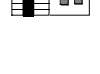




TAPELINE

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

**APRIL
2018**



GENERAL MEMBERSHIP MEETING

THURSDAY, APRIL 19, 2018

12 NOON

DOTHAN COUNTRY CLUB

BUFFET LUNCH

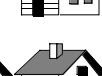
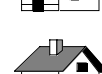
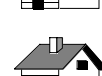
SPEAKER:

RUSSELL DAVIS

EXECUTIVE VICE-PRESIDENT
HOME BUILDERS ASSOCIATION OF ALABAMA

RSVP: 334-793-6696

or hbaofdothan@graceba.net



Inside this edition...

1. April General Membership Meeting
2. Fish Fry
3. Chili Cook-Off Pictures
5. Southeast Worlds of Work Pictures
7. ABPAC Golf Tournament
9. HBAA Summer Meeting
14. New Members
15. Board of Directors
16. Associate Benefits

SAVE THE DATE

April

- 19** General Membership Meeting
- 26** General Membership Meeting Eufaula

May

- 10** Board of Directors Meeting
- 17** Fish Fry
- 24** Meeting w/ City of Dothan
- 28** Memorial Day—Office Closed

June

- 14** Board of Directors Meeting
- 21** General Membership Meeting
- 28** Meeting w/ City of Dothan

FISH FRY



Mark your
calendar!

Details
coming
soon!



DOTHAN & THE WIREGRASS TURNED UP THE HEAT!

CHILI COOK OFF

DOTHAN & 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 FIXINS. THE EVENT WAS JUDGED BY LOCAL CITY AND COUNTY COMMISSIONERS. WINNERS INCLUDED DAVID BREWER FOR "BEST OVERALL" CHILI, DON DELONEY FOR "MOST ORIGINAL CHILI" AND A TIE BETWEEN HARRIS SECURITY AND WHATLEY SUPPLY FOR "PEOPLES CHOICE CHILI". THE CHILI COOK OFF WAS A VERY SUCCESSFUL NIGHT AND ENJOYED BY EVERYONE!!!!



CHILI COOK OFF



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!



2018 ABPAC GOLF TOURNAMENT

THANK YOU TO ALL OUR GOLF PLAYERS AND SPONSORS!

WE MET OUR ABPAC GOAL!

THANKS FOR MAKING THIS EVENT A SUCCESS!



A photograph of four men standing in front of a large golf scorecard. From left to right: the first man wears a black jacket with a red 'TSCM' logo and a red baseball cap; the second man wears a grey and white striped polo shirt, a black baseball cap with a 'DOWNTOWN' logo, and sunglasses hanging from his collar; the third man wears an orange polo shirt and a dark baseball cap; the fourth man wears a pink polo shirt and a grey baseball cap. The scorecard behind them lists names and hole numbers (1-18). Visible names include C. Ellis, M. Plagers, A. Shoff, W. Stephens, B. Hallon, T. Bailey, M. McAllister, D. Bailey, and K. Thompson. There are handwritten numbers and notes on the card, including '1st GOLF' and '2nd GOLF'.



HBAA Summer Meeting

July 19-21, 2018

Hilton Sandestin Beach Golf Resort & Spa, Destin, Florida

Book Rooms Now!!!

They will go fast!

The room block deadline is Monday, June 18, 2018.

For reservations, call 1-850- 267-9500
(Use groupdiscount code BLD.)

All HBAA members and their families are invited to join us for the
2018 HBAA Summer
Meeting in Destin.

The Summer Meeting combines business meetings and insightful
educational offerings with plenty of food and entertainment for all.

Look for more details about the 2018 Summer Meeting, including a full schedule of
meetings and activities as well as registration information, coming soon.

Hotel Information

Hilton Sandestin Beach Golf Resort & Spa
4000 Sandestin Blvd. South
Destin, FL 32550
850-267-9500

The Hilton Sandestin will be the host hotel for this year's HBAA Summer Meeting.
Rooms in the HBAA room block start at \$309 per night, with an additional \$25 daily
resort fee which includes parking, upgraded guest room WiFi, 24-hour resort fitness
center access, and more.

Please contact the HBAA at 1-800- 745-4222 with any room cancellations prior to
calling the hotel.

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Build Lives, One House at a Time

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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Welcome New Members

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

Canfor – Chris Webb

JSC Capital, LLC – Joseph Sikora

LA Drywall – Keith Armstrong

Mike Harrison dba H & H Construction

Roseburg Forest Products – Al Rogers

Toni Pham dba Phamily Design & Construction



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Bart Liddon Homes

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Mac Construction

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Trademark Custom Homes

Nat'l Senior Life Director

Bill DeLoney

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

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.

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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.

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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.