



MBIA

MEMBERSHIP & PLANNING GUIDE 2025

2024 MBIA Community of the Year Award Winner | Chevy Chase Lake | Bozzuto Development Company

| 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.



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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”



2025 MBIA President
BRIAN AFNAN
AFNAN & CO.

A Message from Our President

Using this Guide

2025 will certainly bring challenging times for our industry. Fortunately, challenging times brings opportunity to think and do things differently. For MBIA, we will continue to provide top notch legislative efforts, quality networking and events, member connections and a lot of opportunity to get active and involved.

With that said, where would you like to take your membership in 2025? Are you looking to get more out of your membership? Education? Or maybe you are just looking to market your company to custom home builders, remodelers, developers or production builders? Would you like to be present at large formal events such as our Board Meetings, membership dinners or one of our many award programs? Do you prefer to network in a more casual setting, such as one of our golf tournaments, Day at the Races or Builder Connections?

This Marketing Guide will serve as your road map on how to add value to your membership, build relationships, and generate recognition for your company in front of your industry peers. The association provides members an abundance of ways to achieve professional development and recognition. But the sheer number of events and opportunities can be overwhelming, so we have produced this guide to help you plan your involvement for 2025 in advance.

The MBIA Marketing Guide highlights the majority of events produced by your association throughout the course of the year. All opportunities featured are accompanied by descriptions to give you a better idea of what the event/publication/seminar is all about. Each marketing opportunity not only includes an investment amount, but also the recognition you can expect in return.

Getting the most from your membership also means getting involved. We invite you to consider joining a committee or council that will lead you to that pivotal next step of building relationships and potential leadership positions at the local, state and national levels.

We hope that you look to 2025 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 events or meeting!
Brian Afnan

A Note from Our CEO



MBIA CEO
Lori Graf

Your 2025 Menu of Possibilities

We are pleased to present for your 2025 planning (and reading pleasure) the Marketing Guide. But before I go any further, I must thank our 2024 sponsors and partners. In what was a unique and challenging year, we cannot thank our 2024 sponsors enough. Our hope is that for all of you, your participation paid off. The opportunities and exposure afforded by your involvement should have you reaping rewards.

This Guide is a complete listing of our major events and sponsorship opportunities. With the ongoing pandemic and difficulty in scheduling some events, you may notice some “TBD” for dates and/or locations. We ask for patience during this time as we navigate a whole new world in event planning!

One thing that will certainly remain the same is our very popular Stars Club. You’ll notice that on pages 18 and 19. These are the premium spots and our most valued partners. You’ll notice we updated our STARS program to include more virtual and electronic opportunities! Please note that whether you are looking for a single sponsorship opportunity, multiple opportunities, or partner status, it is first come first served.

This guide is jam-packed, so take some time to go through it and decide where you will get the most bang for your buck. Need help with that? We are here to help you figure out what works best for you and your company.

Here’s to another great year!

MBIA TEAM

LORI GRAF, CEO

lgraf@marylandbuilders.org | ext. 1002

CHRIS BAUGHAN, Director of Membership and Sales

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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

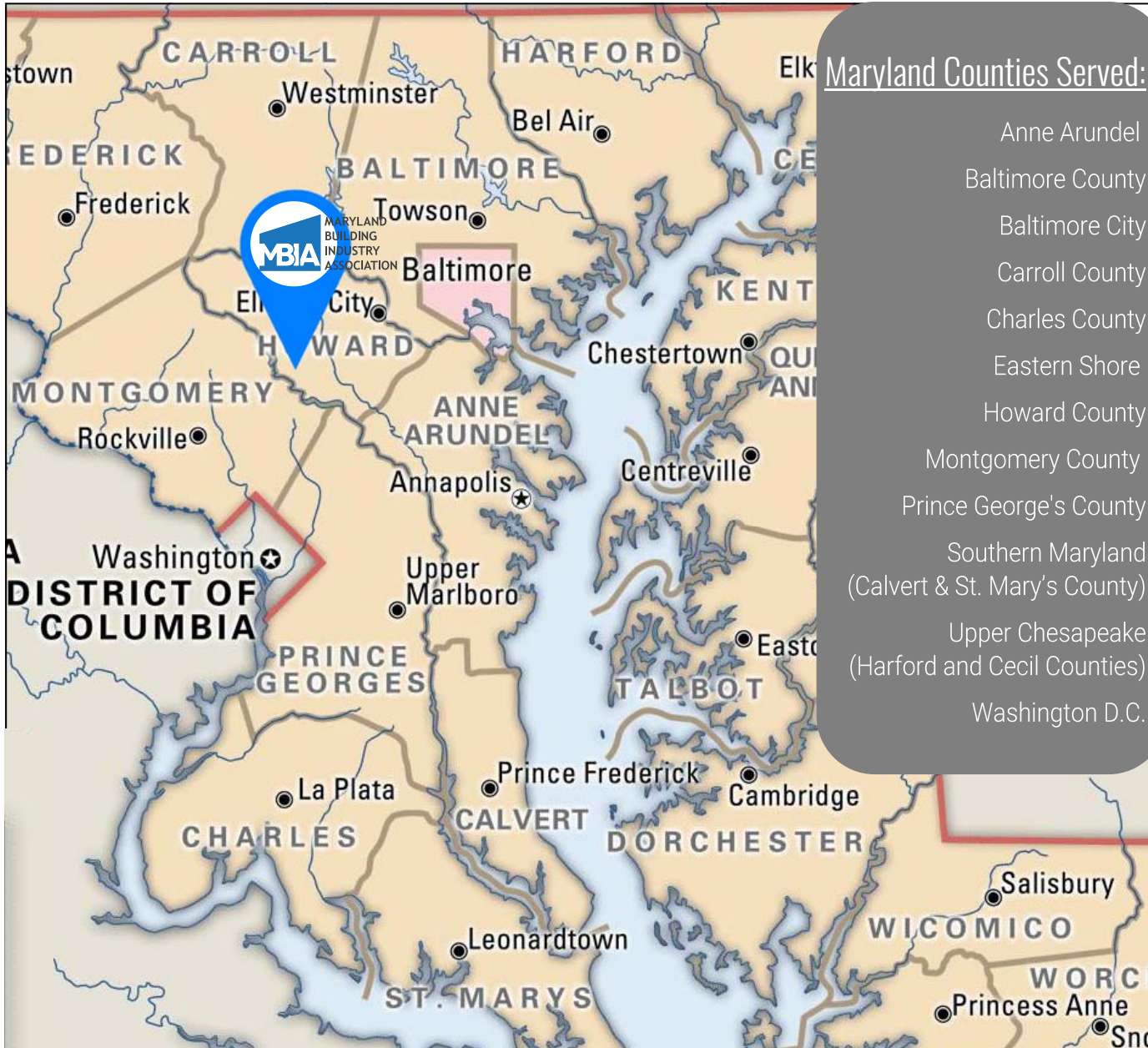
MBIA's councils target specific disciplines within the home building industry and give individual members with common interests the opportunity to exchange ideas, expand their network and further their education. Councils offer something for everyone.



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**
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- GRIFFIN BENTON, VP Government Affairs**
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- LISA GOHEEN, Builders Development Guaranty Group**
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- KRISTIN HOGLE, Director of External Communications**
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pkane@marylandbuilders.org | ext. 1006
- BECKY MYERS, Finance Manager & Council Liaison**
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- CAREY SWIFT, Director of Events**
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- EMI HENLEY, Administrative Assistant**
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301-776-6242

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

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: Michael Greenspun
Staff Contact: Alex Andelsman
Date: 1st Wednesday, Noon
Location: MRA/GTA Towson

Baltimore City

Chair: Jake Wittenburg
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 Phippen
Staff Contact: Alex Andelsman
Date: 2nd Thursday, Noon
Location: MBIA Offices

Montgomery County

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

Prince George's County

Chair: Nate Forman
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:
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
- COMMUNICATION / PR
- 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

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.

FUTURE INDUSTRY LEADERS (FIL)

The Future Industry Leaders Council is the gateway to the Maryland Building Industry Association. It’s mission is to provide learning and networking opportunities for the industry’s future leaders, and encourage them to be more involved with the MBIA.

COUNCIL CHAIR: Julian Olin, 1/ST Properties | 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 | 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: Ross Ostrander, Plesants 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: Doug Howard, Remodelers Advantage | 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 and events

COUNCIL EVENTS:

Wine & Chocolate (PWB)
February 8, 2024

March Madness (ALL)
March 21, 2024

MAX+ (SMC & RC)
April 11, 2024

LandExpo (LDC)
May 3, 2024

Builder Mart (ALL)
October 23, 2024

Land Development Awards (LDC)
November 2024

Site Tours (MF)
Multiple throughout year

SMC Happy Hour (SMC)
TBD

Women in Government (PWB)
TBD

LDC Holiday Breakfast
December 2024

Leaders & Legends (FIL)
TBD

Multifamily Trends Conference (MC)
TBD

TopGolf (FIL)

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 Facebook 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 ALERTS

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

ADVOCACY REPORT

A monthly report of issues impacting our industry.

CHAPTER & COUNCIL COMMUNICATION

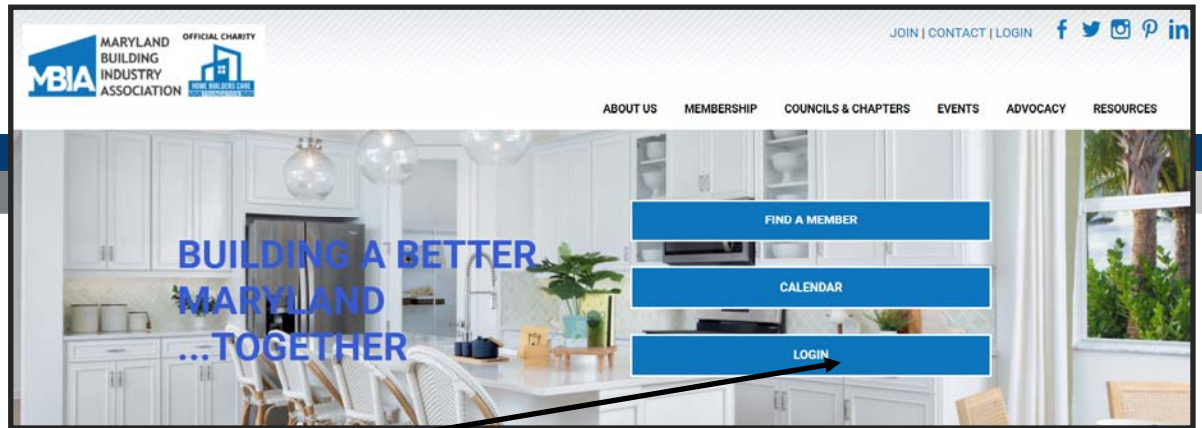
If you have signed up for any of our 40+ MBIA Councils, Chapters or Committees, you'll receive exclusive communication dedicated to each specific group including meeting invites, meeting minutes, happy hour announcements, county legislative information and much, much more.



CONNECT WITH US ON SOCIAL MEDIA



marylandbuilders.org



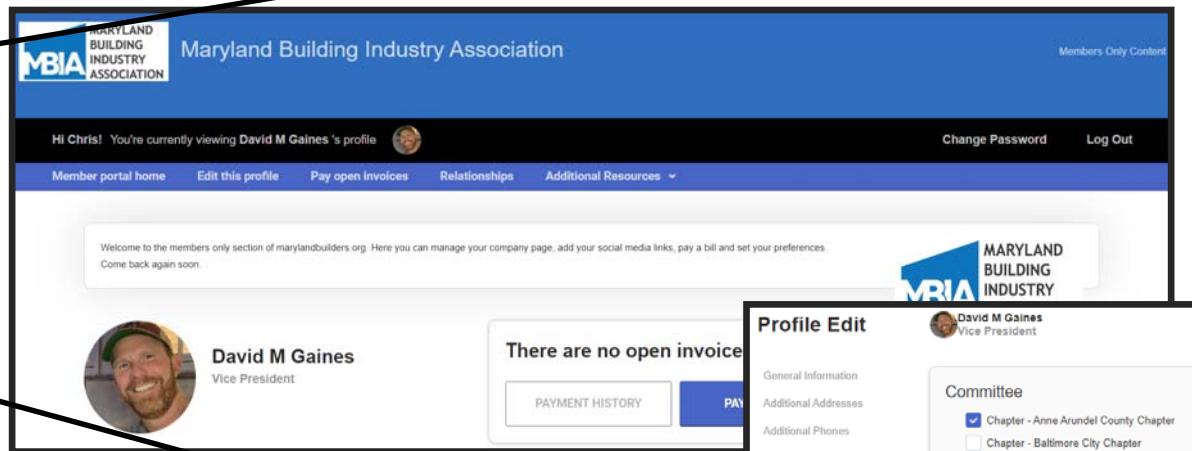
MARYLANDBUILDERS.ORG
{it was built for you}

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 2025 (one per quarter).

EXCLUSIVE COMMUNICATION SPONSOR \$3,000

- > 3 months
- > Option of Q1, Q2, Q3 and Q4 2025
- *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 REPORT, INSIDE MBIA, MBIA UPCOMING EVENTS)

ADVOCACY REPORT

Monthly 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

MBIA UPCOMING EVENTS

"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.



make MARYLAND PRO HOUSING

MBIA is working on an important initiative that will make creating new housing a priority in the State of Maryland. As most of you know we have had many road blocks to creating more housing that is attainable for all Marylanders. It is time that the State makes this a priority and we are planning on leading the way in this area.

This initiative is looking at various options including zoning reform, permitting reform, creating housing targets, evaluating any legislation that negatively impacts housing as well as obtaining better data from counties and the state.

Join us in the fight to make Maryland Pro Housing by contributing today.

A \$1,000 increase in the price of a median-priced new home will price 140,436 U.S. households out of the market

Nationally, 96.5 million households are unable to afford the median-priced new home with a mortgage interest rate of 6.25%

marylandbuilders.org

MBIA 2023 SESSION SUMMARY

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

184 Positions Recorded by MBIA

124 Hearings in which MBIA Submitted Testimony

2 Action Alerts Sent



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

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.

2025 OPPORTUNITIES

MONTGOMERY COUNTY PAC EVENT		MARCH		TBD
MBIA'S ICSC RECEPTION		MAY 19		LAS VEGAS
BALTIMORE COUNTY CRAB FEAST		SUMMER		OCEAN PRIDE
MACO GOLF & RECEPTION AT SEACRETS		AUGUST 14		LINKS AT LIGHTHOUSE SOUND
BALTIMORE CITY PAC HAPPY HOUR		SUMMER		TBD
UPPER CHESAPEAKE CRAB FEAST		SUMMER		TBD
SOUTHERN MARYLAND CRAB FEAST		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 2024 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, 2025.



2025 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

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.

2025 EXECUTIVE COMMITTEE



Brian Afnan, President



Matt Lefler, First Vice President



Bobby Thompson, VP Advocacy



Matt Wessel, Vice President Advocacy/
Washington Market



Maggie Witherup, Vice President
Advocacy/ Baltimore Market



Tom Baldwin, Membership Chair



Seth Churchill, VP Associate



Rob Kase, Treasurer



Nate Forman, Secretary



Michael Faerber, Life Director



Syke Knoppel, Immediate Past President



Marc DeCandia, Legal Counsel

2025 BOARD OF DIRECTORS

Kevin Haines, Chapter Chair- AA, Holly Oak Consulting
 Jake Wittenberg, Chapter Chair- Balt City, Edgmont Builders
 Michael Greenspun, Chapter Chair- Balt County, Basic Development
 Danielle Conrow, Chapter Chair- Charles, Rodgers Consulting
 Mark Elliott, Chapter Chair- Eastern Shore, Arteleye
 Will Phippen, Chapter Chair- Howard, Security Development Group
 Peter Ciferri, Chapter Chair- Montgomery, McMillan Metro
 Nate Forman, Chapter Chair- Prince Georges, O'Malley Miles Nylan and Gilmore
 Jim Schaefer, Chapter Chair- So. MD, Schaefer Homes
 Taylor Faris, Chapter Chair- Carroll County, Elm Street Development, Inc.

Antonio Francis, Council Chair- Custom Builders of Mont County, Francis Development
 Julian Olin, Council Chair- FIL, 1/ST Properties
 Jason VanKirk, Council Chair- LDC, Elm Street Development, Inc.
 Ross Ostrander, Council Chair- Multi family, Pleasants Development
 Haley Kelly, Council Chair- PWIB, Wetland Studies and Solutions
 Doug Howard, Council Chair- Remodelers Council, Remodelers Advantage
 Bob Mowrey, Council Chair- SMC, First National Bank
 Mike Klebasko, Environment Committee Chair, Wetland Studies and Solutions
 Scott Bosse, Builder Mart Chair, Weaver Superior Walls
 Alicia Menefee, 55+ Housing Council Chair, FirstService Residential

Linda Ellington, Home Builders Care Foundation, Mitchell Best Homes
 Scott Nicholson, BDGG Chair, Spring Garden Capital Group
 Avi Gunzburg, At Large Director, Town Appliance
 Jeff Schwartz, At Large Director, Ashton Manor Environmental
 Brian Resnick, At Large Director, Guaranteed Rate
 Barbara Richman, At Large Director, NAI - The Michael Companies
 Jim Krapf, At Large Director, Elm Street Development, Inc.
 Kevin Foster, At Large Director, Gutschick, Little and Weber
 Mike Griffith, At Large Director, Albers & Associates
 Joanie McCann, At Large Director, DR Horton
 Brandon Gurney, At Large Director, DRB Homes

January 23, 2025
3:30pm - 5:00pm

Maryland Center for Housing

April 3, 2025
3:30pm - 5:00pm

Martin's West

June 17, 2025
3:30pm - 5:30pm

Maryland Center for Housing

September 18, 2025
3:30pm - 5:00pm

Maryland Center for Housing

November, 2025
3:30pm - 5:00pm

Laurel Park

50+ attendees at each

2025 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

EVENTS AND SPONSORSHIP



NETWORKING OPPORTUNITIES, RELATIONSHIP BUILDING AND SPECIAL EVENTS

Kick start your Maryland Building Industry Association membership by getting involved! Over and over again, it's been proven that active participation can help members achieve the goals they've set for their businesses and themselves. With MBIA, there are many ways to get involved! Attend one of over 100 networking events or join us for one of over 200 meetings. Your involvement can make a difference for the association and for your business.

Join us for a smaller, localized event like a happy hour. Join us for a multifamily site tour. Visit our annual Builder Mart trade show with over 3,000 other individuals. Attend one of our many award programs or enter to win an award for yourself! Join a committee, chapter and council and visit their events, happy hours, social events and charity fundraisers. With a membership base extending throughout 85% of Maryland, every member has networking and business opportunities.

MBIA also sponsors several awards programs throughout the year designed to recognize and acknowledge excellence in new home construction, remodeling, land and site planning, community development, merchandising, sales and marketing excellence and community and association leadership. MBIA awards are open to members only.

Partnering with MBIA is one of the most effective marketing strategies your company can do to set it above the rest. No other organization can help you promote your brand, build relationships and develop business leads better than MBIA. It is a sound business decision that lets you take FULL advantage of your membership and get maximum results.

The next 19 pages are dedicated to many of our larger association events.



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 also set up a meeting with him to go over anything and everything about the association. 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

2025 MBIA STARS CLUB

★ SUPPORT your association

★ SUPPORT your industry

★ INCREASE your visibility

★ INCREASE your benefits

★ EXPAND your networking

What is MBIA STARS Club?

STARS Club is MBIA's annual sponsor partnership program. It gives you the opportunity to get more from your sponsorship dollars with exposure throughout the entire year and includes special value-added bonuses - free! Additionally, each STARS level comes with tickets built in so you do not need to worry about purchasing additional tickets to attend events you are already planning on attending!

More importantly, membership in the MBIA STARS Club allows the Association to provide better services for your benefit, to strengthen our Advocacy program, and to continue special events dedicated to excellent networking.

Partnering with MBIA is one of the most effective marketing strategies your company can do to set it above the rest. No other organization can help you promote your brand, build relationships and develop business leads better than MBIA. It is a sound business decision that lets you take FULL advantage of your membership and get maximum results.



2024 MBIA STARS CLUB PARTNERS

<p>PLATINUM</p>		<p>RUTTER PROJECT MANAGEMENT, LLC</p>		<p>McMillan Metro, P.C. Choose knowledge, strategy and results.</p>		
<p>GOLD</p>		<p>SILVER</p>		<p>BRONZE</p>		<p>BUILDERS MUTUAL MACRIS HENDRICKS & GLASCOCK</p>

2025 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 during 2025. 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 2025 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 2025 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 2025 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 2025 MBIA Planning Guide
- > Company listing with link on STARS Club page of marylandbuilders.org



- > All 2025 STARS Club partners are required to pay, or have a payment plan in place prior to January 31, 2025.
- > 2025 STARS Club sponsorships will be sold starting 12/1/24
- > Deadline to sponsor 2025 MBIA STARS Club is 1/31/25

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 2025 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 23, 2025



75+ attendees



MBIA Headquarters
(Howard County)

2025 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

MBIA INSTALLATION OF 2025 OFFICERS

Reception & Celebration

Music | Open Bar | Food



Installation Guest
Councilmember Andrew Friedson,
District 1 and 2024 Montgomery
County Council President

Installation of 2025 Officers
MBIA has elected our Executive Committee and Board of Directors for 2025!
We are looking forward to their strong leadership and guidance.
We invite all members to join us for their installation and celebration.

Thursday, January 23, 2025
Installation starting 4:30 followed by a reception at the Maryland Center for Housing
MBIA Board of Directors meeting at 3:30 p.m.

REGISTER

MBIA AT INTERNATIONAL BUILDERS SHOW

The NAHB International Builders' Show® (IBS) is the largest annual light construction show in the world. The 2024 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 25 | 5-7PM
Welcome Reception @ Allegro

February 26 | 7:30AM-9AM
Full Breakfast @ WYNN

February 27 | 7:30AM-9AM
Full Breakfast @ WYNN



February 25–30, 2024



300+ attendees
(from Maryland)



Las Vegas, NV

2025 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


The Ultimate in Associate Networking



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!

 February 19, 2025
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

2024 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

ELITE SPONSOR \$500

- Marketing item in builder bags
- 2 tickets

FRIEND SPONSOR \$500

- 1 ticket

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 52nd 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



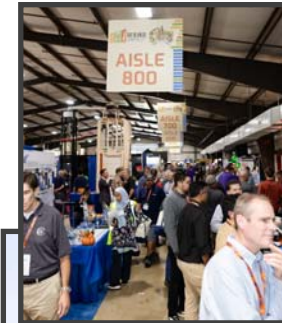
October 22, 2025
10:00am - 5:00pm



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 3, 2025
10:00am - 6:00pm

 100+ attendees

 Turf Valley Resort
Howard County

 September, 2025
10:00am - 6:00pm

 100+ attendees

 Greystone
Baltimore County

2025 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

Join us for good food & cheer + the presentation of the *Robert L. Mitchell Founders Award*. While our 2025 honoree has yet to be announced, we were beyond excited to present our 2024 award to former Maryland Governor *Larry Hogan of Hogan Companies*.

This is the major fundraiser for Home Builders Care as well as a celebration of community leadership and philanthropy. It's all for Charity!

 September, 2025
4:30pm - 7:30pm

 300+ attendees

 Lone Oak Brewery
Howard County, MD



2025 Sponsorship

Sponsorships range from \$500 - \$15,000 and include not only marketing and public recognition opportunities but also a portion of all sponsorships is tax-deductible.

Help Home Builders Care make a difference in the lives of others in need. Sponsor this event!


Home Builders Care Foundation Bull Roast 2024 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 in Annual Report	◆	◆	◆	◆	◆	◆
Social Media Spotlights	Solo	Solo	Select Group	Select Group		
Reserved Seating	Two Tables	Two Tables	One Table			
Podium Recognition	◆	◆	◆			
Additional PR Benefits	◆					


LAND EXPO 2025




Need land to develop? Have land or lots to sell?
Are you a professional service provider?

Don't miss this networking event bringing together buyers, sellers and service providers ready to make deals. Back by popular demand will be the 2025 LandExpo Program. This is your opportunity to get your land or service directly in the hands of land developers and builders looking to buy!

 April 25, 2025

 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.

2025 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!


In similar fashion to our popular Builder Connections event in the spring, Builders will attend free...guaranteeing you'll have the opportunity to network with those you want to network with the most!

MBIA will be holding down the beautiful Director's room all afternoon with many added benefits. Every attendee will receive:

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

 April 25, 2025
1:00 - 5:00

 100+ attendees

 Laurel Park Racetrack



2025 SPONSORSHIP

<p>FIRST BET'S ON US SPONSOR \$1,500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Large logo in pre and post marketing <input type="checkbox"/> Distribution of betting voucher <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	<p>WINNERS CIRCLE EXPERIENCE \$1,500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Large logo in pre and post marketing <input type="checkbox"/> Race Naming Rights & Invitation of 25 to winners circle! <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	<p>SUPPORTING SPONSOR \$500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Logo in pre and post marketing <input type="checkbox"/> Signage at event <input type="checkbox"/> 3 complimentary tickets
<p>RACING PROGRAM / PEN SPONSOR \$1,500</p> <ul style="list-style-type: none"> <input type="checkbox"/> Large logo in pre and post marketing <input type="checkbox"/> Your logo on free betting voucher given to ALL attendees! <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	<p>FOOD SPONSOR \$1,000</p> <ul style="list-style-type: none"> <input type="checkbox"/> Logo in pre and post marketing <input type="checkbox"/> Food courtesy of your company <input type="checkbox"/> Signage at event <input type="checkbox"/> 5 complimentary tickets 	

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.

The Maryland Building Industry Association and the Maryland Chapter of NAIOP cordially invites you to a reception at Chopin Terrace adjacent to the Maryland Pool located in Encore Sunday, May 18 from 4-6pm



May 18, 2025 2,500+ attendees from MD (600+ for MBIA reception) Las Vegas

2025 SPONSORSHIP

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

MBIA MARCH MADNESS CELEBRATION



LET THE MADNESS BEGIN! Join members of MBIA council's for networking, fun, food, drinks and basketball! Games start at 12 and we will be showing them all at MBIA headquarters - live. Join us for all or part of the day and kick off the NCAA Division I mens basketball tournament.

March XX, 2025 12:00PM-5:00PM 75+ attendees Maryland Center for Housing (Howard County)

2025 SPONSORSHIP

- | | | |
|---|--|--|
| <p>CHAMPION SPONSOR\$1,000</p> <ul style="list-style-type: none"> □ Exclusive Bracket Sponsorship w/prize □ Recognition at Event □ Logo on name badges □ Includes 5 tickets to event | <p>SWEET SIXTEEN SPONSOR\$500</p> <ul style="list-style-type: none"> □ Recognition at Event □ Includes 3 tickets to event | <p>FINAL FOUR SPONSOR\$250</p> <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 14, 2025

 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



2025 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

2025 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.

- Informally meet with Elected County Officials and Department Directors
- Network with Top Department Staff
- Presentation of the Quality of Life Award
- Discuss Key issues & Concerns with Members of the County Executive's Office, Council and Staff



April, 2025
8:30am - 10:30am



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.

2024 Sample Agenda:

- 7:00 – 7:45 | Check in, Coffee, Networking
- 8:00 - 8:05 | Breakfast served, Intro and Welcome Remarks – Lori Graf, CEO
- 8:05 - 8:20 | Councilmember Andrew Friedson
- 8:20 - 8:30 | Delegate Marc Korman
- 8:30 - 8:40 | Councilmember Dawn Luedtke
- 8:45 | Malcolm Shaneman Quality of Life Award Presentation – Peter Ciferri, McMillan Metro



May, 2025
7:00am - 9:00am



125+ attendees



Marriott Bethesda
Downtown at Marriott HQ
(Montgomery Co.)



2025 SPONSORSHIP (EACH EVENT IS SEPARATE)

BREAKFAST SPONSOR..... \$500

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

COFFEE SPONSOR..... \$275


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


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, and our annual STARS club partners get recognized. Lastly, MBIA holds its nomination of our Board of Directors and Executive Committee.

 November, 2025
5:00PM - 8:30PM

 200+ attendees

 Laurel Park
(Anne Arundel County)

2025 AWARD WINNERS

- > Bruce Harvey
Milton Kettler Lifetime Achievement
- > Bobby Thompson
Greenebaum Builder of the Year
- > John DeZinno
Joseph Rodgers Associate of the Year
- > Elm Street Development
Most Active Company of the Year
- > Rob Kase, Volunteer of the Year
- > Tara Carbo, Woman of the Year

- Chapter Member of the Year Winners:
- > Jackie Chandler, Anne Arundel County
 - > Terry Anne Hearn, Baltimore City
 - > Michael Greenspun, Baltimore County
 - > George Pratt, Charles County
 - > Brian Resnick, Howard County
 - > Katie Wagner, Montgomery County
 - > Matt Tedesco, Prince Georges

2025 SPONSORSHIP

PLATINUM SPONSOR\$1,500

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



2024 MARYLAND AWARDS OF EXCELLENCE & LAND DEVELOPMENT AWARDS

Thursday, November 14, 2024
5:00 PM - 8:00 PM
Laurel Park

TICKETS

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 professionalism.

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

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

MILTON E. KETTLER AWARD

Bruce Harvey
Williamsburg
recognition of a lifetime of unselfish participation, contributions and services to the building and housing industry and the community

CHAPTER MEMBER OF THE YEAR AWARDS

Anne Arundel County
Jackie Chandler, Traffic Concepts

Baltimore City
Terry Anne Hearn, Residential Title

Baltimore County
Michael Greenspun, Basic Development

Charles County/Southern Maryland
George Pratt, Elm Street Development

Howard County
Brian Resnick, RATE


Montgomery County
Katie Wagner, Gorove Slade


Prince Georges
Matt Tedesco, McNamee Hosea


Maryland Building Industry Association | 11825 West Market Place, Fulton MD 20759 | marylandbuilders.org

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 3, 2025
5:00pm - 9:00pm

 200+ attendees

 Martin's West
(Baltimore County)



2025 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.

 March 20, 2025
5:30pm - 8:00pm

 60+ attendees

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



2023 AWARD WINNERS

- | | | |
|---|---|--|
| <input type="checkbox"/> Sandy Spring Builders | <input type="checkbox"/> Laurence Cafritz Builders | <input type="checkbox"/> Carter Inc. |
| <input type="checkbox"/> Zuckerman Builders | <input type="checkbox"/> Douglas Construction Group | <input type="checkbox"/> Bethesda Builders |
| <input type="checkbox"/> Mangan Group Architects | <input type="checkbox"/> Foxhall Homes | <input type="checkbox"/> Finecraft |
| <input type="checkbox"/> Castlewood Consulting | <input type="checkbox"/> The Block Builders Group | <input type="checkbox"/> Elie Ben Architecture |
| <input type="checkbox"/> Mid-Atlantic Custom Builders | <input type="checkbox"/> Claude C. Lapp Architects | <input type="checkbox"/> Classic Homes |



2025 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

GOLD SPONSOR.....\$1,000

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

BRONZE SPONSOR\$500

- Listing on marketing materials including pre and post marketing
- Small listing on signage at event and PowerPoint
- 2 complimentary registration to event

SILVER SPONSOR.....\$750

- Logo on all marketing materials including pre and post marketing
- Signage at event & on stage shout out by emcee
- Individual slide on Award presentation PowerPoint
- 3 complimentary registrations to event

BAR SPONSOR.....\$2,000

- 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, 2025
11:30am - 2:30pm

 100+ attendees
(INVITATION ONLY!)

 Congressional Country Club



2025 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!