



Building Industry Association of San Diego County

9201 Spectrum Center Blvd., Ste. 110 San Diego, CA 92123

P: (858) 450-1221 F: (858) 552-1445

Date: _____

Company Name: _____

Full Business Address: _____

Billing Address (if different from above): _____

State License Number & Classifications: _____ Years in Business: _____

Telephone: _____ E-mail Address: _____

Fax: _____ Website: _____

**Please indicate if you wish to have fax, website, or e-mail for BIA use only*

Primary Contact

Name: _____ Title: _____

Email: _____ Phone: _____

(This Person is listed in the BIA San Diego Directory)

Additional Contacts

Name: _____ Title: _____ Email: _____

Name: _____ Title: _____ Email: _____

Name: _____ Title: _____ Email: _____

Name: _____ Title: _____ Email: _____

Sponsor(s): _____

Please identify the person and/or company that referred you to the BIA San Diego. If you do not have a sponsor, one will be assigned.

BIA Membership Categories – 20

Please check the appropriate categories that reflect your company's product/service.

- Builder/Developer – Affordable
- Builder/Developer – Apartment
- Builder/Developer – Commercial
- Builder/Developer – Residential
- Builder/Developer – Custom
- General Contractor – Commercial, Apt/Affordable/MFR
- Land Developer

I agree to abide by the Constitution, Code of Ethics, and by-laws of the Building Industry Association of San Diego County to which this membership application is directed, and of the National Association of Home Builders of the United States with which it is affiliated, and of the California Building Industry Association. The undersigned hereby makes the application for membership. Application for membership in BIA (and renewal memberships) are subject to approval by the Board of Directors.

Dues payments to your local builders association are NOT deductible as charitable contributions for federal tax purposes. However, dues payments may be deductible by members as an ordinary and necessary business expense.

Email Application to:

Michael Harris, Director of Membership | michael@biasandiego.org

2020 Membership Dues Program For: Builder/Developers Acknowledgment Form

BIA San Diego collects volume assessments on each For Sale or For Lease housing unit built, as well as land sold as Lots or Units by your Company within the Assessment Cap(). CBIA, NAHB and BIA PAC dues are all included in the dues program. The dues program is based on a calendar year cycle from Jan. 2020 to Dec. 2020. Volume Assessments can be paid through close of escrows or will be invoiced quarterly immediately following the previous quarter.*

Please Select the Category that best reflects your Business for 2020:

Step 1

- _____ Small Builder –Under 25 Units \$995 + Volume Assessments*
- _____ Small Builder –Under 25 Units *Enhanced Membership* \$2,000 + Volume Assessments**
- _____ Large Builder/Developer - 25+ Units \$6,000 + Volume Assessments*
- _____ Small Commercial Builder/GC \$3,000
(under \$10M gross revenue)
- _____ Large Commercial Builder/GC \$6,000
(over \$10M gross revenue)

() See Enclosed “Builder Dues Program” for Volume Assessment dues
(**) See Enclosed “Builder Dues Program” for Enhancement Details*

Please Submit your 2020 Estimate of Units Constructed and or Lots to be Sold/Closed:

Step 2

- _____ 2020 Units (For Sale)
- _____ 2020 Units Constructed (For Lease)
- _____ 2020 Lots/Units (MFR Attached)
- _____ 2020 Lots/Units (SFR Detached)

Please provide your Billing/Assessment Contact Information:

Step 3

Company Name: _____

Company Representative: _____

Email Address: _____

Address to Invoice: _____

Contact Phone#: _____

Step 4

Acknowledged by: _____ **Date:** _____

SUBMIT BY : MAIL/FAX/E-MAIL

Return Form To:
Kellie Coon, Comptroller
Building Industry Association of San Diego
9201 Spectrum Center Blvd., Suite 110
San Diego, CA 92123
(858) 450-1221 (x103) | (858) 552-1445 Fax | kellie@biasandiego.org



MEMORANDUM OF UNDERSTANDING
Builder/Developer Members

This Memorandum of Understanding, hereafter the "MOU" is entered into on _____, 2020 and is between BIA San Diego, hereafter the "BIA" and its Member the _____ (company), hereafter the "Member." The purpose of this MOU is to clarify the Member's Dues paying obligations, hereafter the "Dues," to the BIA. BIA's Membership Dues consists of two components, the "Base Dues Amount" and the "Volume Assessment". Both components are described in detail in the attached "Builder Dues Program and the accompanying "Builder Acknowledgement Form" which are both made part of this MOU. The Builder Dues Program also details the availability of certain Benefits which BIA provides as part of the Membership category selected by the Member.

The Base Dues amount is due and payable in January of each year upon the Member's receipt of BIA's invoice. The Base Dues amount is a flat fee and specifically reflects the Dues paying category selected by the Member. The Base Dues amount is a flat fee and covers the minimum cost of BIA Membership in the County of San Diego and all of its jurisdictions. By executing this MOU, you confirm that the member dues category selected by you is correct for you or your company. When the Member's business activity involves entitlement planning and/or the subsequent production of residential attached or detached units held for sale or lease, including the sale of unimproved or partially improved land, BIA shall be entitled to collect a Volume Assessment over such activity in addition to the Base Dues amount. The specific charge associated with the Volume Assessment is detailed in the Builder Dues Program. The Volume Assessment reflects the proportional benefit which the Member derives from BIA's many and varied activities.

The Volume Assessment is paid in one of two ways; from close of escrow proceeds or based on BIA's quarterly invoice reflecting the Member's actual business activity in the preceding Quarter. By signing the attached "Dues Acknowledgment Form," the Member provides an estimate to BIA of anticipated Volume Assessment BIA may expect to collect over the Membership calendar year. This information, once collected, is confidentially maintained and strictly used for BIA's budgetary purposes. We understand the difficulty of projecting sales activity, but it is important that the dues acknowledgement form include a reasonable projection of sales so that the BIA can anticipate its revenue projections for the year, and to ensure that all Builder members are treated fairly and pay their fair share of the cost of supporting BIA.

BIA will independently verify the units closed or constructed by the Member through 3rd party data research. BIA understands that exact unit count may differ from anticipated unit quantities provided by the Member on the Builder Acknowledgment Form. Should such a variance occur, BIA may invoice the Member for the difference owed through a supplemental Volume Assessment. The Volume Assessment charged by, and owed to, BIA encompasses all real estate related sales and leasing activity by the Member. Where no activity was recorded, the Member's only Dues obligation is the Base Dues amount. Where situations arise that do not fit precisely into one of the Assessment categories, the BIA and the Member will confer to determine the amount of the Assessment that is fair and reasonable under the circumstances.

Finally, this MOU's main purpose is to best capture the true business activity by the Member from which certain Dues obligations arise. Neither the Member nor the BIA is well served when the BIA, being deprived of adequate financial resources, is prevented from carrying out its activities which are designed to promote and protect the general well-being of the building industry at large.

Borre Winckel, President & CEO
Building Industry Association of San Diego County

Member Signatory



BIA San Diego Membership Dues Check/Credit Card Form

WE DON'T
JUST BUILD
WE BUILD
COMMUNITY

Builder Member:

- \$995
- \$2,000 (SB Enhanced Membership)
- \$3,000
- \$6,000

Please add 1% convenience fee for credit card payment.

_____ Sending Check with remittance stub

_____ Sending Credit Card with remittance stub (Fill out Form below):

Name on Card: _____

Credit Card (MC/Visa)#: _____

Membership Type: _____ Amount of payment: _____

Exp. Date: _____ Verification (3 or 4 digits) #: _____

CC Billing Address: _____

Phone: _____

Company: _____

Email Receipt to: _____

BIA-PAC ALLOCATION: Please note that \$150/\$250 of your annual membership dues to the BIASD will be allocated to your BIA-PAC to aid candidates and issues that promote our industry. By law we must advise you of this funding to your PAC, even though this is not an additional fee.

If you choose to check the box below, your BIA dues will still be your tiered contribution but a portion of your dues will not be allocated to political causes which benefit your industry. **Your total dues amount will not decrease by \$150 or \$250 amount.**

We do not wish to make a voluntary contribution to BIA-PAC

Please email/mail or fax form to:

BIA San Diego

Attn: Accounting (Kellie Coon) kellie@biasandiego.org
9201 Spectrum Center Blvd., Ste.110 San Diego, CA 92123
P: (858) 450-1221 F: (858) 552-1445