



TAPELINE

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

**OCT
2017**

Home Builders Association of Dothan & the Wiregrass Area

Presents



CASINO



NIGHT

and BBQ Raffle



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

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



Inside this edition...

1. BBQ /Raffle & Casino Night
3. Toys for Tots
4. Alabama Building Industry Hall of Fame
5. Congrats...
6. New Members
8. Board of Directors
9. Assoc. Benefits



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

December

- 2 Eufaula Christmas Party

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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to bring Christmas gifts to needy children in the community.

New unwrapped toys

For a boy or girl

Age 0 to 12 years old

Any price range will be accepted

Please bring toys:

Thursday, November 16, 12:00 noon to the Dothan Country Club
to the Thanksgiving Luncheon

or

Friday, December 1st @ 6:00pm to Eufaula Country Club for the
Christmas Party

Need more info please call or email the office at 334-793-6696 or hbaofdothan@graceba.net

The logo for SunSouth Bank, featuring a stylized sun and the text "SUN SOUTH BANK" in blue and yellow.

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www.sunsouthbank.com

The logo for Gulfeagle Supply, featuring a stylized eagle and the text "GULFEAGLE SUPPLY" in red and black.

Darryl Matthews
Branch Manager

GULFEAGLE SUPPLY

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Email: dmatthews@gulfeaglesupply.com

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Steele, Wheelock

Selected for Hall of Fame Induction

Steve Steele of Huntsville and the late Elizabeth Wheelock of Dothan have been named the newest inductees into the Alabama Building Industry Hall of Fame, the highest honor given by the Home Builders Association of Al-



abama. Both will be honored through a video presentation during the HBAA's Annual Convention awards gala and Hall of Fame induction ceremony on Friday, October 27, 2017 at the Henderson Beach Resort in Destin, Florida.

Steele is the owner of Steve Steele Custom Homes and a longtime member and Past President of the Huntsville/Madison County Builders Association. He has been extremely active at the state and national levels as well, serving in leadership positions on several committees. He served as HBAA President in 2011.



Wheelock served as the Executive Officer for the Home Builders Association of Dothan & the Wiregrass Area for 28 years. During her tenure, she helped grow the association from just 99 members to an all-time high of 430 mem-

bers. She was particularly instrumental in developing the association's scholarship and student loan program, which has enabled hundreds of students to pursue careers in the building industry.

All HBAA members are invited to attend the Annual Convention, which includes admission to the awards gala. The Convention will take place October 26-28 at the Henderson Beach Resort. For a schedule of Convention meetings and activities and to register for the HBAA Annual Convention, visit www.HBAA.org or call the HBAA office at 1-800-745-4222.



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Build Lives, One House at a Time

Congratulations...

To our new Mayor,

Mayor Mark Saliba

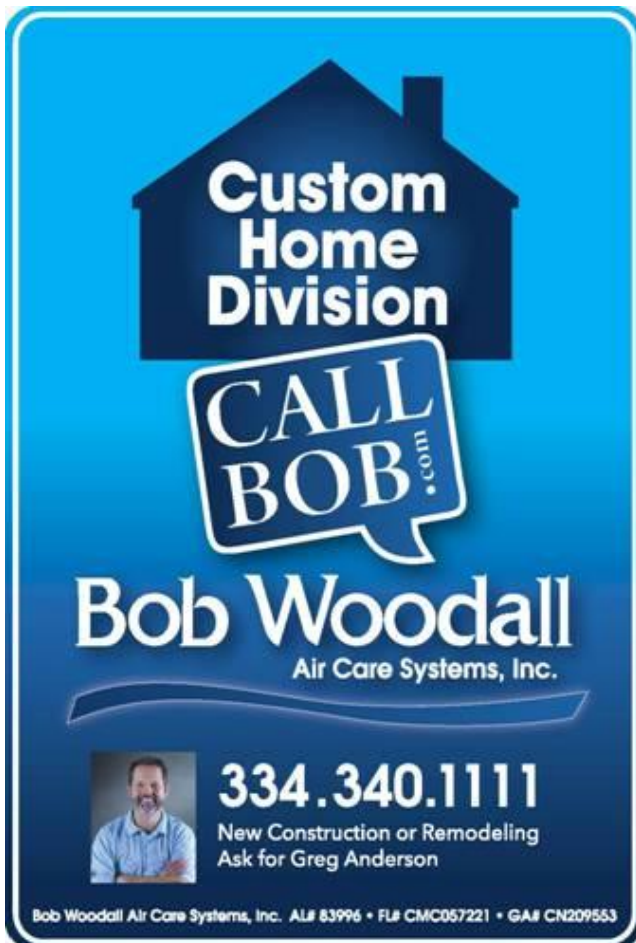
who officially took office Monday, October 2nd.

And also to

Craig Scurlock

our City of Dothan Building Official on your retirement!


We wish you both... All the best!!!



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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.



It pays to be a member of the



Alabama Home Builders
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Welcome New Members

Dothan Painters—Brian Childree

J L Construction—Jason Cheshire

Troy Bank & Trust – Dianna Lee

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

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

Wheelless Development, LTD – Hugh Wheelless

Alpha Custom Design & Drafting – Mike Murphy



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DOTHAN, ALABAMA 36302

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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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2017 Board of Directors

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Alfred Saliba Corporation

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Hewes Construction

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Darryl Matthews

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Harris Security

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Brewer Construction

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O & B Properties

Tommy Tolleson

Tolleson Construction

Jessie Ingram

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Alternate State

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Matthew Anderson

Omega Builders

Bart Liddon

Bart Liddon Homes

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Slingluff United Insurance

Chris Brannon

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Joey Turner

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Matt Anderson

Omega Builders

Bart Liddon

Bart Liddon Homes

Alternate Nat'l Directors

Mark Saliba

Alfred Saliba Corporation

Chuck McCall

Mac Construction

Henry/Barbour Co.

Gerald Phillips

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



Announcing our **LARGEST DIVIDEND EVER!**



In 2017, the Alabama Home Builders Self Insurers Fund has given back **\$22.5 million** in dividends to qualifying members. It PAYS to be a member!



Alabama Home Builders
SELF INSURERS FUND

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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.

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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.

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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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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.