

# CRBRA

CAPITAL REGION  
**BUILDERS &  
REMODELERS**  
ASSOCIATION



**MEMBER BENEFITS GUIDE**

Formed in 2003 when the Albany and Schenectady associations merged, the **Capital Region Builders & Remodelers Association (CRBRA)** is the local association in the three-tiered HBA family together with the National Association of Home Builders (NAHB) and New York State Builders Association (NYSBA).

CRBRA proudly represents members in seven counties across the Capital Region including Albany, Columbia, Greene, Montgomery, Rensselaer, Saratoga and Schenectady counties.

## EXPLORE YOUR MEMBER BENEFITS

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## OUR MISSION

The Capital Region Builders & Remodelers Association (CRBRA) is the local trade association comprised of professional builder, remodeler and industry-related associate members, dedicated to providing leadership, education and motivation for the prosperity of our members.

## OUR VALUE TO MEMBERS

CRBRA is the hub whereby the Capital Region's professional builder, remodeler and industry-related associates prosper through:

- ✓ Participating in **valuable networking opportunities** to form and grow business relationships.
- ✓ **Learning opportunities** that expand your knowledge and keep you competitive.
- ✓ **Gaining advance notice** of and having a role in development of code and industry changes.
- ✓ **Recognizing and promoting industry trends** and leaders.
- ✓ **Advocating for residential building interests** in seven counties to safeguard the industry's future.

## JOIN CRBRA

CRBRA is the entry point for joining the three-tiered HBA family and collects the dues for all three associations annually. Membership is by company, giving all of its employees access to our member benefits upon joining. Contact us to join.



### Questions? Contact us.

518.579.0066

#### **Kristen Egelston**

Executive Officer

[kristen@crbra.com](mailto:kristen@crbra.com)

#### **DeeDee Enides**

Director of Member Engagement

[deedee@crbra.com](mailto:deedee@crbra.com)

# GOVERNANCE

**Per the association's bylaws, CRBRA is governed by a Board of Directors who are nominated for their positions as Directors by the Nominating Committee.** The Executive Board is comprised of leadership by virtue of their elected position: President, Vice President, Associate Vice President, Secretary, Treasurer, Immediate Past President, and one board member at-large.

In addition to the committees open to all member volunteers (see page 9), there are also closed committees comprised of members who are appointed by the President, including: Finance; Nominating and Strategic Planning.



## 2021 Executive Board & Board of Directors

Paul Pipino, Pipino Builders  
**President**

Andrew Cutman, Bennett Contracting  
**Vice President**

Billy DeOrazio, Bellevue  
Builders Supply  
**Associate Vice President**

Steven Stiansen, TPL Flooring  
**Treasurer**

Moe Abele, Abele Homes  
**Secretary**

Gregg Biché, Quality PM  
**Immediate Past President**

Frank Barbera, Barbera Homes

Lindsey Belmonte, Belmonte Builders

Jim Carpenter, Curtis Lumber

Mike Duval, Huber Engineered Woods

Greg Galla, Teal, Becker & Chiamonte, CPAs

Jason Hover, Hover & Mackowski, PLLC

Joe Lynch, Heritage Custom Home Builders

Brandon Marini, Marini Homes

Erik Kohler, Erik Kohler Homes

Luke Michaels, Michaels Group Homes

Nick Otterbeck, Otterbeck Builders

Christine Raible, Best Tile

Karen Redick, Redbud Development



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## ADVOCACY

**CRBRA has a long history of advocating for the interests of the residential building industry.**

Participating in NYSBA's Lobby Day at the state Capitol is a highlight each year, offering members the opportunity to meet with local legislators to discuss the most timely and important issues at hand. As state and national Calls to Action occur, CRBRA encourages member participation in the easy Voter Voice platform to quickly send a pre-written message to the appropriate elected officials. When we speak together, our collective voice won't be ignored!

**To sign up for Voter Voice alerts, visit [votervoicenet.com/nysba/register](https://www.votervoicenet.com/nysba/register).**

In 2020, CRBRA's advocacy efforts multiplied exponentially as staff and leadership worked diligently to research, interpret and communicate the ever-changing rules and restrictions created by the COVID-19 pandemic. From keeping you informed of the latest regulations, to launching letter writing campaigns that directly lead to the inclusion of construction in Phase One reopening, CRBRA was influential in getting you back to work safely.

**To view the full timeline of CRBRA's COVID-19 response, visit [crbra.com/covid19](https://www.crbra.com/covid19).**



## EDUCATION

CRBRA partners with NAHB to offer designation programs including the popular Certified Aging-in-Place Specialist (CAPS) as well as local experts to offer sales, codes, sexual harassment training and more.

Visit CRBRA.com for more details.

## CRBRA.COM

Designed with you in mind, the new CRBRA.com provides the content you've come to expect from your association with an inviting, visual-forward layout, responsive design and intuitive navigation.

The top navigation with dropdown menus provides easy access to the searchable member directory, event calendar, member benefits, industry resources and more.

The new Member Portal gives you the opportunity to better manage your membership by updating your profile information, paying open invoices, registering for events and more. Create a profile and login for the best CRBRA.com experience.



Not only do members prioritize working with other members, the public looks to the association's member directory for referrals before starting a home project.

# MAGAZINE

*Residential Building Around the Capital Region* magazine is the official publication of the Capital Region Builders & Remodelers Association.

Published and mailed two to four times per year, it's a great resource for members interested in the latest association news, events and industry-related content.



**To be added to the magazine's mailing list, email DeeDee Enides at [deedee@crbra.com](mailto:deedee@crbra.com). To view previous issues, visit [crbra.com/magazine](http://crbra.com/magazine).**

## EMAIL COMMUNICATIONS

CRBRA's most frequent form of communication is our email blasts filled with industry and association-related information we feel you need to know.

**If you're not getting CRBRA's emails, please email DeeDee Enides at [deedee@crbra.com](mailto:deedee@crbra.com) to update your member record.**

**Our email open rate is regularly 40 percent and higher. During COVID-19, we peaked at an open rate of 73 percent! (The industry average is 20 percent.)**



## GET SOCIAL WITH CRBRA

**"Like" and "Follow" CRBRA on social media to connect with fellow members and stay up-to-date on everything CRBRA!**

 [Facebook.com/crbra](https://www.facebook.com/crbra)

 [Instagram.com/crbra\\_ny](https://www.instagram.com/crbra_ny)

 [Twitter.com/crbrany](https://twitter.com/crbrany)

 [LinkedIn.com/company/crbra](https://www.linkedin.com/company/crbra)

 [Youtube.com](https://www.youtube.com) (Search "Capital Region Builders & Remodelers Association")

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# NETWORKING

**To be successful in the residential building industry long-term, you need to make and maintain relationships with colleagues in all facets of the business.**

With a membership that ranges from builders and remodelers to suppliers, trades and professional services, CRBRA is the place to make those connections. Members prioritize working with other members, making it imperative to sustain your business relationships during busy and slow markets.

Traditionally, CRBRA hosts two to three networking functions each month. Between overall mixers, events hosted by the Professional Women in Building (PWB) and Future Industry Leaders (FIL) groups, and large-scale celebrations, CRBRA is proud to offer a great range of opportunities to come together.

**Sporting Clay Shoots:** Each spring and fall, CRBRA hosts a Sporting Clay Shoot at Guan Ho Ha Fish & Gun Club. Members come together to compete for the afternoon followed by a networking lunch. It's a fun event with many experienced shooters who are happy to provide pointers to the less experienced.

**Golf Tournament:** CRBRA's annual golf tournament attracts more than 100 golfers each outing for a scramble format with fun games and prizes. Golfers enjoy lunch "at-the-turn" and networking after the 18th hole. This is also a great opportunity for sponsors to boost their visibility.



**Visit the Event Calendar at [CRBRA.com](https://www.crbra.com) for more details.**



**CRBRA's expansive sponsorship opportunities are another great way to get involved, get recognized and show your support.**



# OPPORTUNITIES FOR INVOLVEMENT

Get involved at CRBRA by participating in one (or more) of our committees. It's a great opportunity to get to know fellow members, expand your industry knowledge and help shape the direction of the association.

**CRBRA's committees follow three tracks: Association Goals, Events and Networking.**

## Association Goals

The **Community Projects, Membership and Workforce Development** committees all strive to achieve varying facets of the association's goals. Members who are passionate about the industry, the association and the Capital Region community find participating on these committees to be extremely rewarding – and fun!

## Events

CRBRA is fortunate to have the **Best in Building Awards, Capital Region Homes on Demand and Capital Region Parade of Homes** committees to help plan the association's premier events. From determining event details and participant recruitment to securing sponsors and acting as event ambassadors, members of these committees are proud to shape the evolution of these events and the opportunities to celebrate the talents of CRBRA's members.

## Networking

The **Future Industry Leaders (FIL) and Professional Women in Building (PWB)** groups attract members for the events they plan, the comradery they create and their missions to help and encourage member growth. FIL and PWB functions tend to be a great entry point for members who are new to the association or industry or looking to broaden their networking opportunities. Both groups are so welcoming that once members start attending, they attend for years to come!



**Interested in participating on a committee?  
Contact Kristen Egelston at [kristen@crbra.com](mailto:kristen@crbra.com)  
or DeeDee Enides at [deedee@crbra.com](mailto:deedee@crbra.com).**

# SPECIAL EVENTS

## Best in Building Awards

The Best in Building Awards recognizes CRBRA members for their excellence and innovation in residential building, remodeling, design, marketing and more. Judged by out-of-market industry experts, award winners are announced at the Awards Celebration in November.

**Visit [crbra.com/biba](https://crbra.com/biba) for details.**

## NEW! Capital Region Homes on Demand

Launched in 2020, Capital Region Homes on Demand is a 30-minute TV special featuring builders and remodelers sharing their passion for creating homes, spaces, and communities for their clients to love. By giving consumers an insider's view of the talent and craftsmanship available right here in the Capital Region, Homes on Demand is guaranteed to spark inspiration and encourage viewers to look to a CRBRA member for their new home build or remodeling project.

**Visit [crhomesondemand.com](https://crhomesondemand.com) for details.**

## Capital Region Parade of Homes

For 20 years, the Capital Region Parade of Homes has been the area's premier self-guided tour of new construction homes across the Capital Region. Held across two weekends in the summer, consumers can see in-person the latest construction methods, inspiring design, and innovative technology.

**Visit [CRBRA.com](https://CRBRA.com) for more details.**



# MEMBER PERKS



Save thousands on the purchase or lease of 2021 Mercedes-Benz Sprinter or Metris Cargo and Passenger Vans, including 4x4's. This no-haggle price offer is \$100 over invoice PLUS any monthly incentives offered by Mercedes-Benz, which can include 0% financing (based on approved credit).

**CONTACT: 518.724.1015**  
[keelermercedesbenz.com](http://keelermercedesbenz.com)



## HBA Member Rebates

Builders and remodelers, get money back for products you're already using! HBA Rebates is partnered with more than 50 manufacturers nationwide, including Delta, ThermaTru, TimberTech and many more. To participate, simply register and submit your quarterly rebate claim form. In 2019, the average CRBRA participant received \$2,201!

**CONTACT: Kim Klein | 866.849.8400**  
[nysbarebates.com](http://nysbarebates.com)



## National Purchasing Partners

CRBRA is partnered with NPP to give members free access to their discounts and special offers with companies like Verizon Wireless, Omaha Steaks, Priceline and more. Enroll today and start saving.

**CONTACT: Abby Keys | 206.494.4546**  
<https://myntp.com/association/crbra/>



## NAHB Savings Program

NAHB offers exclusive discounts on a variety of products and services that can benefit your business, employees and family. Take advantage of car and car rental discounts, business services and shopping discounts. CRBRA members love the auto discounts including **\$500 toward the purchase or lease of a GM vehicle and thousands off Nissan and Infiniti vehicles.**

**CONTACT: Andrew Flank**  
[aflank@nahb.org](mailto:aflank@nahb.org) | 202.266.8059  
[nahb.org/savings](http://nahb.org/savings)



## OneGroup Workers' Compensation Group

New York State Insurance Fund Safety Group #564 offers reliable service and an unbeatable dividend history from New York's largest providers of workers' compensation. Benefits include: a 25-percent upfront discount for members; 2018 and 2019 participants received a 25-percent premium dividend back; access to a reliable team of experts; and safety training and educational programs.

**CONTACT: Dustin Wicksell**  
518.952.7983 | [www.onegroup.com/nysba-wc-safety-group-564/crbra/](http://www.onegroup.com/nysba-wc-safety-group-564/crbra/)



**Do you have an idea for a local discount CRBRA could offer? Email Kristen Egelston at [kristen@crbra.com](mailto:kristen@crbra.com).**

# CRBRA HEADQUARTERS

In 2018, CRBRA became the proud owners of our own building at 10 Old Plank Rd in Clifton Park. Not only is it in a great, easily accessible location, the building is home to the CRBRA office and Grand Hall on the second floor. The association also generates rental income from the office suites on the first floor and in the attached former church. The Grand Hall is used for board and committee meetings and member mixers. It is also available for half and full-day rentals for members and non-members to host education, networking and even family functions.

**Contact DeeDee Enides at [deedee@crbra.com](mailto:deedee@crbra.com) for more details.**



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10 Old Plank Rd, Clifton Park, NY 12065