



TAPELINE

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

**SEPT
2017**

Register by
Sept. 21

2017 Skeet Shoot Tournament Thursday, September 21th

**Sponsored by: Home Builders Association of
Dothan & the Wiregrass Area**

Teams of five members

Location: Headland Skeet & Gun Club – 209 N. Lagoon Rd. Headland, AL
334-791-1100

Date: Thursday, September 21th

Time: Registration – Morning Session – 9:30am
Afternoon Session – 11:30am

Cost: \$50.00 per person
Lunch will be available at 11:00 am which will include a boxed lunch,
drinks, and dessert.



Requirements: Bring your own Gun, Eye protection & Ear plugs
10 minute safety instruction and signed waiver required

Reservations: Complete the form to the right and mail it to
HBA @ PO Box 9791 Dothan, AL 36304 by September 20th.
Or email hbaofdothan@graceba.net

**Raffle for Gift Certificate to purchase a
Benelli Nova 20 Gauge Pump-Action Shotgun**

Prize Winners from each category

Prizes Awarded At Conclusion of Shoot

\$5 Per
Chance

Inside this edition...

1. Skeet Shoot
3. BBQ /Raffle & Casino Night
5. New Members
6. Fish Fry Photos
8. Appraisers Continuing Education
9. Board of Directors
10. Assoc. Benefits

SAVE THE DATE

September

- 14 Board of Directors Meeting
- 21 Skeet Shoot
- 28 Eufaula Membership Meeting

October

- 12 Board of Directors Meeting
- 26–28 HBAA Annual Convention—Destin, FL

November

- 2 BBQ & Raffle Casino Night
- 9 Board of Directors Meeting
- 16 Thanksgiving Lunch & Toys For Tots Drive
- 23–24 Office Closed



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Prizes Awarded At Conclusion of Shoot



Registration Form:

Return this form no later than noon on
September 21, 2017 with payment to:
HBA, PO Box 9791
Dothan, AL 36304.

Company: _____

Phone: _____

Attendees Full Names & Type of Shotgun:

1. _____
2. _____
3. _____
4. _____
5. _____

Credit Card Info: ____ Visa ____ MC

Exp. _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Please Specify:

- ☐ Bringing my own ammunition
☐ Purchasing ammunition from HBA

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Darryl Matthews
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Home Builders Association of Dothan & the Wiregrass Area

Presents



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NIGHT

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Join Us For A Night Of Fun And Excitement

Raffle Tickets \$100 each

Only 150 tickets sold

Grand Prize \$7,000

✓ Free Admission

✓ Beer/Wine served

✓ BBQ

✓ Tons of Prizes

✓ Blackjack Table

✓ Poker Table

✓ Roulette Table

✓ Craps Table

✓ Everyone receives \$1,000 Play Money

Where

The Depot
110 Museum Ave.
Dothan, AL 36303

When

Thursday
Nov 2, 2017
6:00 PM

To Reserve Your Ticket call the office @ 793-6696 or
email hbaofdothan@graceba.net



Shotgun Raffle

Home Builders Association of Dothan & the Wiregrass Area

\$5 Raffle for a
Gift Certificate to buy



Benelli Nova 20 Gauge Pump-Action Shotgun

Drawing will take place Thursday, November 2 at BBQ/Raffle & Casino Night

You don't have to be present to win

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Welcome New Members

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

B & W Closets, Mirrors & More, Inc. – Jason Watson

Southern Craftsman & Restoration, LLC – Donald Hovey

Brother Pool Service, LLC – Leonard Roberts

All Seasons Screen Rooms – Nathan Gordon

J Handy, LLC – Jonathan Deel

Certified Flooring of the Wiregrass – Jedd Rainey

A & L Men on Demand, LLC – Arthur Bell

Taylor's Flooring – Adam Taylor

James Allen Wright – James Wright

Uriel Vargas – Uriel Vargas

Eli Hurley – Eli Hurley

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

Wheelless Development, LTD – Hugh Wheelless

Alpha Custom Design & Drafting – Mike Murphy



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



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NAHB

LOTS FOR SALE BY WHEELLESS DEVELOPMENT

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
334-791-2688
hwheelless@soprop.net

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NEW HOME APPRAISAL TRAINING

The best way for you to get the best, most accurate appraisal is to know the facts! That's why the Home Builders Association of Alabama is offering a brand new training that brings builders, realtors, appraisers and lenders together in the same setting to learn how appraisals are conducted, how appraisals affect the industry, and how builders and realtors can help appraisers assign the best value to new homes. If you want a better, more accurate appraisal, then do not miss this opportunity to participate.



The HBAA has partnered with nationally renowned appraisal experts Buddy Eslava and Mandell Tillman to provide this one-of-a-kind program. Together, they will explain the process while allowing for open, direct, and meaningful discussions among participants about the appraisal process. If you are involved in the construction, financing, sale, or appraisal of new homes, you can't afford to miss this unique educational opportunity.

Choose from the following course dates:

- Aug. 8: Huntsville (Huntsville Area Association of Realtors, 535 Monroe Street NW)
- Aug. 9: Decatur (Morgan County Association of Realtors, 1501 4th Ave. SE)
- Aug. 10: Gadsden (Alabama Technology Network, 401 East Cardinal Dr.)
- Aug. 15: Birmingham (Hyatt Regency, 1000 Riverchase Galleria)
- Aug. 16: Birmingham (Hyatt Regency, 1000 Riverchase Galleria)
- Aug. 17: Tuscaloosa (Hotel Capstone, 320 Paul W. Bryant Dr.)
- Sept. 12: Montgomery (HBAA office, 7515 Halcyon Summit Blvd., Suite 200)
- Sept. 13: Dothan (Holiday Inn Dothan, 2740 Ross Clark Circle)
- Sept. 19: Spanish Fort (Five Rivers Delta Resource Center, 30945 Five Rivers Blvd.)
- Sept. 20: Spanish Fort (Five Rivers Delta Resource Center, 30945 Five Rivers Blvd.)

Time: 9 a.m.-4 p.m.

(Lunch provided)

Cost: \$59 per person

*Course approved for
7 CE hours from the
Alabama Real Estate
Appraisal Board.*

Questions?

**Call the HBAA at
1-800-745-4222.**

New Home Appraisal Training Course Registration

Date/Location of course attending: _____

Name _____

Company Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

Payment: ☐ Check (payable to HBAA) ☐ Please charge my: ☐ Visa ☐ Mastercard ☐ AMEX

Card No. _____

Expiration Date _____ Signature _____

Send registration to: HBAA, Attn: Alison Till, P.O. Box 241305 Montgomery, AL 36124

Fax: 334-834-5380

Email: alisonstill@hbaa.org

Questions? Call Alison Till at 1-800-745-4222

2017 Board of Directors

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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



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**Reserve your
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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.

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.

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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.

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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.