



TAPELINE

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

**FEB
2018**



Chili Cook-Off

**Thursday, February 15, 2018
6 - 8 PM**

The Depot Off Main

Don't miss out on this fun EVENT!!

Come out and enjoy homemade chili with
all the fixings &

Network with others in our industry!!

Prizes Awarded!!

Call 793-6696



Inside this edition...

1. Chili Cook-Off
4. Awards Night
8. HBAA Winter Meeting
9. Golf Tournament
10. Parade of Homes
14. New Members
16. Board of Directors
17. Associate Benefits



February

- 15** Chili Cook off
- 20-21** 2018 HBAA Winter Meeting – Montgomery
- 22** Eufaula Membership Meeting

March

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

April

- 12** Board of Directors Meeting
- 19** General Membership Meeting
- 26** Eufaula Membership Meeting



WANTED



Contestants & Participants for

Home Builders Association of Dothan & the Wiregrass Area



No Entry
Fee
Required

Do you think your Chili is worthy?

Bring you favorite Chili, **February 15th** to the **Depot off Main**
6:00 - 8:00pm, in a Crock-pot to our Chili Cook-Off and find out.

Yes, I will bring my best Chili ever!!

SIGN ME UP!!

Chef's name: _____

My Chili's name: _____

Sign up by Tuesday, February 13, 2018
@ hbaofdothan@graceba.net
or call 334.793.6696



Home Builders Association of Dothan & the Wiregrass Area

Chili Cook-Off

Rules



- Bring 3-4 quarts of Chili prepared in a Crock Pot or slow-cooker.
- Your Chili needs a NAME – be creative and descriptive!
(ex. “Chuckwagon Chili” or “Ring of Fire Chili”, etc.)
- Themes are strongly encouraged! Dress the part, accessorize, decorate your area! It can sound as good as it tastes!

You just need to bring the Chili. We will provide you with a table, small bowls, spoons, etc. Condiments, shredded cheese, onions, sour cream, crackers and bread will also be provided.

TASTE AWARDS will be chosen by 3 mystery judges!

PRIZES will be awarded for the best tasting Chili!



2017 Awards Night



Ben Saliba
Builder of the Year



Jason Spann
Associate of the Year

We extend a sincere thank you
to the following
2017 Awards Night sponsors!

Platinum Sponsor



Gold Sponsor



Door Prize Donations

HBA of Dothan and the Wiregrass
Area

SunSouth Bank
ABC Supply, Inc.

2017 Awards Night



Bart Liddon
Priscilla Isler Award



David Brewer
Fred Cherry Award



Mike Blisset
Bill Mitchum Award



Chis Brannon
President's Choice Award



Joey Turner
President's Choice Award

Darryl Matthews
Branch Manager



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DOTHAN, ALABAMA 36302
www.sunsouthbank.com

2017 Awards Night



**Greg Anderson
President's
Choice Award
(not pictured)**



2017 Awards Night



2018 Board of Directors




Maria's Vineyard

Custom Home Division

CALL BOB.com


Bob Woodall
Air Care Systems, Inc.




334.340.1111
New Construction or Remodeling
Ask for Greg Anderson

Bob Woodall Air Care Systems, Inc. AL# 83996 • FL# CMC057221 • GA# CN209553

In the last two years, the Fund has returned over **\$40 MILLION** in safety credits and dividends to qualifying Fund members.



It pays to be a member of the

 **Alabama Home Builders**
SELF INSURERS FUND



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

ABPAC GOLF TOURNAMENT

(Alabama Builders Political Action Committee)

SIGN UP TODAY!

THURSDAY, MARCH 15, 2018

**HIGHLAND OAKS GOLF
COURSE**

Registration and Range Balls

11:30 a.m.

Shotgun Start 12:00 noon



SEND THIS FORM TO:

Home Builders Association of Dothan & the Wiregrass Area
P.O. Box 9791 · Dothan, AL 36304

You may fax it to 334-712-6288
or e-mail to hbaofdothan@graceba.net

CHECKS MUST BE MADE PAYABLE TO "ABPAC"

(We also accept VISA and MasterCard)

"PRO" PACKAGE \$500

Includes Team Sponsorship, Hole Sponsorship and Mulligans

Team Name: _____

Contact Person/Phone: _____

Team Members / Handicap:

1 _____ 3 _____

2 _____ 4 _____

"TEAM SPONSOR" \$400

Team Name: _____

Contact Person/Phone: _____

Team Members / Handicap:

1 _____ 3 _____

2 _____ 4 _____

"INDIVIDUAL PLAYER" \$125

Name/Handicap: _____

Phone: _____

"HOLE SPONSOR" \$200

Name on sign: _____

Contact Person /phone: _____

"MEAL SPONSOR" \$500

Name on sign: _____

Contact Person /phone: _____

"BEVERAGE CART SPONSOR" \$100

Name on sign: _____

Contact Person /phone: _____

*The future of the housing industry lies in the active participation of its members.
Only a strong, unified building industry can succeed for the benefit of its individual members.
Stand behind the association that supports your industry ...*

HOME BUILDERS ASSOCIATION OF DOTHAN & THE WIREGRASS AREA!

MAY 18, 19 & 20

Friday 11-6, Saturday 10-6, Sunday 1-6



PARADE OF HOMES

- Kick Off Party/Fish Fry May 17th
- Ribbon Cutting Ceremony May 18th
- Sponsorship and Advertising
Opportunities

***MARK YOUR CALENDARS AND
MAKE PLANS TO COME OUT AND
JOIN US FOR THE PARADE OF
HOMES FESTIVITIES***



"Helping Build A Better Alabama"

Home Builders Association

OF DOTHAN AND THE WIREGRASS AREA

2123 Denton Road, Suite 1

P.O. Box 9791

Dothan, Alabama 36304

Phone: (334)793-6696 · Fax: (334)712-6288 · Email: hbaofdothan@graceba.net

www.hbaofdothan.org



MEMO TO: Home Builders Association Builder Members

FROM: Allen Loyed
2018 Parade of Homes Chairman

DATE: February 5, 2018

SUBJECT: ***2018 PARADE OF HOMES – Letter of Intent***

PLEASE RESPOND BY Wednesday, FEBRUARY 28, 2018

We need your commitment on the homes you intend to enter in the 2018 Parade of Homes. The Parade will be May 18, 19 and 20. Please return this entry form to the HBA office by **noon on Wednesday, February 28.** You can email it to hbaofdothan@graceba.net; if mailing form you should address it to P.O. Box 9791, Dothan, Alabama 36304.

-----**ENTRY INFORMATION**-----

COMPANY NAME: _____
CONTACT NAME: _____
PHONE: _____
EMAIL: _____

Cost to Enter:

First Home \$600

Additional Homes \$200 each

Entry – Home Address

#1- _____ #5- _____
#2- _____ #6- _____
#3- _____ #7- _____
#4- _____ #8- _____

Contact the HBA office at 793-6696 if you have any questions or comments.

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

We Can Help You Make a Splash in 2018!

Call Southeast Gas New Construction Representative Kevin Murphy at (334) 685-4999 to include natural gas in your homes and developments this year.



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Save Millions
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JOIN US FOR THE HOME BUILDERS
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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EXCELLENCE
AWARDS

WWW.REMODELALABAMA.COM

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Wiregrass Habitat, to build affordable quality homes in partnership
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Phone: 334-699-1570 Fax: 334-678-7361

Build Lives, One House at a Time

Welcome New Members

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

Mark Dunning Industries – Scott Smith

Hat Creek Construction, LLC – David Pitchford

Ramona Miley – Berkshire Hathaway Home Services Showcase Properties

Deep South Development, LLC – Daniel Cook & Scott Bradley

Sullivan Custom Builder, LLC – Adam Sullivan

Stone Age Marble & Tile – Wade Smith



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2018 Board of Directors

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Blissett Builders

1st Vice President

Allen Loyed

Hewes Construction

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Greg Anderson

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Associate Council

Chairman

Darryl Matthews

Gulfeagle Supply

Membership

Chairman

Michael Townsend

Townsend Building Supply

Membership

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Wiregrass Electric Coop

State Directors

Kenny Thompson

Whatley Supply

David Brewer

Brewer Construction

Ben Saliba

Alfred Saliba Corporation

Tommy Tolleson

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DeLoney Construction

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

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.