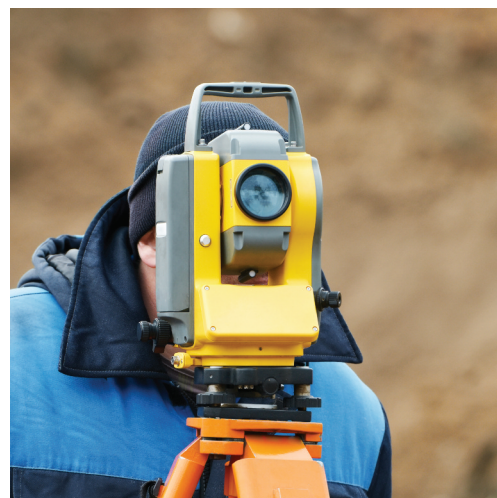




# BXNet

Builders Exchange Network



2016 MEMBER SURVEY





Dear BXNet Member,

Welcome to the 2016 BXNet member survey. The BXNet board of directors commissions this survey periodically so that we may check the pulse of our members, and identify those trends that are most important to them. You will be interested in the data to see how your exchange compares with those of your colleagues across the United States and Canada.

The response rate to this year's survey was nearly 50 percent. BXNet has 48 member exchanges, and 22 completed the online questionnaire. Each was asked a series of questions about the size and scope of their exchange (number of members, size of annual budget, number of employees, etc.), their plan rooms (number of projects posted, the percentage of public-sector projects posted the future of their physical plan rooms), their communications with members (through magazines, buyers guides, social media and fax machines), the training, education and affinity programs they offer, their strategies for recruiting and retaining members (whether through dedicated budgets, dedicated sales people, their annual retention rates, etc.), and the salaries and benefits paid to their full-time, part-time and executive employees.

A brief note on the presentation of the data. In most cases, we graphed the survey results without additional context. However, in some cases, we found this approach did not sufficiently tell the whole story of our members' activities. In such cases, we overlaid other data streams to provide further context. Such an approach was particularly necessary given the fact that two exchanges showed to have far larger reach and far greater resources than many of their peers. For further context, we included a series of survey highlights, organized by anonymous respondent, in the appendix to this document.

We hope you find the results of this survey useful and informative. Should you have any questions about the survey or its findings, please contact the BXNet offices at 860-243-3977 or [info@bx-net.org](mailto:info@bx-net.org).

Sincerely,

A handwritten signature in black ink that reads "Laura Regan". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Laura Regan,  
President



# Section A: Organizational Structure

BXNet members vary significantly in size and scope. Some operate with budgets well into the millions of dollars and support thousands of members with dozens of staff, while others operate with far more modest means and resources.

This section gives a sense of several key BXNet member metrics: membership size, annual budget, greatest revenue sources, number of employees and sizes of boards of directors.

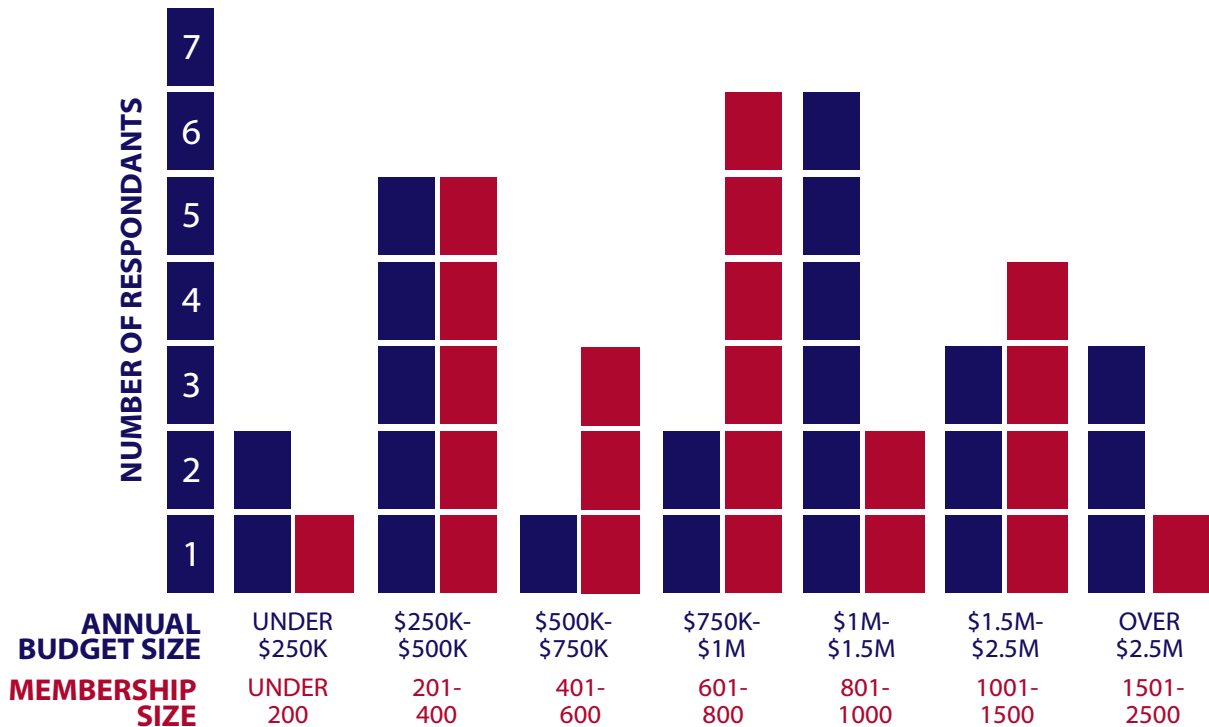
## MEMBERSHIP SIZE

More than half (12 of the 22) of the survey respondents said they served between 601 and 1,500 members. While nine respondents indicated they served 600 or fewer, the most common answer was between 601 and 800 members. The largest exchange served between 1,501 and 2,500 members.

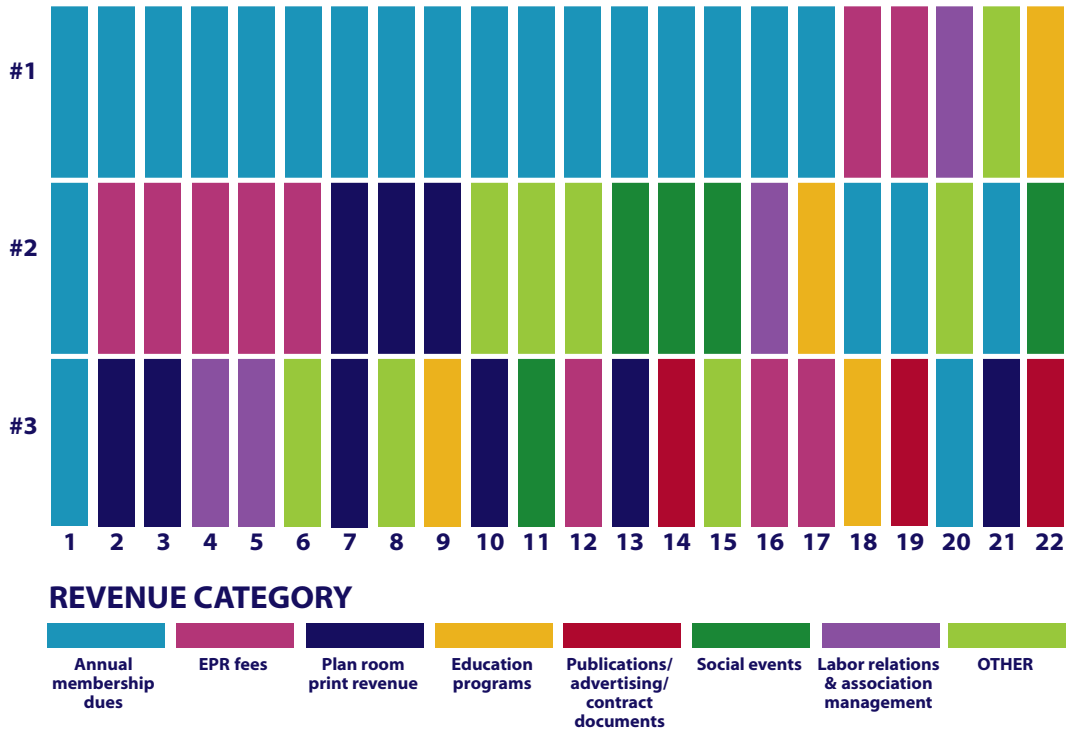
## ANNUAL BUDGET

Half of members surveyed said their operating budgets were between \$750,000 and \$2.5 million. A deeper dive shows that more than a third (8 of 22) of the exchanges had budgets of \$750,000 or less, which suggests that exchanges can operate on lean budgets and still serve members well.

Not surprisingly, those exchanges with the greatest number of members also tended to have the largest annual operating budgets.

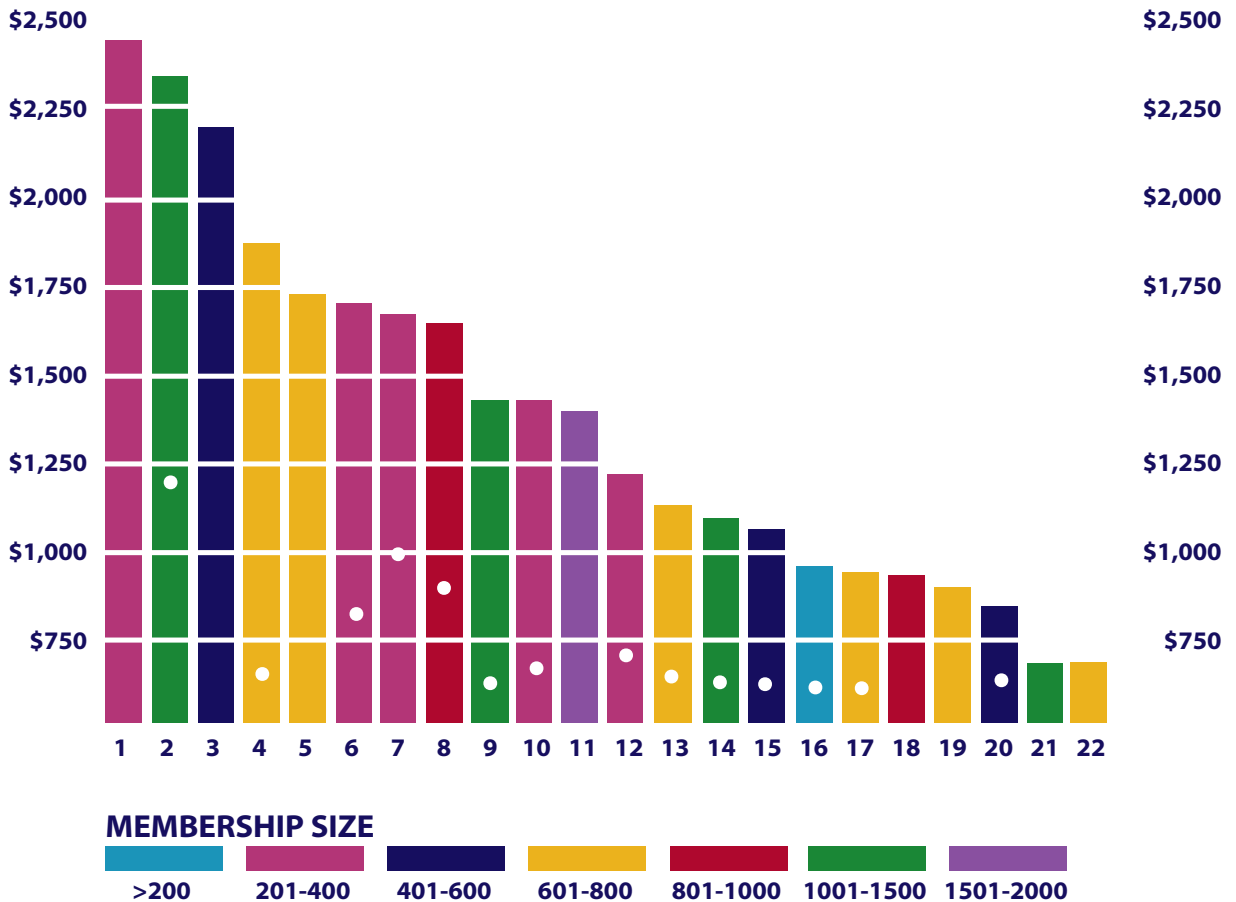


## TOP 3 REVENUE CATEGORIES



## FEE STRUCTURE: ALL IN

● = FEE STRUCTURE: BASE





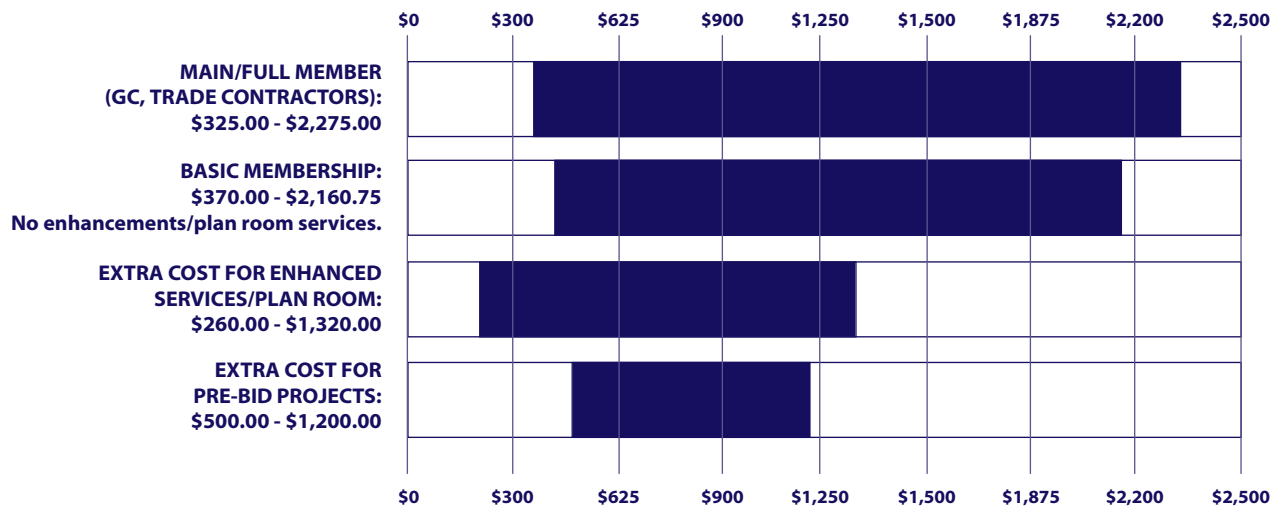
### TOP 3 REVENUE SOURCES

No matter the size or shape of the exchange, member dues are by far and away the most important source of revenues. Dues were the principal source of revenue for 17 of the 22 respondents. Money collected from electronic plan room access subscriptions, print fees, member participation at social events, and from publications, advertising and contract documents were distant secondary and tertiary cash streams.

### ANNUAL MEMBER DUES LEVELS

The range of membership dues levels varied significantly. Some charged as much as \$2,400 for annual, all-inclusive memberships, some as little as \$630. Interesting, there was very little correlation between the size of the exchange, measured by its membership numbers, and its annual member dues. One of the smallest reporting exchanges listed the highest annual member dues, while one of the largest listed the lowest all-inclusive annual fees.

### MEMBERSHIP CATEGORIES – DUES LEVELS (RANGE)



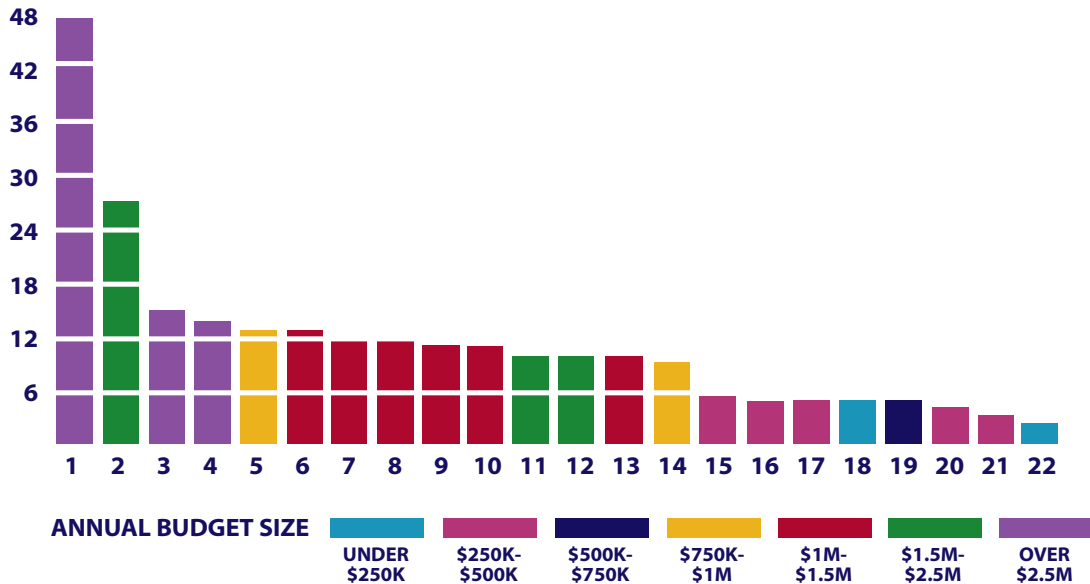
### MEMBERSHIP CATEGORIES – VOLUME BASED (RANGE)



## NUMBER OF EMPLOYEES

The total number of full- and part-time staff employed by exchanges ranged from two people to 47. Not surprisingly, annual budgets were directly correlated to staffing trends. Those exchanges with the greatest number of staff also had the highest annual operating budgets.

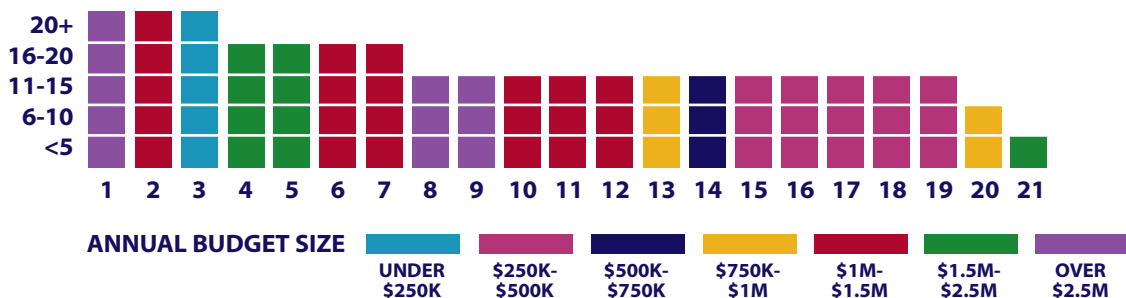
## NUMBERS OF EMPLOYEES VS BUDGET



## SIZE OF BOARD OF DIRECTORS

Of the 21 respondents, most (12) indicated the size of their boards of directors consisted of between 11 and 15 members. Three exchanges indicated their boards comprised 20 or more members, while two counted 10 or fewer members. In most cases, the size of the board and the size of the exchange's annual operating budget were correlated. Only two outliers deserve special mention. The smallest exchange (with fewer than 200 members and an annual budget of more than \$250,000) maintained a board of more than 20 people, while one of the largest (between 1,001 and 1,500 members and an annual operating budget of between \$1.5 million and \$2.5 million), operated with a board of fewer than five.

## SIZE OF BOARD OF DIRECTORS VS BUDGET



## NUMBER OF BOARD MEETINGS PER YEAR

Most exchanges (12 of 20 respondents) indicated their boards of directors met at least nine times annually. The remainder either met quarterly, five times a year or bi-monthly.



# Section B: Plan Rooms

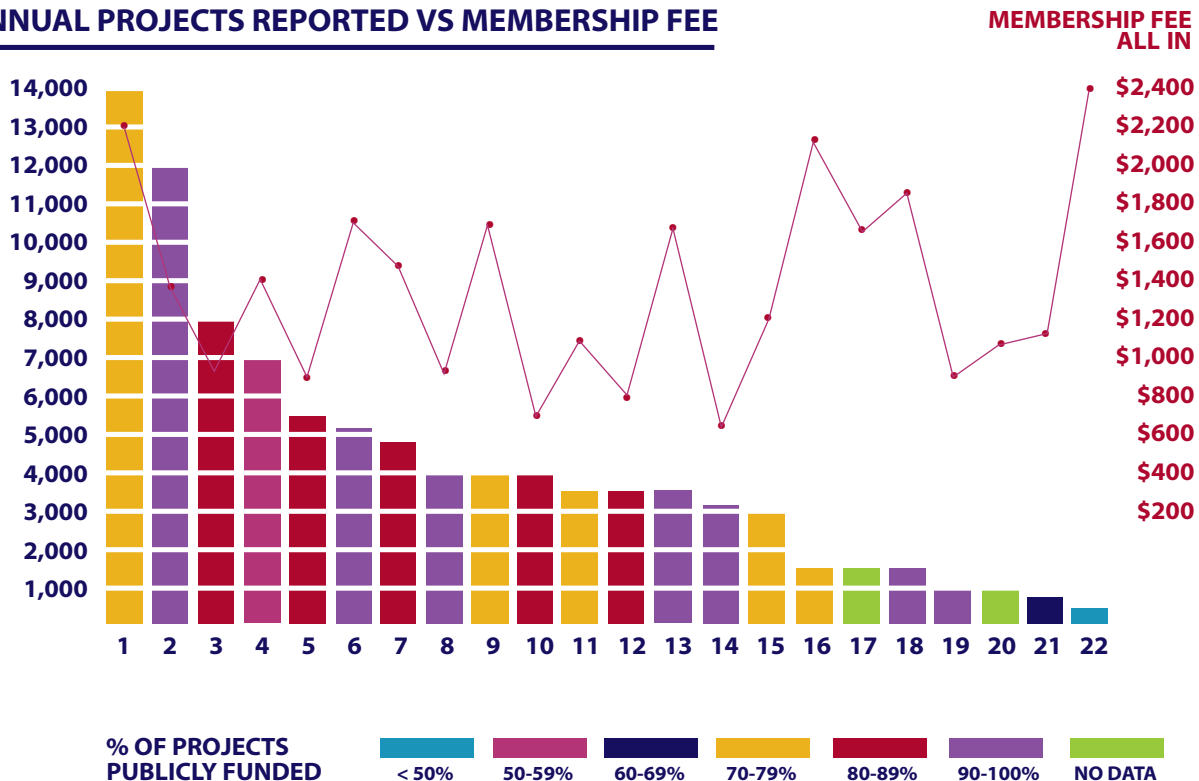
An exchange's plan room is its lifeblood. It has historically been the exchange's greatest single member benefit. Yet times are changing. Exchanges no longer have the monopolies over plans and specifications that they used to even 10 or 15 years ago.

This section considers the number of bid opportunities being reported by respondents, the percentage of projects that come from public- and private sector sources, major competitors for construction information services, and the long-term viability of exchanges' plan rooms.

## PROJECTS REPORTED/MEMBER DUES

The median number of opportunities offered to members in a year was 3,500. Some exchanges offered as many as 12,000 and 14,000; others as few as 380. Half of respondents clustered around the 3,000 to 5,500 per year mark. Interestingly, there was no direct correlation between the number of projects reported annually, and the annual dues charged by the exchange. Although the largest reporting member (with 14,000 projects reported annually), also charged one of the highest annual member dues, all but one of the exchanges that reported 1,500 or fewer projects annually also charged annual dues of at least \$1,000.

### ANNUAL PROJECTS REPORTED VS MEMBERSHIP FEE

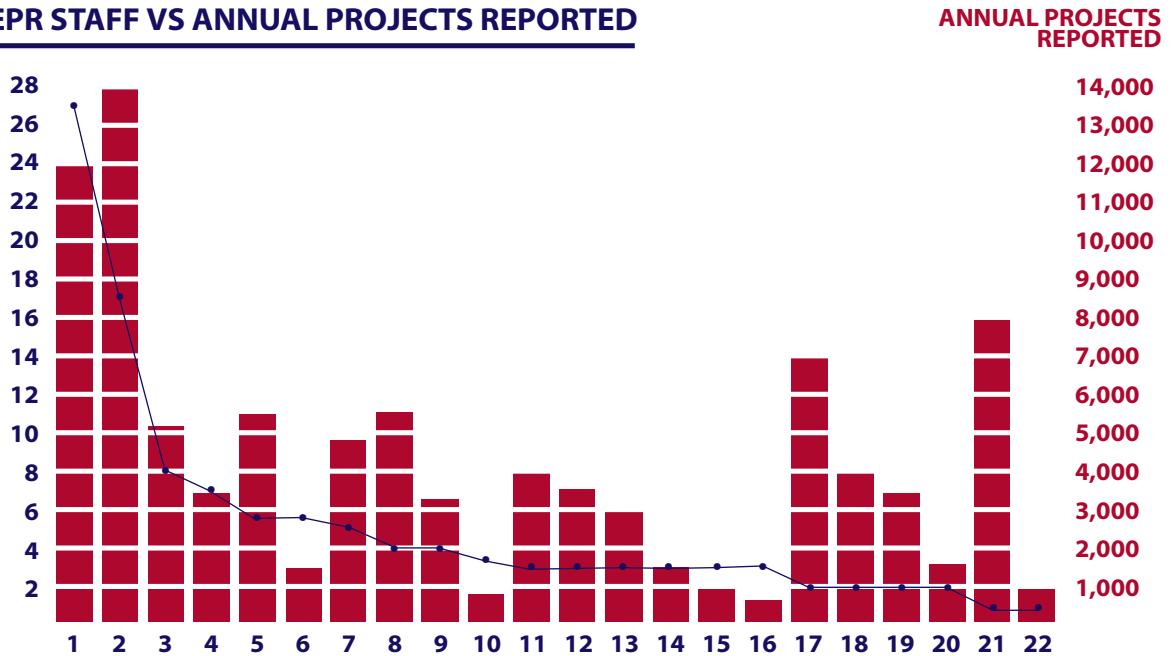


## PROJECTS REPORTED/PLAN ROOM STAFF

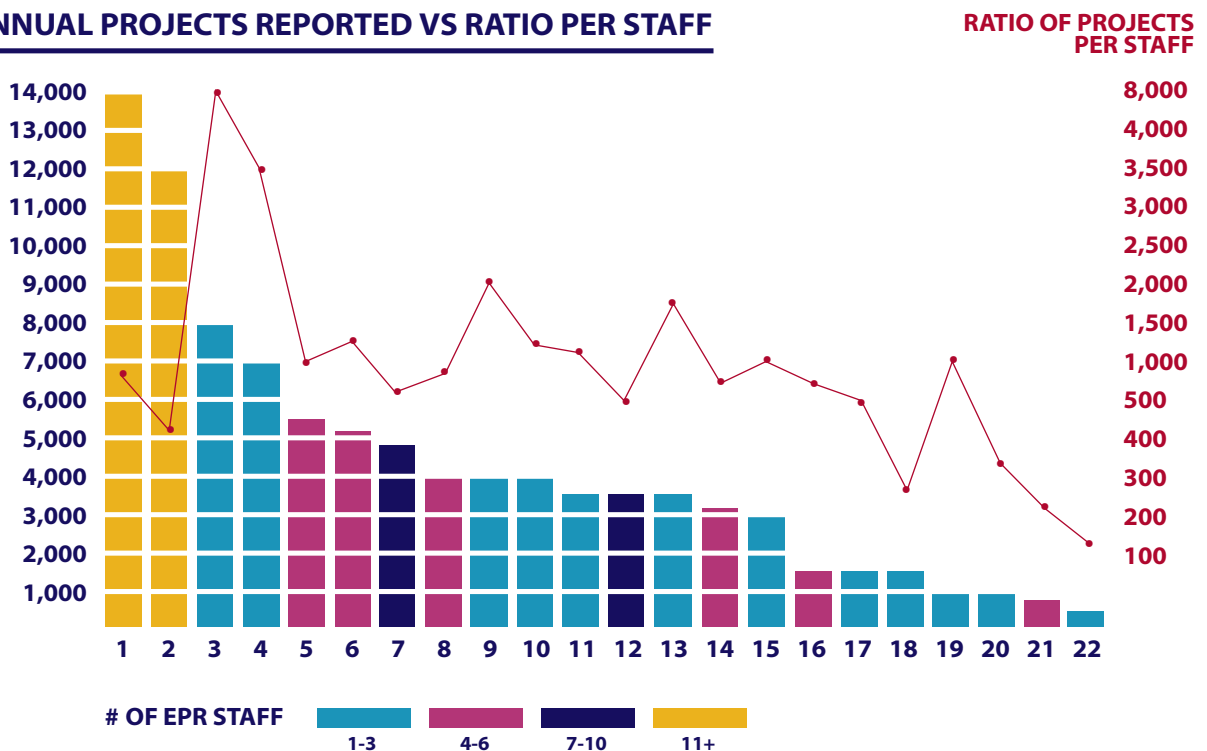
Among all respondents, the number of dedicated plan room staff ranged from a high of 27 to a low of just one. Not surprisingly, the two exchanges that reported 12,000 or more projects annually also reported the greatest number of dedicated plan room staff.

A quick study of the ratio of projects to plan room staff shows some interesting trends. While one exchange reported managing 8,000 projects annually with just one staff, nearly half of the respondents (9 of 22) reported managing 1,000 or more projects per staff member annually. Among all scores, the median was 891 and the average was 1,294.

### # OF EPR STAFF VS ANNUAL PROJECTS REPORTED



### ANNUAL PROJECTS REPORTED VS RATIO PER STAFF



Note: in cases where respondents indicated employing .5 staff members in their plan rooms (e.g., 3.5 or 5.5 people), numbers were rounded up.



## PUBLIC VS. PRIVATE BID OPPORTUNITIES

Public-sector projects, which are often awarded on low-bid bases, are still the most common at exchange plan rooms. At the highest end, some exchanges reported taking 97 percent of their projects from the private sector. Almost all said that at least half—and in most cases, 80 percent or greater—of their posted projects came from the public sector. Only one respondent said it posted only private-sector projects. The average percentage of public-sector projects was 77 percent.

## PRE-BID SERVICES (AND COSTS)

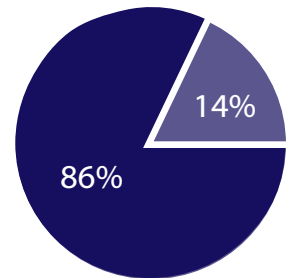
BXNet members were split on the need to offer pre-bid services. Slightly more than half of the respondents did. Those that did offer pre-bid services charged between \$500 and \$1,200 annually for the service.

## PHYSICAL PLAN ROOMS

What does the future hold for the physical plan room? Most respondents (19 of 22) indicated they still maintained such a service for their members, but for how long? Eight of the 19 reported no plans of closing the facility, five said they planned to close their physical plan rooms, two said they would decrease the size of their facilities as a result of reduced foot traffic, and one said it was considering closing the physical plan room due to lack of use.

Do you still maintain a physical plan room?

**YES: 86%**  
**NO: 14%**



## WHAT DOES THE FUTURE HOLD FOR YOUR EXCHANGE'S PHYSICAL PLAN ROOM?

**8 OF 19 RESPONDENTS REPORTED NO PLANS OF CLOSING THEIR PHYSICAL PLAN ROOMS.**

**5 OF 19 RESPONDENTS REPORTED PLANS OF CLOSING THEIR PHYSICAL PLAN ROOMS.**

**2 OF 19 RESPONDENTS REPORTED PLANS TO REDUCE THE SIZE OF THEIR PHYSICAL PLAN ROOMS.**

**1 RESPONDENT REPORTED POSSIBLY CLOSING IT DUE TO LACK OF USE.**

## COMPETITORS

Competition for plans and specs is coming from a range of outside sources, chief among them Dodge and iSqFt. Interestingly, BXNet members also reported competition from other sources closer to home: the local chapters of the Associated General Contractors, other exchanges, and even member general contractors offering their own private plans rooms.

## PROJECT INFORMATION SERVICES COMPETITION



Other:

- Blue Book
- Quest
- VirtualBX
- Member GCs with private plan rooms
- BidOcean

- Local and national reprographics firms
- Pantera
- DropBox
- ShareFile
- Email
- Grade Beam

- Plan Room in Springfield IL Now Universities are only using one plan room which with University of IL in Champaign is using a print shop - so we are not able to receive the plans Architect/Engineers - have their own and won't allow in the plan room unless owner specifies Architect/Engineers using Quest - for downloading - charging a fee anywhere from \$10 to \$100 to download.

## Section C: Communications with Members

One of the best ways to demonstrate value for membership dollars is to communicate with members regularly. And while all BXNet members communicate with their members in one form or another, the media and frequency with which they do so varies.

This section explores the various communications tools—buyers guides, magazines, social media feeds and faxes—local exchanges use to stay in touch with members and keep their members abreast of the great work being done.

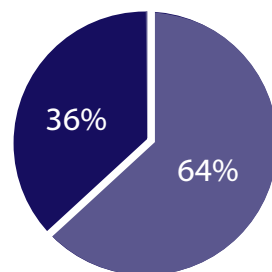
### BUYERS GUIDES

All but three of the 22 respondents indicated they published at least some form of buyers guide. Most BXNet members tend published their guides online, while slightly more than half also produced print versions of their guides. More than two thirds of BXNet members say they don't count on the buyers guide to make them any money.

### MAGAZINES

Fewer than half of members (8 of 22) reported publishing magazines. Of those that did, most published quarterly. One published 10 times per year.

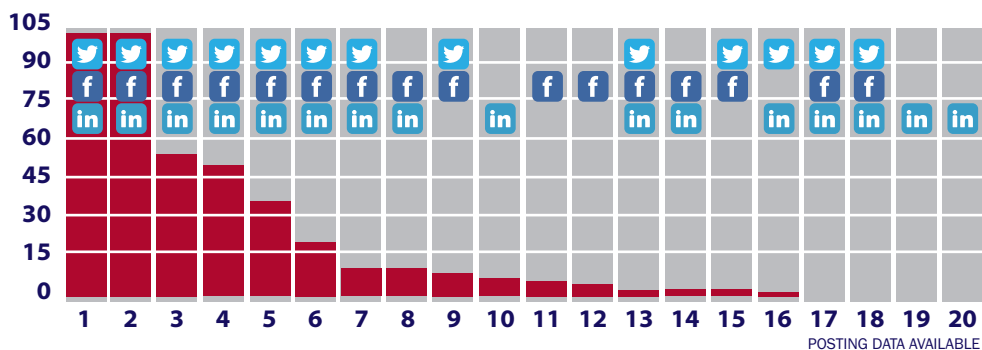
**YES: 36%**  
**NO: 64%**



### SOCIAL MEDIA

Social media is a growing trend among exchanges. LinkedIn and Facebook were the most used media; Twitter was close behind. Only one exchange reported not using social media at all. Among those that do use social media, two members reported making as many as 100 posts per month, while most reported posting 10 or fewer times each month. Given those volumes, it's small wonder that most exchanges reported handling their social media activities in house.

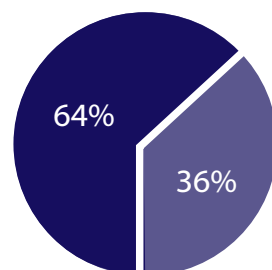
### SOCIAL MEDIA POSTS PER MONTH



### FAX MACHINE

The fax machine still has a role to play for many exchanges. Of the 22 survey respondents, 14 indicated they still use the fax machine to connect with members.

**YES: 64%**  
**NO: 36%**





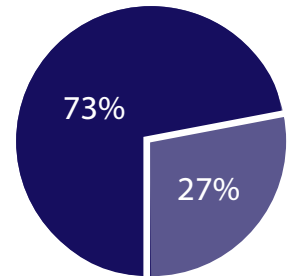
# Section D: Programs

Education and training are two of the most important non-plan room services offered by exchanges to their members, and the survey results confirm as much.

## EDUCATION PROGRAMS

Most (16 of 22) respondents reported offering education and training (programs that specifically were not safety training courses) to members. Some offered as many as 80 programs each year, while others offered as few as one.

**YES: 73%**  
**NO: 27%**



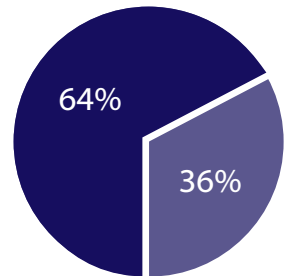
**If yes please indicate approximate # of opportunities and total attendees.**

Opportunities	Total Attendees	Opportunities	Total Attendees
5	20	80	1,500
25	550	12	20
3	20	25	60
12	120	10	100
1	10-15	4	40
35	450		

## SAFETY TRAINING

Fourteen of the 22 respondents offered safety training to their members.

**YES: 64%**  
**NO: 36%**



**If yes please indicate approximate # of opportunities and total attendees.**

Opportunities	Total Attendees	Opportunities	Total Attendees
40-50	1,000	20	2,500
121	1,416	2-3	20-40
130	1,000	2-3	20
1	15	15	60
4	120	20	100
20	350	24	400-500

## MOST POPULAR AFFINITY PROGRAMS

The most popular affinity programs among exchanges were for gas and fuel, office supplies, cell phones, fleet purchases and fleet management technology.

### TOP AFFINITY PROGRAMS UTILIZED BY THE EXCHANGES:

- R.S. Means
- Enterprise fleet management
- Gas/fuel programs
- Office supplies
- CIT
- AT&T, Verizon, cell phone programs
- Momentum
- Fed-Ex
- Chrysler, Ram, Dodge

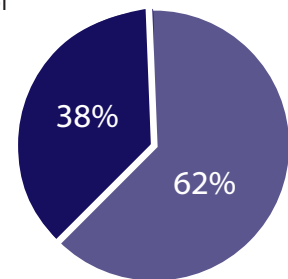
## Section E: Member Recruitment and Retention

Although every exchange wants to grow its membership, recruitment isn't always part of the budget. BXnet members use a variety of strategies to bring in and retain members. Some have budgets and sales people devoted to the task, while others rely on their good standing in the industry to bring new members in the door. This section looks at the variety of ways BXNet members recruit and retain their own members.

### ANNUAL RECRUITMENT BUDGET

More than 60 percent (13 of 21) of respondents indicated their exchanges did not have annual recruitment budgets.

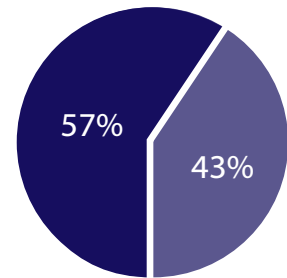
**YES: 38%**  
**NO: 62%**



### DEDICATED SALES PERSON

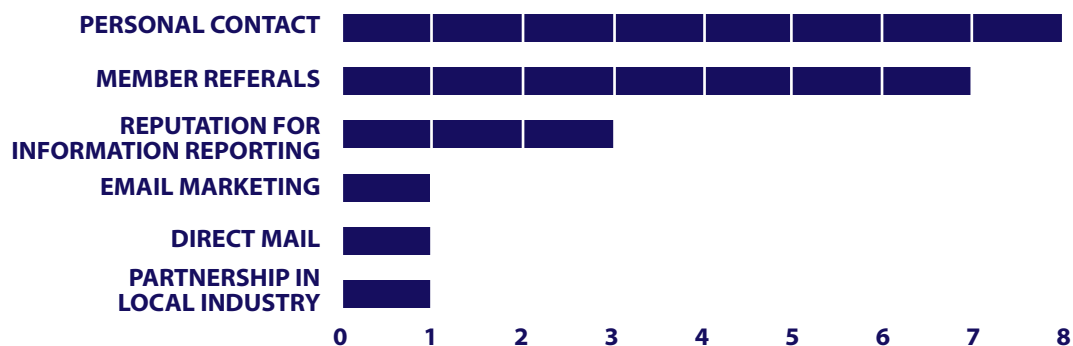
Twelve of 21 respondents said they have dedicated staff members working on membership sales, almost of all of whom are paid on salary or salary-plus models.

**YES: 57%**  
**NO: 43%**



### RECRUITING FACTORS

Many exchanges (15 of the 21 respondents) indicated that their main recruiting tool was either personal contacts or member referrals. Some also suggested that their reputation and their good standing in the community were also significant draws.



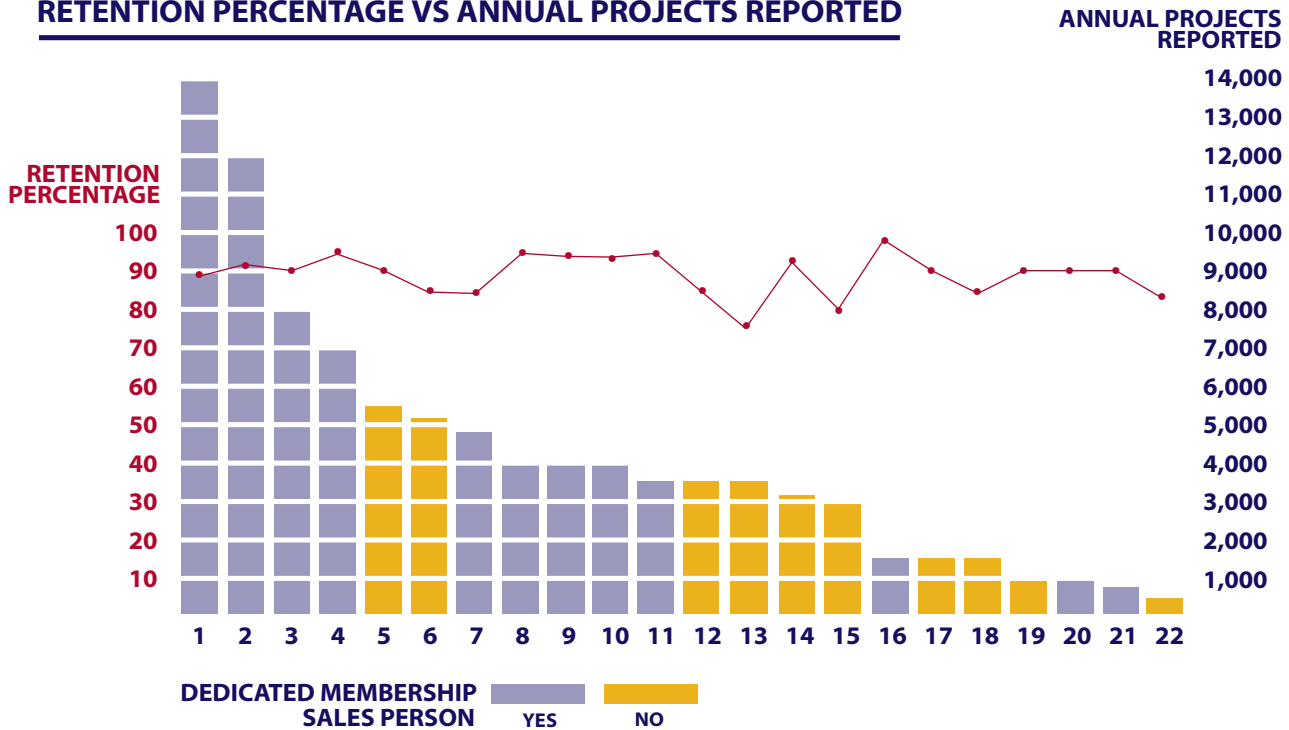
Other initiatives to bring in new members:

- Contests among staff members
- Membership drive
- Advertising
- Networking social events
- Dues credit

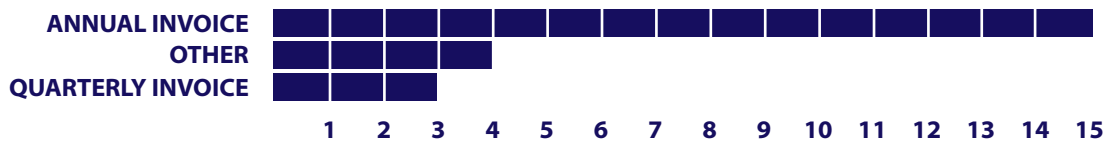
## RETENTION PERCENTAGE

Recruiting members is one thing. Keeping them is another. Member retention rates ranged between 78 and 97 percent. The average score was 90 percent. Those exchanges that employed dedicated membership sales personnel were among those with the highest retention rates. These were also the exchanges that offered some of the largest annual volumes of posted projects, that communicated most with their members, and that offered some of the most, and most highly attended, education and safety training programs.

## RETENTION PERCENTAGE VS ANNUAL PROJECTS REPORTED



## BILLING FOR MEMBERSHIP



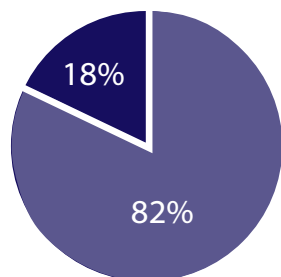
Other billing frequencies:

- Annual and monthly options; annual, semi-annual and quarterly options; three installments

## DUES DISCOUNTS

Do you offer any membership dues discount programs?

**YES: 18%**  
**NO: 82%**



Types of discounts:

- After August we give the rest of the year free and they pay full price for the remainder of the year and all of next year.
- Discounts for membership referrals.
- November is buy and get two months free.

# Section F: Human Resources

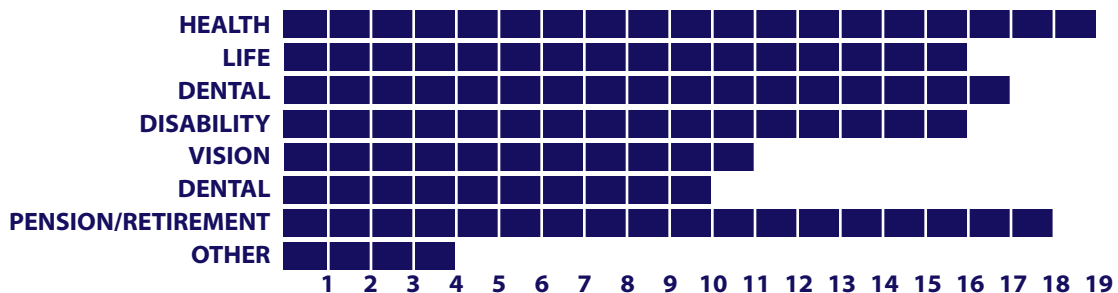
Service is at the heart of every exchange. Those that succeed employ exceptional, knowledgeable people. But hiring and retaining good people comes at a cost, whether in terms of salaries paid or benefits offered. This section looks at the salaries and benefits paid by exchanges to their personnel.

## BASE ANNUAL SALARIES

Exact salary amounts can be obtained by contacting the Executive Office.

JOB TITLE	SALARY RANGE
Assistant Executive Director/VP	\$56,000 - \$135,000
Operations/Office Manager	\$35,000 - \$100,000
Bookkeeper/Account/CFO	\$36,554 - \$85,000
<i>A part time position was reported at \$21,496.</i>	
Sales/Marketing	\$30,000 - \$63,000
<i>A part time summer/college position was reported at \$6,500.</i>	
Sales/Marketing (with incentive and bonus included)	\$42,000 - \$100,000
Education Coordinator/Manager	\$30,000 - \$80,000
Graphic/Web Design	\$30,000 - \$50,000
Legislative Affairs	\$70,000
Administrative Assistant/Clerical	\$27,000 - \$42,000
Technical Support	\$23,566 - \$59,000
<i>A part time position was reported at \$33,072.</i>	
Receptionist	\$23,566 - \$45,000
Managing Editor	\$37,400 - \$45,000
Bidding Reporter	\$20,000 - \$45,000
Pre-Bid Reporter	\$32,000 - \$65,000
Plan Room Coordinator/Manager	\$21,000 - \$105,000
Data Entry	\$15,000 - \$39,000
Scanner Blueprints	\$19,000 - \$36,542
Scanner Specs	\$19,000 - \$34,000
Other:	
• Document Scanner/Lawn Maintenance/Proofreader	\$30,867
• Safety Director	\$68,000 - \$85,000

## EMPLOYEE BENEFITS (FULL-TIME STAFF)



Other benefits offered: Costco membership, LTD, STD, 401K, Sam's club membership

## BENEFIT COSTS (FULL-TIME STAFF)

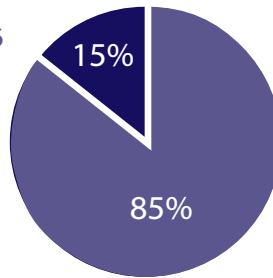


The average annual cost per full-time employee for full benefits was between \$4,100 and \$23,000.

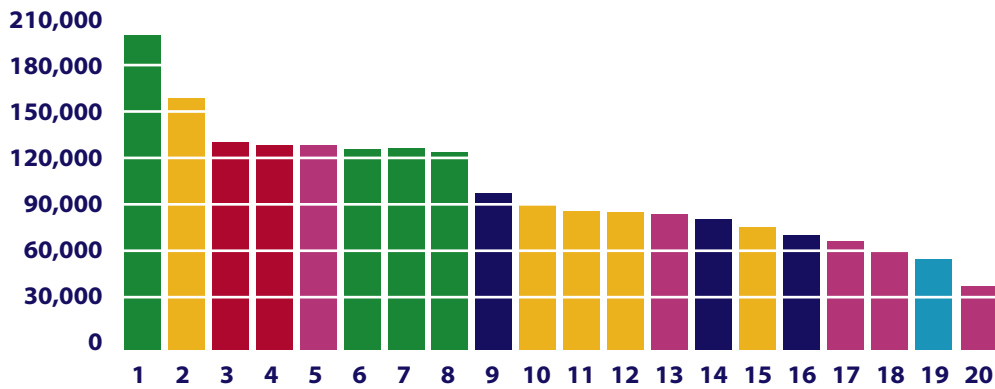
## PART-TIME STAFF BENEFITS

Do you offer benefits to part time employees?

**YES: 15%**  
**NO: 85%**



## EXECUTIVE SALARIES

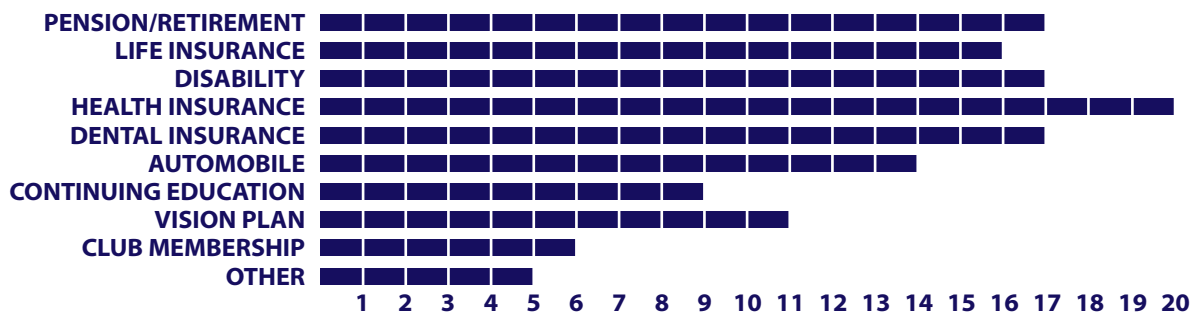


## MEMBERSHIP SIZE



Performance bonuses for executives ranged between \$5,000 and \$60,000.

## EXECUTIVE BONUSES



Other benefits offered: 4 weeks' vacation, travel, spousal travel, auto lease, 401K, profit sharing



# Appendix

Note to reader: This appendix provides a respondent-by-respondent breakdown of several of the BXNet survey's key findings. Readers are cautioned that the numbered columns in this table do not necessarily correspond with those in the graphs found elsewhere in this report.

<b>ORGANIZATIONAL STRUCTURE</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
<b>Membership size</b>	< 200	201-400	201-400	201-400	201-400	201-400	401-600	401-600	401-600	601-800
<b>Annual budget</b>	< 250K	< 250K	1.5-2.5M	250-500K	250-500K	250-500K	1-1.5 M	250-500K	250-500K	500-750K
<b>Total # of staff</b>	2	5	10	5	3	4	10	5	6	5
<b>#1 revenue source</b>	Dues	Dues	Labor relations	Dues	Dues	Other	Dues	Dues	Dues	Dues
<b>#2 revenue source</b>	EPR fees	Print revenue	Other	EPR fees	Other	Dues	Labor relations	Social	EPR fees	
<b>#3 revenue source</b>	Labor relations		Dues	Print revenue	Print revenue	Print revenue	EPR fees	Print revenue	Labor relations	
<b>MEMBERSHIP: RECRUITMENT AND RETENTION</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
<b>Fee structure - base</b>	360	565	1000	500	325			480	475	
<b>Fee structure - all in</b>	955	1,465	1,700	1,200	1,645	2,400	2,161	800	1,050	675
<b>Dedicated membership sales person</b>	Yes	Yes	Yes	No	No	No	No	No	No	No
<b>#1 reason members join</b>	Personal contact	Personal contact	Personal contact		Reputation	Reputation	Personal contact	Member referrals	Member referrals	Member referrals
<b>Retention percentage</b>	90	96	94	80	85	83	90	90	90	85
<b>PROJECT INFORMATION SERVICES</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
<b>Projects reported annually</b>	8,000	4,800	4,000	3,000	1,500	383	1,500	5,500	1,000	3,500
<b>% of projects publicly funded</b>	80	90	82	75	97	0		90	90	90
<b># of EPR staff</b>	1	5	3	3	3	3	2	4	3	3
<b>Ratio of projects to staff</b>	8,000	960	1,333	1,000	500	128	750	1,375	333	1,167
<b>Offers pre-bid project info</b>	No	No	Yes	No	No	No	No		Yes	Yes
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>

	11	12	13	14	15	16	17	18	19	20	21	22	ORGANIZATIONAL STRUCTURE
	601-800	601-800	601-800	601-800	601-800	801-1,000	801-1,000	1,001-1,500	1,001-1,500	1,001-1,500	1,001-1,500	1,501-2,000	Membership size
	1-1.5 M	750K-1M	1-1.5 M	> 2.5M	1-1.5 M	1-1.5 M	750K-1M	1-1.5 M	1.5-2.5M	1.5-2.5M	> 2.5M	> 2.5M	Annual budget
	12	9	13	14	11	12	13	11	10	27	15	47	Total # of staff
	Dues	Dues	Education	Dues	Dues	EPR fees	Dues	Dues	Dues	EPR fees	Dues	Dues	#1 revenue source
	EPR fees	Print revenue	Social	Other	EPR fees	Dues	Print revenue	Social	Social	Dues	Education	Other	#2 revenue source
	Print revenue	Other	Contract docs	Social	Other	Education	Education	Contract docs	Other	Contract docs	EPR fees	EPR fees	#3 revenue source
	11	12	13	14	15	16	17	18	19	20	21	22	MEMBERSHIP: RECRUITMENT AND RETENTION
	880			550	410	370	910	360		1200		695	Fee structure - base
	1,725	900	910	1,810	1,110	965	1,660	1,070	630	2,275	1,400	1,395	Fee structure - all in
	Yes	No	Yes	Yes	Yes	Yes	Yes	No	No	Yes	Yes	Yes	Dedicated membership sales person
	Member referrals	Reputation	Member referrals	Member referrals	Personal contact	Personal Contact	Part of local industry	Direct mail	Member referrals	Personal contact	Personal contact	Email marketing	#1 reason members join
	85	86	90	97	90	92	94	78	93	89	95	92	Retention percentage
	11	12	13	14	15	16	17	18	19	20	21	22	PROJECT INFORMATION SERVICES
	5,100	5,500	1,000	1,500	750	4,000	3,500	3,500	3,132	14,000	7,000	12,000	Projects reported annually
	86	88		75	60	75	75	85	90	73	50	93	% of projects publicly funded
	8	5.5	1	5.5	3.5	2	2	7	4	17	2	27	# of EPR staff
	638	1,000	1,000	273	214	2,000	1,750	500	783	824	3,500	444	Ratio of projects to staff
	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Offers pre-bid project info
	11	12	13	14	15	16	17	18	19	20	21	22	

# Affinity Programs



## Sunoco Fleet Fuel

BXNet has arranged for your members to be able to sign up for the Sunoco Fleet Fuel Program for Associations, where participating members receive exclusive fuel rebates, security and fleet management controls that they won't get with a regular charge card. This program is available in the United States and limited areas in Canada. Those of you in Canada who are interested, please contact Jeff directly to see if it is available in the areas you service.

Sunoco is offering us a discount of 3% a gallon on the Sunoco SunTrak Fleet Card and 6 cents off a gallon with the Sunoco Universal Fleet Card. That is the maximum discount they offer with no requirements on how many gallons purchased each month! Sunoco will also be waiving the fees associated with this program. Your association would receive a quarterly check for 0.25% of the purchases. This impactful savings comes with the flexibility to fuel at over 5,000 Sunoco locations, or more than 90% of the U.S. fueling stations with the Sunoco Universal Fleet Card. Participants also can benefit from easy, online tools that help fleet managers gain complete control over their vehicles – driver purchase limits, vehicle performance data, robust reporting, consolidated billing, account management and online invoice payment, special tax exempt features...and much more. If you are interested in participating in the Sunoco Fleet Fuel Program your exchange (BXNet member) will need to sign up with the Association Agreement attached to benefit from the payback program. Your members would then complete the Sunoco Commercial Fleet Card Application. Also be sure your members complete the Wextailored Fee Schedule form which will waive the fees associated with this program. These forms can be downloaded from the website vault or obtained directly from the BXNet Executive Office or Jeff Meserve. Please contact Jeff Meserve, Sunoco Regional Sales Representative with any questions or for assistance.



Phone: 860.617.9531; Fax: 207.253.1306 Email: [jeff.meserve@wexinc.com](mailto:jeff.meserve@wexinc.com)  
[sunocofleetcards.com/Jeff](http://sunocofleetcards.com/Jeff)



## Multiview

BXNet members that wish to participate in this affinity program will have advertisements, obtained by Multiview, placed on their websites. Those participating will receive 27% of advertising royalty revenue. Multiview is the leading provider of non-dues revenue to associations in North America. They are a full service solution for digital advertising with over 1500 current partners, globally. Multiview provides non-dues revenue at zero cost or risk to the associations. There is no charge for Multiview's services. Interested BXNet members should contact Multiview directly to set up an agreement. Please contact Nathan Cash, Manager of Partnership Development.



Phone: 972.409.5609; Email: [ncash@multiview.com](mailto:ncash@multiview.com); [multiview.com](http://multiview.com)

# Unishippers

BXNet members that wish to participate in this affinity program are entitled to obtain discounted shipping services through UPS and an annual 1% rebate, based on total shipping volume, to increase non-dues revenue stream. Members of BXNet receive 36% off all air shipments and 8% on ground.



Convenience and Time-savings:

- Single point of contact for all your shipping needs, a single website for all shipment tracking, a single invoice for all shipping costs.
- Get freight quotes, book shipments, create waybills, order supplies, track shipments from multiple carriers, view, edit and void shipments from your desktop.
- Store shipping preferences & 90 days of history.
- Print reports, download data, and select billing options that suit your needs.

Individual Solutions Save U Money: Unishippers consultants will assess specific needs for free and create a complete, individualized solution by analyzing your recent shipping trends. To participate, you must be an active member of the BXNet and have an account set up with Unishippers/UPS. To set up an account, go to: [http://www.unishippers.com/shipping-services/IBEE\\_Form.htm](http://www.unishippers.com/shipping-services/IBEE_Form.htm).



## RS Means

BXNet members that wish to participate in this affinity program are entitled to purchase Cost Data titles from RS Means at a 30% discount off the retail list price and resell the titles to their membership at a discount level of their choosing. To obtain the current title/price list, please visit the BXNet website vault or contact the office at [info@bx-net.org](mailto:info@bx-net.org). At the end of each calendar year, BXNet will receive a report from RS Means detailing the purchases of participating Exchanges and Construction Associations, and BXNet will in turn invoice them for 5% of the retail purchase price of all titles purchased during the year as the BXNet Affinity Program fee.

RS Means allows participating Exchanges to return unsold titles at the end of the calendar year for a credit in order to encourage the maintaining of stock on-hand for sales. Exchanges can also opt to order titles on an as-needed basis.

Any BXNet member who wishes to participate in the RS Means Affinity Program should contact Paula Croke at RS Means by phone at 800-334-3509, extension 5117, or by email at [PCroke@TheGordianGroup.com](mailto:PCroke@TheGordianGroup.com).



## Momentum Groups

Momentum is sound business Momentum Fleet customers enjoy generous incentives on many models of most popular make vehicles including; Ford, Chrysler, Dodge, and Jeep. Momentum Fleet Management Group can help your company obtain the best program pricing for purchases or leases through the collective buying power of our clients. That means all clients, large or small, can meet manufacturers' criteria for exceptional pricing on vehicles purchased or leased. Momentum also offers effective fleet management solutions including a variety of financing options, high mileage leases, an industry leading discount fuel card, GPS monitoring equipment and software, as-well-as, vehicle maintenance programs.



2001 Crocker Rd., Gemini Towers II, Suite 460, Westlake, Ohio 44145  
Phone: 877.973.5338; Fax: 866.523.8040 [momentumgroups.com](http://momentumgroups.com)



## The BXNet's Mission, Vision and Strategic Goals

# BUILDING OUR FUTURE

### **“Serving Construction Association and Builders Exchange Professionals”**

#### **MISSION**

The Builders Exchange Network is a catalyst for the exchange of ideas and experiences amongst the membership to enhance the effectiveness of plan room and construction associations.

#### **VISION**

The BXNet is a representative organization of Construction Association professionals and their organizations, dedicated to the pursuit of excellence in Construction Association and Plan Room services through cooperation and participatory action.

#### **STRATEGIC GOALS**

Provide the education and access to expertise to help exchange professionals.

Maintain the strength of the industry and association through engaged membership.

Promote the organization, its programs and achievements to the industry.

Maintain the leadership and resources to advance the industry.

