



TAPELINE

NEWSLETTER OF THE HOME BUILDERS ASSOCIATION
OF DOTHAN & THE WIREGRASS AREA

JAN
2018

HOME BUILDERS ASSOCIATION OF DOTHAN & THE WIREGRASS AREA Presents

**Date: Thursday,
1/18/18**

Plated Dinner
Awards Program
Recognition of 2017 Officers and Directors
Door Prize Drawings

Reservations required by
Thursday, Jan. 11th
334-793-6696 or
hbaofdothan@graceba.net

See old friends and make new ones, honor those individuals who have served our Association and community with dedication and commitment.

Inside this edition...

1. 2017 Awards Night
3. Dothan wins 2017 HBAA President's Award
4. Wheelock Hall of Fame Induction
5. HBAA Winter Meeting
8. New Members
10. Board of Directors
11. Assoc. Benefits

SAVE THE DATE

January

- 9-11** IBS – Orlando
18 2017 Awards Night
25 First Board of Directors meeting

February

- 8** Board of Directors meeting
15 Chili Cook off details TBA
20-21 2018 HBAA Winter Meeting – Montgomery
22 Eufaula Membership Meeting

March

- 8** Board of Directors Meeting
15 ABPAC Golf Tournament

ANNUAL AWARDS NIGHT

- ★ Recognition of individuals who have served the Association and community with dedication and commitment ★
- ★ Announcement of "Builder of the Year" and "Associate of the Year" ★
- ★ Installation of incoming President and Board of Directors ★
- Hall of fame inductions

THURSDAY, JANUARY 18, 2018

6:00 – 8:00 p.m.

MARIA'S VINEYARD

3940 Fortner Street

PLEASE SEND YOUR RSVP BY FRIDAY, January 12 📧 hbaofdothan@graceba.net ☎ 793-6696

The Associate Council has been hard at work putting together plans for this exciting event! They ask for your support in helping make this a successful evening by taking advantage of one of the many GREAT "Awards Night Sponsorship" opportunities! **SPONSORSHIP DEADLINE IS FRIDAY, JANUARY 12th.**

PLATINUM SPONSOR \$500

- Your company name and logo will appear on the front cover of our monthly newsletter, "Tapeline."
- Your company name will appear on a 4 x 6 display banner.
- Your company logo will appear on Awards Night promotional material.
- Your company will receive sponsorship recognition before, during and after the event.

GOLD SPONSOR \$250

- Your company name will appear in our monthly newsletter, "Tapeline."
- Your company name will appear on a Gold Sponsor sign.
- Your company logo will appear on Awards Night promotional material.
- Your company will receive sponsorship recognition before, during and after the event.

SILVER SPONSOR \$150

- Your company name will appear on a Silver Sponsor sign.
- Your company name will appear on Awards Night promotional material.
- Your company will receive sponsorship recognition before, during and after the event.

DOOR PRIZE DONOR

- Your company will receive door prize donor recognition before, during and after the event.

CHOOSE THE AWARDS NIGHT SPONSORSHIP LEVEL THAT IS RIGHT FOR "YOU" AND "YOUR" COMPANY AND THEN CALL OR EMAIL THE OFFICE BEFORE THE FRIDAY, JANUARY 12th DEADLINE!

793.6696 / hbaofdothan@graceba.net

DOTHAN HOME BUILDERS ASSOCIATION WINS PRESIDENT'S TROPHY

Montgomery— The Home Builders Association of Dothan & the Wiregrass Area was honored by the Home Builders Association of Alabama (HBAA) with the President's Trophy for 2017.

Each year, the current HBAA President selects two local Home Builders Associations (one large and one small) to receive President's Trophies in recognition of outstanding service and excellence throughout the year. Dan Taylor, the 2017 HBAA President, presented Dothan HBA President Ben Saliba with the President's Trophy for a Small Association during the HBAA Annual Convention, held October 26-28 at the Henderson Resort in Destin.

For more information about the Home Builders Association of Alabama, call (800) 745-4222 or visit www.hbaa.org.




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WHEELOCK POSTHUMOUSLY INDUCTED INTO ALABAMA BUILDING INDUSTRY HALL OF FAME

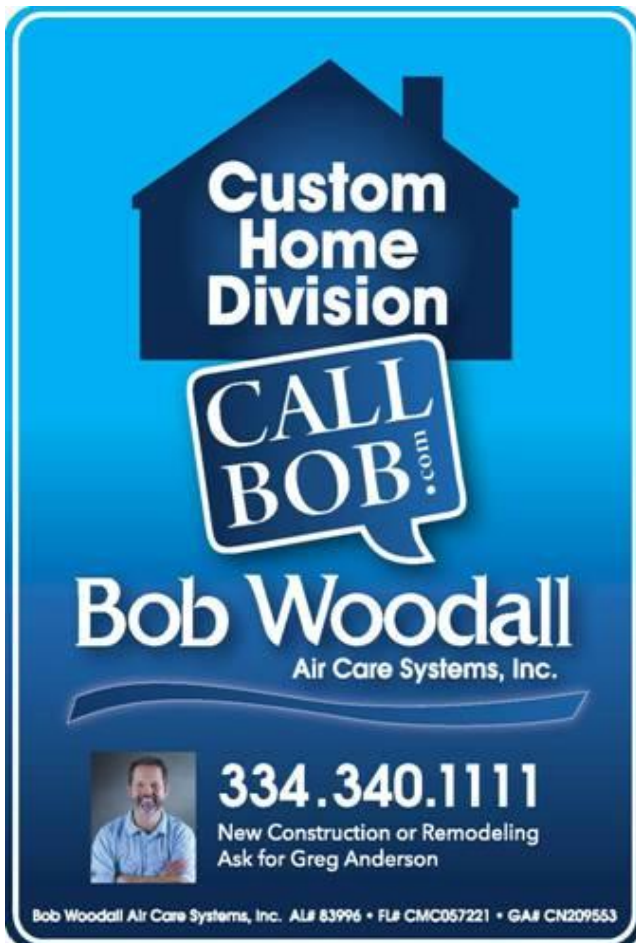
Montgomery— The late Elizabeth Wheelock of Dothan has been posthumously inducted into the Alabama Building Industry Hall of Fame, the highest honor presented by the Home Builders Association of Alabama (HBAA). The induction ceremony took place during the HBAA's Annual Convention awards banquet on Friday, October 27, 2017 at the Henderson Beach Resort in Destin, Florida.

Wheelock served as the Executive Officer for the Home Builders Association of Dothan & the Wiregrass Area for 28 years. Under her stewardship, the HBA was able to provide benefits such as continuing education, community benevolent support and ABPAC contributions, as well as foster involvement in HBAA and NAHB programs. This in turn helped grow the association's membership from 99 members in 1981 to more than 400 members.

In her 28 years as Executive Officer, Wheelock ensured that the HBA supported the Alabama Home Builders Foundation Golf Classic, had a strong presence at Legislative receptions and other state events, and was well represented in leadership roles at the state level. She championed trades education and, thanks to her management of the association's scholarship and student loan program, hundreds of students have been able to pursue careers in the homebuilding industry.

Under Wheelock's leadership, the HBA received the President's Trophy in 1989, 1994, 1996, 2000, 2003 and 2008. They also received three Association Awards during her tenure. She was inducted into the HBADWA's Hall of Fame in 2000.


For more information about the Home Builders Association of Alabama, call (800) 745-4222 or visit www.hbaa.org.



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DON'T MISS THE 2018 HBAA WINTER MEETING

FEBRUARY 20-21, 2018

RENAISSANCE MONTGOMERY HOTEL & SPA, DOWNTOWN MONTGOMERY

TENTATIVE SCHEDULE*

TUESDAY, FEBRUARY 20

10:30 am – 11:30 am Membership
 11:30 am – 12:30 pm Executive Committee
 1:00 pm – 2:00 pm Professional Women in Building
 1:00 pm – 2:00 pm Executive Officers
 1:00 pm – 2:00 pm Land Developers
 1:00 pm – 2:00 pm Past Associate Committee Presidents
 2:15 pm – 3:30 pm AHB Foundation Directors
 3:30 pm – 4:30 pm Governmental Affairs/ABPAC
 5:30 pm – 7:00 pm Legislative Reception at Renaissance Hotel

WEDNESDAY, FEBRUARY 21

7:00 am – 8:00 am Young Professionals (age 45 & under)
 8:00 am – 9:00 am Public Relations
 8:00 am – 9:00 am Past State Presidents
 9:00 am – 10:00 am Local Presidents
 9:00 am – 10:00 am Investment Property Owners Council
 9:00 am – 10:00 am Associates/Area Vice Presidents
 10:00 am – 11:30 am Remodelers
 11:30 am – 1:00 pm Board of Directors Luncheon

*MEETINGS OPEN TO ALL HBAA MEMBERS UNLESS OTHERWISE INDICATED.

2018 WINTER MEETING REGISTRATION FORM

FEES

Registration fees: \$50 per member \$ _____
 \$25 per spouse/guest \$ _____
 Total \$ _____

Name for badge

Name of spouse/guest for badge

Company name

Address

City State Zip Code

Phone number Fax number

E-mail address

Local association

Select one of the following payment options:
 Check enclosed (Payable to the HBAA)
 Visa Mastercard AMEX Debit card

Card # _____

Name as it appears on card (please print)

Signature

Expiration date (m/y) _____

Meetings will be held at the Renaissance Montgomery Hotel & Spa at the Convention Center, 334-481-5000.

RESERVATIONS SHOULD BE MADE DIRECTLY WITH THE HOTEL BY JANUARY 19, 2018.

The room rate is \$135.00 per night.
Group Code: HOMHOMA

Please call the HBAA at 1-800-745-4222 prior to canceling any hotel reservations.

Return this form with payment to:
HBAA / P.O. Box 241305 / Montgomery, AL 36124
Fax: 334-834-5380 / Questions? 1-800-745-4222
Register online! www.HBAA.org

We are looking for a few good men and women!



If you are looking to become involved with the Home Builders Association please let us know. We need members for our Association Council! Get involved, meet new people in the industry, make new business contacts, and volunteer!



Southeast Gas

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ASSOCIATION OF ALABAMA'S

2018 WINTER MEETING

FEBRUARY 20-21, 2018

RENAISSANCE MONTGOMERY HOTEL & SPA
DOWNTOWN MONTGOMERY



Register now!

WWW.HBAA.ORG / 1-800-745-4222

Entries wanted for the

2018 ALABAMA REMODELING EXCELLENCE AWARDS



Registration deadline: January 19, 2018

Entry deadline: February 26, 2018

Winners announced: April 14, 2018

Presented by Home Builders Association
of Alabama Remodelers

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Build Lives, One House at a Time

Welcome New Members

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Troy Cablevision

Tonya Pruitt – Berkshire Hathaway Home Services Showcase Properties

Tesi (TC) Conte – Berkshire Hathaway Home Services Showcase Properties

Southern Craftsman & Restoration, LLC – Donald Hovey

All Seasons Screen Rooms – Nathan Gordon

Certified Flooring of the Wiregrass – Jedd Rainey

A & L Men on Demand, LLC – Arthur Bell

Big Pine Inc – Matt Murphy

McCraney Construction, LLC – Brian McCraney

D & S Masonry, LLC – Donald Siler

Southeast Contracting – Ricky Kelley

Newman Construction – Joey Newman

Higgins Electric Inc of Dothan – Jim Knighton

Southern Home Associates, LLC – Tim Peter

Alpha Custom Design & Drafting – Mike Murphy

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Highlands South (corner of Fortner and Prestwick dr.)

\$49,900

Millbrook (near Southside Wal' Mart.)

Small lots:	2 lots	\$25,000	Large lots:	2 lots	\$35,000
	4 lots	\$45,000		4 lots	\$60,000
	6 lots	\$60,000		6 lots	\$84,000

Honeysuckle Cove (located in the Cul de Sac)

2 lots	\$25,000
4 lots	\$45,000
8 lots	\$75,000

Tanglewood Farms (Headland)

1 lot \$19,900
Discount starts at 5 lots

Contact: Hugh Wheelless
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hwheelless@soprop.net

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Looking for a great builder to help make your dream home a reality?
You can find the perfect partner through your local
Home Builders Association.

The Home Builders Association of Dothan & the Wiregrass Area has since 1956 served as the central agency representing the interests and standards of builders, trade contractors, suppliers & other industry professionals in the wiregrass area. The Association's 350 members build an average of 200 houses annually, and they dedicate themselves to the highest quality and service in their profession and as citizens. This is accomplished by overseeing professional building standards and adequate flow of building materials. We also monitor legislation that has an impact on housing on the local, state, and national levels. Opportunities for continuing education are available for the prospective home buyer and the building industry from both the state and national offices.

Be sure to join us for our annual Parade of Homes May 19-21. Newly constructed homes from many of our finest builders will be open for self-guided tours throughout Parade Weekend in the Dothan area. Come see the latest trends and innovative designs! The Parade of Homes magazine will publish in the Thursday, May 18 edition of the Dothan Eagle and will feature home descriptions and a tour map.

Home Builders Association of Dothan and the Wiregrass Area

P. O. Box 9791

Dothan, AL 36304

334-793-6696

Marella Collins, Executive Officer

Email: hbaofdothan@graceba.net • Web Site: www.hbaofdothan.org





Reserve your
HBAA license
plate and
support trade
education!

The HBAA is proud to announce that it now has its own State-approved distinctive license plate! By reserving your HBAA tag today, you will be helping to promote the HBAA.

You'll also be supporting trade education, as the fees associated with the specialty plate go to the Alabama Home Builders Foundation where they will be used to expand trade education across Alabama.

How much does the HBAA license plate cost?

You'll pre-pay \$50 per license plate that you reserve through the Alabama Department of Revenue, with proceeds from that going toward the Alabama Home Builders Foundation. When you go to your local DMV to pick up your license plate(s), you'll then pay for the associated registration fees. The more HBAA license plates that are sold, the more money we are able to put toward supporting building trades education throughout Alabama!

How do I get the HBAA license plate?

Visit www.HBAA.org and follow the link to the precommitment form on the Alabama Department of Revenue's website. Once there, just fill out the information and follow the prompts. You'll need to have your Vehicle Identification Number (VIN) or current license plate number handy to complete the form.

You will receive a voucher from the State that can be applied to the purchase of the tag once the required number of precommitments is obtained.

Reserve your license plate at www.HBAA.org today!

**Need assistance reserving your plate? Contact Candi Stroh,
1-800-745-4222 or candistroh@hbaa.org.**

JUST THE FACTS ABOUT



The Home Builders Association of Alabama (HBAA) has been working hard to promote housing and pass legislation that will help you save money and improve the way you do business. Here are a few facts about how the HBAA's governmental affairs efforts are working for you:

- The HBAA is stimulating Alabama's economy through its work to pass the Alabama Home Buyer Initiative. This program will create **\$300 million in economic activity**.

- The HBAA's legislative efforts **reduced property tax on developed lots by 50%** for 2012 & 2013. That same legislation reduces the property tax on inventoried houses by 50% from now on!

- The HBAA convinced the Alabama Department of Public Health to create a state lead paint program in order to **keep EPA out of Alabama and to lower costs for Alabama remodelers**.

- The HBAA is a founding member of the Business Association Tax Coalition and the Civil Justice Reform Committee, groups that have brought about **meaningful tort reform to Alabama's courts and fairness to Alabama's tax laws**.

- HBAA-backed legislation **eliminated the prohibition on pre-sale agreements for lot sales**. This victory means commercial lenders will be more likely to provide development financing in the future.

- HBAA provisions in the new landlord tenant law increases the amount of time to return a deposit from 35 days to 60 days, **reducing the administrative burden on investment property owners**.



- The HBAA **eliminated local government's ability to charge a business license on each unit in a multifamily development**. This ensures that owners will not have to pay a fee on units that are not generating revenue.

- The HBAA **took the lead in crafting Alabama's first statewide energy and building code** that reflects the wishes of Alabama's builders, NOT the Federal DOE.

- HBAA legislative efforts **ensure that tax appeals are heard before a tribunal** instead of members of the Department of Revenue staff.

- The HBAA has partnered with Alabama Power to create the Duct and Envelope Tightness testing program, **allowing HVAC contractors to conduct their own inspections and saving builders hundreds of dollars per house**.

- The HBAA seeks to **promote skilled trades** through the use of unused HVAC and Plumbing licensure funds that currently revert to the State's general fund.

- The HBAA is **working to expand incentives for wind resistant construction and retrofits statewide** through potential tax credits and insurance reductions. These incentives will encourage new remodeling opportunities and consumer driven upgrades on new construction.

Your support of ABPAC, the HBAA's political action arm, enables us to fight oppressive regulatory burdens, elect pro-business and pro-building candidates, and to pass legislation that benefits Alabama's housing industry while opposing legislation that could negatively impact the way you do business.

**It PAYS to be a member--
ask us how you can give back to ABPAC today!**



HOME BUILDERS ASSOCIATION OF ALABAMA / 1-800-745-4222 / [WWW.HBAA.ORG](http://www.HBAA.ORG)

Member Advantage at a Glance

www.nahb.org/ma

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FCA US LLC - A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit www.nahb.org/fca to learn more.

Lowe's - Visit www.LowesForPros.com/NAHB or call [877-435-2440](tel:877-435-2440) and register to save 2% on your Lowe's Accounts Receivable (LAR) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR.

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Marsh - Insurance coverage for members, employees and families including major and short-term medical, HSAs, income protection, critical illness, dental, vision, whole- and term-life, and AD&D through the individual marketplace. Group options for more than 50 employees available as well. Call [855-292-8849](tel:855-292-8849) or visit <http://Marsh.NAHBExchange.com>

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2-10 Home Buyers Warranty - Visit www.2-10.com/NAHB or call [855-280-1328](tel:855-280-1328) to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

AXA Equitable - Offers full-service, low-cost retirement plans that can help reduce taxes while saving for life in retirement. Visit www.axa.com/nahb or call [800-523-1125](tel:800-523-1125), Option 3, Department 2046 and mention NAHB.

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Associated Petroleum Products (APP) - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit www.associatedpetroleum.com/nahb to enroll or call [800-929-5243](tel:800-929-5243), Option 6 and mention NAHB.

GEICO - Exclusive NAHB discounts for members on auto insurance. Visit www.geico.com/disc/nahb or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

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Endless Vacation Rentals - 25% discount on over 200,000 vacation rentals worldwide. Call [877-782-9387](tel:877-782-9387) and mention NAHB at time of reservation or go to www.endlessvacationrentals.com/nahb.

Wyndham Hotel Group - 15% off at over 7,400 hotels. Call [877-670-7088](tel:877-670-7088) and mention ID 8000002688. Go to www.nahb.org/ma and click on the Wyndham logo to find out more.

FTD - 20% off floral arrangements and gifts at www.ftd.com/nahb or call 800-SEND-FTD use code 17421.

NAHB Career Center www.nahb.org/careers - 20% off standard rates for job posting and 15% off other HR services.

HBAA Benefits

Membership in the Home Builders Association of Alabama comes with many benefits to help you and your business. Listed below are just some of the ways that the HBAA is committed to helping its members and building the future of Alabama.

Saving You & Your Company Money

The [Alabama Home Builders Self Insurers Fund](#) offers excellent Workers' Compensation Coverage and safety and loss control services to qualified members.

The [Home Builders Association Builders Risk Program](#) is available for residential builders and remodelers. For more information and to find a carrier in your area, contact Helmut Mundt at 855-442-2467.

The [HBAA Member Rebate Program](#) helps builders and remodelers earn money back on products you're likely already using on the jobsite.

Small group health insurance plans are offered through Builder Health Benefits for companies with 2-50 employees. For details, contact Builder Health Benefits at 1-800-672-0023.

The [Verizon Wireless Discount](#) helps you save money on calling plans, phones and accessories.

Protecting & Promoting Our Industry

Active governmental involvement ensures home building issues are addressed in the Alabama legislature.

Statewide public relations campaigns promote the home building industry throughout Alabama and encourage consumers to do business with HBAA members.

The Alabama Remodeling Excellence Awards competition offers remodelers, contractors, kitchen and bath designers, architects and other remodeling industry professionals the opportunity to earn awards and recognition for their outstanding remodeling work in a wide range of categories.

The [Alabama Home Builders Foundation](#) addresses the trade labor shortage by awarding scholarships to train students in building trades, providing career awareness to high school students and working with vocational clubs and high school counselors to encourage more students to choose the building trades as a career.

Keeping You Informed

Publications like [Alabama Homebuilder](#) magazine keep you updated on changes in the industry as well as within HBAA.

The HBAA website's exclusive Members-Only section provides sample contracts, warranty language, online meeting registration, and leasing information for multifamily builders, among other benefits.

Statewide meetings are held three times a year to provide members with valuable networking and educational opportunities.

Boosting Your Professional Development

Special Interest [Councils & Committees](#) address the needs for today's multifaceted home building market. Groups such as the HBAA Remodelers, Professional Women in Building, Investment Property Owners Council and Land Developers Council provide members with information for a distinct area of the building industry.

[Educational Opportunities](#) help you strengthen your potential for growth and success and set yourself apart from your competition by earning professional designations. Designations available through the HBAA's educational classes include Certified Graduate Builder (CGB); Certified Graduate Remodeler (CGR); Certified Graduate Associate (CGA); Certified Green Professional (CGP); Graduate Master Builder (GMB) designations; Certified GreenKey Builder (CGKB); Certified New Home Marketing Professional (CMP); Housing Credit Certified Professional (HCCP); Master Certified Green Professional; and Master in Residential Marketing (MIRM).

For more information on how to become an HBAA member, please contact the [local HBA](#) in your area or call (800) 745-4222.