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The home's farmhouse-style exterior features painted brick, board and batten, cedar beams and stone patios.

THE IDEAL HOME
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Modern trends and technology merge with farmhouse warmth in this Ideal Home by Scotch Homes & Land Development Group, Inc. Read more about the home, built for the 2017 Greater Birmingham Association of Home Builders' Parade of Homes, beginning on page 26.

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cover pullout

MODERN FARMHOUSE



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on the cover

Sweeping views and a host of amenities create an ideal outdoor living space for the Greater Birmingham Association of Home Builders' Ideal Home, constructed by Scotch Homes & Land Development Group, Inc.



P E R S P E C T I V E

We're now at the halfway point for what's shaping up to be another successful year for the HBAA. We've had great participation for our meetings and events thus far and have made significant headway in several areas that affect our industry.

One of those areas is that of new home appraisals, which have presented quite a challenge to our builders. I'm pleased to report that the Appraisal Board recently ruled that, in the absence of convincing argument, appraisers must include the cost-approach to value on all new home construction appraisals in Alabama. If the cost-approach is not included, the builder may challenge the appraiser. The board voted in May to insert language into their administrative code to emphasize the importance of the cost approach in determining the true value of new homes. This is a great victory for our builders who have long struggled to have their new homes fairly and appropriately valued.

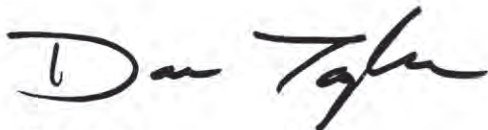
Another success to report is our 23rd Annual Alabama Home Builders Foundation Golf Classic. The annual event is organized by our Past Associates Committee Presidents, chaired this year by Pheza Summers, and is the primary fundraiser for the Foundation. I want to thank all who played in and sponsored this year's event, especially the Ready Mix, Concrete, Cement & Aggregate Industries who served as the title sponsor. Congratulations go out to the team from the Greater Birmingham Association of Home Builders, who won the Foundation Cup and will get to enjoy bragging rights for the next year. Thanks to everyone's generous support, the Foundation will be able to fund scholarships and provide other educational opportunities for students wishing to study the building trades.

You'll hear more about all of the latest association and industry developments at next month's Summer Meeting, taking place July 20-22 at the Hilton Sandestin Beach in Destin, Florida. I want to invite each and every one of you to bring your families and attend this meeting, our biggest one of the year. Not only will you get to be more involved in the HBAA and network with your peers from throughout the state, but you and your family will also enjoy all of the fun activities we have planned.

Education at our statewide meetings is always top-notch and this year's Summer Meeting is no exception. Zillow has become a household name among consumers looking to purchase a home, and I'm excited to tell you that we'll be joined by Jason Nicosia from Zillow Group for an up-close look at their new construction marketing platform. We'll also hear from Tim Alderman of Sandler Training, who is back by popular demand with a continuation of his popular Winter Meeting session addressing attitude and time management. You'll also want to be sure to attend our session on promoting energy efficiency to new home buyers, where we will learn ideas for marketing energy efficient features.

You'll find more information about the 2017 Summer Meeting, including a schedule of all of our meetings and activities, on page 33. You can register online at www.hbaa.org.

Enjoy your summer and we'll see you in Destin for our Summer Meeting!



Dan Taylor
2017 HBAA President



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HBAA MOURNS PASSING OF DORIS TRIMM LEWIS

The HBAA is mourning the loss of Doris Trimm Lewis, who passed away on May 15 at the age of 79. A longtime member of the Greater Birmingham Association of Home Builders, she was co-owner of Trimm Building Corporation Inc. along with her late husband Hershel Trimm, who served as HBAA President in 1978.

Following her husband's death in 1985, Lewis began serving on the GBAHB Board of Directors and served as its first female President in 1991. She remained active within the GBAHB by participating in its Past Presidents Council, and in 2016 she was presented with the Roy Martin Lifetime Achievement Award in recognition of her service and dedication to the association.

Following her retirement from the family business in 2000, she moved to Fairhope where she eventually met and married her second husband, Jackson Lewis. The pair then moved to Tuscaloosa.



She is survived by daughter, Sheila Trimm Mickler; granddaughter, Allison Marie Mickler; Andrew Jackson Lewis, III; his son Andrew Russell Lewis (Debbie); daughter, Deanna Steele; six grandchildren and five great grandchildren. The family suggests that donations be made in her memory to Hospice of West Alabama in Tuscaloosa.

HBAA WINS NATIONAL WORKFORCE DEVELOPMENT AWARD

For the second year in a row, the HBAA has been honored by the National Association of Home Builders with an Association Excellence Award for Best Workforce Development Plan Implemented. The award was given this year in recognition of the Alabama Home Builders Foundation's free basic carpentry program, which partners with technical schools around the state to offer the 8-week, 32-hour program

at no charge to adults in the community. The program aims to serve as a resource for HBAA builder members seeking skilled workers.

The award will be presented at NAHB's Association Management Conference this August in Denver, Colorado, and details about the project will be included in the AEA winner database on NAHB's website.

FREE BASIC CARPENTRY CLASSES SET FOR FALL

The Alabama Home Builders Foundation has finalized the fall schedule of classes for its free basic residential carpentry program. Open to adults 18 and older, the evening classes are held twice a week at various locations around the state. At the end of the course, participants receive a certificate of completion. Local HBA builder members are invited to attend the graduation ceremony to meet graduates and discuss potential job placement.

Upcoming course locations and dates for the fall include:

- Montgomery County: September 11-November 1 at MPACT
- Limestone County: September 14-November 7 at Limestone County Career Technical Center
- Etowah County: September 19-November 9 at Gadsden State Community College
- Baldwin County: September 21-November 14 at North Baldwin Center for Technology
- Shelby County: September 26-November 16 at Shelby County College and Career Center

Registration, which begins August 11, may be accessed by downloading the registration form at www.AHBFoundation.org. For more information, contact Artemis Moore at 1-800-745-4222 or email artemismoore@hbaa.org.

FUND OFFERING SAFETY 6 CLASSES

The Alabama Home Builders Self Insurers Fund's Loss Control Department has scheduled several Safety 6 classes around the state for this fall. The course instructs builders and contractors on current federal safety regulations, practical compliance measures, how to respond to an OSHA visit and how to develop an effective jobsite safety plan.

Class dates and locations are as follows:

- November 8: HBAA office (Montgomery)
- November 9: HBA of Tuscaloosa office (Tuscaloosa)
- November 15: Greater Birmingham AHB office (Irondale)
- November 16: Huntsville/Madison County HBA office (Huntsville)
- December 6: Five Rivers Delta Resource Center (Spanish Fort)

The cost for the all-day class is \$35 for Fund members and \$50 for HBAA members who are not participating in the Fund. To register or for more information, contact Sherry Johnson at 1-800-745-3863.



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LOCAL H B A NEWS

SHOALS INDUCTS TWO INTO HALL OF FAME, PRESENTS OTHER AWARDS

The Shoals Home Builders Association has inducted two new members into its Hall of Fame, Bobby Bryan and Beverly Hardeman. Bryan, the owner of Bryan Housing, Inc., has served two terms as SHBA President. Hardeman is a Realtor and recently opened her own real estate company, Prime Properties Realty. She has also served as Associates Council Chairman for two terms. Both of these inductees were recognized for their outstanding contributions to SHBA.

Also honored at this event were Chad Baker of The W.C. Baker Co., who was named SHBA Builder of the Year, and Sandy McKinney of Lowes, who was named SHBA Associate of the Year.



Bobby Bryan, recently inducted into the SHBA Hall of Fame



Beverly Hardeman, recently inducted into the SHBA Hall of Fame

CALHOUN COUNTY TOWN HALL MEETING EDUCATES CONSUMERS ON HIRING LICENSED CONTRACTORS

The Home Builders Association of Greater Calhoun County, City of Oxford and the State of Alabama Contractors Boards came together for a Town Hall Meeting at the Oxford Civic Center. The general public was invited, free of charge, to learn the importance of hiring only licensed contractors.

This was the first meeting of its kind in the area to arm the local public with knowledge so they could protect themselves from being taken advantage of and to provide the tools they need to feel confident when hiring a contractor. Several HBAGCC members set up booths to display their licenses and were available to talk one on one with consumers. Attendees were told that they should always “Ask for the Card” when allowing someone to come to their home for remodeling, plumbing, electrical work, or HVAC.

There were also speakers from the Board of Heating, Air and Refrigeration, Plumbers & Gas Fitters Exam Board, Electrical Board, and Director of Building, Planning, & Zoning for the City of Oxford, who shared additional consumer protection information.



Attendees at the Town Hall meeting in Calhoun County learned many helpful consumer tips for hiring contractors for home remodeling and service work, including the importance of asking to see the contractor's license.

GREATER MONTGOMERY HBA HOSTS CAREER FAIR FOR STUDENTS



Representatives from United AC Plumbing & Electrical speak to students at the GMHBA's recent career fair.

The Greater Montgomery Home Builders Association partnered with the Montgomery Preparatory Academy for Career Technologies (MPACT) to host a recent career fair for students at the school. The one-day event provided an opportunity for members to speak with the next generation of skilled workers who may have an interest in the home building industry.

The students were able to talk one on one with several GMHBA members in attendance, including representatives from Advanced Tech Systems, Alabama Power, Central Alabama Electric Cooperative, Chad Stearns Builder LLC, Dixie Electric Cooperative, Doyle L. Bingham, James Henderson Painting, Straightline Drywall & Construction, Lone Willow Brick Mason, Lowder New Homes and United AC Plumbing & Electrical. Students were also given the opportunity to join the GMHBA's student chapter.



SHOALS HOME SHOW A BIG SUCCESS

The Shoals Home Builders Association's recent Spring Building & Remodeling Show proved to be a great success. Despite concerns due to moving to a smaller venue, this year's show had all booth spaces sold and excellent public attendance. In addition to the goods and services of SHBA members that were on display, the Alabama Home Builders Self Insurers Fund sponsored a booth with Mike Massey, SIF Loss Prevention Specialist, on hand to answer questions about the Fund's workers comp program and the various services that the Fund provides for its members.

SHBA member Bobby Bryan, right, was one of the vendors exhibiting at the Shoals HBA's Spring Building & Remodeling Show.

BALDWIN COUNTY CELEBRATES 30TH ANNUAL HOME SHOW

The Baldwin County Home Builders Association hit a milestone with the production of its 30th Annual Home & Product Showcase. Held at the Daphne Civic Center, the show was a great success. Major sponsors included Beebe's Pest and Termite Control, Terry Thompson Chevrolet, Mobile Lumber & Millwork, Baldwin County Sewer Service, the Alabama Home Builders Self Insurers Fund, Pitman Insurance Agency, and Home Builders Risk.

BCHBA President Alex Cary (center) is joined by BARC Director Stephen Savage, Habitat for Humanity's Sandy Folan, Representative Steve McMillan and Child Advocacy Director Niki Whitaker at the ribbon sawing to open the BCHBA's Home & Product Showcase.



MOBILE MEMBERS BREAK GROUND ON SHOWCASE HOME SITE

The Home Builders Association of Metro Mobile held a groundbreaking ceremony for its 2017 Showcase Home in the Shadow Creek subdivision. They were joined at the ceremony by City Council members Bess Rich and John Williams who came to show their support of the local building industry. Attendees got to hear about the plans for the home, which will be on display during the HBAMM's Parade of Homes this fall.

Members of the HBAMM participate in the groundbreaking ceremony at the site of its 2017 Showcase Home in the Shadow Creek subdivision.

ATHENS RAISES \$11,000 WITH BASS TOURNAMENT

The Athens/Limestone Home Builders Association's 9th Annual Bass Tournament not only provided participants with a day of fun on the water but also raised big bucks in the process. Held at Ingalls Boat Harbor on Wheeler Lake, the tournament, under the leadership of Chairman Robbie McDowell, drew 113 teams. A little over \$11,000 was raised, which will go toward the association's building and scholarship funds.

Patsy Gooch, sponsor of the Big Fish category at the ALHBA's bass tournament, poses with the first place winning team.



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Jim Jones (center) with James Smith and Blake Gray of Renasant Bank, grand prize winners of the HMCBA's Jim Jones Member/Guest Bass Tournament.

HMCBA MEMBERS ENJOY FISHING FUN AT BASS TOURNAMENT

Thirty-six boats arrived bright and early at Goose Pond Colony Marina on Lake Guntersville for the Huntsville Madison County Builders Association's Jim Jones Member/Guest Bass Tournament. The seventy-two fishermen enjoyed breakfast, a full day of fishing, lunch, and an awards ceremony that included plenty of door prize drawings.

With the winning weight of 21.06 pounds, James Smith and Blake Gray of Renasant Bank walked away the grand prize winners of \$1,000. They also caught the Big Bass, weighing 6.5 pounds.

Matt Horn and Cody Bentley of Slaton Custom Homes came in second place with a weight of 18.34 pounds. With a weight of 17.36 pounds, Scott Brady and Tom Ott of Crosstek Construction made up the third place team.

GMHBA BASS TOURNAMENT BENEFITS LOCAL YOUTH ORGANIZATION

The Greater Montgomery Home Builders Association hosted their 25th Annual Bass Tournament recently. Forty-three boats entered the tournament, with Eric Nelson and Phillip Till taking first place. Brannon Jones and John Cadwell captured the Large Mouth prize and Justin Brasher and Justin Clark received the Large Spot prize.

A portion of the proceeds from the tournament went to Anglers for Kids, an organization whose mission is to promote fishing for area youth and teach them about conservation and the outdoors, good sportsmanship and being responsible for the care of area lakes and rivers.

GMHBA President Chad Stearns (right) with representatives from AllSouth Appliance at the GMHBA bass tournament.



MOBILE MEMBERS COMPETE FOR PRESIDENT'S CUP

Members of the Home Builders Association of Metro Mobile recently competed in the President's Cup Golf Tournament at Heron Lakes Country Club. Sponsors were scattered throughout the course to provide golfers with food and cold beverages. As the tournament came to a close, the Remodeler's Council hosted a Crawfish Boil for all of the golfers, sponsors and any members who wanted to attend.

Robert Mullen of Robert Mullen Builders, Inc., Kelley Ouzts of First Federal Mortgage, Dan Garland of Century Bank and Joe Hocklander of Mobile Gas enjoy visiting at the HBAMM President's Cup Golf Tournament.

CULLMAN COUNTY HOLDS INAUGURAL YOUTH SPORTING CLAY EVENT

The Cullman County Home Builders Association hosted its first youth sporting clay event at Maple Ridge Gun Club. Twenty-five youth shooters and ten adult shooters competed in youth and adult divisions, with medallions given to the top three winners in each division. The event was free for all youth participants and the CCHBA hopes to make this an annual event for the community.



CCHBA President Willy Hendrix (right) watches a participant compete in the CCHBA's youth sporting clay event.

MOBILE OFFERS NETWORKING EVENTS

The Home Builders Association of Metro Mobile held several networking events recently to give members a chance to get to know one another better in a fun setting. Their Professional Leaders of Tomorrow group held its first Trivia Night at Bishop's Bar & Grill in Mobile. Players could connect to the trivia game using their cell phones, which made for an easy set-up.

The HBAMM Remodelers Council held their first 5th Thursday at 5 event, which will be taking place four times a year on the fifth Thursday of the month. Remodelers Council members enjoyed networking and checking out the table top displays of the latest building products. The Council sold hotdogs and cold beverages and gave away a fishing ice chest to a lucky attendee.

The HBAMM also held its Business After Hours event at Southern Romance, a southern home in downtown Mobile. Backyard Paradise teamed up with Phantom Screens owner Esther De Wolde and Sales Representative Joe Mareci to host the event. Several door prizes were given away to add to the fun of the evening.



Karen Hoof of Ford Lumber and Dawn and David Bowers of Mobile Appliance check out the fishing ice chest given away at the HBAMM Remodelers Council's 5th Thursday at 5 event.



BALDWIN COUNTY SILENT AUCTION RAISES MONEY FOR SCHOLARSHIPS

Members of the Baldwin County Home Builders Association came together for their annual Silent Auction and Crawfish Boil. The event raises money for the Associate Council's Scholarship Program, which provides scholarships for students who are pursuing higher education in a home building related discipline. This year's auction raised over \$6,500.

BCHBA members assist with the Silent Auction and Crawfish Boil to benefit the Associate Council's Scholarship Program.

MOBILE HOLDS DRAWDOWN FOR ABPAC

The Home Builders Association of Metro Mobile held its Spring Drawdown as an ABPAC fundraiser at Sun Flooring, an HBAMM member. The event provided a lot of food and fun for attendees. There were four lucky winners of the drawdown who decided to split the winnings: Walter Verneuille, Steve Greene, Shannon Collins and Richard Pierce.

HBAMM President Robbie Mullen (left) and ABPAC Chairman Mike Daniels (right) with drawdown winners Steve Green, Walter Verneuille and Shannon Collins (seated).



HUNTSVILLE FALL HOME & GARDEN SHOW OPEN TO HBAA MEMBER VENDORS

The Huntsville/Madison County Builders Association will hold its 8th Annual Fall Home & Garden Show August 26-27 at the Von Braun Center's South Hall in Huntsville. Booth sales are open to HBAA members, giving you an opportunity to showcase home building, remodeling, landscaping and indoor and outdoor products and services. To take part in the show, contact Theresa Kennedy at 256-536-2602 or Theresa@hmcba.org.

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Golfers get in some practice shots at the driving range before teeing off in the 23rd Annual AHB Foundation Golf Classic.



The weather cooperated for a beautiful day of golf for the team from Greater Morgan County HBA and others to enjoy.

FOUNDATION GOLF CLASSIC COMBINES FUN AND FUNDRAISING

The 23rd Annual Alabama Home Builders Foundation Golf Classic drew members from across the state to Greenville for a day of fun on the golf course while supporting Alabama's future building workforce. Held on May 11 at the Robert Trent Jones-Cambrian Ridge Golf Course, the tournament served as the Foundation's annual fundraiser, with proceeds benefitting the Foundation's

scholarship program and other educational initiatives.

Each year the tournament is organized by the Past Associate Committee Presidents, chaired this year by Pheza Summers of the Lee County Home Builders Association. Tournament proceeds help fund the Foundation scholarships awarded annually to students desiring to study the building trades at two-year, four-year and technical schools in Alabama. In 2017, the Foundation awarded scholarships to 63 students throughout the state.

Capturing the coveted Foundation Cup this year was the team representing the Greater Birmingham Association of Home Builders. Team members included Clint Lovette, Kyle Murphy, Dave Ashley and Jeff Rodgers.

The Foundation thanks the many sponsors and players who helped make the tournament such a success, especially this year's title sponsors, the Ready Mix, Concrete, Cement & Aggregate Industries. To learn more about the Golf Classic, including sponsorship opportunities for 2018, contact Candi Stroh at 1-800-745-4222 or email candistroh@hbaa.org.

(Top) Pheza Summers, the 2017 PACP Chair, discusses the importance of the golf tournament in supporting the work of the Foundation.

(Right) Dan Taylor, 2017 HBAA President, welcomes the golfers to the tournament.

(Below) This year's Foundation Cup was won by the Greater Birmingham AHB team, which included Kyle Murphy, Dave Ashley, Clint Lovette and Jeff Rodgers.



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WINNERS

FOUNDATION CUP WINNER

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Clint Lovette Dave Ashley
Kyle Murphy Jeff Rodgers

CANYON TO LOBLOLLY FLIGHT WINNERS

1ST PLACE TEAM: ALABAMA POWER—MONTGOMERY DIVISION

Brandon Parker Brooks Friday
David Simpson Clark Hankins

2ND PLACE TEAM: GREATER BIRMINGHAM ASSOCIATION OF HOME BUILDERS

Clint Lovette Dave Ashley
Kyle Murphy Jeff Rodgers

LOBLOLLY TO SHERLING FLIGHT WINNERS

1ST PLACE TEAM: CAPITAL BRICK

Wes Parker Will Golden
Steve Porter Jimmy Campbell

2ND PLACE TEAM: UNITED HEATING & AIR

Billy Henderson Joe Robertson
Charles Rodgers Cody Harp

SHERLING TO CANYON FLIGHT WINNERS

1ST PLACE TEAM: ALABAMA POWER—MONTGOMERY DIVISION

Wesley Gallops Jeremy Morgan
Brooks Sandlin Jonathan Warren

2ND PLACE TEAM: LEE COUNTY HOME BUILDERS ASSOCIATION

Ken Kirchler Greg Langston
Rusty Lewis Mike Emfinger

LONGEST DRIVE

CANYON: Matt Tyson, Alabama Power--Birmingham

LOBLOLLY: Dave Ashley, Greater Birmingham AHB

SHERLING: Wes Parker, Capital Brick

CLOSEST TO HOLE

CANYON: Greg Hudson, Samsung

LOBLOLLY: Joe Robertson, United Heating & Air

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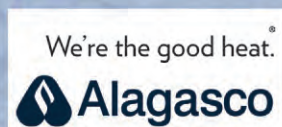
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- Dixie Electric Cooperative
- Dowdy Services
- Dynamic Home Services
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- Enterprise HBA
- Gardner Carpets
- Garry Cooper
- Greater Morgan County BA
- Greenhalgh Insurance
- Greenville Cash & Carry, Inc.
- HBA Builders Risk Program
- HBA of Greater Calhoun
- HC Pitman Building Co.
- Hugh Cole Builder
- Impressive Finish
- J. Bart Fletcher
- James & Company
- James Jones
- Jimmy Jones
- Joe Daffron
- Joe Hocklander
- Jones Plumbing LLC
- Kelley Ouzts
- Kenneth Chandler Construction
- Knockout Pest & Termite LLC
- Lisenby Construction
- Lopez Plasters
- Lowder New Homes
- Magnum Roofing
- Marshall County Gas District
- McAbee Construction
- MidSouth Plumbing & Electric
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- Russell Do It Center
- S & M Construction LLC
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- Shelton Construction, Inc.
- Slaton Custom Homes
- South Alabama Brick Company
- South Alabama HBA
- St. Clair County HBA
- Steve Steele Custom Homes
- Taylor Burton Co.
- Taylor Construction Co. Inc.
- The Builders Group of West Alabama
- The Nelson Team
- Tomas Drywall Inc.
- Transload Limited
- United Heating & Air Conditioning, Inc.
- VTS Homes Inc.
- Walker 360
- Wilson Garage Door Co. of Huntsville
- Woodall Enterprises LLC
- Zeanah, Hust, Summerford & Williamson, LLC

It pays to be a member of the HBAA!

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.



GENERAL LIABILITY INSURANCE

Members of the Alabama Home Builders Self Insurers Fund now have access to General Liability insurance from Atlas General Insurance Services. Designed for homebuilders, remodelers, general contractors and specialty trade contractors, the program offers quality coverage at competitive prices with no restriction on subcontracted work.

To learn more or for a quote, contact your Fund workers' comp broker and ask for the HBAA-endorsed GL program.



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.



HOME BUILDERS ASSOCIATION OF ALABAMA

1-800-745-4222 | www.HBAA.org

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 HOME BUILDERS ASSOCIATION OF ALABAMA

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- Quality coverage and competitive pricing
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Target Contractors:

- Home builders & general contractors
- Remodeling contractors
- Specialty trade contractors

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- Property – building & contents
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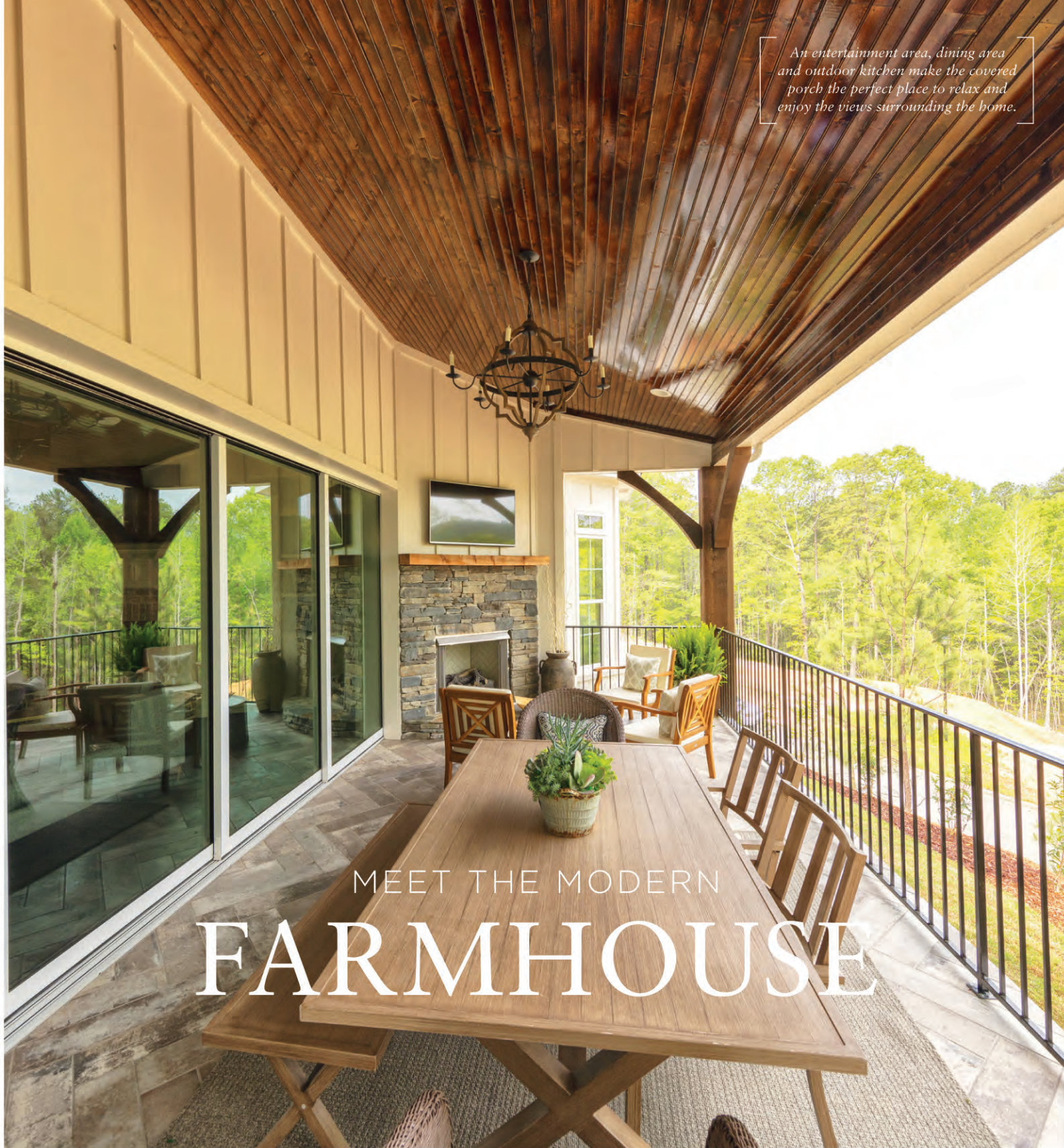
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An entertainment area, dining area and outdoor kitchen make the covered porch the perfect place to relax and enjoy the views surrounding the home.



MEET THE MODERN FARMHOUSE

What happens when you blend classic Southern hospitality with the latest building trends and materials? The result is the 2017 Greater Birmingham Association of Home Builders Ideal Home. Built in the Willow Branch community of Chelsea by Scotch Homes & Land Development Group, Inc., the 3,400 square foot home boasts five bedrooms, four and a half baths, and a host of design details inside and out that add up to the style that owners Wayne and Stefani Scotch refer to as “Modern Farmhouse”.

“It was a pretty smooth project overall,” said Stefani Scotch. “The most challenging thing was just making sure that we were not overlooking any detail that complimented the theme of the Modern Farmhouse that we were looking to achieve. Ensuring that even down to the rosette on the stair part flowed with the clean lines of the traditional meets modern look, we didn’t want to leave one stone unturned.”

Sitting on a ridge that offers views in every direction, the home’s farmhouse-style exterior is accented by



painted brick, board and batten, cedar beams and stone patios. Inside, architectural details such as the 12-foot coffered ceiling in the family room and a vaulted ceiling in the dining room add to the grandeur of the home, while shiplap, custom bookshelves, dark 7-inch wire scraped hardwood flooring and a barn door leading to the laundry room add to the warm and cozy farmhouse feel.

The kitchen offers all the amenities a chef could want, including a GE Café Appliance selection with gas cooktop and built-in oven, a state of the art Keurig refrigerator, Monarch cabinets and a waterfall-wrapped silestone island more than nine feet long. The main level also includes a study/office and a spacious master suite with a vaulted tray ceiling and sitting nook. The master bath features a freestanding tub and a two-person shower. Upstairs there are plenty of bedrooms for kids and guests as well as a TV loft/lounge area.

One of the home's most stunning features is the 16-foot glass Western sliding door that opens up to expand the family room into the covered patio. It brings the outdoors in and creates additional living space that can be enjoyed year round. The patio features an outdoor kitchen with a built-in Coyote gas grill and refrigerator and a large outdoor dining area.

Adding to the "modern" side of Modern Farmhouse is the use of the Nexia Smart Home system, which incorporates a fully functional smart home with unique features that can communicate with the owners' smart phone anywhere in the world. Cameras, lighting, door locks, garage doors, and HVAC can all be monitored and controlled via smart phone.

Since its showing in this spring's Parade, the Ideal Home has become the permanent Willow Branch model and design center for Scotch Homes, but the

One of the home's unique features is the 16-foot Western sliding door that opens up the family room to the covered porch for indoor/outdoor living space.





company can replicate the plan in Willow Branch or elsewhere. According to Scotch, the hard work and attention to detail in creating the Ideal Home have paid off with new leads and clients.

“The responses [to the home] have been phenomenal,” said Scotch. “We have had all positive feedback and have actually gained a few customers already from the event in both the Willow Branch community as well as custom projects.”

About the builder: Scotch Homes & Land Development Group, Inc. has been a member of the Greater Birmingham Association of Home Builders since 2008. The company currently averages around 20 homes built a year but is projecting to increase production to 30 to 40 homes within the next year. With prices ranging from \$200,000 to over \$1 million, they build both custom and spec homes.

PHOTOS COURTESY OF SCOTCH HOMES
& LAND DEVELOPMENT GROUP, INC.



Among the master suite's luxurious design details are a vaulted ceiling and sitting nook.



Custom bookshelves surround the shiplap-covered fireplace in the family room.



Even with a vaulted ceiling, the dining room retains its cozy feel thanks to a farm table and casual seating.



A spacious two-person shower and freestanding tub are focal points of the master bath.



Measuring more than nine feet in length, the massive waterfall-topped silestone kitchen island offers tons of prep space as well as seating.

HOME BUILDERS ASSOCIATION OF ALABAMA



2017 SUMMER MEETING

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SUMMER MEETING OFFERS FAMILY FUN, FOOD, FIREWORKS & MORE!

Registration is now open for the 2017 HBAA Summer Meeting, taking place July 20-22 at the Hilton Sandestin Beach Golf Resort & Spa in Destin, Florida. The Summer Meeting combines education, networking, and plenty of food and fun for all ages for an ideal weekend getaway for you and your family.

HERE'S A SNEAK PEEK AT SOME OF THE HIGHLIGHTS PLANNED FOR THIS YEAR'S SUMMER MEETING:

EDUCATIONAL SESSIONS:

- ZILLOW FOR NEW CONSTRUCTION** Join Jason Nicosia from Zillow Group for an executive overview of their role in new construction, buyer insights from their Consumer Housing Trends Report and tips and tricks for online marketing success. This session will provide you with critical local data, and an up-close look at Promoted Communities, Zillow Group's new construction marketing platform.



- THE BUILDING BLOCKS OF SUCCESS** Back by popular demand is Tim Alderman of the highly-acclaimed Sandler Training. In a continuation of his session from the Winter Meeting, Tim will further discuss how having the right attitude can shape your business' success. He'll also share more tips for managing your time effectively to maximize productivity.



- PROMOTING ENERGY EFFICIENCY TO PROSPECTIVE BUYERS** Now that the statewide energy code has gone into effect, how can you best market its features to new home buyers? You'll learn methods for helping your customers understand and value the latest energy efficient features.

ACTIVITIES:

- WELCOME RECEPTION** Our Welcome Reception on Thursday evening gives you the chance to enjoy drinks and visit with your fellow members from around the state before enjoying the rest of your open evening.
- DINNER/DANCE** On Friday night you and your family will enjoy our grand dinner buffet with something for every tastebud, followed by the return of our spectacular fireworks show! Afterward we'll hit the dance floor for a night of entertainment featuring the dance band 12 South.
- POOL PARTY** End the weekend enjoying drinks, treats and music poolside while the kids play games and enjoy treats of their own. Our pool party is fun for all ages!

To learn more about the Summer Meeting and to register, visit www.HBAA.org or call the HBAA office at 1-800-745-4222.

2017 HBAA SUMMER MEETING TENTATIVE SCHEDULE

JULY 20-22, 2017

HILTON SANDESTIN BEACH / DESTIN, FL

THURSDAY, JULY 20

7:00 a.m.-6:00 p.m.	Registration
9:00 a.m.-10:00 a.m.	Past Associate Committee Presidents
10:00 a.m.-11:00 a.m.	Investment Property Owners Council Membership
10:00 a.m.-11:00 a.m.	AHB Foundation Directors
11:00 a.m.-12:00 p.m.	Public Relations
1:00 p.m.-2:00 p.m.	Professional Women in Building
1:00 p.m.-2:00 p.m.	Land Developers
2:00 p.m.-3:30 p.m.	The Building Blocks of Success Presented by Sandler Sales
4:00 p.m.-5:00 p.m.	Governmental Affairs/ABPAC
5:30 p.m.-6:30 p.m.	Welcome Reception*

FRIDAY, JULY 21

7:00 a.m.-6:00 p.m.	Registration
7:00 a.m.-9:00 a.m.	Buffet Breakfast for All Registrants*
8:00 a.m.-9:00 a.m.	Past State Presidents
8:30 a.m.-9:30 a.m.	Associates/Area VPs
9:00 a.m.-10:00 a.m.	Local Presidents
10:30 a.m.-12:00 p.m.	Zillow for New Construction
12:00 p.m.-2:00 p.m.	Lunch for All Registrants*
12:00 p.m.-1:00 p.m.	HBAA Remodelers
12:00 p.m.-2:00 p.m.	Executive Officers
1:15 p.m.-2:15 p.m.	Promoting Energy Efficiency to Prospective Buyers
7:00 p.m.-11:00 p.m.	Dinner/Dance*

SATURDAY, JULY 22

7:00 a.m.-2:00 p.m.	Registration
9:00 a.m.-10:00 a.m.	Executive Committee
10:00 a.m.-11:30 a.m.	Board of Directors
2:00 p.m.-5:00 p.m.	Pool Party*

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

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NAHB MEMBERS BENEFIT FROM THESE SPECIAL OFFERS.

Members of the National Association of Home Builders (NAHB) can now enjoy a private offer¹ of up to \$1,000 toward the purchase or lease of most new Chevrolet, Buick and GMC vehicles. Choose an eligible vehicle at your local dealer and present your NAHB proof of membership. You can add on incentives from the National Fleet Purchase Program² and Business Choice³ to get the best value on vehicles that run your business. For private offer details, visit nahb.org/gm.

Example offer for NAHB members who are business owners purchasing a 2017 Chevrolet Express 2500 Cargo Van.

Up to \$1,000 Private Offer ¹	+	Up to \$4,000 National Fleet Purchase Program (FVX) ²	+	Up to \$1,200 Eligible Accessory Cash Allowance ^{3,4}	=	Up to \$6,200 In Potential Value
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GENERAL MOTORS FLEET



¹Private offer amount varies by model. Up to \$500 offer for retail deliveries and up to \$1,000 offer for fleet deliveries. Valid toward the purchase or lease of eligible new 2016 and 2017 model year vehicles. Customer must take delivery by 1/2/18. Not compatible with other private offers. Not valid on prior purchases. Compatible with many current incentives. Incentives are subject to change without notice. Offer excludes Chevrolet Bolt, Camaro, Chevy SS, Corvette, Sonic, Spark, Trax, Volt, Buick Cascada, Lacrosse, Regal, Verano and all Cadillac vehicles. Additional GM models may be excluded from time to time at GM's sole discretion. See dealer for details. ²Offer available to qualified fleet customers. Not compatible with some other offers. Take delivery by 12/31/17. See dealer for details. ³To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related 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 1/2/18. ⁴Not eligible on associated accessories from third-party independent suppliers. Not available with some other offers. Take delivery by 1/2/18. See dealer for details. ©2017 General Motors, LLC. All rights reserved. The marks appearing in this ad are the trademarks or service marks of GM, its subsidiaries, affiliates, or licensors.



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EDUCATION

HBAA EDUCATION: YOUR BLUEPRINT TO SUCCESS

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.

QCI/STORMWATER EDUCATION

DATE	COURSE	LOCATION
August 23	QCI CE	Irondale
August 24	QCI Initial Course	Irondale
September 13	QCI CE	Mobile
September 14	QCI Initial Course	Mobile
September 20	QCI Initial Course	Tuscaloosa
October 4	QCI CE	Huntsville
October 5	QCI Initial Course	Huntsville
December 6	QCI CE	Montgomery
December 7	QCI Initial Course	Montgomery

QCI INITIAL COURSE INFORMATION: All initial courses will take place from 8 a.m. to 5 p.m. with lunch provided. Cost is \$350 for HBAA members, \$500 for non-members and \$200 for governmental/non-certification participants.

QCI CONTINUING ED COURSE INFORMATION: All continuing ed courses will take place from 12:30 p.m. to 4:30 p.m. Cost is \$100 per attendee.

LEAD PAINT CERTIFICATION EDUCATION

DATE	COURSE	LOCATION
July 12	Lead Paint Initial Course	Huntsville
August 17	Lead Paint Initial Course	Montgomery
November 16	Lead Paint Initial Course	Montgomery

LEAD PAINT INITIAL COURSE INFORMATION: Class will take place from 8 a.m. to 5 p.m. with lunch provided. Cost is \$125 for HBAA members and \$225 for non-members. No walk-ins allowed.

LEAD PAINT CONTINUING ED COURSE INFORMATION: All continuing ed courses will take place from 12:30 p.m. to 4:30 p.m. Cost is \$75 for HBAA members and \$175 for non-members.

SAFETY EDUCATION

DATE	COURSE	LOCATION
November 8	Safety 6 Construction Course	Montgomery
November 9	Safety 6 Construction Course	Tuscaloosa
November 15	Safety 6 Construction Course	Irondale
November 16	Safety 6 Construction Course	Huntsville
December 6	Safety 6 Construction Course	Spanish Fort

This course educates builders and contractors on federal safety regulations, practical compliance measures, how to respond to an OSHA inspection and how to develop an effective safety and health program, including substance abuse prevention and drug screening. The course will take place from 8:30 a.m. to 4:30 p.m. with lunch provided. Cost is \$35 for Alabama Home Builders Self Insurers Fund members and \$50 for HBAA members who are not participating in the Fund. To register or for more information, contact Sherry Johnson at the Fund, 1-800-745-3863.

CLASS LOCATIONS:

- Huntsville:** Huntsville Madison County Builders Association office
2804 Bob Wallace Avenue
- Irondale:** Alabama Associated General Contractors of America office
5000 Grantswood Road, Conference Room One
- Mobile:** Home Builders Association of Metro Mobile office
1613 University Boulevard S.
- Montgomery:** HBAA office
7515 Halcyon Summit Drive, Suite 200
- Spanish Fort:** Five Rivers Delta Resource Center
30945 Five Rivers Boulevard
- Tuscaloosa:** Home Builders Association of Tuscaloosa office
2009 Paul W. Bryant Drive

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, HBAA Education Director, at 1-800-745-4222 or koryboling@hbaa.org.

Check the HBAA website calendar for the latest educational offerings: www.HBAA.org

C A L
E N D
A R

HBA
EVENTS

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).



JULY 20-22, 2017

2017 HBAA Summer Meeting
Hilton Sandestin Beach Golf Resort & Spa
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