

## **GET NOTICED**

2019 FHBA ADVERTISING & SPONSORSHIP KIT



## WHY ADVERTISE OR SPONSOR WITH FHBA?

The Florida Home Builders Association (FHBA) is the **LEADING ADVOCATE** for Florida builders and trade partners. The FHBA is the perfect platform for groups seeking to reach the building community in Florida.

As the **3RD LARGEST HOME BUILDERS ASSOCIATION IN THE NATION**,

FHBA is growing everyday. With the building industry on the rise, so is our membership. FHBA members contribute to generating \$3.09 billion in state and local revenues.

2

The FHBA hosts the Southeast Building Conference (SEBC), reaching over 12 states and all industry professionals, where FHBA members/exhibitors have a combined BUYING POWER OF MORE THAN \$1.5 BILLION spent on residential construction and remodeling in the State of Florida.



# TOP 3 DECISION MAKERS

President/ CEO 2 Manager/ Director

3 Owner/ Partner 8 OF FLORIDA'S TOP 10 BUILDERS ARE FHBA MEMBERS

Lennar

D.R. Horton

Taylor Morrison

**GL** Homes

Pulte

**KB** Home

**Neal Communities** 

Standard Pacific

86% of homes built in Florida are by FHBA members

77% of Large Volume Builders are FHBA members



**Web Site** 

**Social Media** 

**Email** 

## FLORIDA HOME BUILDERS AND TRADE PARTNERS

The FHBA is one of the most dynamic trade organizations of its kind. Affiliated with the National Association of Home Builders (NAHB) and 24 local/regional home builders associations around the state, FHBA enjoys a legacy of success spanning 65 years.

FHBA provides members with timely news and information, high-quality education, and a wide array of competitively priced products and services.

### **FHBA WEBSITE**

Increase your company's reach with display advertising on FHBA.com.

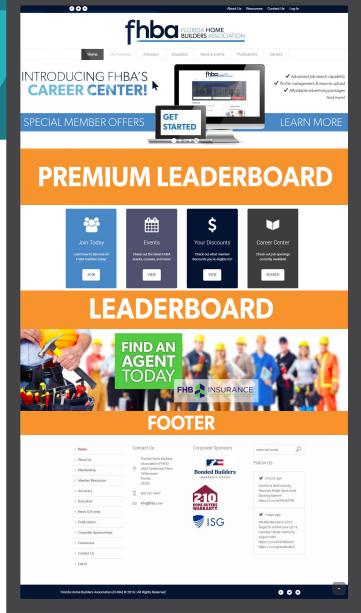


Image displayed for visual example only. FHBA website subject to change.

### **PRICING**

AD OPTIONS	SIZES	COST
Premium Leaderboard	2000 x300	\$1,000/30-day \$1,700/60-day \$2,550/90-day
Leaderboard	2000 x 200	\$850/30-day \$1,445/60-day \$2,168/90-day
Footer	2000 x 150	\$650/30-day \$1,105/60-day \$1,658/90-day

### **Primary Readership**:

Florida-licensed Builders; Trade Partners.

**Frequency**: Ads generally sold by the month.

### Format:

- File Types Accepted: GIF, IPG, or PNG
- Color: All artwork must be RGB
- Resolution: 72 dpi
- Maximum File Size: 64k

### Deadline:

One week lead time

#### General:

Rates are net and subject to change without notice. All advertisements are subject to approval by the FHBA.

### **DISCOUNTS**

Available on multiadvertising and/ or sponsorship contracts

### **FHBA NEWS**

**Primary Readership**: Floridalicensed Builders; Trade Partners

**Frequency**: Weekly via email (Subject to change)

**Deadline**: Ad materials must be received one week prior to publication. Advertising space sold on first-come, first-served basis.

**Sponsored Content**: The sponsored content will appear on a shaded background with a 325 x 343 RGB image, 10-word headline, 50-word copy max., and three in-text links. Only one sponsored content available per issue.

### **Rates and Performance:**

Contact Allison Finley at 800.261.9447 or afinley@fhba. com for current advertising rates and performance indicators such as distribution, open rates, and click-through rates. Rates are net and subject to change without notice.

### Format:

- File Types Accepted: GIF, IPG, or PNG
- Color: All artwork must be RGB
- Resolution: 72 dpi
- Maximum File Size: 64k

Orders requiring typesetting, design, or resizing will be billed at \$100/hr (\$100 minimum charge)

### **DISCOUNTS**

Available on multiadvertising and/ or sponsorship contracts

### **FHBA**NEWS



#### President's Report

One of the biggest draws for people moving to Florida is our coveted scenic waterways. Families flock to the waters in our state; whether its homes with beachfront, river access, or lake view. In turn, as builders and trade partner...read more



#### Florida Sales & Marketing Council Elections and Officers

With the building industry on the rise in Florida, sales and marketing of new homes has followed suit. FHBA has a strong and experienced Sales & Marketing Council...read more



#### SEBC 2016 Call for Speakers

The goal for the 2016 Southeast Building Conference (SEBC) is to bring together you and your peers for an information-sharing and world-class educational event...read more



#### Boot Camp for Florida Energy Codes

Florida Home Builders Association (FHBA) is pleased to be conducting FREE CEU training sessions at select locations throughout Florida. The FREE training...read more

### **LEADERBOARD**



#### Updated Species Guidelines

Following the Florida Fish and Wildlife Conservation (FWC) proposed Imperiled Species Management Plan that occurred back in early September, read more



#### Become a Board Member Today

The Department of Business and Professional Regulation supports the Governor in meeting his obligation to appoint qualified representative...read more



#### Buyers Willing to Pay for Green Homes

There is no doubt green
building has picked up at a
rapid pace in the last few
years, with the share of new
energy-efficient, single-family
e home\_read more



#### Your Ad Here

Lorem ipsum dolor sit amet, consectetuer adipiscing elit, sed diam nonummy nibh euismod tincidunt ut laoreet dolore magna aliquam erat volutpat. Ut wisi enim ad minim veniam quis nostruidorama excertitation

READ MORE



#### Updated Species Guidelines

Following the Florida Fish and Wildlife Conservation (FWC) proposed Imperiled Species Management Plan that occurred back in early September...read more



#### Become a Board Member Today

rida Fish The Department of Business ervation and Professional Regulation supports the Governor in ment Plan meeting his obligation to k in early appoint qualified



#### Buyers Willing to Pay for Green Homes

There is no doubt green building has picked up at a rapid pace in the last few years, with the share of new energy-efficient, single-family home...read more

### **FOOTER**

WWW.FHBA.COM



### **PRICING**

Image displayed for visual example only. FHBA News subject to change.

AD OPTIONS	SIZES	COST
Leaderboard	650 x 180	\$425 per issue
Sponsored Content	325 x 343	\$750 per issue
Footer	650 x 90	\$275 per issue

### SEBC WEBSITE

Increase exhibiting or sponsorship awareness with display advertising on SEBCshow.com.

**Primary Readership**: 12-State regional builders, trade partners, and exhibitors.

**Frequency**: Ads generally sold by the month.

### Format:

- File Types Accepted: GIF, JPG, or PNG
- Color: All artwork must be RGB
- Resolution: 72 dpi
- Maximum File Size: 64k

### Deadline:

One week lead time

### General:

Rates are net and subject to change without notice. All advertisements are subject to approval by the SEBC.

**DISCOUNTS** 

Available on multiadvertising and/ or sponsorship contracts Image displayed for visual example only. SEBCshow.com subject to change.



### **PRICING**

AD OPTIONS	SIZES	COST
Premium Leaderboard	1345w x 300h	\$1,250/30-day \$2,125/60-day \$2,625/90-day
Leaderboard	1345w x 200h	\$1,050/30-day \$1,470/60-day \$2,205/90-day
Footer	1345w x 130h	\$850/30-day \$1,180/60-day \$1,785/90-day

### 2019 FHBA AD INSERTION ORDER

ALL ADVERTISEMENTS ARE SUBJECT TO APPROVAL BY FHBA

ADVERTISER INFORMATION			
Company Name:	Contact:		
Address:	City:	State:	Zip:
Phone:	Fax:		
Email:	Website:		
Authorized Signature:	Date:		
Art Delivered Via: Dropbox Email	Art Contact:		
AD INSERTION DESIGNATION			
FHBA WEBSITE		FHBA NEWS	
□ Premium: □ \$1,000/30-day □ \$1,700/60-day □ \$2,55	50/90-day	☐ Leaderboard:	\$425/issue
□ Leaderboard: □ \$850/30-day □ \$1,445/60-day □ \$2,16	68/90-day	☐ Sponsored Content:	\$750/issue
□ Footer: □ \$650/30-day □ \$1,105/60-day □ \$1,65	58/90-day	☐ Footer:	\$275/issue
SEBC WEBSITE			
☐ Premium: ☐ \$1,250/30-day ☐ \$2,125/60-day \$2,6	25/90-day	<b>DISCOUNTS</b> Available on mul	
☐ Leaderboard: ☐ \$1,050/30-day ☐ \$1,470/60-day \$2,20	05/90-day	advertising and or sponsorship	
☐ Footer: ☐ \$850/30-day ☐ \$1,180/60-day \$1,78	85/90-day	contracts	
2019 ADVERTISING TERMS AND CONDI	TIONS		
I have read and agree to the advertising terms and conditions foun-	d on page 19 of the	2019 FHBA Advertising and Spo	onsorship kit.
Name:		-	
Signature:			
PAYMENT INFORMATION			
TOTAL DUE: \$			
☐ Check ☐ MC ☐ VISA ☐ AMEX ☐ Discover ☐ Invo	oice Me	INSERTION DATES	
Card#:			
Expires: Security Code:		SPECIAL INSTRUCTIONS	S
Name on Card:			
Signature:			
Make check payable to FHBA and mail with form to 2600 Centennial Place, Tallahassee, Florida 32308			



## FHBA CORPORATE SPONSORSHIPS

Be the first to personally engage with FHBA members and leaders during your own educational sessions. Be the first to introduce your product or service to the decision makers in the building industry. Be the first to be seen by builder and trade partners at all three FHBA hosted events.

Be the first. Be a FHBA Corporate Sponsor.

### PLATINUM LEVEL \$25,000

- A twelve-month (12) listing as our Platinum Level
   Corporate Sponsor with your logo and a hyperlink to your web site on the FHBA web site homepage, social media sites, and in weekly FHBA E-News
- One (1) exclusive email blast per quarter to FHBA members
- Two (2) Leaderboard ads in FHBA E-News
- One (1) Footer ad in six (6) editions of FHBA E-News
- Two (2) FHBA website Premium Leaderboard advertisements, 30- day run each
- Two (2) 10 x 10 premium booths at SEBC (SEBC booth deliverables apply)
- One (1) table top exhibit at Spring and Fall Conference
- Introduced as Platinum Sponsor to meeting attendees
- Sponsorship signage at all FHBA conferences
- Four (4) company representatives invited to attend all FHBA Conferences and SEBC
- Present an educational session at all FHBA Conferences and SEBC

This FHBA Corporate Sponsorship is customizable upon request. If you would like sponsorship benefits not listed in this sponsorship level, contact us and we will create an FHBA Corporate Sponsorship package that fits your company's needs.

### GOLD LEVEL \$20,000

- A twelve-month (12) listing as our Gold Level Corporate
   Sponsor with your logo and a hyperlink to your web site on the FHBA web site homepage, social media sites and in our weekly FHBA E-News
- •Three (3) exclusive email blasts per year to FHBA members
- One (1) Footer ad in four (4) editions of FHBA E-News
- Two (2) 10 x 10 standard booths at SEBC (SEBC booth deliverables apply)
- Sponsorship signage at all FHBA conferences
- Three (3) company representatives invited to attend all FHBA Conferences and SEBC
- Introduced as Gold Sponsor to meeting attendees
- Present one (1) educational session at SEBC

This FHBA Corporate Sponsorship is customizable upon request. If you would like sponsorship benefits not listed in this sponsorship level, contact us and we will create an FHBA Corporate Sponsorship package that fits your company's needs.

## **SILVER LEVEL** \$15,000

- A twelve-month (12) listing as our Silver Level Corporate Sponsor with your logo and a hyperlink to your web site on the FHBA web site homepage, social media sites and in our weekly FHBA E-News
- •Two (2) exclusive email blasts per year to FHBA members
- One (1) Footer ad in three (3) editions of FHBA E-News
- One (1) 10 x 10 standard booth at SEBC (SEBC booth deliverables apply)
- Sponsorship signage at all FHBA Conferences
- Two (2) company representatives invited to attend all FHBA Conferences and SEBC
- Introduced as Silver Sponsor to meeting attendees
- Present one (1) educational session a FHBA Conference

This FHBA Corporate Sponsorship is customizable upon request. If you would like sponsorship benefits not listed in this sponsorship level, contact us and we will create an FHBA Corporate Sponsorship package that fits your company's needs.

## BRONZE LEVEL \$10,000

- A twelve-month (12) listing as our Bronze Level Corporate Sponsor with your logo and a hyperlink to your web site on the FHBA web site homepage, social media sites and in our weekly FHBA E-News
- One (1) exclusive email blast per year to FHBA members
- One (1) Footer ad in two (2) editions of FHBA News
- One (1) 10 x 10 standard booth at SEBC (SEBC booth deliverables apply)
- Sponsorship signage at all FHBA Conferences
- One (1) company representative invited to attend all FHBA Conferences and SEBC
- Introduced as Bronze Sponsor to meeting attendees

This FHBA Corporate Sponsorship is customizable upon request. If you would like sponsorship benefits not listed in this sponsorship level, contact us and we will create an FHBA Corporate Sponsorship package that fits your company's needs.

### **2019 SPONSORSHIP CONTRACT**

Return completed contract along with deposit or full payment to FHBA, 2600 Centennial Place, Tallahassee, FL 32308 or Fax to 850.216.0858. For more information on sponsorships contact Kimberly Scott at 850.402.1850 or email kscott@fhba.com.

SPONSORSHIP INFORMATION	
Company Name: C	Contact:
Address:C	City: State: Zip:
Phone: F	-ax:
Email:V	Website:
Authorized Signature:	Date:
ADDITIONAL SPONSORSHIP CONTACT	
Contact Name: E	Email:
Phone: F	-ax:
SPONSORSHIP SELECTION	
□ Platinum Corporate: \$25,000	All FHBA Corporate Sponsorships are customizable
☐ Gold Corporate: \$20,000	upon request. If you would like sponsorship benefits
•	not listed in this document, contact us and we will
☐ Silver Corporate: \$15,000	create an FHBA Corporate Sponsorship package that
☐ Bronze Corporate: \$10,000	fits your company's needs.
CONTRACT AGREEMENT & PAYMENT OP	TIONS
	upon payment plan, is not received by FHBA when due, FHBA reserves the right not to ment has been received by FHBA. This becomes a binding contract upon acceptance of in Leon County, Florida. I have read and agree to abide by the Contract Terms.
Authorized By (Signature Required)  Title	Date
Accepted By FHBA	Date
☐ Check ☐ MC ☐ VISA ☐ AMEX ☐ Discover ☐ I	Invoice Me
Card#:	Security Code:
Name on Card:	Signature:
Make check payable to FHBA and mail with form to 2600 (	Centennial Place, Tallahassee, Florida 32308

### **2019 ADVERTISING TERMS & CONDITIONS**

### FLORIDA HOME BUILDERS ASSOCIATION

Advertising Terms and Conditions

### **CONTRACT**

THE ADVERTISER OR ITS REPRESENTATIVE AGENCY (HEREINAFTER CALLED THE "ADVERTISER") HEREBY PLACES A REQUEST FOR ADVERTISING IN ANY FLORIDA HOME BUILDERS ASSOCIATION PUBLICATION SUCH AS THE SEBC SHOW PROGRAM, E-NEWS LETTER OR ON THE SEBC WEBSITE (HEREINAFTER CALLED THE "PUBLICATION") PURSUANT TO THIS CONTRACT, AND IF THE PUBLISHER (HEREINAFTER CALLED THE "FHBA") ACCEPTS THIS OFFER, THE ADVERTISER AND THE FHBA HEREBY AGREE THAT THIS CONTRACT SHALL BE GOVERNED BY THE FOLLOWING CONDITIONS:

### **ADVERTISING PAYMENT POLICY**

(a) To establish credit with the Florida Home Builders Association, the Advertiser is required to make payment in advance for two consecutive advertisements in the Publication prior to being placed on an invoice system. Payment may be made in a lump sum or payment may be made prior to each ad running. For the first two issues of the Publication, payment must be received either with the ad order or with the ad itself or it will not be published. If the advertiser contracts for an ad to run in two consecutive publications and allows time to elapse before running more ads, the FHBA has the option to require the two-time publication/ payment requirement to go into effect again. The FHBA reserves the right to not extend credit or cancel the extension of credit. Advertiser agrees to pay for all advertising published by the FHBA in accordance with this contract. Once credit is established, the FHBA will typically bill the Advertiser within 30 days of each published advertisement covered under this contract. Advertiser shall make payment to the FHBA within 20 days of receipt of billing. Unless otherwise stipulated in writing, ad rates, discounts and charges for other services necessary for the publishing of the advertisement under this contract will be listed on the FHBA's official rate card specifically incorporated herein. The FHBA will hold the Advertiser liable for all payments related to advertising under this contract. All court costs, collection fees and reasonable attorney's fees incurred by the FHBA in enforcing payment under the terms of this contract and corresponding rate card referred to in Section 2 herein shall also be borne by the Advertiser.

(b) The FHBA reserves the right to cancel this contract at any time upon default or anticipatory default by the Advertiser in the payment of accounts stated or in the event of any other substantial breach or anticipatory breach of this contract by the Advertiser. Upon such cancellation, charges for all advertising published and all other charges payable under this contract shall become immediately due and payable by the Advertiser upon rendition of bills therefore. Advertiser shall make payment to the FHBA within 20 days of receipt of billing.

(c) The postmark date on the envelope properly addressed to the FHBA shall be considered the date when payment is made.

#### **RATES**

(a) The FHBA represents that all its rates are published on an official rate card which is periodically updated by the FHBA and given a new effective date.

(b) The FHBA's official rate card with rates in effect at the time a requested advertisement is published by the FHBA shall be understood to mean the schedule of advertising rates of the FHBA upon which this contract is based. The Advertiser hereby acknowledges that it is aware of the official rates in effect at the time the Advertising Insertion Order/Contract is executed and understands that it may request an updated rate card in

writing from the FHBA at any time.

(c) Any and all negotiated advertiser discounts will be communicated in writing by the FHBA to the Advertiser.

#### **PROOF OF INSERTION**

A sample page containing a published version of the advertising or, at the request of the Advertiser, a copy of each issue in which the advertising appears, shall be mailed or otherwise supplied to the Advertiser, which shall be deemed to have received such a copy or page unless the FHBA is notified in writing of the non-receipt thereof within 30 days after the date of the publication. Failure to forward or furnish such copy, page or affidavit shall not constitute a breach of the contract. However, the FHBA shall exercise reasonable diligence in attempting to meet all such requests.

#### **OMISSION OF ADVERTISING**

Failure by the FHBA to insert in any particular issue or issues the advertising under this contract invalidates the order for insertion in the missed publication but shall not constitute a breach of contract. The FHBA shall have the right to omit any advertisement when the space allotted to advertising in the issue for which such advertisement is ordered has all been taken, or where there is a substantial change in the product or subject of the advertisement which may conflict with the FHBA's general policy on advertising. The FHBA may also limit the size and or position of an advertisement in any issue.

#### **GENERAL**

(a) Advertisers may not cancel orders for, or make changes in, advertising after the closing dates of the particular Publication.

(b) The FHBA is not responsible for errors or omissions in any advertising materials provided by the Advertiser (including errors in key numbers) or for changes made after closing dates.

(c) The FHBA may reject or cancel any advertising for any reason at any time. Advertisements simulating the Publication's editorial material in appearance or style or that are not immediately identifiable as advertisements are not acceptable. If an Advertising Insertion Order/Contract which has been previously accepted by the FHBA is canceled by the FHBA, the FHBA's sole responsibility shall be to promptly refund all monies previously paid to the FHBA less any charges for advertisements already inserted pursuant to the FHBA's original Advertising Insertion Order/Contract.

(d) No conditions, printed or otherwise, appearing on contracts, orders or copy instructions which conflict with, vary, or add to these Terms and Conditions or the provisions of the Publication's official rate card will be binding on the FHBA and to the extent that the Terms and Conditions contained herein are inconsistent with any such conditions, these Terms and Conditions shall govern and supersede any such conditions. (e) The FHBA has the right to insert the advertising anywhere in the SEBC Show program at its discretion unless the advertiser purchases a premium placement position or is otherwise stated in writing by the FHBA. For all other advertising, any condition on contracts, orders or copy instructions involving the placement of advertising within the SEBC Show program (such as page location, competitive separation or placement facing editorial copy) will be treated as a positioning request only and cannot be guaranteed. The FHBA's inability or failure to comply with any such condition shall not relieve the Advertiser of the obligation to pay for the advertising.

Effective 08/8/2016



- Create Awareness
- Increase Engagement
- Make an Impact

- Over \$1.5 BILLION in BUYING POWER
- 8 of Florida's TOP 10 builders are FHBA members
- 86% of Florida's homes are built by FHBA members
- Top 3 member titles: President/CEO, Director/Manager, Owner/Partner
- 3rd Largest Home Builders Association in the nation





### **Digital Retargeting Program:**

### Maximize Visibility and Increase ROI with Digital Retargeting.



Ad retargeting allows us to capture qualified home building industry professionals who visit FHBA.com.





Viewers are "cookied" allowing your brand's ads to be displayed on other sites they visit.





Your company's set of (4) different ads are then shown <u>directly</u> to these qualified prospects <u>whenever</u> they're online and <u>wherever</u> they're at when they're online after they've left FHBA.com for <u>repeated</u> and <u>consistent</u> exposure over time!





## The Digital Retargeting Difference: Precise. Quantifiable. Sophisticated.



### 1. Create Unique Awareness With a Qualified Audience:

- FHBA's audience is "raising their hands" as your company's top prospects and potential customers.
- Reach them WHEREVER they're at online thousands of websites and mobile apps
   Ads shown on computers and mobile devices.

### N

### 2. Increase Your Brand's Engagement:

- Home building professionals are engaging with FHBA ad retargeting program advertisers at a significantly HIGHER rate than they are other forms of B2B trade industry advertising.
- Builders love seeing ads that apply to their jobs and their professions more than consumer products that they really don't need!



### 3. Leave a Unique & Long-Lasting Impact on Prospects:

- Discover quantifiable ROI from your campaigns through real-time ad stats and your own custom advertiser dashboard.
- Measure the effectiveness of your different ads to compare how your company's marketing messages are received.
- Cultivate & nurture prospects to engage more with your brand, as you're able to change out your set of (4) ads, and even submit additional ads as often as you'd like! Overall, you can run as many ads and as many variations of the ads as you'd like.





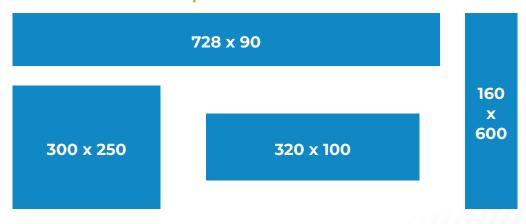
### Choose Your Reach:

### **DIGITAL RETARGETING PACKAGES:**

ANNUAL AD VIEWS	PRICE: ANNUAL OR QUARTERLY
200,000 Views	\$7,995 or \$2,198 Per Quarter
100,000 Views	\$4,495 or \$1,245 Per Quarter
50,000 Views	\$2,495 or \$695 Per Quarter
25,000 Views	\$1,495 or \$412 Per Quarter

### **ANNUAL PRICES DISPLAY A 10% DISCOUNT FOR PAYING UPFRONT**

### Ad Sizes & Specs: Please Submit All 4 Ad Sizes



<sup>\*</sup>Sizes shown are in pixels: width x height.\*

<sup>\*\*\*</sup>Packages above are annual commitments, and advertiser chooses annual or quarterly payment terms.\*\*\*

<sup>\*.</sup>png, .jpeg, .gif files accepted. No flash files accepted.

<sup>&</sup>gt; Don't have a set of (4) ads? Graphic design services are available. Please inquire.



## **LEAVE AN IMPRESSION**

2019 FHBA ADVERTISING & SPONSORSHIP KIT