



September 2015

TAPELINE

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

Home Builders Association of Dothan & the Wiregrass Area



2nd Annual Skeet Shoot

Thursday, September 24th

Headland Skeet & Gun Club

Registration: Morning session 9:30am
Afternoon session 11:30am

Requirements: Bring your own gun, eye and ear protection.
10 minute safety instruction & signed wavier

Cost: \$50.00 Adult \$30.00 13yrs. & under
Includes boxed lunch, drinks, and dessert



Please fill out the registration form on next page and return to HBA with payment to:

HBA
PO Box 9791
Dothan, AL 36304

or email to hbaofdothan@graceba.net



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HOME BUILDERS ASSOCIATION OF DOTHAN & THE WIREGRASS AREA



HOME BUILDERS ASSOCIATION OF DOTHAN & THE WIREGRASS AREA

P.O. BOX 9791 • DOTHAN, AL 36304 • PH. 334.793.6696 • FAX 334.712.6288 • hbaofdothan@graceba.net

Home Builders Association of Dothan & the Wiregrass Area

\$5 raffle for



Gift Certificate to buy

**Benelli Nova 20 Gauge Pump-Action
Shotgun**

Raffle will take place at the Skeet Shoot and you don't have to be
present to win

Skeet Shoot Registration Form:

Return this form no later than September 22, 2015 with payment to:
HBA, PO Box 9791, Dothan, AL 36304 or email to hbaofdothan@graceba.net

Company Name: _____

Contact Name: _____ Phone: _____

Attendees Full Name & Type of Shotgun:

1. _____

2. _____

3. _____

4. _____

Credit Card Info: ____ Visa ____ MasterCard

Card# _____ Exp. _____

Billing Address: _____

Please Specify:

Bringing my own ammunition

Purchasing ammunition from HBA

Thank You to our Teams & Sponsors who supported our ABPAC Golf Tournament

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Dothan Glass
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Gulfeagle Supply
Hathcock Roofing & Remodeling
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Home Oil
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Lewis Smith Supply
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Mingledorff's Inc
Omega Builders
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Southeast Alabama Gas District
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Trinity & Associates
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HBA/NAHB Team

Southern Lumber Company

Derek Bracewell

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- Specialty trade contractors

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PRESIDENTS MESSAGE.....



Dear Members,

You're either at the table or on the menu, according to an old Washington political saying. Put in more literal terms if you're not represented at the negotiating table, you're being financially eaten. Judging what's going on in Montgomery at the moment it's safe to say that it's true, too, at the state level. By participating in our annual Highland Oaks Golf Tournament and Cookout a few weeks ago members of our home builders association did their part to insure that those of us in the housing industry are at the table, not on the menu.

They weren't just engaged in a day of fun and fellowship. The money raised by the tournament went into the ALABAMA Builders' Political Action Committee (ABPAC) fund to support pro-housing, pro-business candidates in future elections at the local, state, and national levels. This money will give APBAC the needed resources and clout to succeed in electing those individuals who understand the issues affecting the housing industry. Thank you and congratulations to all of you who were there. Look for pictures and the tournament results elsewhere in this newsletter.

On Thursday, September 24th the 2015 Skeet Shoot Tournament will take place at the Headland Skeet & Gun Club, the site of last year's inaugural event. The facility is located at 209 N. Lagoon Road. North Lagoon Road is off 431 North, 5.7 miles above the Ross Clark Circle, on the right side of the highway, about a quarter mile inside the Headland city limits. This year there will be two sessions, one starting at 9:30 AM, the second starting at 11:30 AM. The cost is \$50 per adult. It includes a boxed lunch. We'll be raffling off a Benelli Nova 20 Gauge Pump-action Shotgun at \$5 per ticket. Go to www.hbaofdothan.org and click on the calendar button for more details and to print out the registration form.

Mark your calendars for our annual Barbeque and Raffle occurring on Thursday November 12, starting at 6:00 PM. Last year the event was moved to The Depot Off Main located in downtown Dothan, a location that everyone really seemed to like. The raffle is one of our most popular events of the year. A major part of the revenue to run our homebuilders association is derived from the raffle. Therefore broad participation by our members is crucially important. All of the money raised stays right here in Dothan to fund your association. You don't have to be present to win but how can you pass up an evening of good food and fellowship like this in a hundred year old freight train depot?

The summer is over in all but name only but still it's hard to believe that it's time to start thinking about the Home Builders Association of Alabama's Annual Convention coming up November 5-7, 2015. This year it will be held at the Sandestin Golf & Beach Resort at the Village at Baytowne Wharf in Sandestin, Florida. If you are interested in attending please go <http://hbaa.org/wp/calendar/ann-conv> for more information and on how to register.

Speaking of conventions, registration is now open for the International Builders Show (IBS) to be held in Las Vegas from January 19 to January 21, 2016. This is the last year the show will be held in Las Vegas before moving to Orlando for the next two years beginning in 2017. You can save \$100 if you register before October 1.

In case you don't know it the IBS is the largest annual light construction show in the world, every year attracting over 50,000 visitors. You'll see more than 400,000 net square feet of exhibits and 1,300 manufacturers and suppliers of the latest and most in-demand products and services. In addition to the exposition itself the IBS also features over 120 educational sessions taught by renowned building industry experts from across the country with topics ranging from sales and marketing to construction and codes.

With so much going on at the local, state, and national levels I hope that you will take advantage of these great events that your membership in the NAHB has to offer. Both you and the association can only be the better for it.



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Brackin Wholesale Coatings
Brad Brackin

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David Strength Painting
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Clark's Hardwood Refinishing
Tanner Clark

KWT Framing
Kenny Wayne Travior

Quality Home Building & Renovation Inc
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Trademark Custom Homes

Nat'l Senior Life Director

Bill Deloney

Deloney Construction

MEMBERSHIP UPDATE

351 Members (88 Builders & 270 Associate Members) ♦ 83.3% Retention Rate

September Anniversaries

ASSOCIATE MEMBERS

Bello Brick and Masonry
Builders Lighting & Appliance
Colby Construction Co
EE Bentley Insulation
Gilbert Restoration
Hathcock Plumbing & Electric
Jim Monk Masonry
Lee Ready Masonry
Lewis-Smith Supply
Martin Environmental Services

Mayer Lighting Showroom
Michael's Heating and Cooling
Mike's Plumbing and Electric
Redi Mix USA
Rock Solid
Steve Brown Drywall
Tri-State Cabinet & Millwork
Trinity & Associates Electrical

BUILDER MEMBERS

Alfred Saliba Corporation
Bart Liddon Homes
Dennis Granger Construction
Joe C Smith Construction

MAC Construction
Sewell Construction
Wright Construction

October Anniversaries

ASSOCIATE MEMBERS

Adams Construction
Ameri-Foam Insulation Systems
BLP Mobile Paints
Berkshire Hathaway Home Services
Cosby's Heating & Cooling
Cox Swimming Pools
Dothan Glass
Eufaula Equipment Associates
Fast AZ Service

Insurance Center of Southeast
Jenkins Brick & Tile
Mingledorff's Inc.
Mustard Seed Landscaping
Quality Redi-Mix
R and R Painting
Riverside Turf Farm
Spann Brothers
Tri-State Fence & Iron Works

BUILDER MEMBERS

CS Adams Enterprises
Delmar Paulk Construction
Diversified General Contractors
Gencon Associates

H&H Construction
Richardson Construction
SA Jones Construction
Woodland Development

Affiliate Members

Olivia Baldwin
Century 21 James Grant Realty

Stacey Hobbs
Century 21 James Grant Realty

Ramona Miley
Berkshire Hathaway Home Services

Lynn Miley
Berkshire Hathaway Home Services

EVENTS CALENDAR

September

Skeet Shoot

Date: Thursday / Sept. 24
Time/Location: Headland Gun Club
Morning & Afternoon Sessions

October

Board Meeting

Date: Thursday / Oct. 8
Time/Location: 12:00 noon / HBA Office

GMM Eufaula

Date: Thursday / Oct. 22
Time/Location: 12:00 noon / Eufaula Country

November

BBQ/Raffle

Date: Thursday / Nov. 12
Time/Location: 6 pm / The Depot off Main

Board Meeting

Date: Tuesday / Nov. 17
Time/Location: 12:00 noon / HBA Office

Thanksgiving Luncheon

Date: Thursday / Nov. 19
Time/Location: 12:00 noon / Dothan Country Club



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New Construction Leader

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FROM THE OFFICE...

Congratulations!

Bill Deloney, Bart Liddon, Nancy Anderson, Steve Thompson and David Brewer for recruiting new members.

Thank you Thank you Thank you!



TOP 10 REASONS TO RENEW

There are quite literally hundreds of reasons to renew your membership, but these, members say, are the top 10.

10. Fast, free and reliable consultation from technical, legal, regulatory, codes and business specialists.
9. Members-only access to www.nahb.org. No one will appreciate your thriftiness if you're locked out of information you need.
8. Targeted services for remodelers, sales and marketing pros, system builders, 50+ builders and more.
7. Education- The potential drawback of skimping outweighs any savings.
6. The professional distinction of membership makes a strong case in today's market.
There's really no excuse for home builders working today NOT to budget for membership.
5. News, product roundups, policy analysis, consumer preference information and business trends 24-7.
4. Public awareness, representation in the media and government affairs all benefit from the power of our numbers.
As a member, you're a part of the solution.
3. Cut costs by leveraging the buying power of our 175,000+ members. It's called the Member Advantage program for a reason.
2. A reliable business network. You've heard the saying "penny-wise, pound foolish"?
When it comes to connections, you always need more than you think.
1. The best is yet to come. As the industry changes, so too does our association.
Do yourself a favor: renew today and stay engaged.

Don't leave the future in someone else's hands. Choose to stay.

Mission Statement

The Home Builders Association of Dothan and the Wiregrass Area, a non-profit trade association, is a network of builders and associates whose mission is to educate, promote and instill the professional principles of the home building industry in our members and community. We strive to promote growth through quality housing for our community to fulfill the American dream of home ownership.

Get paid for products you already use with the HBAA's newest member benefit--our **MEMBER REBATE PROGRAM!**



Easy online filing eliminates the need to keep up with paperwork. Simply register online and then file for your rebate quarterly.

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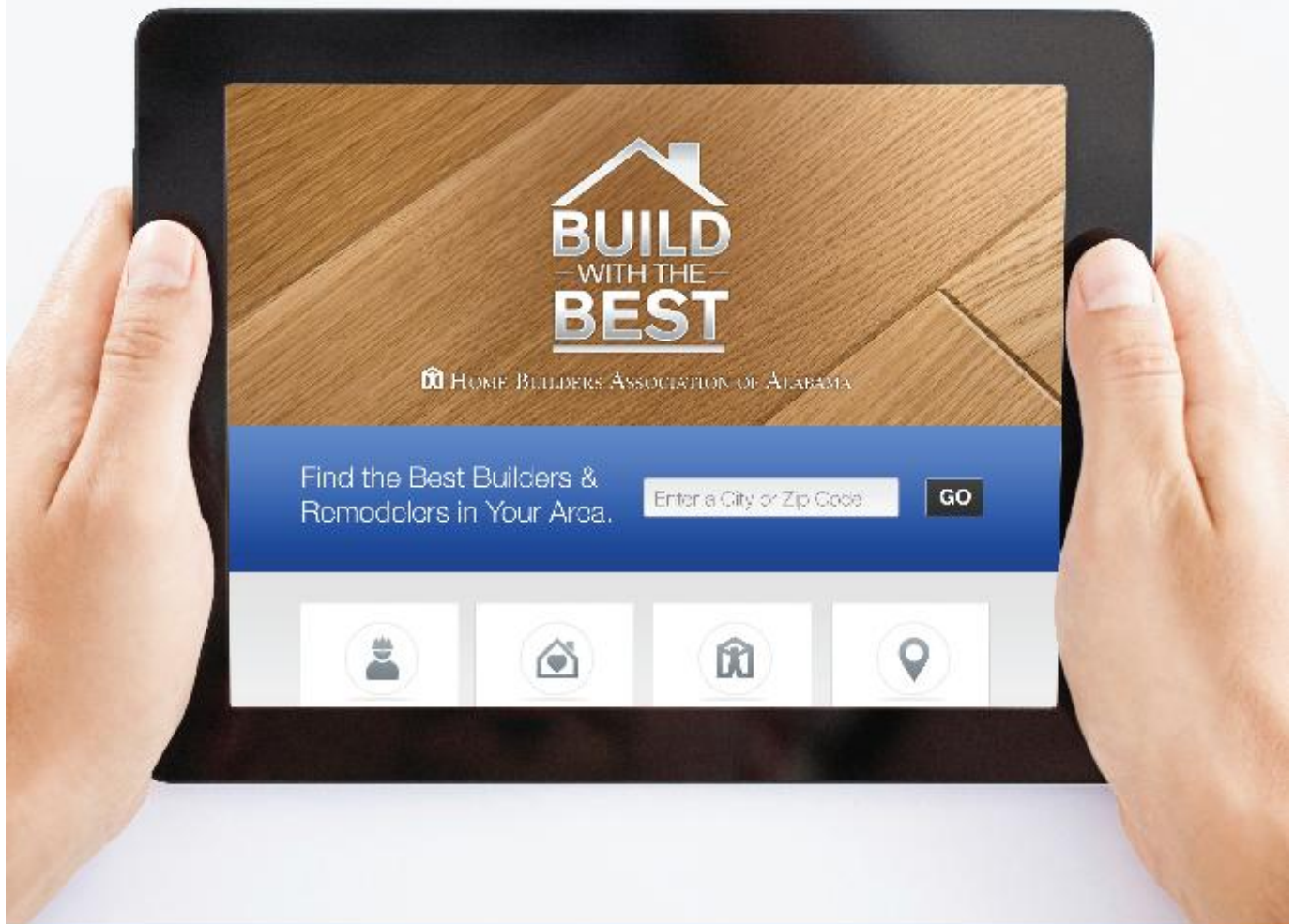
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All Star Pest Control, LLC
Cook's Pest Control
Environmental & Haz Mat Services
Tabor Pest Control
Terminix International

PLUMBING SUPPLIES & CONTRACTORS

AC Electrical & Plumbing
Ameri-Tech Rooter Service
C&C Mechanical Contractors
Fast AZ Service LLC
Gencon Associates M & U, LLC
Hathcock Plumbing & Electric
J&J Plumbing LLC
Jackson Gas & Electric Service, Inc.
Jones Plumbing, LLC
Kyle's Rod & Rooter, Inc.
Lewis-Smith Supply

Mike's Plumbing & Electric, LLC
Steve's Plumbing & Electric
Vinson Plumbing & Electric
Watkin's Plumbing & Electric

POOLS & COMPONENTS

Cox Swimming Pools, Inc.
Dothan Awning Co.
Paul Camp Custom Pool Builders, LLC

PROPERTY MANAGEMENT,

LAND DEVELOPMENT

O & B Properties
Rock Creek Apartments

REAL ESTATE

Alfred Saliba Corporation
Berkshire Hathaway HomeService Properties
H&B Adventures
James Grant Realty
Register Realty Co., Inc.

Team Linda Simmons Real Estate
Tom West Company
Young Johnston & Associates

REMODELERS

(See *CARPENTRY & REMODELING*)

RESTORATION

Vaughan Construction/Svcs., Inc.
Triad Restoration, Inc.

ROOFING CONTRACTORS & SUPPLIES

APAXX Inc.
C&N Construction Company
CP Roofing
D&R Homework, LLC
Dwayne Welch dba Welch's Roofing
Gilley Roofing
Gulf Eagle Supply
Hathcock Roofing & Remodeling
MAC Construction
Mike Goodson Roofing, LLC
Steel Drive Enterprises, Inc.
Welch's Roofing

BUILDER MEMBER DIRECTORY

SCHOOLS

Wallace State Technical College

SECURITY SYSTEMS

Burdeshaw's Lock & Security
Harris Security Systems
Sanders Security

SEPTIC TANKS & WELL DRILLING

Ashford Septic Tank Co., Inc.
Dothan Vault & Septic Tank
Hathcock Plumbing and Electric
Johnny Ingram Company
Lawrence Septic Tank Service, Inc.

SIGN COMPANIES

Sing Erectors, Inc
Signs Etcetera, Inc.
Southside Granite

SOD FARMS

Riverside Turf Farm, Inc.

SOLAR HOTWATER HEATERS

Affordable Solar Hot Water & Power

STEREO, SOUND SYSTEMS & ELECTRONICS

Harris Security Systems
Sanders Security

STORAGE

Saints Industries

SURVEYORS & ENGINEERING

Branton Land Surveyors
Northstar Engineering Services, Inc.

TRIM CARPENTERS

Robert Woodham Construction
Thompson Home Improvement

TRUSSES

Robert Woodham Construction
Wholesale Wood Products

UTILITIES

Alabama Power Co.
Browning Utilities, LLC
Pea River Electric Co-Op
Southeast Alabama Gas District
Wiregrass Electric Co-Op

VINYL SIDING & INSTALLATION

D&R Homework, LLC
Dothan Awning Co.
Homeworks, LLC
JD Adkinson Siding
Ronnie Williams Vinyl Service
Vinyl Siding Depot

WALLPAPER & HANGING

Ben Darley Painting, Inc.

WASTE MANAGEMENT

Environmental & Hazmat Services
Mark Dunning Industries, Inc.
Martin Environmental Services
Rental Equipment & Supply Co., Inc.
Waste Management

WOOD PRESERVING & PRESSURE TREATMENTS

Great Southern Wood Preserving, Inc.

Accolade Construction, Inc.
Alfred Saliba Corporation
Applewright Construction, LLC
BH Williams Company
Bart Liddon Homes LLC
Blissett Builders
Blue Deese Construction Co., Inc.
Bobby Woodham Construction
Brewer Construction, Inc.
Britton Homes
Century 21 James Grant Realty
Chad Dean Construction, Inc.
Chester McKin dba CLM Plumbing & Const.
Ciecierski Construction
CS Adams Enterprises LLC
Dan Lee Construction
Darley Construction
Delmar Paulk Construction
Deloney Construction, Inc.
Dennis Granger Construction
Diversified General Contractors, LLC
Dothan Awning Co.
Doug Lewis Construction Co., Inc.
Dryden Contracting, Inc.
Everett Construction Co., Inc.
Gencon Associates, Inc.
General Building Corporation
Gerald Carroll Companies
Halstead Construction
Hammer Licensed General Contractor
Hathcock Roofing & Remodeling
Hewes Construction, LLC
Hicks Construction
Hollon Contracting, LLC
JC Cordell, Jr. Construction, LLC
JT Creations, LLC dba Diamond Constr.
Jace Johnson Construction, LLC
James Tyson Company, Inc
Jesse Reeves Construction, Inc.
Kornegay Construction
Lake City Builders
M&M Home Builders
M4 Development LLC
MAC Construction
MAK, LLC
Mikie Walding Construction
Multi-Struct
Omega Builders
Parkes & Pierce Homes
Picerne Military Housing
Pointe Wiregrass Enterprises
R&S Construction Co., Inc.
RCS Construction, LLC
R S & J Hammer Construction, LLC
Rankin Construction Co., Inc.
Renshaw Construction
Richardson Construction, LLC
S.A. Jones Construction, Inc.
S&J Cobb Construction
Sewell Construction
Shelley Construction
Smith Construction

Southern Home Builders, LLC
Superior Metal Systems, Inc
Tolleson Construction, LLC
Tom West Company
Trademark Custom Homes
Triad Restoration, Inc.
United Veterans Construction
Voak Construction
Walker Construction
Wayne Lewis Construction Co., Inc.
Wilkins Construction
Woodland Development
Wright Construction

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RESIDENTIAL BUILDING PERMITS

2015

	#PERMITS	\$VALUE
JANUARY	21	5,541,381
FEBRUARY	22	5,620,811
MARCH	22	4,916,201
APRIL	11	3,511,608
MAY	21	5,856,238
JUNE	20	4,811,493
JULY	25	7,580,612
AUGUST	16	3,878,359
SEPT		
OCT		
NOV		
DEC		
YEAR TOTAL	117	41,716,703



www.nahb.org/MA

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!**



Save The Dates!!!!

September 24

Skeet Shoot

November 19th

Thanksgiving Luncheon

November 12

BBQ/Raffle

December 4th

Eufaula's Holiday Party

NAHB Designations

What types of Designations are available?

- Certified Aging-In-Place Specialist (CAPS)
- Certified Graduate Associate (CGA)
- Certified Graduate Builder (CGB)
- Certified Graduate Remodeler (CGR)
- Certified Green Professional (CGP)
- Certified New Home Marketing Professional (CMP)
- Certified New Home Sales Professional (CSP)
- Graduate Master Builder (GMB)
- Graduate Master Remodeler (GMR)
- Housing Credit Certified Professional (HCCP)
- Master Certified Green Professional
- Master Certified New Home Sales Professional (Master CSP)
- Master in Residential Marketing (MIRM)

Why should I obtain a professional designation?

By obtaining a designation, you will distinguish yourself from thousands of other builders, remodelers or associates. A designation can help you gain recognition as an industry leader and call attention to yourself in a crowded marketplace.

Can I earn more than on designation?

Yes, you may earn as many designations as you would like. Once you have obtained your CGB and CGR you are eligible to start the Graduate Master Builder (GMB) or Graduate Master Remodeler (GMR) programs.

How do I get started?

To start the process of earning a designation, please contact your local Home Builders Association for detailed information on requirements, registration, curriculum and continuing education.



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LEAD PAINT TRAINING

According to the new lead paint rule from the U.S. Environmental Protection Agency (EPA) which took effect in April 2010, any contractors disturbing more than six (6) square feet on a home built before 1978 must be a certified lead paint renovator. To become a certified lead paint renovator, contractors must complete lead paint training conducted by an EPA-approved instructor.

The Home Builders Association of Alabama (HBAA) has provided lead paint certification training since early 2010, and continues to provide it on an as-needed basis. The one-day training is taught by EPA-approved instructors and consists of a mixture of classroom and hands-on training.

The HBAA also provides continuing education for those who have earned the lead paint certification. Under Alabama Health Department regulations, all Lead Paint Certified Renovators must complete a refresher course every three years. These half-day courses are offered periodically at locations throughout the state.

All trainings are open to both HBAA members and non-members. HBAA members do receive a significant discount on their training.

For more information about the lead paint trainings, including upcoming training dates, contact Kory Boling, HBAA Education Director, at 1-800-745-4222 or email koryboling@hbaa.org.



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