

ALABAMA homebuilder

A QUARTERLY PUBLICATION OF THE HOME BUILDERS ASSOCIATION OF ALABAMA
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Read about Hampstead Living on page 24.

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FARM FRESH
HAMPSTEAD'S FARM
 ALL PHOTOS COURTESY OF HAMPSTEAD

The first amenity completed at Hampstead is also one of its best known: a working farm operated by E.A.T. South, a local non-profit focused on promoting healthy eating with sustainable, locally grown food. Residents are given the opportunity to have a plot at the farm where they can grow their own produce; as evidence of its popularity, there is currently a waiting list for plots.

Along with its sister farm in downtown Montgomery, the Hampstead farm produces food that is supplied to several local restaurants, including Hampstead's own Tipping

Point coffee house and bar. The farm also produces seasonal produce for its CSA (Community Supported Agriculture) program.

For students at Hampstead's Montessori School, the farm serves as an outdoor classroom, where they learn firsthand about growing and eating healthy food. Students from across the state also come to the farm for field trips during the school year.

Read more about Hampstead Living on page 24.

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cover pullout

HAMPSTEAD FARM



feature

Community Revival:
Hampstead Living

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correction

In our previous issue, Charles C. Weems of Gulf Shores was omitted from the list of HBAA members who have earned professional designations from the National Association of Home Builders. He has earned the Certified Graduate Builder, Certified Master Builder, and Certified Green Building Professional designations.

on the cover

Montgomery's Hampstead development embraces the New Urbanism concept, with walkability, mixed-use design and homes in a variety of sizes and styles.



P E R S P E C T I V E

Summer's here and school may be out for many, but here at the HBAA our education program is in full swing. As I stated when I began my term as HBAA President, one of my goals was to increase the amount and quality of education that we offer for our members. I'm pleased to say that we've been able to line up some top-notch education this year that I think will be a great benefit for all of our members.



I'm especially excited about the education that we've got planned for this year's Summer Meeting, July 17-19 at the Hilton Sandestin Beach in Destin, Florida. We are bringing in experts from two of the biggest names in the building industry, Houzz and HGTV, who have some dynamic educational sessions for us. If you're a newcomer to Houzz, you'll learn all about how to get started using it. If you're a Houzz pro, you'll get some advanced tips and tricks for implementing it into other aspects of your business. You can even get one-on-one help from the Houzz experts while you're there.

The folks from HGTV will be giving us a sneak preview of their fall lineup, an insider's look at the HGTV Dream Home, a forecast of building trends in Alabama, and a panel discussion sharing cutting-edge designs and ideas. Additionally, they'll conduct a session on using programs like Twitter, Pinterest, Instagram and Vine to help you create a social media campaign for your business.

HGTV also owns the Food Network, so it's only fitting that they help us cook up our own version of the popular "Chopped" competition as part of our Saturday evening poolside fun. That's just one of the many exciting activities we've got in store for you at the Summer Meeting, so bring your family and join us down in Destin.

In other education news, the Alabama Home Builders Foundation recently celebrated its 20th Annual Golf Classic with a fun-filled day at the Cambrian Ridge course in Greenville. The tournament, which is organized by the Past Associate Committee Presidents, is the Foundation's sole fundraiser for the year, and the proceeds go toward scholarships for students wanting to study the building trades. Thanks to the support of so many, the Foundation was able to award 80 scholarships this year to deserving students throughout Alabama. You'll read more about these students in our fall issue, but be sure to check out the golf tournament details in this issue and thank all who helped make the tournament such a success.

We're working hard to provide education that will help our members grow their business, be more competitive and create a stronger building industry. If you've got any suggestions for educational offerings that you'd like to see offered in the future, please let us know. Enjoy your summer, and I look forward to seeing you at our Summer Meeting and other events throughout the year.

A handwritten signature in black ink, appearing to read "Les Letlow".

Les Letlow
2014 HBAA President

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HBAA MOURNS LOSS OF STEELE-LIVINGSTON

The HBAA is mourning the loss of Sandra Steele-Livingston, who passed away on April 28 following a battle with cancer. Steele-Livingston, who served as President and co-owner of Enfinger-Steele Development since 1998, was a native of Madison County. She studied accounting at the University of Alabama in Huntsville and earned her ADMP in Real Estate from the Harvard University Graduate School of Design.

In 1997, Steele-Livingston joined the Huntsville/Madison County Builders Association. She served as H/MCBA President in 2006, and in 2008 was named the Jerry L. Siniard Builder of the Year. In 2014, she was named a Local Life Director after serving 10 consecutive years on the H/MCBA's Board of Directors.



Sandra Steele-Livingston

At the state level, Steele-Livingston served on the HBAA's Executive Committee in various capacities, including chairing the Public Relations, Governmental Affairs, and Regulatory Affairs Committees. She served as a Presidential Appointee from 2013 to 2014.

At the national level, she had served as a National Director for the National Association of Home Builders since 2010. She was actively involved with the national Federal Government Affairs, Housing Finance, Membership and Public Affairs Committees, serving as Public Affairs Vice Chair in 2012 and 2014. Additionally, she was the HBAA's Alternate BUILD-PAC Trustee from 2010 to 2013.

In addition to her work with the home building industry, Steele-Livingston was extensively involved in the Huntsville community and worked with many civic and charitable causes. She also served on the boards of several organizations, including the Madison County Library Foundation, the Alabama Constitution Village Foundation, the U.S. Space & Rocket Center Advisory Committee, the Calhoun Community College Foundation and the Huntsville-Madison County Chamber of Commerce. She served as the board chair for Leadership Huntsville Madison County Class 4, and in 2002 was awarded the group's Distinguished Leadership Award. In 2014, she was inducted into the North Alabama Junior Achievement Business Hall of Fame.

The HBAA extends its sympathy to Steele-Livingston's friends and family, including her husband, Steve Livingston; daughters Chris McGarey (Denver) and Amy Frakes (Zach); and her grandchildren. Donations may be made in her memory to the Sandra Steele-Livingston INSPIRE Fund at the Huntsville Community Foundation.

HBAA MOURNS LOSS OF ANTONIOS

The HBAA is mourning the loss of builder member Tony Antonios, who passed away on May 27. A native of Lebanon, he immigrated to the United States in 1960 and attended college at Warren Wilson in North Carolina before moving to Huntsville. The owner and President of Medallion Builders, Antonios was a member of the Huntsville/Madison County Builders Association. He served as Chairman of the H/MCBA Remodelers Council and was H/MCBA President in 2011. He also served on the boards of The Key, Civitan Club, The Vine and the City Council Planning Commission. In 2010, he received the Jerry L. Siniard Builder of the Year Award from the H/MCBA.

Our sympathy is extended to his wife, Joanna; daughters Mariam Steele (Steve) and Monique Fleming (Mike); son, Rasheed Antonios; and numerous extended family members and friends.



Tony Antonios

OWENS ESTATE FULFILLS \$1 MILLION COMMITMENT TO ALABAMA HOME BUILDERS FOUNDATION

The Alabama Home Builders Foundation has received the remainder of a \$1 million gift to fund the Bentley Owens Scholarship. Owens' widow, the late Kitty Owens, made the commitment to fund the endowment in memory of her husband. Bentley Owens was a charter member of the HBAA and served as its 1962 President. His dedication to the home building industry and to education, in particular, was evidenced by his leadership as the founding director and President of the Alabama Home Builders Foundation.

The Owens' daughter, Anne Kendrick, presented a check for the remaining portion of the endowment money to AHB Foundation Director Cathy Brown during the HBAA's Winter Meeting in Montgomery. Since the Bentley Owens Scholarship was established in 2008, it has been awarded to 19 students throughout Alabama seeking to study the building trades.



Anne Kendrick, Bentley and Kitty Owens' daughter, presents AHB Foundation President Cathy Brown with a check for the Foundation's Bentley Owens Scholarship endowment.

STAFF CHANGES AT HBAA

The HBAA bids a fond farewell to staff member Linda Chandler, who retired at the end of June after working for more than 20 years for the association. She served as the HBAA's bookkeeper and meeting coordinator. We wish Linda well in her much-deserved retirement! We also welcome Erin Poole, who joined the HBAA staff in June as its new bookkeeper. Prior to coming to the HBAA, she was the Accounting Administrator for Alabama Interactive.

ALABAMA HOMEBUILDER MAGAZINE WINS NATIONAL AWARD

Alabama Homebuilder magazine was named the Best Publication (Print or Electronic) by the National Association of Home Builders in its 2013 Association Excellence Awards competition. The HBAA will be awarded a plaque of recognition at NAHB's Association Leadership Institute conference in St. Louis this August.

WANTED: ASSOCIATE LEADERS

The HBAA Associates Committee is on the lookout for associate members who want to become more involved in leadership positions at the state level. If you're interested in learning more, contact Artemis Moore at 1-800-745-4222 or email artemismoore@hbaa.org.

GET HBAA UPDATES THROUGH TEXT MESSAGING SERVICE

The HBAA has a new text messaging service to give members the latest updates about news and events. Simply text HBAA to 51660 to sign up to receive updates via text message. Note that message and data rates may apply.



COTTER APPOINTED TO STATE APPRAISERS BOARD

Billy Cotter, a member of the Enterprise Home Builders Association, was recently appointed by Governor Robert Bentley to represent Congressional District Two on the Alabama Real Estate Appraisers Board. Cotter has been doing appraisal work in Alabama since 1976. He is the owner/ broker of Century 21 Regency Realty, Inc. and Regency Management, Inc. and is the owner/general contractor for Billy Cotter Construction, Inc.

Billy Cotter

WALKER COUNTY STUDENTS LEARN ABOUT BUILDING TRADES ON GROUNDHOG JOB SHADOW DAY

The Walker County Home Builders Association recently participated in their local Groundhog Job Shadow Day, in which all ninth graders in Walker County come to Jasper to learn firsthand about various vocational paths. Twenty-eight students teamed up with members of the WCHBA to learn about the homebuilding industry. The students toured homes in various stages of construction—one that had been framed in, one that had sheetrock installed, and one that was finished—and were able to talk with local builders.

According to WCHBA President Charlie Evans, the group of students asked a lot of intelligent questions and was one of the best groups they'd ever had in the eight years that they'd been participating in the job shadow program.



Ninth graders from Walker County learn about home building from Walker County HBA members during Groundhog Job Shadow Day.

BALDWIN COUNTY, MOBILE MEMBERS MEET WITH BYRNE



A recent Congressional break gave freshman Congressman Bradley Byrne the opportunity to visit with members of both the Baldwin County Home Builders Association and Home Builders Association of Metro Mobile. The visits allowed members to discuss firsthand their concerns about issues important to the home building and business communities.



Members of the HBA of Metro Mobile (top) and Baldwin County HBA (bottom) meet with Congressman Byrne on his recent visit to his home district.

HBAMM HOSTS “GREATEST HOME SHOW IN MOBILE”

The Home Builders Association of Metro Mobile’s spring Home Show at the Mobile Civic Center showcased the latest technologies and home improvement resources for attendees, with vendors ranging from flooring to roofing to banking to appliance sales. Twenty builders also participated in the event, making this a Builder Showcase for consumers considering building a new home. The show included a charitable component, with consumers receiving a discount on their entry price when they brought a non-perishable food item to donate to the Mobile Area Food Bank.

HBA OF TUSCALOOSA BEGINS WORK ON BUILD BACK PROJECT HOUSE

The Home Builders Association of Tuscaloosa recently held a groundbreaking ceremony for its 3rd Annual HBAT Tuscaloosa Build Back Project House. The Build Back program was initiated by the HBAT to build safe and affordable homes in the areas impacted by the April 27, 2011 tornadoes. The home is designed to reinforce the Tuscaloosa Forward vision, providing a safe, durable, energy efficient product as a keystone for others to follow.

This year’s Project House will be built in the impacted Rosewood area. The 2014 HBAT Tuscaloosa Build Back Project House will be approximately 1266 square feet, with three bedrooms and two baths with an attached garage.

The 2014 HBAT Tuscaloosa Build Back Project House is under the direct construction supervision of HBAT’s 2014 1st Vice President Aaron Sincroft of Trick Construction, LLC. The participating contractors and building supply companies are local Tuscaloosa businesses and HBAT members.



HBAT 2014 1st Vice President Aaron Sincroft and HBAT 2014 President Tom McJenkin break ground on the latest Tuscaloosa Build Back Project House.

HUNTSVILLE BUILDING, HOME & REMODELING SHOW DRAWS RECORD PARTICIPATION

The Huntsville/Madison County Builders Association’s Building, Home & Remodeling ShowSM was a success, with a record number of booths and over 230 companies participating. More than 8,000 consumers turned out for the weekend event to check out the latest home products and services and to get ideas that they could incorporate into their own homes. The show’s featured celebrity guest was Eli Gold, the voice of Alabama football, sponsored by Alabama Foundation Specialists.

The H/MCBA is making plans now for its Fall Home and Garden Show, scheduled for August 23-24, 2014 at the Von Braun Center South Hall in Huntsville. Booth sales are open to all HBAA members. For more information, contact Theresa Kennedy (Theresa@buildersassn.org or 256-536-2602) or visit www.fallhomeandgardenshow.com.

MORE THAN 4,000 TURN OUT FOR GBAHB’S BUILDING & REMODELING EXPO

The Greater Birmingham Association of Home Builders’ 2014 Building & Remodeling Expo shattered all previous records, welcoming 4,200 consumers. Attendance figures represented a 65 percent increase over past attendance records for the show, which is in its fourth year. The Expo featured 80 Birmingham-area exhibitors, specializing in every aspect of home building, remodeling, and home improvement.

“We were excited to be a part of the Expo again this year,” said Shannon Humenansky with Innovative Surfaces. “It was a great chance to meet prospective clients and fellow GBAHB members. The quality of the clientele was an encouraging sign of improvement within the building and remodeling industry.”



More than 4,000 consumers checked out the latest home products and services at GBAHB’s Building & Remodeling Expo.

GBAHB BUILDERS HELP CONSTRUCT 13 NEW HABITAT HOMES IN ONE WEEK

Builder members of the Greater Birmingham Association of Home Builders recently partnered with the Greater Birmingham Habitat for Humanity to raise walls on 13 new homes in Clay, Alabama. The nationwide Home Builders Blitz is a partnership between Habitat for Humanity and the home building industry to build and renovate homes for low-income families.

Builders and Habitat affiliates worked closely to organize all aspects of building, including securing subcontractors and suppliers, fundraising and seeking donations of materials. GBAHB members working on the week-long build included AGH Homes, Bluestone Building, Compass Home Builders, Drake Homes, ELM Construction, Embassy Homes, Habitat Birmingham, Harris Doyle Homes, Murphy Home Builders, Signature Homes and Thoroughbred Homes.



GBAHB PARADE OF HOMES ATTRACTS PROSPECTIVE BUYERS

The Greater Birmingham Association of Home Builders' 2014 Parade of Homes attracted prospective home buyers and dreamers with a sampling of the latest construction techniques and new home trends. With new home sales on the rise, the Parade provided an opportunity for builders to put their best foot forward as they connected with potential buyers. More than 60 new homes were in this year's Parade, scattered throughout 20 villages in the greater Birmingham area.

A featured attraction of the Parade of Homes was the third annual GBAHB "Ideal Home," a showcase house displaying the latest in home design, décor, technology and sustainability. Built by Murphy Home Builders, it featured exciting new home technology and automation, beautiful furnishings, top-of-the-line appliances, an outdoor living space and other features.

"The Parade gives people the opportunity to tour some of Birmingham's most elegant and beautiful new homes," said Matt Morrow, executive vice president for the association. "It's an annual tradition for a lot of families. And with new homes to see in every size and price range, people often discover exactly the home they'd like to own next."

The living room of GBAHB's 2014 Ideal Home features a remote-controlled canvas to gracefully disguise the television when not in use. (Photo courtesy of Ashley Mills Hill with The Hill Hangout).

HBAMM WINE & BEER TASTING BENEFITS LOCAL CHARITY

The Home Builders Association of Metro Mobile's Associate Council recently hosted their 3rd Annual Wine & Beer Tasting and Silent Auction Event as a fundraiser for St. Mary's Home, a local orphanage. Coast Design Kitchen & Bath opened up their showroom for the event, and a local wine retailer brought in vendors who donated the beer and wine. Members participated by donating items for the auction. In addition to a silent auction, a live auction was held at the tasting, with items up for bid ranging from flooring to dinner for 15 to Alabama football tickets.

MEMBERS INVITED TO SALES & MARKETING RALLY

All HBAA members are invited to participate in "The Three Elements Sales & Marketing Rally," hosted by the Huntsville/Madison County Builders Association's Sales & Marketing Council. The rally will take place on Tuesday, September 30, 2014, with registration and continental breakfast beginning at 8:30 and the rally from 9:00 a.m. to 12:00 p.m. at the Huntsville Area Association of Realtors office (535 Monroe Street NW, Huntsville).

The rally will feature internationally known speakers John Palumbo, Meridith Oliver, and Melinda Brody in this three-hour event that can affect your success for years to come. This high-energy, fast-paced, and extremely content rich event has the energy of a concert, the motivation of a retreat and the skills and strategies of a 2-day conference. The cost is \$25 for H/MCBA Sales & Marketing Council members and \$50 for all non-SMC members. For more information or to register, contact Theresa Kennedy at 256-536-2602.

HUNTSVILLE BASS TOURNAMENT A SUCCESS

Ninety fishermen turned out to try their luck at the Huntsville/Madison County Builders Association's West Family Bass Tournament on Lake Guntersville. With a total weight of 30.24 pounds, Kelly Treece and John Hillis of Matrix Builders walked away with the first place title and a \$1,000 prize.

James Smith and Dan David, with a total of 29.40 pounds, came in second. Harry Garber and Kevin McMahon, with 23.88 pounds, took third place. With 23.54 pounds, Bland Morris and Paul Arnold were the fourth place winners, and Bill Darby and Brian Johnson came in fifth with a total weight of 22.40 pounds.

The day also featured several door prizes, with Jerrell Curtis of Pittner Services winning the grand giveaway of a Traegar Lil' Texas Elite grill, donated by Bob Wallace Appliance.



Chester West, Steve West (second from right) and Pat West (far right) congratulate John Hillis and Kelly Treece, winners of the H/MCBA's West Family Bass Tournament.

BALDWIN COUNTY HBA MEMBERS BUILD HOME FOR PARALYZED COACH

Members of the Baldwin County Home Builders Association recently helped a Daphne resident and his family move into a new home designed to accommodate his special needs. Daphne Assistant Football Coach Jacy Todd was paralyzed in an automobile accident in 2012. At the time of the accident, the family was living in an apartment with the intention of building a larger home. After spending nearly a month in the hospital and three more months at a spinal injury center in Atlanta working to regain some mobility, Todd and his family moved back to Daphne, where they lived with various family and friends. This is the first place of their own since the accident.

The custom-built home was constructed at considerable savings with the help of BCHBA builder member Chris Farlow of Valere Homes, Realtor Dena Pittman and a number of others who donated their time and/or supplies for the project. Among the home's features are an open layout plan, wider doors, a walk-through shower, larger closets and a small wheelchair ramp in the garage when needed.



The Baldwin County HBA recently celebrated its 27th Annual Home & Product Show with a ribbon sawing ceremony. BCHBA Associate Council Chairwoman Jenny Williams, President Chris Price, and 1st Vice President Mike Henriksen do the honors.



Paul Hildesheim of Gallery Homes, Jorge Cancel of Titan Homes, and Scott Schoppert of Alabama Roofing Supply sample the food at the HBA of Metro Mobile's Remodelers Low Country Boil.



GOLF CLASSIC MARKS 20TH YEAR OF RAISING SUPPORT FOR SCHOLARSHIPS

The Alabama Home Builders Foundation Golf Classic celebrated its 20th year with a packed course on a beautiful day at Cambrian Ridge in Greenville. The sold-out tournament drew HBAA members from around the state to participate in this annual fundraising event for the Foundation, with the proceeds benefitting its scholarship program.

The tournament is organized each year by the Past Associate Committee Presidents, chaired this year by Darren Osborn of the Greater Morgan County Builders Association. The Golf Classic is the Foundation's only fundraiser of the year and provides the money to finance the scholarships awarded annually to students wishing to study the building trades in Alabama. This year, the Foundation presented 80 scholarships.

For the fourth year in a row, the team representing the Huntsville/Madison County Builders Association brought home the title of Foundation Cup winners, along with a brand new crystal Foundation Cup trophy to replace the previous Cup that had been retired after the team's "three-peat" in 2013. This year's team members included Bryan Askew, Frankie Newby, Tim Ryberg and Bret Slaton.

The Foundation thanks the many sponsors and players who helped make the tournament such a success. To learn more about the Golf Classic, including sponsorship opportunities, contact Candi Stroh at 1-800-745-4222 or email candistroh@hbaa.org.



(Top) Golfers hit the links at the RTJ-Cambrian Ridge course in Greenville for the 20th Annual AHB Foundation Golf Classic.

(Above) The night before the tournament, golfers were treated to a wild game supper at Carosel Hunting Camp.



(Top Left) Garry Cooper, Peggy Turner and Kelley Ouzts were among the members of the Past Associates Committee Presidents Committee, which helped organize this year's golf tournament.

(Top Right) HBAA Associate Vice President Kelley Ouzts, President Les Letlow, 1st Vice President Lynn Corder, and Immediate Past President Taylor Burton played on the President's Team at the tournament.

(Middle) PACP Chair Darren Osborn, second from left, presents the Foundation Cup to the winning team from the Huntsville/Madison County BA, comprised of Bryan Askeu, Frankie Newby, Bret Slaton and Tim Ryberg.

(left) Members tried their luck at "hitting the pot" for a chance to win some cash during the reception.

WINNERS

FOUNDATION CUP WINNERS

BRET SLATON Huntsville/Madison County HBA
TIM RYBERG Huntsville/Madison County HBA
BRIAN ASKEW Huntsville/Madison County HBA
FRANKIE NEWBY Huntsville/Madison County HBA

SHERLING TO CANYON FLIGHT WINNERS

1ST PLACE: FIRST FEDERAL BANK

Barry Thompson Brock Tate
Steve Greene

2ND PLACE: CAPITAL BRICK COMPANY

Kenny Thompson Jim Mathews
Ben Byrd Jason Cox

CANYON TO LOBLOLLY FLIGHT WINNERS

1ST PLACE: UNITED HEATING & AIR CONDITIONING, INC.

Billy Henderson JR Postma
Terry Brooks Charles Rodgers

2ND PLACE: LONG KNOCKERS

Jimmy Jones Jim Jones
Bob Garzarek Joe Sutton

LOBLOLLY TO SHERLING FLIGHT WINNERS

1ST PLACE: HUNTSVILLE/MADISON COUNTY HBA

Bret Slaton Frankie Newby
Tim Ryberg Brian Askew

2ND PLACE: MARJAM SUPPLY COMPANY

James Petrunic Keith Macot
Clark Goss Chris Atchison

LONGEST DRIVE

SHERLING #1: John Alford
CANYON #3: Jimmy Jones
LOBLOLLY #7: Chris Atchison

CLOSEST TO PIN

SHERLING #4: Bret Slaton
CANYON #8: Thomas Collier
LOBLOLLY #6: Ken Kirchler

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Greater Morgan County HBA

HBA of Dothan/Wiregrass Area
HBA of Metro Mobile
HBA of Tuscaloosa
Huntsville/Madison County Builders Association
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Crown Column & Millwork

Darren Osborn

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Joe Hocklander, III

John B. Dollison

Kelley Ouzts

Kenneth Chandler Construction

Kyle's Rod & Rooter, Inc.

Kyser Builders

Larry Smith Architect/Builder

Lee County HBA

Lisenby Construction

Lowder New Homes

Medallion Builders, Inc.

Mike Goodson Roofing Co.

Mike Kelley

Moore Builders

Pake Realty & Construction

Pate Landscape Co., Inc.

Peck-Glasgow Agency, Inc.

PowerSouth Energy Coop

Precision Homecrafters, LLC

Prestige Pest Management

Proline Drywall, Inc.

Randy Fannin

Reams Cutom Homes, Inc.

Reid Construction Co.

Ren Heartsill

Roddy O. Sample

Sand & Clay Inc.

Shane & Pheza Sumners

Sherwin Williams Floor Covering

Slaton Custom Homes

South Alabama HBA

Steve Steele Custom Homes

Taylor Burton Company

The Builders Group of West Alabama

The Roberts Company Inc.

Toles Construction

Turner & Hamrick LLC

TVW Electrical Supplies, Inc.

United Heating & Air Conditioning Inc.

University Agency

Valley Overhead Door

VTS Homes Inc.

Watts & Stearns Realty LLC

William Daffron

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Wilson Garage Door Co. of Huntsville

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MORE SQUARE FOOTAGE, ENERGY EFFICIENT FEATURES

Among Today's Most Popular Housing Trends

Though the average size of new homes keeps getting bigger, there is more to this home buying trend than meets the eye, according to Census Bureau data recently presented by the National Association of Home Builders (NAHB).

"The average home size has continued to rise for the past four years, from 2,362 square feet in 2009 to 2,679 square feet in 2013," said Rose Quint, NAHB assistant vice president for survey research.

The share of new homes with at least four bedrooms has also been on an upward trend, rising from 34 percent in 2009 to 48 percent last year.

Meanwhile the percent of homes with at least three full bathrooms has gone from 23 percent in 2010 to 35 percent in 2013, and the share of homes with three-plus garages has climbed from 16 percent in 2010 to 22 percent last year.

The upward trend also applies to the percentage of two-story single-family homes started, with the share steadily rising from 51 percent in 2009 to 60 percent in 2013.

As homes get bigger, so does the average sales price, rising from \$248,000 in 2009 to \$318,000 in 2013. To find out why homes are getting so big you need to look at who is buying them.

"It requires a high credit score and a nice income to qualify for a mortgage," said Quint, who noted that the spread between the average Experian credit score of all U.S. consumers and the average home borrower's score has risen from 33 points in the early 2000s to 58 points in 2013.

The median income of new-home buyers has steadily climbed from \$91,768 in 2005 to \$107,607 in 2011.

During the same period, the number of new-home sales has dramatically declined, from 1.28 million to 306,000.

"There are not as many people who have the income that can qualify for a new home," said Quint.

MOST POPULAR FEATURES IN 2014 HOMES

The features that builders are most likely to include in a typical single-family home this year are a walk-in closet in the master bedroom, low-e windows, a laundry room and a great room, according to the latest survey by NAHB.

Energy-efficiency is also a key theme, as Energy-Star rated appliances, programmable thermostats and Energy-Star rated windows also rank high on the list.

According to builders, granite countertops, a double-sink and a central island will likely make the cut in the kitchen as well as a linen closet and a private toilet in the bathroom.

Other features that builders are likely to include are first-floor ceilings at least nine-feet high, a front porch, exterior lighting and a patio.

Conversely, the most unlikely features to show up in 2014 homes are laminate kitchen countertops, an outdoor kitchen, an outdoor fireplace, a sunroom, a two-story family room, a media room, a two-story foyer and a whirlpool in the master bathroom.

Source: National Association of Home Builders (www.nahb.org)



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SPIRIT***



(Above Left) Tony Brink, Bobby Bryan, HBAA President Les Letlow, HBAA 2nd Vice President Mark Reid, Patricia Edwards, and Membership Coach Steve Steele help kick off the Shoals HBA's membership drive.

(Above Right) The Cabinet Works team, composed of Thomas Fulgham, John Hammock, Ken Kirchler and Al Liveoak, accept their trophy for winning Lee County HBA's 6th Annual Bowl-A-Rama.



The HBAA's annual membership drive is well underway and working hard toward its goal of bringing in 500 new members in 2014. Led by "Athletic Director" Les Letlow and regional "Coaches" Cathy Brown, Joe Hocklander, Alicia Huey, Steve Steele and Pheza Summers, the football-themed drive has divided the state into five regions to compete for cash and prizes for their recruiting efforts. The Baldwin County and Tallapoosa County Home Builders Associations each won \$500 for their member recruitment in the first quarter of the competition.

The statewide drive is inspiring many of the local HBAs to bring out their competitive spirits in their own local membership drives:

- The Shoals Home Builders Association kicked-off its 2014 Membership Drive by honoring SPIKE members at their General Membership Meeting. HBAA President Les Letlow, regional "Coach" Steve Steele and HBAA Membership Director Benny Pritchett spoke to the group of 80 attendees about the importance of membership and the rules of the HBA's membership contest. Shoals HBA President Bobby Bryan and Membership Chairs Tony Brink and Patricia Edwards recognized all SPIKES who were present and explained the steps toward achieving SPIKE status. To carry out the football theme, Jennifer Berry of All Pro Construction and Chasity Jackson of Shoals Pest Control constructed a miniature football stadium that featured all of the SHBA's SPIKES.
- The Lee County Home Builders Association hosted its 6th Annual Bowl-A-Rama event at Auburn Lanes as a membership drive event. The event, which was sponsored by Alabama Power and MarJam, brought in twelve prospective members, with one company joining that night. Sixty bowlers competed for the trophy, with the team from Cabinet Works taking home the top prize. Door prizes were also given out throughout the evening. The event gave the Lee County HBA the opportunity to show their fun side to prospective members.
- At its recent General Membership Meeting, the Huntsville/Madison County Builders Association challenged its members to a building contest using some unconventional materials. Each team was given unlimited marshmallows and dried spaghetti and were given 30 minutes to see who could construct the tallest structure. There were all kinds of shapes and combinations, but in the end, Ernie Blue of Blues Brothers Construction, Alan Jensen of Home Lift Inc., and Scott Wilson of Scott Wilson Architect LLC won the prize with their structure that measured a little over three feet tall.

For more information about the state's membership drive, including ideas and resources for promoting membership in your local HBA, contact Benny Pritchett, HBAA Membership Director, at 205-296-8220 or email bennypritchett@hbaa.org.

(Opposite) Members of the Huntsville/Madison County BA compete to see who can build the tallest structure from marshmallows and spaghetti at a recent membership meeting.

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Hampstead's mixed-use design includes a large town square with an abundance of green spaces for community interaction and activities.

COMMUNITY *Revival*



In an area filled with conventional neighborhoods, one development is setting itself apart with a return to neighborhood design that's all about community and connectivity.

Located on the east side of Montgomery, Hampstead is among a growing number of developments in Alabama that are based on the concept of New Urbanism, which emphasizes walkability, interaction and sustainability. Among the hallmarks of New Urbanism are mixed-use developments with livable streets arranged in compact, walkable blocks, with a diverse range of housing choices and plenty of public spaces to encourage community interaction. In other words, a return to

traditional neighborhood design that was the norm in the first part of the 20th century, before people began moving out to the suburbs.

Anna Lowder and Harvi Sahota are the co-founders of Hampstead and Directors of Design & Development. Their experiences living in other cities sparked their desire to create a similar walkable environment for Montgomery.

“We’ve both had the opportunity to live in a variety of cities in the U.S. and abroad, and really value these places for the energy, creativity and happiness they engender,” said Lowder. “Being able to walk down a city sidewalk in the fall, or go to





an outdoor street festival or a neighborhood restaurant for dinner: this quality of life is sought after. So we thought, ‘Why not create a new community plan in Montgomery in this same way?’ New Urbanist communities are popular throughout the U.S., especially in the Southeast. There were very good examples of places in the nearby region that many people in Montgomery already knew and loved, such as Seaside, Rosemary Beach, and Serenbe. So we decided the time was right to create that here.”

In 2005, Lowder and Sahota began working with Duany Plater-Zyberk & Company to bring their vision of Hampstead to life.

“We began by hosting public meetings and listening sessions,” said Lowder. “We selected a core team of architects from throughout the country to design home and commercial building plans from scratch. We worked with DPZ to design the overall Master Plan for the 416 acre site, and then the detailed Neighborhood One plan. Every aspect was planned in detail, from street trees and farm to the termination view of every street.”

(Left) As Montgomery’s first community built under SmartCode, Hampstead was designed with small yards that are close to the street and plenty of shaded sidewalk space.

(Above) Homes in the development come in a variety of sizes, ranging from townhomes to larger detached single-family residences.



(Top) This custom courtyard in one of the homes at Hampstead brings a touch of whimsy to outdoor entertaining.

(Above) Courtyards are a popular feature in many of the homes at Hampstead, allowing homeowners to enjoy the outdoors in a private setting.

Before they could begin construction, however, there had to be some changes in zoning laws to accommodate a mixed-use development. Hampstead became the first project permitted under Montgomery's newly-adopted SmartCode, which has since been implemented in other areas of Montgomery.

Hampstead opened in October 2008, at the beginning of the housing downturn—admittedly, not the ideal time to start a new project. But the development quickly made a name for itself as it stood out from the conventional neighborhoods surrounding it. In 2011, Hampstead was recognized with an Honorable Mention Charter Award from the Congress for the New Urbanism.

Greater Montgomery Home Builders Association member Lowder New Homes and Mercer Homes are the lead builders at Hampstead. The development currently has over 100 completed lots and homes ranging in size from townhomes to cottages to estate homes, with construction beginning this summer on condominiums. Forty lots were recently completed around the new 23-acre Hampstead Lake, which will accommodate fishing and paddle boating.

According to Lowder, Hampstead residents typically fall into one of three categories: those locating to Montgomery from other cities who are already familiar with the new urbanism concept; first-time homebuyers; and those looking to downsize. Homes are available in a wide variety of sizes and floor plans, with plenty of custom details to meet the buyer's needs and prices ranging from \$160,000 to \$1.6 million.

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(Below) Custom features and open floor plans are typical elements of Hampstead's home designs.



The homes are built with energy efficiency in mind and include low-E windows, tankless water heaters, and low-maintenance materials, among other features. Hampstead was the first development in Alabama to feature an Energy Star 3.0 home. But the commitment to green living doesn't end at the house walls. More than 30 percent of Hampstead's 400-plus acres is dedicated to green space for parks, preserves, gardens, public squares, play fields and walking trails. Every home is within a three-minute walk of a playground.

As a mixed-use development, Hampstead hosts a variety of tenants that serve not only residents of Hampstead but the Montgomery community as a whole, including a Montessori school, restaurants, a hair salon, a YMCA Y's Up gym, a branch of the Montgomery public library, and even a working farm (see cover pullout). The fifth Town Center building opened last fall with 16,000 square feet of retail and office space. Amenities such as a pool, tennis courts, bocce ball court and dog park encourage further interaction.

**“We're not just selling houses,
we're selling community.”**

– Anna Lowder

(Middle) Adding an unexpected touch to this home is an overhead garage door dividing the living room from the courtyard, allowing for seamless indoor/outdoor living.

(Below) Homes at Hampstead are constructed with energy-efficient design in mind, such as the use of low-E windows.



While the New Urbanist design of Hampstead may have been a foreign concept to many when the development was first introduced, Sahota says that, years later, it has become the new normal, particularly for the residents who can't imagine living any other way.

"Today Hampstead is built out so much that we no longer have to describe the vision or the walkability," said Sahota. "People just get it when they come here. We've learned that if you work hard enough, you'll get there in the end because you won't

accept anything else. We adapted and innovated on every aspect we could: we designed new house plans to offer even more to the local market, we designed more neighborhood features and events, we pushed to build the Hampstead Lake-- and have just opened the largest lake in the City of Montgomery. It's about thinking in new and unexpected ways and always using good design to solve problems."

To learn more about Hampstead, visit www.HampsteadLiving.com.

EDUCATION

CLASS LOCATIONS:

Dothan: Wiregrass Rehab Center
(795 Ross Clark Cir.)

Mobile: Five Rivers Delta Resource Ctr
(30945 Five Rivers Blvd., Spanish Fort, Blakely Hall)

Montgomery: HBAA office
(7515 Halcyon Summit Dr., Ste 200)

Birmingham: Greater Birmingham AHB office
(5000 Grantswood Rd., Suite 240)

Tuscaloosa: HBA of Tuscaloosa office
(2009 Paul W. Bryant Dr.)

Huntsville: Huntsville/Madison County BA office
(2804 Bob Wallace Ave.)

Dates and/or times and locations are subject to change if necessary. A course may be cancelled if minimum of 6 registrations are not received. Cancellation policy: To avoid course fee payment, registrants must give at least 48 hours notice to cancel. Registration required for all courses and tests. To register or for more information, contact Kory Boling at 1-800-745-4222 or koryboling@hbaa.org. Check the HBAA website calendar for the latest educational offerings: www.HBAA.org

Whether you're looking to expand your business, save money or learn about the latest codes and regulations, the HBAA offers a variety of education around the state designed to meet your needs.

PROFESSIONAL DESIGNATIONS EDUCATION

DATE	COURSE	INSTRUCTOR	LOCATION
August 22	Building Code Standards & Guildlines	Tom Cooper	Montgomery
October 1-2	Green Building for Building Professionals*	Tom Gotschall	Montgomery
October 24	Profitable Business through Quality Practices	Benny Pritchett	Montgomery
December 12	Construction Contracts & Law	Tom Cooper	Montgomery

Professional designations classes will take place from 9 a.m. to 4 p.m. with lunch provided. Fees are \$225 for members and \$330 for non-members.

*The Green Building for Building Professionals class is a two-day course, taking place from 9 a.m. to 4 p.m. each day with lunch provided. Fees are \$350 for members and \$450 for non-members.

SAFETY 6 CONSTRUCTION COURSE

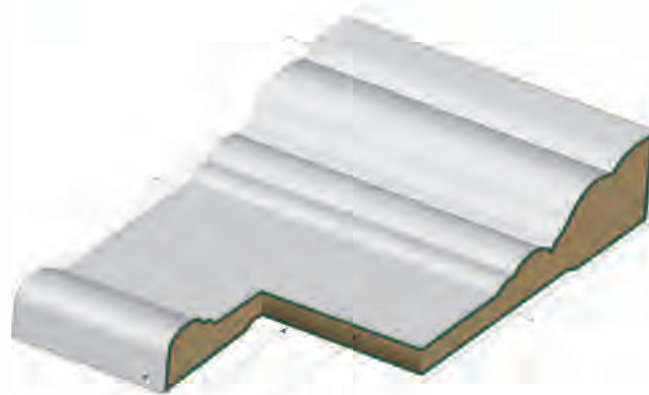
The Safety 6 Construction Course is based on OSHA's 10-hour construction safety course, but condensed into one day. It covers common residential and light commercial jobsite hazards and offers practical injury prevention measures, including information about products that can make jobsites safer and more productive.

The class also provides instruction on how to respond to an OSHA inspection, as well as guidelines and materials for developing an effective safety and health program. OSHA is pursuing more citations under the multi-employer rule, which can hold the builder accountable for the safety violations of subcontractors under certain circumstances. Builders can learn how to protect themselves from OSHA citations and penalties by attending this course.

DATE	TIME	LOCATION
October 2	8:30 a.m.-4:30 p.m.	Dothan
October 16	8:30 a.m.-4:30 p.m.	Mobile
October 23	8:30 a.m.-4:30 p.m.	Montgomery
October 28	8:30 a.m.-4:30 p.m.	Birmingham
November 4	8:30 a.m.-4:30 p.m.	Tuscaloosa
November 13	8:30 a.m.-4:30 p.m.	Huntsville

Attendees will receive a manual on the course topics, a CD with numerous safety resources and a course completion wallet card. The cost is \$35 per person and covers course materials, snacks and lunch.

To register for one of the Safety 6 courses, contact Sherry Johnson at the Alabama Home Builders Self Insurers Fund at 1-800-745-3863 or email sherryjohnson@hbaa.org.



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In addition to benefits at the local and national levels, your HBA membership includes access to member benefits from the Home Builders Association of Alabama. Here are highlights of just a few of the many benefits that can help you save money and build your business!



MEMBER REBATE PROGRAM

Exclusively for HBAA builder and remodeler members, our Member Rebate Program lets you earn money back on products you're probably already using on the jobsite. The program includes rebates from manufacturers such as Carrier, ClosetMaid, Delta Faucets, Honeywell, Owens Corning, Velux, and many more.

There's no paperwork to keep track of--simply register online and then file online for your rebate quarterly.

To learn more and to sign up, visit www.hbarebates.com/hbaa.html.



BUILDERS HEALTH EXCHANGE

Have questions about choosing health insurance under the Affordable Care Act? We can help!

Our Builders Health Exchange site is designed exclusively for HBAA members to provide you with the information you need to help select the health coverage options that are best for you, your family and your company.

Visit www.HBAA.org to access the Builders Health Exchange.



BUILDERS RISK INSURANCE

The Home Builders Association Builders Risk Program is available to residential builders and remodelers who are HBA members in good standing. Coverage may be purchased through appointed agencies who are also HBA members.

For more information about the program, visit www.HBABuildersRisk.com or contact Helmut Mundt at 855-442-2467 or helmut@hmia.com.

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²Offer eligible for non-CAP customers only through 12/31/14. See dealer for details.

³To qualify, vehicle must be used in the day-to-day operation of the business and not solely for transportation purposes. Must provide proof of business. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties, and ordering, consult your dealer or visit gmbusinesschoice.com. Take delivery by 9/30/14.

⁴Not valid with all offers. See dealer for details. Take delivery by 9/30/14. Amounts include parts and labor.

⁵On select models starting with 2014. Eligible vehicles include purchased or leased new 2014 Chevrolet, Buick, or GMC cars, trucks, or crossovers in the U.S. Covers scheduled oil changes with filter, tire rotations, and 27-point inspections, according to your new vehicle's recommended maintenance schedule, for a maximum of four service events within 2 years or 24,000 miles, whichever comes first. Does not include air filters. Extra charge may apply for dual-rear-wheel tire rotations. See participating dealer for other restrictions and complete details.

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JULY 17-19

HBAA Summer Meeting (Hilton Sandestin Beach Golf Resort & Spa, Sandestin, Florida)



SEPTEMBER 3-7

National Association of Home Builders Fall Board Meeting (JW Marriott Desert Ridge Resort & Spa, Phoenix, Arizona)
For details visit www.NAHB.org



NOVEMBER 6-8

HBAA Annual Convention (Grand Hotel Marriott, Point Clear, Alabama)

WANT TO KNOW THE QUICKEST WAY TO STAY UP TO DATE ON HBAA NEWS & EVENTS?

Scan the QR code below to download our free HBAA app to your smartphone! With it you can view the HBAA calendar for upcoming classes and events, check out photos from recent activities, learn the latest news from the HBAA website and more. Available for iPhone and Android.



For details about these and other upcoming HBAA events, visit www.HBAA.org and follow us on [Facebook.com/HBAAAlabama](https://www.facebook.com/HBAAAlabama).



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HGTV, HOUZZ AND "CHOPPED" IN THE LINEUP FOR THIS YEAR'S HBAA SUMMER MEETING



What do HGTV, Houzz, and the cooking competition "Chopped" have in common? They'll all be part of this year's HBAA Summer Meeting, July 17-19 at the Hilton Sandestin Beach! Bring your family for a weekend getaway with activities for all ages, great education, informational meetings to help you learn more about what's going on in the home building industry, and plenty of opportunities to network with members from across the state.

Here are some highlights of what we've got planned for this year's meeting:

EDUCATIONAL SESSIONS FEATURING HOUZZ AND HGTV

- **Houzz** is one of the hottest home remodeling and design programs used by industry pros and prospective homebuyers today. In this session designed for beginners and advanced users alike, you'll learn how to harness Houzz and other technology tools to streamline communication with your clients throughout a project, build a compelling online presence, improve business efficiency and generate new business.
- "Are You Twittering and Tweeting on the Job?" Scripps Networks Interactive presents a look at what's happening in the digital world and the impact it has on the home market. Scripps will share what they are doing with blogs, Twitter, Pinterest, Instagram, Vine, and Flipagram on an on-going basis, with tips on how to create a campaign for your home building company.
- **HGTV** presents a look at the upcoming fall programming and shares insights on what the future is bringing to the Home Building Market. Get an in-depth look at the HGTV DREAM HOME and the impact it has on home building across the nation, plus hear from a panel of experts from Wellborn Cabinets and others who will share a portfolio of cutting edge design and ideas.

SPECIAL EVENING ACTIVITIES

- Start the weekend by joining us for the Thursday evening Welcome Reception, where you'll get the chance to enjoy cocktails while networking with your fellow members before enjoying your open evening.
- Our Friday night Dinner/Dance offers food and fun for all ages. Bring your family for a night of great food and drinks, then dance the night away.
- We'll cap off the weekend fun with a Saturday evening dinner and activities for all ages, highlighted by our version of the "Chopped" cooking competition. Members will team up to experience the ultimate cooking showdown to see which member will emerge as the first HBAA Food Star. "What's in the basket?" Join us poolside on Saturday night to find out! Plus, be sure to stick around for our spectacular fireworks display!

For additional information or to register for the 2014 HBAA Summer Meeting, visit www.HBAA.org or call 1-800-745-4222.

2014 HBAA SUMMER MEETING TENTATIVE SCHEDULE

JULY 17-19, 2014 • HILTON SANDESTIN BEACH • DESTIN, FL

THURSDAY JULY 17

7:00 a.m.-6:00 p.m.	Registration
9:00 a.m.-10:00 a.m.	Past Associates Committee Presidents
10:00 a.m.-11:00 a.m.	Investment Property Owners Council
11:00 a.m.-12:00 p.m.	AHB Foundation Directors
1:00 p.m.-2:00 p.m.	Governmental Affairs/ABPAC
2:30 p.m.-3:30 p.m.	Public Relations
2:30 p.m.-3:30 p.m.	Land Developers
3:30 p.m.-5:30 p.m.	Seminar presented by Houzz
5:30 p.m.-6:30 p.m.	Welcome Reception*
	Open Evening

FRIDAY JULY 18

7:00 a.m.-6:00 p.m.	Registration
7:00 a.m.-9:00 a.m.	Buffet Breakfast for All Registrants*
8:30 a.m.-9:30 a.m.	Past State Presidents
9:00 a.m.-10:00 a.m.	Local Presidents
10:00 a.m.-12:00 p.m.	Seminars presented by HGTV
12:00 p.m.-2:00 p.m.	Lunch for All Registrants*
12:00 p.m.-1:30 p.m.	HBAA Remodelers
12:00 p.m.-2:00 p.m.	Executive Officers Council
12:30 p.m.-1:30 p.m.	Associates/Area Vice Presidents
1:00 p.m.-2:00 p.m.	Professional Women in Building
7:00 p.m.-11:00 p.m.	Dinner/Dance*

SATURDAY JULY 19

7:00 a.m.-1:00 p.m.	Registration
7:00 a.m.-9:00 a.m.	Continental Breakfast for All Registrants*
9:00 a.m.-10:00 a.m.	Membership
10:00 a.m.-11:00 a.m.	Executive Committee
11:00 a.m.-12:30 p.m.	Board of Directors
5:30 p.m.-9:00 p.m.	Saturday Poolside Event

* Family members and other guests must be registered in order to participate in these activities.



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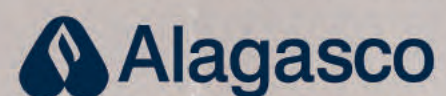
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