



TAPELINE

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

**SEPT
2019**



GENERAL MEMBERSHIP MEETING

Tuesday, September 24, 2019

12 NOON

DOTHAN COUNTRY CLUB

BUFFET LUNCH

SPEAKER:

Dr. Phyllis Edwards

Superintendent
Dothan City School

RSVP: 334-793-6696

or hbaofdothan@graceba.net

Inside this edition...

- September General Membership Meeting
- Casino Night & BBQ/Raffle
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- Local Builder Wins Award
- Volunteer Work Day Planned
- HBAA Fall Convention
- 2020 IBS Registration



Sept

- 12** Board of Directors Meeting
- 24** General Membership Meeting

Oct

- 10** Board of Directors Meeting
- 23-26** HBA Fall Convention, Nashville

Nov

- 7** Casino Night & BBQ/Raffle
- 14** Board of Directors Meeting
- 21** Thanksgiving Lunch & Toys for Tots Toy Drive
- 28,29** Office Closed

HOME BUILDERS ASSOCIATION OF DOTHAN & THE WIREGRASS AREA

CASINO NIGHT BARBECUE & RAFFLE

Thursday, November 7, 2019

6:00 p.m.

The Depot off Main

\$7,500 GRAND PRIZE

LOTS OF DOOR PRIZES, ROULET, BLACKJACK, CRAPS, POKER, BEER & WINE, GREAT FOOD, GREAT FRIENDS!

Tickets go on sale NOW!

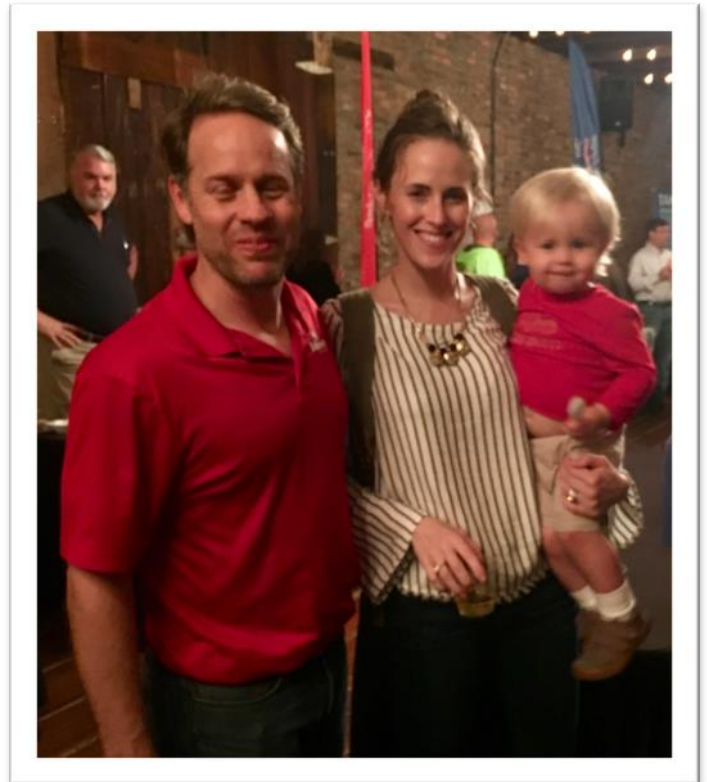
\$100 each

*Tickets are limited ... call or email
the office NOW to reserve yours!!!*

793.6696 / hbaofdothan@graceba.net

DOTHAN & THE WIREGRASS TURNED UP THE HEAT! CHILI COOK OFF

Dothan and the wiregrass members recently participated in a fun network exchange; a chili cook off. This was a fun evening where participants decorated their tables, made a big pot of their favorite chili and the fixings. The event was judged by local business owners “the ice cream man” and the owner of “Southern Social Table & Tap”. Winners included ABC Supply “best overall” chili, Whatley Supply was “most original” and Bryan Hatton with Harris Security was “people’s choice”. The Chili Cook off was a very successful night and enjoyed by everyone!



CHILI COOK OFF



DOTHAN & THE WIREGRASS AREA VOLUNTEERS IN THE Southeast Worlds of Work

SEVERAL VOLUNTEERS FROM THE HBA OF DOTHAN & THE WIREGRASS AREA TURNED OUT TO HELP WITH A RECENT PROGRAM CALLED THE SOUTHEAST WORLDS OF WORK. SOUTHEAST WORLDS OF WORK IS AN ORGANIZED EVENT WHERE LOCAL BUSINESSES AND INDUSTRIES SET UP TABLES AND STATIONS TO TALK TO EIGHTH GRADERS FROM ALL OVER THE TRI-STATE AREA ABOUT DIFFERENT VOCATIONS. ALONG WITH A BRONZE SPONSORSHIP; HBA DOTHAN & THE WIREGRASS HAD AN EXPO THAT INCLUDED A NAIL DRIVING DISPLAY, A POWER TOOL COMPETITION AND A JENGA CHALLENGE. THE STUDENTS ENJOYED THE BUILDING INDUSTRY TABLES AND WERE INTERESTED IN FINDING OUT MORE ABOUT VOCATIONAL SCHOOL. SOUTHEAST WORLDS OF WORK WAS A HUGE SUCCESS!



1st Annual Bowling Tournament

Dothan and the Wiregrass Area recently hosted a bowling night at Patricia Lanes in Dothan! We had a blast! We reserved 10 lanes and 10 teams competed in this fun bowling tournament! We had pizza and cookies! Food, Fun and Friends! Whatley Supply was the overall winner, Townsend Building Supply was second place and a mixed team of Carolyn Schildgen, Greg Anderson, David Brewer and Beth Hemby came in 3rd place! We had so much fun at our first annual bowling tournament we will do it again very soon! Thank you to everyone who came out to participate! Without your support this event would not



1st Annual Bowling Tournament



Associate Appreciation Night

Dothan and the Wiregrass Area recently celebrated our Associate members with an Associate Appreciation Night! We held an afterhours fun event at the Southern Social Table and Tap with great food, drinks, door prizes and an acoustic guitar group! The event was well attended and we had a special guest, David Lisenby our state president attended to help us show our appreciation for our Associate members! Thank you all for coming out to support this event!



Associate Appreciation Night



Welcome New Members

THANK YOU FOR SUPPORTING YOUR ASSOCIATION AND THE BUILDING INDUSTRY!

HOLLOW OAK ENTERPRISES, LLC • KEN WOODHAM CONSTRUCTION, LLC • KING MONSTER ENTERPRISES, LLC • SPANN BROTHERS, LLC • KRISER HOMES • TIN TOP DIRT WORK CONSTRUCTION, LLC • ALLCLEAR PEST SERVICE • WAGNER AIR CONDITIONING • AAA PAINTING • NATE PLUMBING & HOME REPAIR • VISION UNLIMITED INVESTMENTS, LLC • RIVER ROAD INVESTMENTS, LLC • JIM MCGHEE – CENTURY 21 JAMES GRANT REALTY • GREY LILY TOTAL HOME SERVICES • GOLDIN METALS • LEGACY BUILDERS • BOUTWELL ENTERPRISES • TAMKO BUILDING PRODUCTS • T.U.F.F. MASONRY, LLC • HEADLAND WOOD PRODUCTS, LLC • TURN KEY SOLUTIONS • JJX FRAMING, LLC • BIG SHOT ROOFING, LLC • LEE CONSTRUCTION • JEFFREY HUGHES PAINTING • STAN SMITH CONSTRUCTION • MICHAEL'S HOME IMPROVEMENT • VICTOR THE HANDYMAN • ENGINEERED SYSTEMS, INC • ALPINE DEVELOPMENT • ANDY'S SATELLITE & HOME SERVICES • SIM'S PLUMBING & ELECTRIC • ODOM'S PLUMBING & ELECTRIC, LLC • WORLEY'S PLUMBING & DRAIN CLEANING, LLC • RILEY CONSTRUCTION & FINISH, LLC • ABBIE CREEK CONSTRUCTION, LLC • FIRST FRAMING, LLC

MARK YOUR CALENDARS



PARADE OF HOMES

TENTATIVE DATES SET FOR

April 24-26th

2020



REGISTER NOW

**FOR THE 2019 HBAA
ANNUAL CONVENTION**

OCTOBER 24-26, 2019 • NASHVILLE, TN

WWW.HBAA.ORG

Save My MAILBOX







The US Postal Service Wants to **Eliminate** Curbside Mail Delivery
And deliver ONLY to “cluster box units.”

What are cluster box units?

Cluster or centralized mailboxes are free-standing, multiple, locked mailbox compartments.



This Affects You and Your Family

-  **Security** – Your mail can be the target of thieves.
-  **Inconvenient** – You will have to walk to the centralized mailbox area.
-  **Litter** – Mail is more likely to accumulate and get dropped.
-  **Hardship** – Those with physical limitations may find it difficult to get their mail.
-  **Unsightly** – Cluster mailboxes are unattractive.
-  **Maintenance** – Who will keep up the structure and surrounding area?

TAKE ACTION NOW.

You don't have a choice—ONLY regional and local postmasters can authorize a delivery method other than cluster box units.

Our elected officials need to hear from us!

Learn more, download a sample letter, get elected officials' contact info and more at: [SaveMyMailbox.com](https://www.SaveMyMailbox.com)



It **PAYS** to be a member of
the Fund that pays you back!



The Alabama Home Builders Self Insurers Fund
has given back **\$20 million** in dividends in 2019
to qualifying members.

Want to learn about joining? Contact the Fund
for the broker in your area.



Alabama Home Builders
SELF INSURERS FUND

www.AHBFund.com / 1-800-745-3863

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!

*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.

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334-793-6696

Marella Collins, Executive Officer

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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

Houzz - Free access to Houzz Concierge Service, plus special discounts on local advertising programs and up to 10% off Houzz Shop products. Learn more at www.houzz.com/NAHBmembers.

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.

General Motors - \$500 private offer on most Buick, Chevrolet and GMC vehicles. Business owners receive a \$1000 private offer on select vehicles and may also qualify for additional incentives. Visit www.nahb.org/gm to find out more.

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>

G&K Services - Enjoy up to 20% guaranteed savings off standard pricing on uniforms, facility services, and direct purchase customized apparel. Visit www.eMemberBenefits.com/NAHB or call Your National Account Specialist at [713-967-6214](tel:713-967-6214) to request a quote or free site assessment.

AT&T, Verizon, Sprint & T-Mobile - Savings up to 35% including a free analysis of new and existing plans. Program offers free mobile to ANY mobile, free mobile device management, dedicated help desk support, and much more. Visit www.eMemberBenefits.com/NAHB or call 866-430-NAHB (6242).

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.

UPS Savings Program & YRC Freight - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit www.1800members.com/NAHB or call 800-MEMBERS ([800-636-2377](tel:800-636-2377)) for more information.

TransFirst - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call [800-613-0148](tel:800-613-0148) or visit www.TransFirstAssociation.com/NAHB.

Dell - Up to 30% off on all Dell computers. Call [800-757-8442](tel:800-757-8442) and mention NAHB or visit www.dell.com/nahb.

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.

Hertz - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit www.hertz.com/nahb, or call [800-654-2200](tel:800-654-2200) and use CDP# 51046.

Avis - Up to 25% off rental cars and FREE Avis Preferred Service membership at www.avis.com/nahb, or call [800-331-1212](tel:800-331-1212) and use AWD code G572900.

Budget - Up to 20% off rental cars and FREE Budget Fastbreak at www.budget.com/nahb, or call 800-283-4387 and use BCD code Z536900.

Office Depot - 10% off all delivery orders. Free shipping on orders of \$50 or more. Call [800-274-2753](tel:800-274-2753) and mention NAHB.

Omaha Steaks - Save 10%, in addition to any online specials. www.OSincentives.com/promo/nahb

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.