



(F)

The NAHB Member Identification (ID) Code is made up of eleven data blocks which are explained below. The ID Code is designed for use by the association to provide services which respond to the changing needs of our membership. Please note as in the examples below, if the requested data for a particular block is not applicable, enter a dash (—). Also, if you don't know the exact answer for a particular block, please give your best estimate.

## Membership Classification

- 1st block  Enter a code (1) for all Builder Members; or enter a code (2) for all Associate Members.
- 2nd block  Enter the primary business activity code (a-z) from the selection to the right, including any subcodes.
- 3rd and 4th blocks   Using the business activity codes to the right, code the second and third business activity, including subcodes if applicable.
- 5th block  Enter the member's annual dollar volume of all construction/development. Choose from the following list of codes:
  - 1. Under \$1 million
  - 2. \$1 million to \$5 million
  - 3. \$5 million to \$10 million
  - 4. Over \$10 million
- 6th block  Enter the member's annual number of residential dwelling units. Choose from the following list of codes:
  - 1. 0 units
  - 2. 1 to 10 units
  - 3. 11 to 25 units
  - 4. 26 to 100 units
  - 5. 101 to 500 units
  - 6. over 500 units
- 7th thru 10th blocks     Enter the total number of paid employees, including the member.
- 11th block  Using the following list of title codes, enter the member's business title:
  - A. President/CEO/Owner/Principal/Partner
  - B. VP/General Manager
  - C. Construction Superintendent
  - D. Sales and Marketing Manager
  - E. Architect/Designer/Engineer
  - F. Financial Manager
  - G. Other Management Personnel
  - H. Non-Managerial Personnel
  - I. Other \_\_\_\_\_  
*Please Specify*

**Example #1:** Bill Adams is a home builder and land developer. He is also the owner of a real estate company. Adams has a total of 19 employees in both his companies. Last year he built 11 homes with a total sales value of \$900,000, and he developed 17 building lots for himself and other builders for a total market value of \$500,000. Bill Adams' NAHB Membership ID Code would be:

**Example #2:** Adelle Boyd is the owner of an architectural/design firm with 8 employees on her payroll. Last year her firm also converted an old school building into 8 apartments with a total market value of \$475,000. Adelle Boyd's NAHB Membership ID Code would be:

**Example #3:** Tom Jones is the owner of a retail appliance store with 10 employees. Tom Jones' NAHB ID Code would be:

## Occupation Codes

### BUILDER MEMBER CLASSIFICATION

CODE	DESCRIPTION
A	Single-Family Builder—Speculative (Detached and Attached)
B	Single-Family Builder—Custom
C	Multi-family Builder—Sale Units
D	Multi-family Builder/Owner—Rental Units (Own Account)
E	Multi-family Contractor—Rental or Sale Units (Other Investors)
F	Remodeler—Residential
G	Remodeler—Commercial
H	Commercial Builder (Own Account)
I	Commercial Contractor (Other Investors)
J	Land Developer
K	Home and Building Manufacturer

### ASSOCIATE MEMBER CLASSIFICATION

CODE	DESCRIPTION
L	Accounting
M	Architects, Planners, Designers, Engineers
N	Attorneys
O	Computer Products and Services
P	Financial Services
Q	Insurance and Title Companies
R	Marketing, Advertising and Public Relations
S	Product Manufacturers and Representatives
T	Property Management
U	Real Estate Brokers and Agents
V1	Appliances
V2	Building Materials/Lumber
V3	Floor Coverings
V4	Paint/Wall Coverings
V5	All Other Retail Dealers

### SUBCONTRACTORS AND SPECIALTY TRADE CONTRACTORS

CODE	DESCRIPTION
W1	Carpentry
W2	Electrical
W3	Flooring
W4	Landscaping
W5	Plumbing, Heating and Air Conditioning
W6	Roofing and Siding
W7	All Other Subcontractors/Wholesale Dealers/Distributors
X1	Appliances
X2	Building Materials
X3	Floor Coverings
X4	Paint/Wall Covering
X5	All Other Wholesale Dealers
Y	Utilities
Z	All Other _____ <i>Please Specify</i>