



# HBA REBATES

## Manufacturer Brochure

LEVERAGING THE **MEMBER REBATE PROGRAM**  
TO CONNECT WITH THE SMALL TO MID-SIZE  
BUILDER MARKET



[HBArebates.com](http://HBArebates.com)



HBA Rebates is a making company that specializes in helping Manufacturers reach the small to mid-size Builder & Remodeler market. Over the past 17 years, we have grown to thousands of participating Builders representing more residential addresses than the industry's largest Builder. The combined volume of our membership is used to negotiate attractive incentive programs from the countries leading Manufacturers.

## Our Goal

The goal of HBA Rebates is to move the market to our Participating Manufacturers and to emphasize the importance of upgrades. This has been met with a great deal of success primarily for the following reasons:

01

We only allow one Manufacturer per product category. If a Builder wants to increase their rebate, they have to switch to one of our Participating Manufacturers.

02

Most of our Participating Manufacturers have structured their rebate program to reward upgrades. This is communicated to our Builders on a consistent basis.

03

We do not disturb your supply chain. This is an opportunity to affect the Builders buying decisions without sacrificing margin.

04

The Builder receives a lump sum check per home. Because we never disclose the amount of any Manufacturers rebate, all of the Manufacturers benefit from the collective amount.

## State Home Builders Associations

HBA Rebates has “private labeled” their program with the State Home Builders Associations. Each State markets the program as their State HBA’s Member Rebate Program.

The program has proven to be a great tool for recruitment and retention and because we also revenue share with the State and Local HBA’s, it is a strong member benefit.

All HBA Builder members can take advantage of their member benefit and simply need to register with us to begin receiving rebates.

### **Upon registering, we know the following:**

- Builder name and contact information
- Average amount of new homes per year
- Whether they use your products
- If they do not presently use of products, whether they would consider switching

### **If the Builder indicates they are using your product:**

We connect with the Builder to determine which products are being used and whether they have any existing programs with your company to prevent “double dipping”.

### **If the Builder is not using your products or has indicated they would switch:**

We will send to you a quarterly updated list of the Builders that do not use your products. The list will include their contact information, the approximate amount of homes per year, and their willingness to change.

## How the Member Rebate Program Is Marketed

ASHBA **ALASKA**  
ASHBArebates.com

HBAA **ALABAMA**  
HBAArebates.com

AHBA **ARKANSAS**  
AHBArebates.com

CAHB **COLORADO**  
CAHBrebates.com

HBRAC **CONNECTICUT**  
HBRACrebates.com

BRAD **DELEWARE**  
BRADrebates.com

FHBA **FLORIDA**  
FHBArebates.com

HBAG **GEORGIA**  
HBAGrebates.com

BIA of **HAWAII**  
BIAHawaiirebates.com

HBAI **ILLINOIS**  
HBAIrebates.com

HBA **IOWA**  
HBAIOWArebates.com

IBA **INDIANA**  
IBArebates.com

KBIA **KANSAS**  
KBIArebates.com

HBK **KENTUCKY**  
HBKrebates.com

LHBA **LUISIANA**  
LHBArebates.com

HBRA **MASSACHUSETTS**  
HBRArebates.com

MARYLAND BIA **MARYLAND**  
MARYLANDBIArebates.com

HBRME **MAINE**  
HBRMErebates.com

HBAMI **MICHIGAN**  
HBAMIrebates.com

BAM **MINNESOTA**  
BAMrebates.com

HBAM **MISSISSIPPI**  
HBAMrebates.com

MBIA **MONTANA**  
MBIArebates.com

NSHBA **NEBRASKA**  
NSHBArebates.com

NCHBA **NORTH CAROLINA**  
NCHBArebates.com

NDAB **NORTH DAKOTA**  
NDABrebates.com

NHHBA **NEW HAMPSHIRE**  
NHHBArebates.com

NJBA **NEW JERSEY**  
NJBArebates.com

NMHBA **NEW MEXICO**  
NMHBArebates.com

NYSBA **NEW YORK**  
NYSBArebates.com

HBASC **SOUTH CAROLINA**  
HBASCrebates.com

SDHBA **SOUTH DAKOTA**  
SDHBArebates.com

TAB **TEXAS**  
TABrebates.com

UHBA **UTAH**  
UHBArebates.com

OHIO HBA **OHIO**  
OHIOHBArebates.com

OSHBA **OKLAHOMA**  
OSHBArebates.com

OHBA **OREGON**  
OHBArebates.com

PBA **PENNSYLVANIA**  
PBArebates.com

PRBA **PUERTO RICO**  
PRBArebates.com

RIBA **RHODE ISLAND**  
RIBArebates.com

HBAT **TENNESSEE**  
HBATrebates.com

VBRA **VERMONT**  
VBRArebates.com

HBAV **VIRGINIA**  
HBAVrebates.com

BIAW **WASHINGTON**  
BIAWrebates.com

WBA **WISCONSIN**  
WBArebates.com

HBAWV **WEST VIRGINIA**  
HBAWVrebates.com

# \$1,526.65

THE AVERAGE REBATE PER  
BUILDER/REMODELING  
COMPANY WHO  
PARTICIPATED IN 2022



## About Us

In 2002, Supply and Install LLC was founded by Richard and Rich Robinson to help small to mid-size Builders be rewarded for their loyalty the same way as the largest volume Builders. In 2006, with 12 participating Manufacturers, they partnered with the Pennsylvania and Michigan Home Builders Associations becoming their Member Rebate Program. Today, the Member Rebate Program is a member benefit of 44 State HBA's and over 600 Local HBA's. There are dozens of participating Manufacturers exclusive to their given product category.



**Richard Robinson**

📞 877-476-0011

✉️ [richard@HBArebates.com](mailto:richard@HBArebates.com)

Our President, Richard Robinson, is a 2nd generation HBA member, Statesman Spike and leading Spike in the history of the New Jersey Builders Association. He is a Life Director on the Board at both Shore Builders Association of Central NJ and the NJ Builders Association. He is a delegate on the NAHB Leadership Council. Prior to founding this company, Richard founded a successful chain of lumberyards in New Jersey.



**Rich Robinson**

📞 866-849-8400

✉️ [rich@HBArebates.com](mailto:rich@HBArebates.com)

Our Vice-President, Rich Robinson, is a 3rd generation HBA member. He was the 2018 National Association of Home Builders (NAHB) Young Professionals Committee Chair and the 2020 NAHB Membership Committee Chair. Rich currently is on the NAHB Associates Committee, he serves on the Board of Directors at the BA of Northern NJ, Shore Builders Association of Central NJ, and the New Jersey Builders Association. He is an Associate delegate on the NAHB Leadership Council and serves as an NJBA BUILD-PAC Trustee. In 2019, Rich was inducted in the NAHB Society of Honored Associates and in 2020, he was named the NAHB Associate of the Year. In 2022 & 2023, Rich serves as the NAHB National Associate Chair on the NAHB Board of Directors. Rich lives at the NJ Shore with his wife and 3 daughters.



## Together, Richard And Rich Understand The Importance Of Recruitment And Especially Retention In The HBA

# Our Team Leaders



### Doug Hazard

Senior Relationship Manager

Doug Hazard has over 25 years experience in the Construction Industry which include roles as a National Purchasing Manager working with manufacturers, a Regional Purchasing Manager and as a Construction Manager for a National Home Builder. Doug lives at the New Jersey Shore with his wife and three children.

📞 908-428-0802

✉️ [doug@HBArebates.com](mailto:doug@HBArebates.com)



### Josh Shields

Builder/Remodeler Manager

Josh Shields has been with HBA Rebates for over 10 years, handling multiple roles during his time here. Josh currently oversees the team on all HBA Builder – Remodeler member communications and support. Josh lives at the New Jersey Shore with his wife and daughter.

📞 732-722-8392

✉️ [josh@HBArebates.com](mailto:josh@HBArebates.com)



### Kim Klein

HBA Manager

Kim Klein has been the HBA Manager with HBA Rebates since 2015. Kim plays the primary role of relationship building and support to State and Local HBAs. Prior to becoming an HBA Rebates team member, Kim worked for nearly a decade in the multi-family building and property management industry holding various marketing and sales positions. Kim is a member of NJBA and PWB of the Garden State.

📞 732-612-3865

✉️ [kim@HBArebates.com](mailto:kim@HBArebates.com)



### Jacky O'Hara

Lead Support Specialist

Jacky has been with HBA Rebates since October 2018, working directly with our Builder Members to assist them with any aspects of the claiming process, including creating Pre-Populated Customized claim forms to streamline the process for them. She resides at the Jersey shore with her husband and two children.

✉️ [jacklyn@HBArebates.com](mailto:jacklyn@HBArebates.com)



### Karen Duncan

Claims Manager

Karen has been a part of the the HBA Rebates team since April of 2016. Karen is our Claims Manager, overseeing the team on all Rebate Claims received and inputting them into our database. Karen is a lifelong resident of the Jersey Shore, currently living in Manasquan with my husband of over 20 years.

✉️ [karen@HBArebates.com](mailto:karen@HBArebates.com)



### Danielle Killane

Data Entry Specialist & Bookkeeper

Danielle Killane has been a part of the Team at the Member Rebate Program since July 2021. Danielle is a Data Entry Specialist/Bookkeeper; inputting claims received into our database and processing payments for our Builders. Danielle is a lifelong resident of the Jersey Shore, currently living in Freehold with her husband and children.

✉️ [danielle@HBArebates.com](mailto:danielle@HBArebates.com)

## HBA Promotion

On our State HBA's Page [HBArebates.com/hba](http://HBArebates.com/hba) we include all of our participating states, their logos, a link to their individual page on our website, and link to their HBA's website.

Each states individual promotion page includes information on the program, the steps needed to participate, and links to further information on each step.

## INSIGHTS Magazine

INSIGHTS is our virtual magazine that we publish quarterly. Every issue is sent to our State & Local Home Builders Associations to distribute to their members.

### We named the magazine “INSIGHTS” because:

- We wanted our Manufacturers to share reasons why their brand is better.
- Teach the Builders to sell upgrades.
- Share other INSIGHTS that can be beneficial to Builders.

*Participation in the magazine is optional.*



### Important Points to Remember

- We never disclose individual Manufacturer rebate amounts. The Builders checks are sent lump-sum with a detailed remittance of which Manufacturers contributed to the check. This way all the Manufacturers get the benefit of the total.
- Every year, 70% of the participating Builders and Remodelers receive more than their annual dues to their Home Builders Association.
- We do not require receipts.
- Claims are processed quarterly.
- In order to participate, Builders must be a current member of their Local Builders Association. In States that are not part of the program, this requirement is not applicable.

# HBA REBATES



## Contact Us

**Doug Hazard**

**Senior Relationship Manager**

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PO Box 1073

Point Pleasant Beach, NJ 08742

[www.facebook.com/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)

## Participating Manufacturers



### Benefits Received by Our Participating Manufacturers:

- Exclusive in their product category.
- Qualified Leads.
- Promoted by State Home Builders Associations.
- Maximized Effectiveness of Incentives.



**HBArebates.com**