local government employees to promote networking, relationship building, professional development, legislative awareness, and community outreach for women in the building industry. Includes membership in the NAHB council.

COUNCIL CHAIR: Haley Kelly, Wetland Studies and Solutions | STAFF: Becky Myers | bmyers@marylandbuilders.org | \$80 Fee

REMODELERS & CUSTOM BUILDERS (RC)

This council offers a variety of educational, mentoring and networking opportunities to improve the quality of the industry and its members. By promoting certification programs to consumers, members of the council are sought after for their strong professional and ethical principles. Local membership includes membership to the NAHB Remodelers Council

COUNCIL CHAIR: VACANT | STAFF: Carey Swift | cswift@marylandbuilders.org | \$70 Fee

SALES & MARKETING (SMC)

The Sales & Marketing Council helps builders sell more homes more effectively. The council provides networking, training, offers awards and recognition programs, and provides sales and marketing tools to members. Local membership includes membership to the National Sales & Marketing Council with many benefits included.

COUNCIL CHAIR: Bob Mowrey, FNB | STAFF: Carey Swift | cswift@marylandbuilders.org | \$80 Fee

ANNUAL COUNCIL SPONSORSHIP:

\$1,000 per council

Includes recognition at ALL council meetings/events as well as 5 free tickets to all council events.

COUNCIL EVENTS:

Multifamily 2026 Kickoff Lunch
January 21, 2026

Wine & Chocolate (PWB)
February 5, 2026

Book Club (PWB/55+)
March 5, 2026

Pickleball (55+)
April, 2026

MAX+ (SMC & RC)
April 16, 2026

Maryland Housing Expo (LDC)
May 8, 2026

Builder Mart (ALL)
October 21, 2026

Land Development Awards (LDC)
November 2026

Site Tours (MF)
Throughout year

Multifamily Trends Conference (MC)
September 9, 2026

LDC Holiday Breakfast
December 2026

Many more throughout the year.
Please check the MBIA Calendar

COMMUNICATION



WHAT YOU IMMEDIATELY RECEIVE UPON JOINING

Immediately upon joining the Maryland Building Industry Association, you should expect to receive the following:

- Post on MBIA LinkedIn page
- Listing on www.marylandbuilders.org with special new member highlight
- Welcome email from MBIA with specific membership information with invitation to meet with MBIA Membership Director
- Excel list of members (if requested)
- Access to members only discounts
- Access to members only portal on marylandbuilders.org
- MBIA Membership Plaque for your office (via mail)
- Email communication (within the week)
- Invitation to next Board of Directors meeting

TYPES OF COMMUNICATION

BUILDER NEWS NETWORK (BNN)

BNN is MBIA's daily email newsletter. One of our most popular features, BNN is a daily news clipping service for nearly 4,000 MBIA subscribers, providing them with quick access to the latest building news headlines from around Maryland and the country.

MONDAY MORNING MINUTE

Monday Morning Minute is our weekly email featuring all of our meetings and events scheduled for the coming week.

EVENT ANNOUNCEMENTS

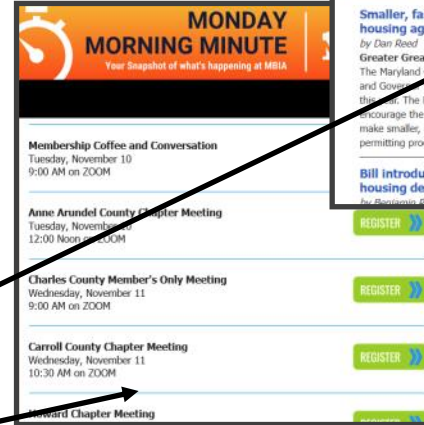
Each MBIA event will send out an independent email with more detailed information.

ADVOCACY BRIEF

A weekly report of issues impacting our industry.

CHAPTER & COUNCIL COMMUNICATION

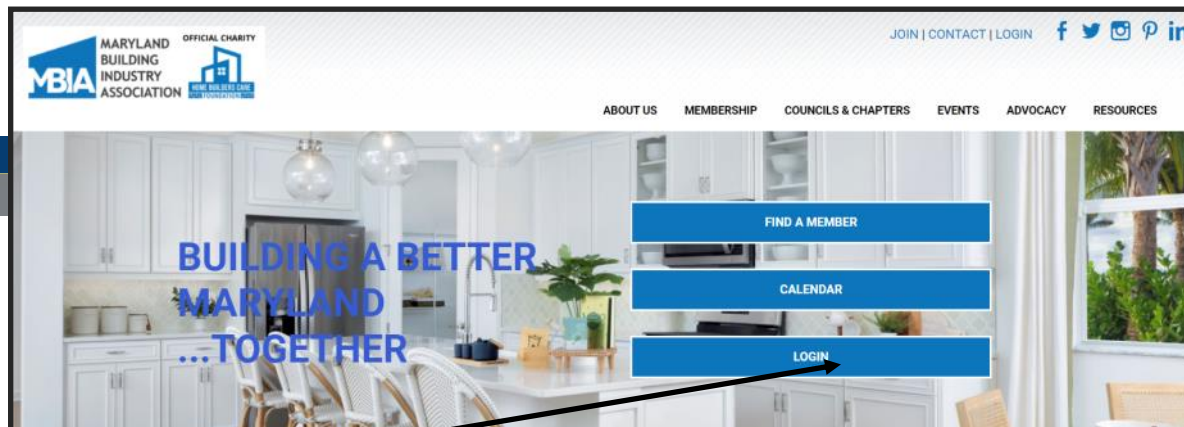
If you have signed up for any of our 40+ MBIA Councils, Chapters or Committees, you'll receive exclusive communication dedicated to each specific group including meeting invites, meeting minutes, happy hour announcements, county legislative information and much, much more.



CONNECT WITH US ON SOCIAL MEDIA



marylandbuilders.org



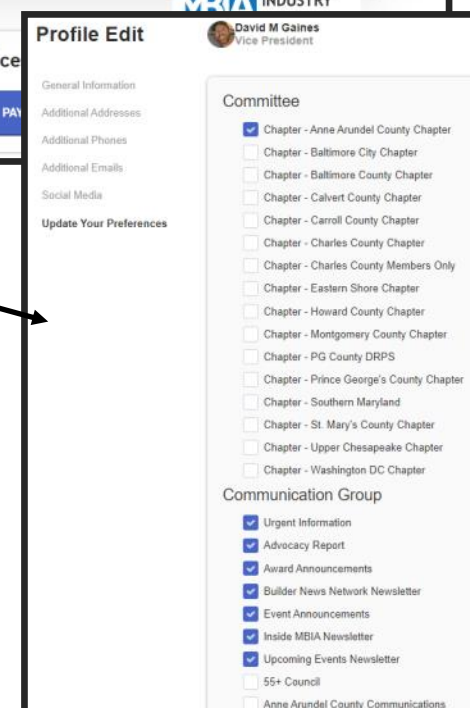
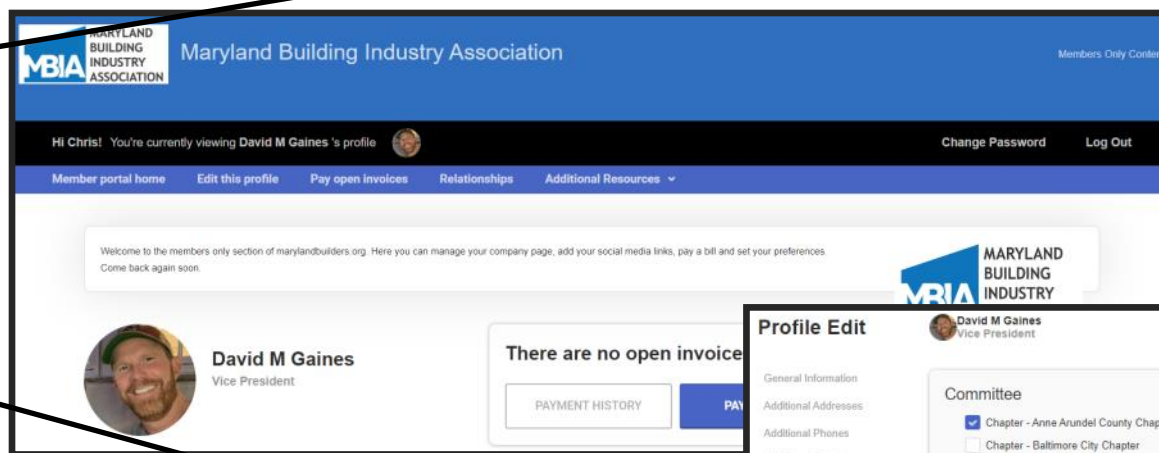
MARYLANDBUILDERS.ORG
{it was built for you}

LOGIN

Click on the LOGIN link at the top right of the page or on the blue icon in the middle of the page to gain access. Enter your username and password. If you don't know your username or password, click LOGIN and request your credentials. You can also email chbaughan@marylandbuilders.org if you have any issues.

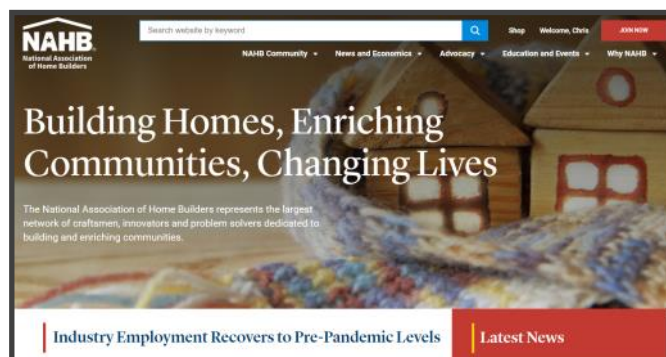
YOU'RE IN CHARGE!

- Update Your Contact Info
- Manage your communication settings
- Pay a Bill
- Update Your Social Media Networks
- Add a Video
- View Member-only Content including Housing Statistics
- Register for an Event
- Add an Event to the Members' Calendar
- Run a Report of Your Referrals
- Post a Job or View Job Listings
- Much, much, more!



NAHB.ORG

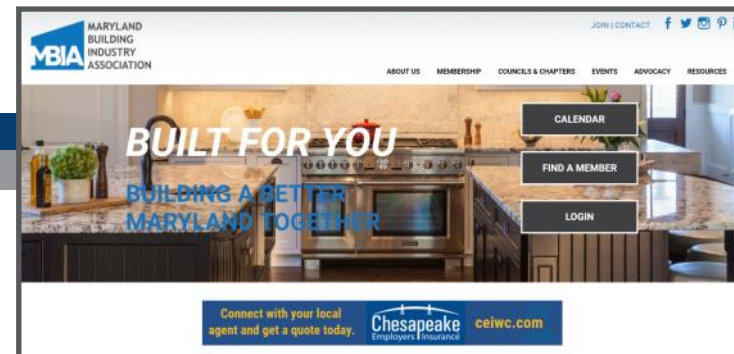
NAHB's members-only website provides exclusive industry news and information. NAHB offers a variety of proprietary e-newsletters that provide the latest news and analysis on many industry-specific issues.



ONLINE & EMAIL MARKETING

MBIA WEBSITE (marylandbuilders.org)

The MBIA website receives over 8,000 unique visits each month resulting in over 30,000 page views! Advertising on www.marylandbuilders.org is a great way to reach member and non-member visitors and reinforce your marketing message. Visitors log on to learn about upcoming association events, register for events and search for other members with whom to do business. For enhanced exposure, there are a variety of banner advertising options available.



RUN OF SITE BANNER ROTATION

The combination of these two rotating banners provide you with exposure throughout marylandbuilders.org. Includes two banners:

- > 1 Leaderboard banner ad (728x90px)
- > 1 Rectangular ad (250x300px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$250
3 Months	\$675 (\$225/mo)
6 Months	\$1,200 (\$200/mo)
12 Months	\$2,100 (\$175/mo)

EXCLUSIVE LOWER LEADERBOARD

Exclusive placement on the homepage and run of site on marylandbuilders.org. Your ad will appear above the footer on every page of the site. Includes one premium position:

- > 1 Leaderboard banner ad (728x90px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$200
3 Months	\$525 (\$175/mo)
6 Months	\$900 (\$150/mo)
12 Months	\$1,500 (\$125/mo)

EXCLUSIVE TOP LEADERBOARD

Be front and center with this exclusive placement on the homepage and run of site placement on marylandbuilders.org. Appears at the top of every page on the site. Includes one premium position:

- > 1 Leaderboard banner ad (728x90px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$400
3 Months	\$1,050 (\$350/mo)
6 Months	\$1,950 (\$325/mo)
12 Months	\$3,000 (\$250/mo)

BUILDER NEWS NETWORK (BNN)

Builder News Network is MBIA's **daily** email newsletter. One of our most popular features, BNN is a daily news clipping service for over 4,500 MBIA subscribers, providing them with quick access to the latest building news headlines from around Maryland and the country.

STANDARD AD

One of two ads featured on the left panel of Builder News Network

- > 1 Standard ad (190x200px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$400
3 Months	\$900 (\$300/mo)
6 Months	\$1,650 (\$275/mo)
12 Months	\$3,000 (\$250/mo)

SKYSCRAPER

Exclusive tower ad featured on left panel of Builder News Network

- > 1 Skyscraper ad (190x500px)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$500
3 Months	\$1,200 (\$400/mo)
6 Months	\$2,100 (\$350/mo)
12 Months	\$3,600 (\$300/mo)

SPONSORED CONTENT

Ad featured among stories in body of Builder News Network.

- > 1 Sponsored Content ad

<u>Frequency</u>	<u>Cost</u>
1 Week	\$100

ONLINE & EMAIL MARKETING (CONTINUED)

COMMUNICATION SPONSOR

The MBIA hosts hundreds of events each year, and email is the primary method we use to get the word out to more than 5,000 industry professionals on our list. The new Communication Sponsorship will allow your company to tap into our list with an ad appearing prominently on all event emails sent by the association. This ultra-exclusive marketing opportunity is available to just four companies in 2026 (one per quarter).

EXCLUSIVE COMMUNICATION SPONSOR \$3,000

- > 3 months
- > Option of Q1, Q2, Q3 and Q4 2026
*Quarter choice based on first come, first serve.

NOTE

Emails for BNN, Advocacy, Builder Mart and HBCF/PAC events are excluded. But don't worry, that still leaves nearly 200 more events where your ad will appear!

MBIA MEMBERSHIP BROCHURE & PLANNING GUIDE ADVERTISING

Did you know that MBIA's Membership and Planning Guide are sent out more than any other publication or email that MBIA produces? Not only are they sent out to current members, but every prospect interested in joining or learning more about the association receives both of these publications. Why not take advantage of the exposure!

One ad = exposure all year long! By advertising in one or both of these annual guides, you'll reach a highly targeted audience of homebuilding industry professionals.

PLANNING GUIDE

<u>Size</u>	<u>Cost</u>
1/2 Page	\$250
Full Page	\$400
Back Cover	\$750
Inside Front	\$750



NEWSLETTERS (ADVOCACY BRIEF, MONDAY MORNING MINUTE)

ADVOCACY BRIEF

Weekly Legislative & Regulatory email sent to over 4,000 subscribers.

- > 1 block ad (based on avail.)

<u>Frequency</u>	<u>Cost</u>
1 Month	\$250
3 Months	\$500
6 Months	\$900

MONDAY MORNING MINUTE

"Event listing" sponsorship featured in middle of upcoming event calendar.

- > 1 "event listing" ad

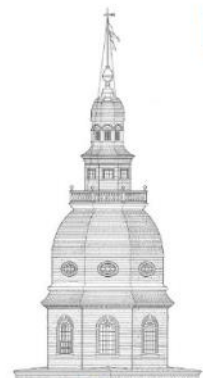
<u>Frequency</u>	<u>Cost</u>
1 Month	\$250
3 Months	\$500
6 Months	\$900

MBIA ADVOCATES

ADVOCACY

A core mission of the Maryland Building Industry Association is advocacy. Representing the home building industry in city halls, county court houses and the state capital, MBIA works to keep its members informed on legislative and regulatory issues as well as serving as a trusted information resource for public officials. On your behalf, MBIA fights restrictive legislation and regulations that are detrimental to the housing industry. MBIA staff is only a phone call away with information about new regulations, codes, laws or industry concerns.

Each year, MBIA's Government Affairs team sifts through thousands of bills at the county and state level to analyze the potential impact on the industry. Our lobbyists go to work building coalitions, meeting with legislators, testifying at hearings, generating grassroots messages to elected officials, and organizing rallies. As a result, industry positions are heard loud and clear and legislators take our concerns seriously and work with us to compromise. Often times our work prevents flawed policy from being introduced or passed, or we advocate for revisions to proposals to eliminate a negative impact on our members.



MBIA
MARYLAND
BUILDING
INDUSTRY
ASSOCIATION
#mbiaworkingforyou
Session ending April 7, 2025

MBIA FINAL SESSION UPDATE

216 Bills Reviewed by the MBIA Legislative Committee
179 tracked, 103 neutral

165 Positions Recorded by MBIA

111 Hearings in which MBIA Submitted Testimony

4 Action Alerts Sent

@marylandbuilders @buildmd marylandbuilders.org 301-776-MBIA

MBIA Advocates

For Maryland's Building Industry



MARYLAND IN CRISIS
Maryland is experiencing an unprecedented housing shortage

A limited supply of land, a shortage of skilled labor, increased regulation, increasing material costs and rising interest rates are all contributing to higher home prices and rents. The result? Marylanders are struggling to afford one of the most basic human needs — shelter.

MBIA MARYLAND BUILDING INDUSTRY ASSOCIATION

"Maryland is the 8th least affordable state in the US for housing costs"

Jake Day, the Maryland secretary of Housing and Community Development

FACTS

Restricting housing supply in high-productivity cities leads to an increase in property values, and it is therefore in the rational self-interest of current property owners to seek such restrictions. However, the social costs of these private gains are immense, particularly when one considers higher-income neighborhoods have greater access to a range of benefits, including quality public schools, better government services, healthier environments, and more green spaces. Restricting the ability of people to move into these communities also exacerbates the defacto racial and class segregation created and reinforced by 20th-century urban development and housing policies.

Maryland is short at least 96,000 housing units.

This will increase by 5600 units a year if no action is taken

An acre increase in minimum lot size = **36% reduction** in the number of new housing units

The price of rental housing increases 2.3% for every new regulation

A residential parking spot costing \$28,000-\$34,000 increases rent by 17%

"We must address the housing crisis at its source: Withering supply"

Maryland Governor, Wes Moore

Home prices have risen nationally, since 2019. Both the Forbes Advisor Index and Missouri Economic Research and Information Center Index place Maryland among the states with the highest cost of living. The median home price in Maryland was \$411,200 compared to the national median home price of \$348,600 in 2022. The cost of housing is impacted by housing inventory. Between 2019 and 2022, the housing inventory dropped between 40% and 75% in every county (57% on average, statewide) while median home prices increased 27% statewide

HOUSING IN CRISIS

Regulations imposed by all levels of government account for \$93,870, or 23.8% of the current average sales price of a new single-family home

Visit marylandbuilders.org for more information

ADVOCACY IMPACT EVENTS

Advocacy
Matters

A core mission of the Maryland Building Industry Association is advocacy. Representing the home building industry in city halls, county court houses and the state capital, MBIA works to keep its members informed on regulatory issues as well as serving as a trusted information resource for public officials. On your behalf, MBIA fights restrictive legislation and regulations that are detrimental to the housing industry. Part of staying informed is being involved.

2026 OPPORTUNITIES

HOWARD COUNTY PAC EVENT (MEET THE COUNCIL)		FEBRUARY 5		MARYLAND CENTER FOR HOUSING
HOUSING ADVOCACY DAY		FEBRUARY 11		ANNAPOLIS
MBIA'S ICSC RECEPTION		MAY 17		LAS VEGAS
BALTIMORE COUNTY CRAB FEAST		JUNE 4		OCEAN PRIDE
MACO GOLF & RECEPTION AT SEACRETS		AUGUST 13		LINKS AT LIGHTHOUSE SOUND
BALTIMORE CITY PAC HAPPY HOUR		SUMMER		TBD
SOUTHERN MARYLAND HAPPY HOUR		SUMMER		TBD
ANNE ARUNDEL COUNTY HOLIDAY PARTY		DECEMBER		TBD

MBIA YEAR-ROUND ADVOCACY RAFFLE

ALL PROCEEDS BENEFIT MBIA'S ADVOCACY FUND

For \$100, you get 52 CHANCES to win a prize valued at approximately \$250. Every week of 2026 we will draw a winner live on Facebook and considering we are limiting the tickets sold to only 500, the odds are looking pretty good for you! Not only that, but there are no limits on the number of tickets you can purchase AND each of the tickets purchased can win MULTIPLE TIMES. Every winning ticket will be placed right back in the drum for a chance to win again.

ALL proceeds from the raffle will directly benefit the MBIA Advocacy fund. This fund is used to develop comprehensive campaigns and analysis on behalf of the housing industry in order to fight restrictive legislation and regulations that are detrimental to our members.

Do not hesitate to purchase your tickets.

Regardless of how many are sold, our first drawing will take place the first week of January, 2026.



2026 ADVOCACY RAFFLE

(1) RAFFLE TICKET\$100

- ALL proceeds benefit Advocacy
- No limit on # of tickets purchased
- NO limit on # of times a ticket can win

EVENTS AND SPONSORSHIP



NETWORKING OPPORTUNITIES, RELATIONSHIP BUILDING AND SPECIAL EVENTS

Your membership in the Maryland Building Industry Association is more than a line item—it's an investment in your business and in the future of Maryland's building industry. The more engaged our members are, the stronger and more effective MBIA becomes.

Getting involved with MBIA allows you to help shape the direction of the association and the industry we represent. Whether through attending events, serving on a committee, supporting advocacy efforts, or simply connecting with fellow members, your participation strengthens our collective voice on the issues that matter most—housing affordability, workforce development, land use, and smart regulation.

Involvement also delivers direct value to your business. MBIA provides access to meaningful networking, increased visibility, leadership opportunities, and trusted relationships with decision-makers and peers. Members who engage tend to get more out of their membership because they are better connected, better informed, and more actively positioned within the industry.

Most importantly, MBIA works best when members show up. Our success as an association depends on the experience, insight, and leadership of the professionals who make up our membership. When you get involved, you help ensure MBIA continues to be a strong advocate and resource for the entire building community.

I encourage you to take advantage of the many ways to engage with MBIA and find the opportunities that align best with your interests and goals. Together, we can continue to build an association—and an industry—that is strong, connected, and prepared for the future.



If you are ever unsure of how to get involved, or what makes the most sense for you and your company, do not hesitate to reach out to Chris Baughan. You can set up a meeting with him to go over everything the association has to offer. It can be overwhelming at times looking at all we offer or taking a peak at our calendar. Don't hesitate to ask for help!

Contact Chris today!

Chris Baughan
301-776-6231 (office)
443-220-9322 (mobile)
cbaughan@marylandbuilders.org

2026 MBIA STARS CLUB



- ★ SUPPORT your association
- ★ SUPPORT your industry
- ★ INCREASE your visibility
- ★ INCREASE your benefits
- ★ EXPAND your networking

The strength of the Maryland Building Industry Association is built on the commitment and leadership of our members. One of the most impactful ways to support MBIA—and the industry we represent—is through participation in MBIA’s Annual STARS Club Partnership.

The STARS Club provides critical funding that allows MBIA to advocate effectively on behalf of Maryland’s building industry, deliver high-quality programs and events, and invest in initiatives that support housing affordability, workforce development, and responsible growth. Simply put, STARS Club support helps ensure MBIA has the resources needed to protect and advance our industry’s interests.

Beyond advocacy, the STARS Club offers partners elevated visibility and recognition throughout the year. STARS Club members are showcased as leaders who believe in the mission of MBIA and who actively support the association that supports their business. This visibility reinforces credibility, strengthens relationships, and positions your company as a trusted industry partner.

STARS Club participation is more than sponsorship—it’s a statement of commitment. It signals that your company understands the importance of a strong association, a unified voice, and long-term investment in Maryland’s building community.

I encourage you to consider supporting MBIA through the Annual STARS Club Partnership. Your support makes a meaningful difference—not only for MBIA, but for the future of housing and construction across Maryland.

2025 MBIA STARS CLUB PARTNERS

<p>PLATINUM</p>			
<p>GOLD</p>		<p>SILVER</p>	<p>BRONZE</p>

2026 MBIA STARS CLUB



STARS CLUB BENEFITS

- > Complimentary tickets to MBIA Events*
- > Recognition on STARS Club Banner
- > Personal introductions to MBIA members
- > Invitation and special recognition at MBIA Awards of Excellence
- > STARS Signage featured at MBIA signature events
- > Company listing/logo on MBIA website
- > Complimentary enhanced listing in online directory
- > STARS ribbons on event name badges
- > Verbal Recognition at ALL attended events
- > Recognition at MBIA President's Luncheon

PREFERRED PARTNER \$20,000

- > ALL Benefits of Platinum Stars Club
- > \$10,000 in individual event sponsorships of your choice
- > "Preferred Partner" status on all banners, event shout-outs and event PowerPoint slides
- > Floor Sticker at registration of signature events
- > Logo on MBIA water bottles distributed at association office and meetings throughout the year.
- > Logo displayed on all emails sent from MBIA (40,000+/month)
- > Logo on cover of MBIA Membership & Planning Guide
- > Company logo printed on all new member letters and membership renewal letters
- > 1 month advertisement on Builder News Network
- > 5 weeks sponsored content Builder News Network ad
- > 1 month rotating banner ad on marylandbuilders.org
- > 2 advertisements on Advocacy Report (monthly legislative email)
- > Logo displayed on MBIA Upcoming Events email
- > Up to 5 free room rentals. Includes all rooms
- > Opportunity to present at each new member orientation

PLATINUM SPONSOR \$10,000

- > 35 complimentary event tickets to use annually*
- > One complimentary foursome at MBIA Golf Outing of choice
- > Complimentary table of 8 to the Awards of Excellence
- > Invitation and Recognition at MBIA President's Luncheon
- > 4 complimentary MBIA Council memberships
- > 1 complimentary council sponsorship
- > Interview with Tom Baldwin of Caruso Homes on MBIA's NEW Membership Podcast
- > Custom Platinum Stars Club member event name tag
- > Logo recognition on ALL MBIA meeting agendas
- > 2 complimentary Webinars or meetings promoted by MBIA
- > Full Page Advertisement in MBIA Planning Guide
- > Opportunity to present at one Board Meeting
- > Company logo with link on daily BNN email
- > Company logo with link on homepage of website (marylandbuilders.org)
- > Large logo recognition on STARS Club signage
- > 2 MBIA eLerts (blast emails)
- > Platinum STAR recognition at ALL events attended

GOLD SPONSOR \$6,000

- > 20 complimentary tickets to use annually*
- > 2 complimentary MBIA Council memberships
- > One complimentary foursome at MBIA Golf Outing
- > 4 tickets to the MBIA Awards of Excellence
- > Invitation and Recognition at President's Luncheon
- > 1/2 Page Advertisement in MBIA Planning Guide
- > Company logo with link on homepage of website (marylandbuilders.org)
- > Logo recognition on STARS Club banner/signage, displayed at key events
- > 1 MBIA eLert (email blast)
- > Complimentary Meeting promoted by MBIA

SILVER SPONSOR \$4,000

- > 12 complimentary tickets to use*
- > 1 complimentary MBIA Council membership
- > 2 golfers at the MBIA Golf Outing at Turf Valley
- > 2 tickets to the MBIA Awards of Excellence
- > Invitation and Recognition at MBIA President's Luncheon
- > 1/4 Page Advertisement in MBIA Planning Guide
- > 1 MBIA eLert (email blast)

BRONZE SPONSOR \$2,500

- > 8 complimentary tickets to use annually*
- > 1 golfer at the MBIA Golf Outing of choice
- > 1 ticket to the MBIA Awards of Excellence
- > Listing in MBIA Planning Guide
- > Company listing with link on STARS Club page of marylandbuilders.org



- > All 2026 STARS Club partners are required to pay, or have a payment plan in place prior to January 31, 2026.
- > 2026 STARS Club sponsorships will be sold starting 12/1/25
- > Deadline to sponsor 2026 MBIA STARS Club is 1/31/26

QUESTIONS? READY TO SIGN UP?
CONTACT:

Chris Baughan
cbaughan@marylandbuilders.org or 301-776-6231

ANNUAL MBIA INSTALLATION

Join us for the installation of our 2026 Executive Committee and the Board of Directors.

3:30- 4:30PM - Installation | 4:30PM - Board Meeting
5-7PM- Networking | Live Music, Open Bar, Appetizers and Snacks



January 7, 2026



75+ attendees



MBIA Headquarters
(Howard County)

2026 SPONSORSHIP

PRESENTING SPONSOR\$1,500

- 10 Tickets
- Special shout out
- Individual sign on every table
- Individual slide on PowerPoint

BAR SPONSOR\$1,000

- Special shout out
- Individual sign on bar and PP
- 5 tickets to event

GOLD SUPPORTER\$500

- Verbal recognition at event
- Small logo on sponsorship signage & PP
- 2 tickets to event

INSTALLATION OF 2026 OFFICERS



special guest speaker
Brooke Lierman

Music, Open Bar,
Appetizers and Snacks

MBIA has elected our Executive Committee and Board of Directors for 2026 and we are looking forward to their strong leadership and guidance.

We invite all members to join us for their installation.

Wednesday, January 7, 2026

3:30PM- Board Meeting

4:15PM - Installation of Officers

5:00-7:00PM - Networking w/ Music, Open Bar & Food

MBIA AT INTERNATIONAL BUILDERS SHOW



The NAHB International Builders' Show® (IBS) is the largest annual light construction show in the world. The 2025 show welcomed nearly 70,000 visitors from more than 100 countries. Residential construction professionals look forward to the **NAHB International Builders' Show® (IBS)** each year.

MBIA SCHEDULE OF EVENTS AT IBS

February 17 | 5-7PM
Welcome Reception:
Hyatt Regency



February 17-19, 2026



300+ attendees
(from Maryland)



Orlando, FL

2026 SPONSORSHIP

PRESENTING SPONSOR\$3,000

- Signage at all Events
- Table top display for literature/giveaways
- Logo listed on all marketing materials and website

GOLD SPONSOR\$1,500

- Table top display for literature/giveaways
- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign


COVER YOUR COST/SILVER SPONSOR\$750

- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign


BUILDER CONNECTIONS



This members only event provides you with the unique opportunity to spend 5 minutes of uninterrupted face time with key Builder decision makers including CEO's, Presidents, Purchasing officers, Land Developers and Sales & Marketing teams to promote your products and services. Bring a sample of your product and let them see for themselves why they should be doing business with you. Don't forget to bring your marketing materials and special promotions geared to entice them and provide a value-added benefit to their bottom line. Members rank Builder Connections as one of the Association's top networking events! Where else do Associate members get the chance to meet with so many builders in the same place at the same time? Call you're boss and tell him or her that you are busy with over 30 meetings...all in one day!

 March 10, 2026
2:00PM - 5:00PM

 200+ attendees

 Martin's West
(Baltimore County)



PAST BUILDER PARTICIPANTS

- > Caruso Homes
- > Gemcraft Homes
- > Owings Brothers Contracting
- > Design Build Remodeling Group
- > Bayview Builders
- > Craftmark Homes
- > Miller and Smith Homes
- > Wormald Homes
- > Edgemont Builders
- > Ward Companies
- > Koch Homes
- > Stanley Martin Homes
- > Burkhard Homes
- > Timberlake Homes
- > Lennar Homes
- > D.R. Horton
- > Baldwin Homes
- > Stanley Martin Homes
- > Beazer Homes
- > Schaeffer Homes
- > Williamsburg Homes
- > DRB Group

2026 SPONSORSHIP

□ ALL SPONSORSHIPS INCLUDE:

- 30 minute exclusive early entry w/Builders
- Onsite Signage
- Sponsor ribbons for attendees
- Logo on webpage and confirmation emails

ULTIMATE BAR SPONSOR \$2,000

- Custom Bar Napkins w/logo
- Bars adorned w/exclusive signage
- Marketing item in builder bags
- 5 tickets

BUILDER TOTE BAG SPONSOR \$1,500

- Custom Tote Bags given to each Builder attendee w/logo
- Marketing item in builder bags
- 4 tickets

PAD/PEN SPONSOR \$1,000

- Custom pads/pens w/logo
- Marketing item in builder bags
- 3 tickets

HAND SANITIZER SPONSOR \$1,000

- Custom hand sanitizers w/logo
- Marketing item in builder bags
- 3 tickets

MINT SPONSOR \$1,000

- Custom mints w/logo
- Marketing item in builder bags
- 3 tickets

□ BUSINESS CARD HOLDER SPONSOR \$1,000

- Custom business card holder w/logo
- Marketing item in builder bags
- 3 tickets

□ ELITE SPONSOR \$500

- Marketing item in builder bags
- 2 tickets

BUILDER MART



Builder Mart is our largest event of the year and the largest, one-day building industry trade show in the Mid-Atlantic. Join us in celebrating our 54th year as the premier home builder, developer and remodeler industry event. Visit over 350 national, regional and local vendors and network with more than 2,000 other building industry professionals all under one roof at the Howard County Fairgrounds. buildermart.org

This fully catered event includes an all-you-can-eat bull & oyster roast



October 21, 2026
10:00am - 5:00pm



2,000+ attendees



Howard County
Fairgrounds



EXHIBIT

- 10'x10' Wall/Inside Booth \$995
- Corner Booth \$1,195
- 10'x20' End Cap \$2,295
- 10'x20' Island Booth \$2,595
- 20'x20' Island Booth \$4,995

OUTDOOR EXHIBIT

- Exhibitor Add-on \$395
- Non-Exhibitor \$695

SPONSOR

- Registration / Badge Sponsor \$3,000
- Beer / Cup Sponsor \$2,500
- Lanyard Sponsor \$2,500
- Tote Bag Sponsor \$2,000
- MBIA Lounge Sponsor \$3,000
- Cornhole Sponsor \$2,000
- Napkin Sponsor \$2,000
- Bathroom Sponsor \$1,000 (3)
- Bull Riding \$2,500
- Espresso Station \$2,000
- buildermart.org Sponsor \$1,500


ADVERTISE / ENHANCE


- 1/2 Page Program Ad \$250
- Full Page Program Ad \$400
- Bull Roast Sign \$500
- Directional Aisle Sign \$250
- Email to attendees \$250
- 2023/2024 Attendee List \$500
- Extra Builder Mart Tickets \$55


GOLF CLASSIC





There aren't many better ways to spend time with your peers than outside on a beautiful golf course! We start the day with registration at 8:30, hit the tees at 9:00 and wrap up around 2:00 for food, drinks and awards. This is a great event to sponsor and give you visibility throughout an entire day. This is also a great event to invite customers, or prospects and spend over 5 hours with them on a golf cart. That is true one on one time! Due to the popularity of our Golf Outings we are excited to say that we offer TWO tournaments.


 June , 2026
10:00am - 6:00pm

 100+ attendees

 Turf Valley Resort
Howard County

 September, 2026
10:00am - 6:00pm

 100+ attendees

 Greystone Golf Course
Baltimore County

2026 SPONSORSHIP

ALL SPONSORSHIPS INCLUDE:

- Signage at 19th Hole reception
- Signage at Registration
- Logo on website
- list of attendees



COOLER BAG SPONSOR (EXCLUSIVE)\$1,000

- Present each golfer w/cooler Bag w/logo
- Exclusive hole sponsorship



GOLF UMBRELLA SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf umbrella w/logo
- Exclusive hole sponsorship



GOLF TOWEL SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf towel w/logo
- Exclusive hole sponsorship



COOZIE SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom coozie w/logo
- Exclusive hole sponsorship



GOLF TEE SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf tee w/logo
- Exclusive hole sponsorship



GOLF BALL SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf ball w/logo
- Exclusive hole sponsorship

HOLE/GAME SPONSORSHIPS BELOW:

- Hole sponsorships include opportunity to be stationed at hole. Sponsors must provide their own tent, table, chairs, etc.
- HOLE-IN-ONE SPONSOR (EXCLUSIVE)\$1,000**
- LONG DRIVE CONTEST (EXCLUSIVE)\$500**
- EXCLUSIVE HOLE SPONSOR\$500**

BEVERAGE CART SPONSOR (2 AVAILABLE)\$500

- Signage on golf cart and opportunity to drive cart

PLATINUM SPONSOR\$1,500

- Foursome to golf
- Speaking Opportunity at Reception

DOOR PRIZE SPONSOR (UNLIMITED)\$100

- Company announced as gift sponsor at reception w/opportunity to present winner

HOME BUILDERS CARE FOUNDATION



HBCF BULL & OYSTER ROAST

The HBCF Bull Roast is one of the building industry's most anticipated events—combining great food, great networking, and a great cause. By attending, you'll connect with builders, remodelers, and industry partners in a relaxed, high-energy setting while directly supporting critical housing and workforce initiatives across Maryland. Every ticket helps the Home Builders Care Foundation continue its mission of improving lives through shelter, education, and community investment—making the Bull Roast an event where doing good and doing business go hand in hand.



September 16, 2026
4:30pm - 7:30pm



300+ attendees



Lone Oak Brewery
Howard County, MD

2026 Sponsorship

Help Home Builders Care make a difference in the lives of others in need. Sponsor this event! A portion of all sponsorship is tax-deductible


Bull Roast 2025 Sponsor Levels	Bond Release Sponsor \$15,000	Record Plat Sponsor \$10,000	Final Plan Sponsor \$5,000	Utilities Sponsor \$2,500	Grading Sponsor \$1,000	Survey Sponsor \$500
Buils for Others In Need	◆	◆	◆	◆	◆	◆
Tickets Included	12	10	8	6	4	2
Event Marketing	◆	◆	◆	◆	◆	◆
Event Program	Lead Logo	Logo	Logo	Logo	Name	Name
Honor Roll Listing	◆	◆	◆	◆	◆	◆
Social Media Spotlights	Solo	Solo	Select Group	Select Group		
Reserved Seating	Two Tables	Two Tables	One Table			
Podium Recognition	◆	◆	◆			
Additional PR Benefits	◆					





MARYLAND HOUSING EXPO 2026



MBIA's Maryland Housing Expo is the premier event for anyone involved in land development, planning, and housing growth in Maryland. Attendees gain direct access to developers, builders, engineers, planners, and local decision-makers to discuss land availability, regulations, infrastructure, and market opportunities. It's a focused environment to build strategic relationships, stay ahead of policy and development trends, and position your business at the center of Maryland's future growth

 May 8, 2026

 150+ attendees

 Laurel Park

2025 PRESENTORS:

Jacob Day - Secretary, Maryland Department of Housing and Community Development

Tom Coale, Esq. - Partner, Perry, White, Ross & Jacobson

Dan Fulton - Senior Vice President, Zonda

Moderated by David S. Thaler

PE, LS, DFE, D.WRE, EWRI, FRGS, F.ASCE, F.NSPE

David is the Managing Member of D S Thaler, and Assoc., LLC a civil and environmental engineering firm he founded in 1975. The firm has completed hundreds of land development projects many of extraordinary complexity. He was the founding President of the Land Development Council of MBIA. In 2019 he won the award as the top Professional Engineer in the United States. He has published over 250 articles and five books. He was guest scholar at University of Baltimore School of Law.

2026 SPONSORSHIP

PRESENTING SPONSOR\$2,000

- Top billing on all marketing
- 2 Full Pages advertisement in program guide
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 5 event tickets Attendee list

VENDOR\$595

- Listing on all marketing
- Vendor table
- 1/2 Page advertisement in program guide
- Listing on event signage
- 2 event tickets Attendee list

BREAKFAST SPONSOR\$1,000

- Full Page advertisement in program guide
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 3 event tickets Attendee list

LUNCH SPONSOR\$1,000

- Full Page advertisement in program guide
- Vendor table with preferred location
- Individual event signage
- Introduction and shout out from stage
- 3 event tickets Attendee list

PROGRAM ADVERTISING\$300

- Full Page Advertisement, \$300
- 1/2 Page Advertisement, \$175

PROGRAM SPECS:
8.5" x 11", Full Color

Our onsite program will be a guide for our builders and developers to any and all land available in the area. This is a great opportunity to showcase what you have available.

DAY AT THE RACES!



NO formalities and NO agenda...it's Nothing but Networking!

Start your weekend a little early while joining your fellow MBIA members for a fun day of networking while enjoying a day at the races!

MBIA's Day at the Races delivers the perfect mix of high-energy networking and unforgettable entertainment. Enjoy a fun, relaxed atmosphere at the track while connecting with builders, developers, and industry partners. It's a chance to strengthen relationships, make new connections, and enjoy a signature Maryland experience

Every attendee will receive:

- > Free program
- > Private teller
- > Get a history tour of the paddock
- > Free betting voucher
- > Meet with a racing ambassador
- > Watch our named race from the winner's circle!



May 8, 2026
1:00 - 5:00



100+ attendees



Laurel Park Racetrack



2026 SPONSORSHIP

FIRST BET'S ON US SPONSOR \$1,500

- Large logo in pre and post marketing
- Distribution of betting voucher
- Signage at event
- 5 complimentary tickets

RACING PROGRAM / PEN SPONSOR \$1,500

- Large logo in pre and post marketing
- Your logo on free betting voucher given to ALL attendees!
- Signage at event
- 5 complimentary tickets

WINNERS CIRCLE EXPERIENCE \$1,500

- Large logo in pre and post marketing
- Race Naming Rights & Invitation of 25 to winners circle!
- Signage at event
- 5 complimentary tickets

BAR SPONSOR \$2,000

- Logo in pre and post marketing
- Food courtesy of your company
- Signage at event
- 5 complimentary tickets
-




NEW FOR 2026: COMPANY TICKET PACKAGE:

- | | |
|--------------------------|---|
| WIN | \$1,250 |
| <input type="checkbox"/> | 15 tickets, \$10 betting vouchers & racing programs |
| <input type="checkbox"/> | Winners Circle experience Logo on signage |
| PLACE | \$1,000 |
| <input type="checkbox"/> | 10 tickets, \$10 betting vouchers & racing programs |
| <input type="checkbox"/> | Winners Circle experience Logo on signage |
| SHOW | \$750 |
| <input type="checkbox"/> | 8 tickets, \$10 betting vouchers & racing programs |

MBIA AT ICSC RECON



Join the largest global gathering of retail real estate professionals at ICSC Las Vegas for networking, deal making and professional development. Locally, the event is headlined by the Maryland Real Estate Convention which is attended by the country's premier developers, managers, brokers, professionals, lenders, lawyers, politicians, consultants and Government Officials. This event is attended by over 2,500 people from around the world doing or considering doing business in the State of Maryland and the Mid-Atlantic region. Invited guests comprise of national franchise owners, business owners, and other prospective tenants looking to form relationships with Maryland providers of real estate and related services.

 May 17, 2026
  2,500+ attendees from MD (600+ for MBIA reception)
  Las Vegas



2026 SPONSORSHIP




- | | | |
|---|--|--|
| PRESENTING RECEPTION SPONSOR \$3,500 <ul style="list-style-type: none"> □ Signage at all Events □ Table top display for literature/giveaways □ Logo listed on all marketing materials and website | GOLD SPONSOR \$1,250 <ul style="list-style-type: none"> □ Table top display for literature/giveaways □ Company name listed on all pre-convention materials, website, hospitality flyer and easel sign | COVER YOUR COST/BRONZE SPONSOR \$750 <ul style="list-style-type: none"> □ Company name listed on all pre-convention materials, website, hospitality flyer and easel sign |
|---|--|--|

PWB WINE & CHOCOLATE



The Professional Women in Building (PWB) Wine & Chocolate Event offers MBIA members a unique opportunity to connect, unwind, and build meaningful relationships in a relaxed and engaging setting. This popular event brings together professionals from across the building industry to network, share ideas, and celebrate the contributions of women in construction and housing.

Attendees enjoy a thoughtfully curated experience that blends high-quality networking with an enjoyable social atmosphere, making it easy to form new connections and strengthen existing ones. It's an ideal setting for building relationships that extend beyond business cards and into long-term professional partnerships.

 February 5, 2026 3:30PM-6:00PM
  40+ attendees
  Maryland Center for Housing (Howard County)

2026 SPONSORSHIP

- | | | |
|--|---|---|
| WINE SPONSOR \$500 <ul style="list-style-type: none"> ☒ Recognition at Event ☒ Logo on name badges ☒ Includes 5 tickets to event | CHOCOLATE SPONSOR \$500 <ul style="list-style-type: none"> ☒ Recognition at Event ☒ Logo on name badges ☒ Includes 5 tickets to event | SUPPORT SPONSOR \$250 <ul style="list-style-type: none"> ☒ Recognition at Event ☒ Includes 1 ticket to event |
|--|---|---|


MBIA AT MACO





The MACO Conference is held at the Roland Powell Convention Center in Ocean City. The annual conference draws nearly 2,000 local, state, and federal government official attendees and their families.

MBIA and ULI present our events at MACO!

This is an important time in Maryland for our State and this election makes the event that we have at the Maryland Association of Counties Conference even more important. This event will be attended by all those that are running for office (and those that are currently in office). It is important that we have a strong showing. Please consider attending and sponsoring this important event.

 August 13, 2026

 300+ attendees
(from MBIA)

 Ocean City, MD

SCHEDULE OF EVENTS

RECEPTION | Seacrets
4:00 -6:00 pm
49th St, Ocean City, MD 21842

GOLF | Glen Riddle Golf Club
11501 Maid at Arms Lane | Berlin, MD 21811
8:30 am - Registration | 9:00 am - Shotgun Start



2026 RECEPTION SPONSORSHIP

PRESENTING SPONSOR \$1,500

- Recognition at both Golf and Reception
- Logo on name badges
- Opportunity to display banner at reception
- Logo listed on all marketing

GOLD SPONSOR \$1,000

- Recognition at the Reception
- Company name listed on all pre-convention materials, website, hospitality flyer and easel sign

MACO EVENT SPONSOR \$500

- Recognition at the MACO Reception

2026 GOLF SPONSORSHIP



COOZIE SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom coozie w/logo
- Exclusive hole sponsorship



GOLF BALL SPONSOR (EXCLUSIVE)\$750

- Present each golfer w/custom golf ball w/logo
- Exclusive hole sponsorship

DOOR PRIZE SPONSOR (UNLIMITED)\$100

- Company announced as gift sponsor at reception w/opportunity to present winner

HOLE/GAME SPONSORSHIPS BELOW:

- Hole sponsorships include opportunity to be stationed at hole. Sponsors must provide their own tent, table, chairs, etc.
- HOLE-IN-ONE SPONSOR (EXCLUSIVE)\$1,000
- LONG DRIVE CONTEST (EXCLUSIVE)\$500
- EXCLUSIVE HOLE SPONSOR\$500

BEVERAGE CART SPONSOR (2 AVAILABLE)\$500

- Signage on golf cart and opportunity to drive cart

LEGISLATIVE BREAKFASTS



PRINCE GEORGE'S COUNTY

Don't miss this important annual event. It's your chance to give your two cents on the issues that are important to you and our industry.

2025 Sample Agenda:

- 7:45– 8:45 | Check in, Coffee, Networking
- 9:00 | Breakfast served, Intro and Welcome Remarks
- 9:05 - 9:20 | Acting County Executive Tara Jackson
- 9:20 - 9:30 | Senator Ron L. Watson, District 23
- 9:30 - 9:40 | Ed Burroughs, County Council Chair
- 9:45 | Quality of Life Award Presentation: Victoria Ballestero, Prince George's County Chapter Chair



April, 2026
7:45am - 9:45am



100+ attendees



The Hotel at University of MD
Prince George's County



MONTGOMERY COUNTY

The annual legislative breakfast is the premier event for members to interact with the county executive, councilmembers, department and agency heads and staff.

2025 Sample Agenda:

- 7:45– 8:45 | Check in, Coffee, Networking
- 9:00 | Breakfast served, Intro and Welcome Remarks
- 9:05 - 9:20 | Senator Richard Madaleno, CAO
- 9:20 - 9:30 | Delegate Marc Korman, Chair E&T Committee
- 9:30 - 9:40 | Councilmember Kate Stewart, Council President
- 9:45 | Malcolm Shaneman Quality of Life Award Presentation



June, 2026
7:45am - 9:45am



125+ attendees



Marriott Bethesda
Downtown at Marriott HQ
(Montgomery Co.)



2026 SPONSORSHIP (EACH EVENT IS SEPARATE)

BREAKFAST SPONSOR..... \$550

- Includes 2 tickets
- Logo listed on all marketing materials and website
- Verbal recognition during breakfast

COFFEE SPONSOR..... \$300

- Includes 1 ticket
- Listing on all marketing materials and website
- Verbal recognition during breakfast

MBIA AWARDS OF EXCELLENCE

MBIA AWARDS OF EXCELLENCE



The MBIA Awards of Excellence features the **Land Development Awards**, sponsored by the Land Development Council. They recognize the development professionals who provide superior and creative development projects that are sensitive to the community and make appropriate use of existing natural elements.

Also held at the MBIA Awards of Excellence, MBIA sponsors four Leadership Awards, which are nomination only. The *Milton E. Kettler Lifetime Achievement Award*, the *Joseph C. Rodgers Award for Associate of the Year* and the *Stewart J. Greenebaum Award for Builder of the Year*.

Additionally, MBIA presents its association awards including our Chapter members of the year, our Volunteer and Most Active Member of the year.



November, 2026
5:00PM - 8:30PM



200+ attendees



Laurel Park
(Anne Arundel County)

2025 AWARD WINNERS

- > Tom Kettler
Milton Kettler Lifetime Achievement
- > Tom Baldwin
Greenebaum Builder of the Year
- > K.C. Reed
Joseph Rodgers Associate of the Year
- > Elm Street Development
Most Active Company of the Year
- > Brian Resnick, Volunteer of the Year
- > Maggie Witherup, Woman of the Year
- > Industry Impact Award, Lisa McCulley

Chapter Member of the Year Winners:

- > Tim Martin, Anne Arundel County
- > Carla Ryon, Baltimore City
- > Michael Coughlin, Baltimore County
- > Jim Mathias, Carroll County
- > Dan Sweeney, Howard County
- > Peter Ciferri, Montgomery County
- > Jackie Brown, Prince Georges
- > Nathan Nagle, Southern Maryland
- > Upper Chesapeake, Steve Lavin

2026 SPONSORSHIP

PLATINUM SPONSOR\$1,500

- 4 tickets
- Recognition from speaker
- Logo on signage
- Slide on PowerPoint
- Logo w/link on webpage
- List of attendees

GOLD SPONSOR\$750

- 2 tickets
- Listing on signage
- Recognition from speaker
- Listing on Webpage
- Logo on PowerPoint
- List of attendees

SILVER SPONSOR \$500

- 1 ticket
- Listing on Webpage
- Recognition from speaker

PARTNER \$250

- Listing in program
- Listing on webpage



JOIN US IN HONORING

TOM KETTLER

MILTON E. KETTLER
LIFETIME ACHIEVEMENT AWARD

ALSO FEATURING

JOSEPH C. RODGERS SR. AWARD
presented annually in recognition of extraordinary and outstanding contributions to the Association by a non-builder member

STEWART J. GREENEBAUM AWARD
presented annually in recognition of extraordinary and outstanding contributions to the Association by a builder member

LAND DEVELOPMENT COUNCIL AWARDS
These awards are widely recognized as the area's most prestigious land development awards and are used to identify and promote best practices and professionals

WOMAN OF THE YEAR award from the Professional Women in Building Council

MARYLAND AWARDS OF EXCELLENCE & LDC AWARDS

Wednesday, November 12
5:00 PM - 8:00 PM
Laurel Park
198 Laurel Race Track Rd
Laurel, MD 20725


TICKETS

Ticket order deadline is Friday Nov. 7


MAX+ (Maryland Awards of Excellence)



Sponsored by MBIA's Sales & Marketing Council, the prestigious Maryland Awards of Excellence program celebrates the best and brightest in the home building industry. The MAX program recognizes local home builders who provide buyers with excellence in design, livability and value. MAX presents awards for sales and marketing, merchandising, design and architecture and associate marketing and remodeling. marylandbuilders.org/max

 April 16, 2026
5:00pm - 9:00pm

 200+ attendees

 Martin's West
(Baltimore County)



2026 SPONSORSHIP

PLATINUM SPONSORSHIP

- 6 Tickets
- Logo on website and registration
- Sponsor award presentation on stage
- Logo on ticket and invitations

\$2,500

- Spotlight introduction
- Full page in program
- Inclusion in post event marketing
- Individual signage and slide on screen

OPEN BAR SPONSORSHIP (EXCLUSIVE)

- Present premium open bar
- Exclusive drink in your name

\$3,000

- Cocktail napkins with logo
- ALL benefits of Platinum Sponsorship

AWARD WINNER BAG SPONSORSHIP

- Exclusive sponsor of custom bags presented to award winners
- ALL benefits of Gold sponsorship package

\$3,000

DESSERT SPONSORSHIP

- Exclusive sponsorship - your logo will be featured in chocolate on every dessert plate
- ALL benefits of Gold sponsorship package

\$2,500

- Includes cost of chocolate

GRAND PRIZE SPONSORSHIP

- Your logo will be featured on every ticket given to every attendee
- ALL benefits of Gold sponsorship package
- Opportunity to present winner on stage

\$2,500

- Includes cost of grand prize

GOLD SPONSORSHIP

- 4 Tickets
- Logo on website and registration
- Logo on signage and slide on screen

\$2,000

- Spotlight Introduction
- 1/2 page in program
- Inclusion in post event marketing

SILVER SPONSORSHIP

- 2 Tickets
- Logo on shared signage and slide on screen
- Inclusion in post event marketing

\$1,000

- Spotlight Introduction
- 1/4 page in program
- Listing on website and registration

BRONZE SPONSORSHIP

- 1 Ticket
- Listing on shared signage & slide on screen

\$600


- Recognition during program
- Listing in program


MONTGOMERY CO. CUSTOM BUILDER AWARDS



Custom home builders and architects are awarded top honors for their fine design and quality workmanship at the MBIA Montgomery County Custom Builder Awards. A diverse team of judges views both interior and exterior of the homes in addition to reviewing detailed written information, photographs and plans.

In this competitive custom housing market, winners are shining examples of the talent and expertise that our area has to offer.

 February 26, 2026
5:30pm - 8:00pm

 60+ attendees

 Elie Ben Architecture
5425 Wisconsin Ave | Chevy Chase, MD 20815



2025 AWARD WINNERS

- Sandy Spring Builders
- Studio Z Design Concepts
- Castlewood Consulting
- Colonial Design & Build
- Laurence Cafritz Builders
- Douglas Construction Group
- Mid-Atlantic Builders
- Claude C. Lapp Architects
- Haverford Homes
- Avatar Design Build
- Elie Ben Architecture
- Classic Homes
- Foxhall Homes
- Francis Development



2026 SPONSORSHIP

PLATINUM SPONSOR\$1,500

- Logo on all marketing materials including pre and post marketing
- Signage at event including dinner tables
- On stage shout out by emcee
- Individual slide on Award presentation PowerPoint.
- Opportunity to display marketing materials on registration table
- 5 complimentary registrations to event w/reserved seating
- List of Attendees

FOOD SPONSOR.....\$1,200

- Listing on marketing materials including pre and post marketing
- Large listing on signage at event and PowerPoint
- 3 complimentary registrations to event

BAR SPONSOR\$650

- Logo on all marketing materials including pre and post marketing
- Exclusive "Open Bar provided by" sign on Bar(s)
- Signage at event & on stage shout out by emcee
- Individual slide on Award presentation PowerPoint
- 4 complimentary registrations to event

NAPKIN SPONSOR\$1,000

- Logo on all marketing materials including pre and post marketing
- ALL Napkins featuring your logo
- Signage at event & on stage shout out by emcee
- Individual slide on Award presentation PowerPoint
- 4 complimentary registrations to event

PRESIDENT'S LUNCHEON (INVITATION ONLY!)



Each year, our MBIA president invites and recognizes those with outstanding support of MBIA during the year to this annual invitation-only celebration. This is a very special way to celebrate the end of each year.

The event begins at 11:30 with a cocktail reception and is followed by a short presentation and lunch at 12:30. A special President's is given to a member who has gone above and beyond in his or her service to MBIA and whose work throughout the past year was significant in helping the president and the Association achieve one or more of the goals set forth at the beginning of the year. Additionally, we spotlight our Spike of the year! If you are lucky enough to get an invite, this is definitely an event you do not want to miss!

The only way to attend this prestigious and exclusive event is through INVITATION or SPONSORSHIP.



December, 2026
11:30am - 2:30pm



100+ attendees
(INVITATION ONLY!)



Congressional Country Club

2026 SPONSORSHIP

PRESENTING SPONSOR

\$2,500

Your company name will appear on event email announcements and onsite signage. Sponsorship includes 5 tickets and a special verbal recognition from the President at the event.

RECEPTION SPONSOR

\$750

Your company name will appear on event email announcements and onsite signage. Sponsorship includes 2 tickets and a special verbal recognition from the President at the event.

BAR SPONSOR

\$2,000

Your company name will appear on event email announcements and bar signage. Sponsorship includes 4 tickets and a special verbal recognition from the President at the event.

DESSERT SPONSOR

\$300

Your company name will appear on event email announcements and onsite signage. Sponsorship includes 1 ticket.





IF YOUR COMPANY IS A
MBIA MEMBER, THAT MEANS...
**YOU'RE A
MEMBER TOO!**

The Maryland Building Industry Association has more than 1,000 member companies. And every employee of those companies is a member of MBIA as well!

Yes, that means you!

As a member, you have full access to all the resources offered by the association.



MBIA is here to help **ADVANCE & STRENGTHEN** your career.
SEE WHAT OPPORTUNITIES ARE AVAILABLE FOR YOU!

Chapters focused on your location | Councils focused on your area of specialty
Networking events | Industry education | Lobby Lawmakers

YOUR FOUNDATION IS SET - NOW START BUILDING YOU!

Thank You TO OUR
MBIA



MBIA STARS CLUB SPONSORS

PLATINUM



GOLD



SILVER



BRONZE

