

A PICTURE PERFECT AHFA SUCCESS STORY



Katie Tew waits for her mom to get home from work and opens the door for her. The Tews bought their home with the help of AHFA's Step Up program.

The outside shed was a major plus, and we have friendly neighbors that our girls are enjoying playing outside with. We probably wouldn't have been able to get a home without [Step Up]. The down payment assistance was really what made it happen. -The Tew Family



**ALABAMA HOUSING
FINANCE AUTHORITY**

Come on home, Alabama.

Since 1980, AHFA's versatile programs have helped more than 70,000 families purchase a home. Our Step Up program and Mortgage Credit Certificates can be used separately or can be combined to make buying a home more affordable.

334.244.9200
www.ahfa.com

ALABAMA homebuilder

A QUARTERLY PUBLICATION OF THE HOME BUILDERS ASSOCIATION OF ALABAMA

VOL 13 | No.4 | WINTER 2017



MODERN IN
Muscle Shoals

Selby Davis Builder & Acme Brick: A Relationship That's Been Building For 7 Years.



Selby Davis Builder, LLC has built with Acme brick since 2010, and Acme's Jason Smith (L.) and Selby Davis (R.) have worked together for the last 5 years. Here are their reflections on the importance of stable business relationships.

"In the construction industry we appreciate customers who aim to provide the same level of excellence as Acme Brick. This makes for great partnerships that endure like ours with Selby. Homes built by Selby Davis achieve that level of excellence with quality craftsmanship and integrity."

Jason Smith
Acme Brick Company

"When starting a project like The Cottages at Lockwood, having partners you can depend on is a must! Acme Brick is not only dependable but strives for quality in all the products they provide."

Selby Davis
President, Selby Davis Builder, LLC



Today is a great time to start your own success story with Acme Brick.



**NEW CENTURY MODERN
IN MUSCLE SHOALS**
*Photography by
Tommy Daspit*

Alexander Modern Homes and RiverWorks Design Studio are bringing new century modern design to northwest Alabama. Read more about how their work is drawing attention from beyond the Shoals beginning on page 30.

(Left) Frank Lloyd Wright's influence can be seen in the Alexanders' home on Wilson Lake with its use of clean lines and natural elements to warm up the modern/contemporary style.

(Below) One of the challenges in building the Alexanders' home was creating this second floor elevated pool. The pool walls double as foundation walls for the home.

(Bottom) Motorized pocket windows recess into the wall to open up the Alexanders' kitchen to the patio, making it ideal for indoor-outdoor entertaining.



Heirloom Quality



Heirloom Quality is a way of life at Wellborn Cabinet. We have panels to accentuate any appliance in your kitchen and provide you with the finished look you want for your home.



MADE IN THE USA

www.wellborn.com



cover pullout

NEW CENTURY MODERN

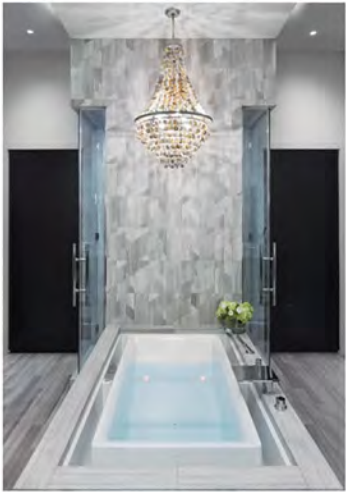


departments

6	PRESIDENT’S PERSPECTIVE
16	HBAA NEWS
23	LOCAL HBA NEWS
36	AHB FOUNDATION NEWS
38	EDUCATION
39	CALENDAR

on the cover

A Kohler DTV2 shower, infinity edge soaker tub that can be filled from the ceiling and a dramatic chandelier create an elegant spa-like bath in this home designed by RiverWorks Design Studio in Muscle Shoals.



Home Builders Association of Alabama

Russell Davis, CAE, BIAE,
Executive Vice President

Lisa Watkins,
Editor

Design & Printing
Walker360

7515 Halcyon Summit Dr.,
Suite 200
Montgomery, AL 36117

P.O. Box 241305
Montgomery, AL 36124-1305
334.834.3006 / 800.745.4222
www.hbaa.org

POSTMASTER
Send address changes to
Alabama Homebuilder,
P.O. Box 241305
Montgomery, AL 36124-1305

Published quarterly by the Home Builders Association of Alabama for Alabama’s Building Professionals. Periodicals Postage Paid, through issue USPS #019-135, ISSN: 1931-7654, Montgomery, AL. Annual subscription rate for members of the association is \$3.50 per year, which is included in the dues.

Copyright 2017 by the Home Builders Association of Alabama, Inc. All rights reserved. Reproduction in whole or part is prohibited without written authorization. The opinions expressed in articles in Alabama Homebuilder are the opinions of the authors and do not necessarily reflect the policies of the Home Builders Association of Alabama. Furthermore, this publication does not establish due diligence on authors and does not guarantee the credibility of their offerings or writings.

P E R S P E C T I V E

It's been a whirlwind year and one I'll never forget as I've served as HBAA President. Each President comes into the office with their own agenda of items that they'd like to see accomplished throughout their term. Thanks to the help of our generous members and leaders throughout this association, I'm pleased to see that we've met many of the goals set forth for the year.

One of the accomplishments I'm most excited about this year has been our new appraisal course that was held in eight locations across the state. The course was designed to bring appraisers, builders, Realtors, lenders and other industry members together to not only provide valuable education about the appraisal process for new homes, but, more importantly, to spur open discussion among everyone involved.

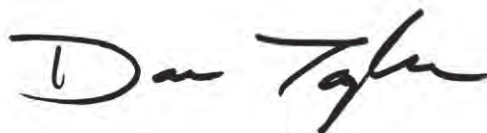
The course received rave reviews from participants and has already helped foster better communication between the building and appraisal communities. The relationships being formed between builders and appraisers are going to go a long way towards getting everyone on the same page when it comes to valuing new home construction.

Another highlight from the year has been the growth of the Alabama Home Builders Foundation's efforts to educate and equip students for entering the workforce. The Foundation's basic residential carpentry course, which is provided at no charge to adults desiring to enter the building trades, was offered in 5 locations this year and has a new location in Chambers County already in the lineup for next spring. Sixty-three students were awarded Foundation scholarships to study the building trades at two-year, four-year and technical schools in Alabama this year. The Foundation has a new job board on its website where members can connect with recent graduates seeking career opportunities. All in all, our Foundation is continuing to make strides towards increasing our workforce.

The Foundation's educational efforts are getting a big helping hand thanks to those of you who have pre-purchased our new HBAA specialty license plates, another project this year that came to fruition. We recently reached the 250-plate pre-purchase minimum required by the state and the plates are now going into production. They will be available at probate offices around the state as of January 1, 2018. Not only will the plates boost the HBAA's brand, but proceeds from the sale of the plates go to the Foundation for trades education, so it's a win-win. It's going to be exciting to see the "little man" on license plates around the state in the coming months.

This has been a very successful year for the HBAA and I want to thank all of our leaders, from my fellow Senior Officers to our Executive Committee members to our Local Presidents, for their help. It's been a privilege to serve alongside them. As my term ends I know I'm leaving the association in great hands as Jimmy Rutland takes the reins as our 2018 HBAA President. He is a strong leader and I know he's going to do tremendous things for our association.

Thank you to everyone who invited me to your events and met with me throughout the year. We truly have the best association filled with the best people and it was my honor to serve you. May you all have a Merry Christmas and a happy 2018!



Dan Taylor
2017 HBAA President



Hire the best. Never fear the worst.



Always hire a licensed contractor.

You don't want the uncertainty that comes with hiring an unlicensed contractor for heating or a/c repair. Not only could it be dangerous, it can leave you with no recourse should the systems fail or prove inadequate.

Contractors licensed by us are professionals who meet a set of standards designed to protect you and your investment. So make sure. Licensed contractors are required to display their Alabama certification numbers on their service vehicles. Ask to see this number! Visit our web site or call toll-free to find licensed contractors near you.

(866) 855-1912

www.hacr.alabama.gov



**State of Alabama Board of Heating,
Air & Refrigeration Contractors**

121 Coosa Street • P.O. Box 305025
Montgomery, AL 36130-5025



2018 HBAA President and First Lady,
Jimmy and Rachel Rutland of the
Greater Montgomery Home Builders Association

MEET YOUR 2018 HBAA PRESIDENT JIMMY RUTLAND

GREATER MONTGOMERY HOME BUILDERS ASSOCIATION

Jimmy Rutland, President of Lowder New Homes in Montgomery, will be leading the charge for the HBAA as he serves as the 2018 President. We asked him to share a little about his background in the building industry, how he got involved in the Home Builders Association, and what goals he has for his year as President.

How did you get involved in the home building industry?

As a third generation builder and developer I guess I was born into it but I didn't plan to get in the business. Growing up watching my dad and grandfather deal with the different economic struggles of the 70's and 80's I wanted nothing to do with the homebuilding or real estate business. However, while in college at Auburn I worked in a bank and realized that I wasn't wired to wear a coat and tie everyday either, so when an opportunity came up to go to work for one of the great real estate developers in the southeast, Jim Wilson & Associates, developing Wynlakes, I jumped on it.

A few years later I had an opportunity to work for another group of the Southeast's biggest and best developers--Aronov, Lowder New Homes, W.S. Newell, and the William Moore family--on an 800 acre planned unit development called Deer Creek. After a few years of getting that project underway Pete Farrior, the President of Lowder New Homes at the time, convinced me to join the home building group exclusively. I've been blessed to work for the Lowder family now for 22 years doing something that I love.

What influenced your decision to join the Greater Montgomery HBA and get involved at the local level?

Education. Although I had been around construction growing up I didn't have any formal training in the construction business. I was looking for classes that could help teach me some basics and I started working on my Certified Graduate Builder designation. Once I started meeting other members and saw the importance of the Association to our industry, I knew that I wanted to be involved.

How did you become active at the state level?

Good mentoring and support. Our local association has strong leadership that encourages our up-and-coming leaders to get involved. Our Board of Directors has also been financially supportive to those that want to get involved by attending state and local meetings. As a young builder or associate it's hard enough to take time away from work and family to be involved, but if it also hurts your pocket book then it's that much more difficult.

What are the greatest benefits that you've gained by being involved with the HBAA?

First and foremost, it's the "family" that I've gained. It sounds cliché, but it's true. I can go almost anywhere in the state and I feel like I have somebody that will "get me out of the ditch" if needed. Not to mention that I have a wealth of information that I can draw on that's just a phone call away.

Secondly, I'm not fighting to stay alive in this business and make a living by myself. With ABPAC we have the resources to have a loud voice in the political arena, and with thousands of members across the state we've got the boots on the ground to make things happen.

What goals do you have for the HBAA under your leadership this year?

I want to focus on three specific areas: First, for our association to become stronger politically through ABPAC. Secondly, I want to encourage and develop mentoring and leadership on a local level across the state. And lastly, I want us to craft legislation that will put an end to the rogue home inspector who creates unnecessary and unwarranted issues for homebuyers and sellers.

If you weren't a builder, what line of work do you think you'd be in?

I would love to be a teacher and middle school coach. Teachers and coaches have such an impact on our future generations and I'd love to be a positive influence and encourager in developing them.

Any other thoughts you'd like to share?

"Everyone to whom much was given, of him much will be required, and from him to whom they entrusted much, they will demand the more." (Luke 12:48) Our business has survived and even prospered at times by being part of the HBAA and I look forward to serving in 2018.

RUTLAND INSTALLED AS PRESIDENT

James (Jimmy) W. Rutland, IV of Montgomery has been appointed to serve as the 2018 President of the Home Builders Association of Alabama. He succeeds 2017 HBAA President Dan Taylor, owner of Taylor Construction and a member of the Marshall County Home Builders Association. Rutland was installed by his sons during the HBAA's Annual Convention awards gala on October 27 at the Henderson Beach Resort in Destin, Florida.

Rutland, the President of Lowder New Homes, Inc., is a graduate of Auburn University. A third generation builder/developer who has been engaged in the residential construction, development and real estate sales business for 25 years, he is an active member and Past President of the Greater Montgomery Home Builders Association. He has earned the Certified Graduate Builder and Certified Green Building Professional designations from the National Association of Home Builders and is

certified as a Green Energy Key Builder by the HBAA.

David Lisenby of Lisenby Construction, Inc., a member of the Greater Montgomery Home Builders Association, will serve as 1st Vice President in 2018. Robert Brown of H C Pitman, a member of the Baldwin County Home Builders Association, will serve as 2nd Vice President.

Blake Corder of BC Homes LLC, a member of the Home Builders Association of Tuscaloosa, will serve as the HBAA Treasurer. Michael Toles of Toles Construction, a member of the Greater Montgomery Home Builders Association, will be the 2018 HBAA Secretary. Representing the associate members as Associate Vice President for 2018 will be Pheza Sumners of Ecological Insulation LLC, a member of the Lee County Home Builders Association.



JIMMY RUTLAND
President



DAVID LISENBY
1st Vice President



ROBERT BROWN
2nd Vice President



BLAKE CORDER
Treasurer



MICHAEL TOLES
Secretary



PHEZA SUMNERS
Associate Vice President



DAN TAYLOR
Immediate Past President

2018 EXECUTIVE COMMITTEE MEMBERS

MARK SALIBA

Home Builders Association of
Dothan & the Wiregrass Area
ABPAC Chair

LYNN CORDER

Home Builders Association
of Tuscaloosa
ABPAC Vice Chair

CLIFF PITMAN

Baldwin County Home
Builders Association
BUILD PAC Trustee

TOMMY DOYAL

Greater Birmingham Association
of Home Builders
State Representative

TAYLOR BURTON

Greater Birmingham Association
of Home Builders
NAHB Area 7 Vice President

KEVIN PAKE

Home Builders Association
of Tuscaloosa
National Director/IPOC Chair

BEN BYRD

Greater Montgomery Home
Builders Association
National Director

BRET SLATON

Huntsville/Madison County
Builders Association
Alternate National Director

ALICIA HUEY

Greater Birmingham Association
of Home Builders
Alternate National Director

JIMMY JONES

Huntsville/Madison County
Builders Association
*Associate Member National
Director*

JOE DAFFRON

Home Builders Association
of Tuscaloosa
*Alternate Associate Member
National Director*

JULIE MOORE

Greater Birmingham Association
of Home Builders
*Professional Women in Building
Co-Chair*

CATHY STEARNS

Greater Montgomery Home
Builders Association
*Professional Women in Building
Co-Chair*

BOB GARZAREK

Greater Birmingham Association
of Home Builders
Associate Committee Chair

ELLIOTT PIKE

Greater Birmingham Association
of Home Builders
HBAA Remodelers Chair

CORY ELLIS

Home Builders Association
of Alabama
*Past Associates Committee
Presidents Chair*

JOE SELLERS

Greater Montgomery Home
Builders Association
Presidential Appointee

CLINT LOVETTE

Greater Birmingham Association
of Home Builders
Presidential Appointee

BEN SALIBA

Home Builders Association of
Dothan & the Wiregrass Area
Presidential Appointee

MICHEAL GRANTLAND

Greater Morgan County
Builders Association
Presidential Appointee

VANCE RUTHERFORD

Lee County Home Builders
Association
Presidential Appointee

CHAD GORE

Home Builders Association
of Tuscaloosa
Presidential Appointee

JIM MATHEWS

Greater Montgomery Home
Builders Association
Regulatory Affairs Chair

GREG LANGSTON

Lee County Home Builders
Association
Governmental Affairs Chair

CHAD STEARNS

Greater Montgomery Home
Builders Association
*Affordable Housing/Building
Innovations Group Chair*

KYLE MURPHY

Greater Birmingham Association
of Home Builders
Education Committee Chair

JEREMY WRIGHT

Greater Birmingham Association
of Home Builders
Public Relations Chair

CULLEN JACOBS

Home Builders Association
of Metro Mobile
Membership Co-Chair

CHAD BAKER

Shoals Home Builders Association
Membership Co-Chair

LEE PAKE

Home Builders Association
of Tuscaloosa
Membership Retention Co-Chair

SAM ALMAROAD

Home Builders Association of
Greater Calhoun County
Membership Retention Co-Chair

MEMBERS, LOCAL ASSOCIATIONS HONORED AT ANNUAL CONVENTION

Local Home Builders Associations and individual members were in the spotlight at the 2017 HBAA Annual Convention, where they were honored for their outstanding service and dedication to the industry. The awards were presented during the annual awards gala and in various committee meetings throughout the Convention, which took place October 26-28 at the Henderson Beach Resort in Destin, Florida. The HBAA congratulates the following winners:

PRESIDENT'S TROPHY

Given at the discretion of the current HBAA President in recognition of local associations' achievements throughout the year, the President's Trophy is always a highly anticipated award. President Dan Taylor presented the President's Trophy for a Small Association to the Home Builders Association of Dothan & the Wiregrass Area, led by Dothan President Ben Saliba. The President's Trophy for a Large Association went to the Greater Montgomery Home Builders Association, led by GMHBA President Chad Stearns. This was the third year in a row for the GMHBA to win the award, thus retiring the trophy.



Members of the HBA of Dothan & the Wiregrass Area celebrate winning the President's Trophy for a Small Association at this year's Convention.



With its third win in a row, the Greater Montgomery HBA will be able to permanently keep the President's Trophy for a Large Association as it is officially retired.



Kyle Murphy of the Greater Birmingham AHB accepts the 2017 Jerry Kyser Builder of the Year from HBAA President Dan Taylor.



HBAA President Dan Taylor presents Philip Shelton of the Greater Morgan County BA with the 2017 Don Nolan Builder of the Year award.

BUILDERS OF THE YEAR

The Jerry Kyser Builder of the Year Award, given to a builder member from a local association with more than 500 members, was presented to Kyle Murphy. Murphy, of Murphy Home Builders, LLC, is a member of the Greater Birmingham Association of Home Builders.

The winner of the Don Nolan Builder of the Year Award, presented to a builder member from a local association with 500 or fewer members, was Philip Shelton of Shelton Construction, LLC, a member of the Greater Morgan County Builders Association.



REMODELER OF THE YEAR

Kenneth Chandler of Kenneth Chandler Construction Inc. was named the HBAA's Remodeler of the Year for 2017. He is a member of the Huntsville/Madison County Builders Association.

Kenneth Chandler of the Huntsville/Madison County BA received the HBAA Remodeler of the Year Award for 2017.



ASSOCIATE OF THE YEAR

The Buddy Berry Associate of the Year Award, given to an associate member from an association with more than 500 members, was presented to Bob Garzarek of Alabama Brick. He is a member of the Greater Birmingham Association of Home Builders.

The 2017 Buddy Berry Associate of the Year Award went to Bob Garzarek of the Greater Birmingham AHB.

ASSOCIATION ACHIEVEMENT AWARDS

In addition to the individual awards, the Association Achievement Awards were also presented to several local Home Builders Associations. All HBAs were invited to submit an entry recognizing the single project or event that they were most proud of having accomplished over the past year. All HBAs that submitted entries were presented with awards during the Convention’s council and committee meetings.

The following HBAs received Association Achievement Awards:

BALDWIN COUNTY HOME BUILDERS ASSOCIATION

Project: Parade of Homes

Representing 13 builders and 42 homes, this year’s Parade of Homes was BCHBA’s largest in several years. The association utilized several forms of advertising, including television, radio, live on-site remotes, newspaper special inserts, social media and digital advertising to promote the Parade. Both builders and the Parade visitors were excited about the use of the ParadeCraze app. These efforts resulted in the largest crowd in quite a while in terms of both numbers and quality of leads.

As part of the Parade, the Showcase Home, built by Frostholt Construction, was open for touring with a \$5 donation to the Baldwin County Child Advocacy Center. As a result, \$6,000 was raised through the donations.



Representatives from the Baldwin County Child Advocacy Center and Sherwin Williams greet visitors to the BCHBA’s 2017 Showcase Home.



CULLMAN COUNTY HOME BUILDERS ASSOCIATION

Project: First Annual 4-H Youth Sporting Clay Event

As a way to give back to the community and promote the association, the Cullman County HBA advertised its sporting clay event as a free event for the first twenty shooters. More than 70 people attended, with the association paying for 35 shooters. Gun safety tips and rules of shooting were provided to all of the participating youth.

This was such a successful family event that the CCHBA plans to have a community event every year.

CCHBA President Willy Hendrix assists the shooters at the CCHBA’s 4-H Youth Sporting Clay event.

GREATER BIRMINGHAM ASSOCIATION OF HOME BUILDERS

Project: Remodelers Marksmanship Challenge

The Greater Birmingham AHB’s Remodelers Council completely revamped this event while keeping in mind their goals: member networking, raising money for the Remodelers and the Educational Trust Fund, raising awareness and educating others on the GBAHB and its Remodelers Council. Under the Remodelers’ leadership, the event was sold out with more than 350 participants and sponsors in attendance, including 180 shooters.

The Challenge generated \$18,300 for the Remodelers and the GBAHB Educational Trust Fund.



Organized by the GBAHB Remodelers, the Marksmanship Challenge drew 180 to participate in the fun-filled day.

**GREATER MONTGOMERY
HOME BUILDERS ASSOCIATION**

Project: All in for ABPAC

With ABPAC fundraising one of its top priorities for the year, the Greater Montgomery HBA decided to focus all of their resources toward ABPAC for one fun-filled night. They held a casino night complete with games, a poker tournament, a mystery auction, a stock the bar raffle and a \$10,000 drawdown.

The overwhelming success of the night allowed the GMHBA to surpass their ABPAC goal. They raised a total of \$83,728, the largest amount ever contributed by the association to ABPAC.



Members of the GMHBA test their luck at the association's casino night ABPAC fundraiser.



**GREATER MORGAN COUNTY
BUILDERS ASSOCIATION**

Project: Home and Garden Show

More than 60 businesses participated in the Greater Morgan County BA's 2017 Home and Garden Show, which drew attendees from the Shoals and Sand Mountain areas and from as far away as Mississippi and Tennessee. The show provided a great benefit for GMCBA members by giving them an opportunity to meet potential new members. It also showcased the association and its benefits to the community.

Consumers from near and far enjoyed checking out the latest home products and services at the GMCBA Home and Garden Show.

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

Project: Free Lunch on Friday

To show appreciation to their membership, the HBA of Dothan & the Wiregrass Area invited all to a free lunch. New members as well as those who were not active were invited. A picnic pavilion was rented and a local food truck hired to prepare made-to-order lunches. The relaxed atmosphere encouraged networking among the attendees.

More than 70 members participated, including some who had never before been to an HBA meeting. After a successful showing, the association plans to make it an annual event.



Members of the HBA of Dothan enjoy their free lunch at a local picnic pavilion.



**HOME BUILDERS ASSOCIATION OF
GREATER CALHOUN COUNTY**

Project: Builders Bash Draw Down

The draw down served as the HBA of Greater Calhoun County's annual ABPAC fundraiser. A total of 225 tickets were sold and approximately 200 people attended the event, which included dinner and door prizes.

The Greater Calhoun Professional Women in Building Council raised \$1,500 and the association was able to meet its ABPAC goal for the year.

HBAGCC President Wallace Higgins (right) with the winners of the association's Builders Bash Draw Down.



If only it were that easy.

Hiring an uncertified contractor for your gas line installations is unsafe and puts you and your property in danger. Our contractors are certified professionals who meet a set of standards designed to protect you and your investment.

Avoid the headache, visit our website to find a certified contractor near you.



State of Alabama Plumbers & Gas Fitters Examining Board
216 Aquarius Drive, Suite 319 • Homewood, AL 35209
(205) 945-4857 • www.pgfb.alabama.gov

HOME BUILDERS ASSOCIATION OF METRO MOBILE

Project: Caring for the Community

The HBA of Metro Mobile focused its community service efforts on two very deserving charitable organizations in the area. The association’s annual fishing tournament raised money for Camp Rap-A-Hope, which provides free year round programming and a weeklong summer camp to children between the ages of 7 and 17 who have, or have had, cancer.

Also receiving assistance from the HBAMM was the Child Advocacy Center, which provides a wide range of services to sexually and/or physically abused children and their non-offending family members. As part of its Parade of Homes, the HBAMM asked adults touring the Showcase Home for a \$3 donation. The proceeds from the Showcase Home ticket sales went to the Child Advocacy Center.



Members of the HBAMM Remodelers present a donation from the proceeds of their fishing tournament to Camp Rap-A-Hope.



Members of the HBAT participate in a putting contest at their annual golf tournament.

HOME BUILDERS ASSOCIATION OF TUSCALOOSA

Project: Golf Tournament

Twenty-two teams representing 88 golfers participated in this year’s HBA of Tuscaloosa golf tournament, making it the association’s largest tournament in more than seven years. Seventeen hole sponsors contributed to the tournament’s success. Golfers enjoyed raffle prizes, tournament prizes and a barbecue lunch.

The golf tournament is an annual fundraiser for the HBAT, with 10 percent of the proceeds donated to HBAT Charities, the association’s charitable arm.

HUNTSVILLE/MADISON COUNTY BUILDERS ASSOCIATION

Project: Growing Construction Trades through Career Tech

The Huntsville/Madison County BA’s Industry Career Council partnered with the Madison County Career Tech Center to support the plumbing and gas fitting trade. The association supplied code books, thousands of dollars in materials for projects and assignments, and the required apprentice cards for the 13 students participating in the program.

Due to this successful partnership, the association is looking at supporting other trade programs, and a night class for plumbing and gas fitting has been developed.



HMCBA President Byrne Turner and members of the Industry Career Council present code books to the Madison County School Board and Superintendent.



SHOALS HOME BUILDERS ASSOCIATION

Project: Lip Sync ABPAC Draw Down

Inspired by the popularity of TV shows such as “The Voice” and “America’s Got Talent”, the Shoals HBA developed a lip sync draw down to raise money for ABPAC. The Shoals’ Board of Directors and Associates Council members sold sponsorships and 200 tickets to the event, which had 127 people in attendance. The entertainment was provided by members participating in Lip Sync Battles, and audience members were encouraged to perform as well.

The event raised \$27,200 for ABPAC, helping the SHBA to surpass their annual goal by more than \$10,000.

Members of the Shoals HBA really got into the spirit of competition at their Lip Sync ABPAC Draw Down.



How you choose to build makes all the difference.

Build with natural gas

Through the energy we deliver, we help create homes that provide a level of warmth and comfort that is unrivaled. From home heating that can be trusted on the coldest of days to the hot water that is reliable for the first shower of the morning to the last, natural gas starts hot, stays hot and lets life be enjoyed to its fullest.

SpireEnergy.com/ContactUs



formerly Alagasco

FUND SAYS GOODBYE TO LONGTIME ACCOUNTING MANAGER



Wanda Waldrip has announced her retirement from the Alabama Home Builders Self Insurers Fund effective December 31, 2017. She began working for the Fund in September 1992, when she was hired to establish its accounting department. The department has grown from two employees to six employees under Waldrip's management, while the annual Fund contribution has grown from \$25 million in 1992 to \$42 million.

Waldrip was responsible for creating all of the Fund's accounting procedures and internal controls, which have since been used nationwide as a model for other business entities. She was also the driving force behind the development of the Fund's website, which sees more than 4,200 visitors monthly as more and more members use the site to monitor their accounts and make payments online. Most of the Fund's financial standards and other reports have been attributed to her attention to detail and working relationship with the Fund's IT department.

Robyn Bailey, who joined the Fund's accounting staff in 2017, will take Waldrip's place as Accounting Manager.

ENTRIES SOUGHT FOR 2018 REMODELING COMPETITION



Registration is now open for the 2018 Alabama Remodeling Excellence Awards (AREA) competition, the state's premiere awards competition honoring craftsmanship, innovation and attention to detail in the remodeling industry. Presented annually by the Home

Builders Association of Alabama Remodelers, the AREA competition is open to all remodeling contractors, architects, kitchen and bath designers, and other remodeling industry professionals in Alabama.

Projects qualifying for the 2018 competition must have been completed in Alabama between June 30, 2016 and December 31, 2017. Registrations are due to the HBAA by January 19, 2018 and entries are due by February 26, 2018. The awards will be presented at the AREA banquet on Saturday, April 14 at the RSA Activity Center in downtown Montgomery, and the winners will be featured in the spring issue of *Alabama Homebuilder* magazine.

To learn more and for registration and entry information, visit www.RemodelAlabama.com, or contact Kory Boling at koryboling@hbaa.org or 1-800-745-4222.


CONSTRUCTION SAFETY CONFERENCE AND EXPO SET FOR MARCH 8

The 2018 Central Alabama Construction Safety Conference & Expo is scheduled for Thursday, March 8 at the Hyundai Training Center in Montgomery. This free one-day conference offers general contractors, homebuilders, trade contractors and others involved in the construction industry an opportunity to stay current on construction safety.


Attendees can choose from six tracks of safety education sessions covering jobsite electrical safety, scaffold safety, fall protection, highway work zone safety, trenching and excavating safety, protecting

workers from crystalline silica, OSHA enforcement initiatives, OSHA legal issues and more. There will also be a track of construction safety classes in Spanish.


During breaks, attendees can visit the many exhibits of safety services and equipment. Breakfast, lunch and snacks are provided. A drawing for prizes will be held during the closing session. For additional information and registration, visit www.soph.uab.edu/dsc/ and look for "Upcoming Courses & Conferences".



HARD AS NAILS



SOLID AS OAK



STRONG AS STEEL

FOR MORE THAN 30 YEARS, The Alabama Home Builders Association Self Insurers Fund has been providing accessible, affordable workers' compensation coverage to builders, subcontractors and businesses affiliated with Alabama's housing industry.

- 25% Up-front Discount
- Prompt & Efficient Claims Service
- Convenient Monthly, Quarterly or Annual Payment Plans
- Credit Card and Check Payments Accepted
- Loss Control Services
- Online Access for Forms, Payments, Safety Training & More

**WORKERS' COMPENSATION
COVERAGE YOU CAN COUNT ON**



Alabama Home Builders
SELF INSURERS FUND

For more information on the Self Insurers Fund, including how to find a broker in your area, contact us at 1-800-745-FUND (3863) or www.AHBFund.com.

HOME BUILDERS ASSOCIATION OF ALABAMA

winter
meeting

2018



February 20-21, 2018 • Renaissance Montgomery Hotel & Spa at the Convention Center



REGISTER NOW

for 2018 Winter Meeting, Legislative Reception

Registration has begun for the 2018 HBAA Winter Meeting. This first statewide meeting of the year will take place February 20-21 at the Renaissance Montgomery Hotel & Spa at the Convention Center in downtown Montgomery.

The Winter Meeting features a wide variety of council and committee meetings and educational sessions, providing information about the HBAA's plans for the year. There will also be plenty of time for builder and associate members to network.

Held in conjunction with the Winter Meeting will be the 2018 HBAA Legislative Reception on Tuesday evening, February 20 at the Renaissance. This event gives members the valuable opportunity to visit firsthand with their legislators and share their concerns and issues from their communities. All HBAA members, including Winter Meeting attendees, are strongly encouraged to attend.

The Renaissance Montgomery will be the host hotel for the 2018 Winter Meeting. The HBAA has a room block reserved there at a discounted rate of \$135.00 per night. The room block deadline is January 19, 2018. For reservations, call the hotel at 334-481-5000 (use group code HOMHOMA). You may also visit the HBAA website (www.hbaa.org) to access the direct link to online reservations in the HBAA room block.

Visit www.HBAA.org for Winter Meeting registration information, or call the HBAA at 1-800-745-4222.

TENTATIVE SCHEDULE

TUESDAY FEBRUARY 20

7:00 am – 6:00 pm	Registration
10:30 am – 11:30 am	Membership
11:30 am – 12:30 pm	Executive Committee
1:00 pm – 2:00 pm	Professional Women in Building
1:00 pm – 2:00 pm	Executive Officers
1:00 pm – 2:00 pm	Land Developers
1:00 pm – 2:00 pm	Past Associate Committee Presidents
2:15 pm – 3:30 pm	AHB Foundation
3:30 pm – 4:30 pm	Governmental Affairs/ABPAC
5:30 pm – 7:00 pm	Legislative Reception at Renaissance Hotel

WEDNESDAY FEBRUARY 21

7:00 am – 12:00 pm	Registration
7:00 am – 8:00 am	Young Professionals (45 and Under)
8:00 am – 9:00 am	Public Relations
8:00 am – 9:00 am	Past State Presidents
9:00 am – 10:00 am	Investment Property Owners Council
9:00 am – 10:00 am	Local Presidents
9:00 am – 10:00 am	Associates/Area Vice Presidents
10:00 am – 11:30 am	Remodelers
11:30 am – 1:00 pm	Board of Directors Luncheon

A WELL-FRAMED APPROACH TO PROFITABLE ENERGY EFFICIENCY

Changing codes, growth in the economy and housing starts – how's a builder to profit from it all? Well, a bottom-up switch to Norbord is a sound first move.



POWERING THEIR DREAM HOME



Homes that keep your clients comfortable for years to come — what more could you ask for? How about year-round energy efficiency? That's what comes with an all-electric home through the Superior Solutions New Home Program. And that's good for you, good for your business and good for your clients. To find out more about the energy-saving Superior Solutions New Home Program, call Alabama Power at 1.800.990.APCO (2726) or visit AlabamaPower.com/SuperiorSolutions.

© 2017 Alabama Power Company



AlabamaPower.com/SuperiorSolutions



Alabama Power

STEELE, WHEELOCK INDUCTED INTO ABI HALL OF FAME

The Alabama Building Industry Hall of Fame has grown by two members. Steve Steele of Huntsville and the late Elizabeth Wheelock were inducted into the Hall of Fame during the HBAA's 2017 Annual Convention awards gala on October 27 at the Henderson Beach Resort in Destin, Florida. The Alabama Building Industry periodically recognizes outstanding individuals for significant service to the residential housing industry in their communities and in the state of Alabama. Selection to the ABI Hall of Fame is the highest honor given by the HBAA.

Steve Steele began his business, Steve Steele Custom Homes, in 1982 and joined the Huntsville/Madison County Builders Association in 1986. He immediately became an active member and began serving on the Board of Directors in 1994. During his tenure as 1st Vice President in 1997, he served as the Showcase Home Construction Manager. In 1998 he served as President of the HMCBA.

Steele has served on nearly every HMCBA committee and chaired many of them, most notably the Membership Committee in 2000 and 2001. While serious about the business of recruiting new members, he brought a lighthearted atmosphere to the membership competition. His commitment to membership recruiting is evident in his status as a Statesman Level Spike and receiving the Builder Big Spike Award in 1997 and 1998.

His dedication to membership carried over to his involvement at the state level, where he twice served as the

HBAA Membership Chair. He also served in other capacities on the HBAA Executive Committee, including as the Affordable Housing Council Chair, Land Developers Chair and Secretary of the HBAA Remodelers. He served as the HBAA President in 2011.

In addition to his local and state involvement, Steele is active at the national level, serving as an Alternate National Director and National Director with the National Association of Home Builders since 1998. In 2010 he achieved Life Director status.

In 1998, Steele was awarded the Jerry L. Siniard Builder of the Year from the HMCBA and in 2006 was inducted into the HMCBA Hall of Fame. He was named the HBAA's Shannon B. Lowder Builder of the Year in 2006 and HBAA Remodeler of the Year in 2012. He has also won numerous Alabama Remodeling Excellence Awards for his remodeling work.

STEVE STEELE



ELIZABETH WHEELOCK

(posthumously inducted)



Elizabeth Wheelock began her career as Executive Officer for the Home Builders Association of Dothan & the Wiregrass Area in 1981, during one of the housing industry's most difficult times. She built the association's reserves from just \$400 to more than \$200,000 by 2009. Thanks to that solid financial foundation, the HBA was able to provide benefits such as continuing education, community benevolent support and ABPAC contributions, as well as foster involvement in HBAA and NAHB programs. This in turn helped grow the association's membership from 99 members in 1981 to an all-time high of 430 members in 2006.

In her 28 years as Executive Officer, Wheelock rarely missed a state meeting. She was instrumental in making sure that Dothan participated in and supported the HBAA at all levels. Year after year, she ensured that the HBA supported the Alabama Home Builders Foundation Golf Classic, had a strong presence at Legislative receptions and other state events, and was well represented in

leadership roles at the state level. Under Elizabeth's stewardship, the HBA of Dothan & the Wiregrass Area met its annual ABPAC goals. She organized meetings and interviews with local and state politicians to discuss important issues facing the industry.

Wheelock had a special talent for seeking out leaders and helping those individuals succeed through mentorship. Many local and state leaders from Dothan have attributed their success within the HBA to her guidance. Her passion for supporting future leaders was especially evident in her management of Dothan's scholarship and student loan program, which has enabled hundreds of students to pursue careers in the building industry. In 2010, a \$10,000 scholarship was presented in her honor in recognition of her efforts.

Under Wheelock's leadership, the HBA received the President's Trophy in 1989, 1994, 1996, 2000, 2003 and 2008. They also received three Association Awards during her tenure. She was inducted into the HBADWA's Hall of Fame in 2000.

MARSHALL COUNTY MEMBER HONORED WITH AWARD FROM LOWE'S

Eric Whisenant, the owner of Whisenant Construction and the Vice President of the Marshall County Home Builders Association, was recently honored by Lowe's with the Home Improvement Independent Service Provider of the Year award. Lowe's North Alabama Field Service Manager Richard Fitzgibbons presented the award at an MCHBA membership meeting.

Richard Fitzgibbons with Lowe's presents MCHBA Vice President Eric Whisenant with the Home Improvement Independent Service Provider of the Year award.



HUNTSVILLE MEMBER NAMED 2018 ALABAMA REALTORS® PRESIDENT

Huntsville/Madison County Builders Association member Sid Pugh has been installed as the 2018 President for the Alabama Association of REALTORS®. Pugh, a Broker/Owner with Re/Max Alliance in Huntsville and a member of the Huntsville Area Association of REALTORS®, officially began his term on November 6 at the conclusion of the National Association of REALTORS® Conference and Expo in Chicago, Illinois.

Over his 38-year career in real estate, Pugh has been an active member serving on numerous committees on the local, state and national levels. He joined the HMCBA in 2003 and has served on its Board of Directors since 2006. He has served on the Executive Committee for four years, served on numerous other committees and has been the Showcase Home Realtor twice during that time.

HMCBA member Sid Pugh will serve as the Alabama REALTORS® President for 2018.

METRO MOBILE MEMBERS CELEBRATE START OF PARADE OF HOMES

The Home Builders Association of Metro Mobile kicked off its 2017 Parade of Homes with a street party at its newly built Showcase Home. Located in the Shadow Creek subdivision, the home was built by Jim Ivy of Infinity Homes. Close to 400 attendees turned out for the street party, where they got to tour the home and enjoy music, dancing, networking and a shrimp and fish buffet from Georgia Roussos Catering.



Nearly 400 HBAMM members turned out for the Parade of Homes street party at this year's Showcase Home.

HUNTSVILLE SHOWCASE HOME CENTERPIECE OF PARADE OF HOMES

The Huntsville/Madison County Builders Association's builders and developers recently opened the doors of 57 new homes, one development and one village for consumers to tour. These homes were located throughout Madison, Marshall and Limestone Counties in 48 various subdivisions. In addition to the homes, new this year was a development entry located at The Reserve at Lake Guntersville.

Center to the Parade of Homes was the Association's Showcase Home. Built by Bryan Pogue of Matrix Builders and located in The Meadows, this newly designed home offered a brick and stone exterior and a large front porch creating an inviting craftsman feel. With a combination of thoughtful design and a casual style, the home featured open living spaces that encourage gatherings with friends and family.

First Bank Mortgage served as the Parade's presenting sponsor and Redstone Federal Credit Union was the corporate sponsor.



Kim Wright of Stoneridge Homes, Bryan Pogue of Matrix Builders, HMCBA Executive Director Barry Oxley and Jim Wright of Stoneridge Homes cut the ribbon at the Showcase Home Premier Party.

BALDWIN COUNTY SHOWCASE HOME RAISES \$4,100 FOR CARE HOUSE

The Baldwin County Home Builders Association recently held its fall Parade of Homes, with its Showcase Home, built by Jeff Frostholt of Frostholt Construction, at the center of it. Each year, the BCHBA opens its Showcase Home to the public for touring and asks visitors for donations for a local charity. This year's recipient of the Showcase Home donations was CARE House, the Baldwin County Child Advocacy Center, which provides services and resources for child victims of abuse throughout Baldwin County. Representatives from the BCHBA presented Niki Whitaker, Director of CARE House with a check for \$4,100 on behalf of the association.



BCHBA President Alex Cary, Jeff Frostholt of Frostholt Construction, BCHBA Past President Robert Brown and BCHBA 1st Vice President Gene Evans commemorate the opening of the 2017 Showcase Home with a ribbon sawing.

TUSCALOOSA BREAKS GROUND ON SHOWCASE HOME

The Home Builders Association of Tuscaloosa recently broke ground on its newest Showcase Home, which will be approximately 2,574 square feet with four bedrooms and three baths. Located in the Highgrove Community, one of Tuscaloosa's newest developments, the home will be constructed by The Builders Group under the direct supervision of HBAT 3rd Vice President Brock Corder. Participating contractors and building supply companies are local Tuscaloosa businesses and HBAT members.

Members of the HBAT celebrate the groundbreaking of its Showcase Home to be constructed by The Builders Group.





SHOALS MEMBERS ENJOY OPPORTUNITIES FOR FELLOWSHIP, FUNDRAISING

The Shoals Home Builders Association has had a busy fall, beginning with its ABPAC Casino Draw Down. The event raised \$25,500 for ABPAC. A Fifth Friday Free Lunch was provided for all members at the SHBA office, with Lowe's serving as the lunch sponsor. The association also held an Associates' Appreciation Night at a local restaurant. Associate members were the guests of honor at a night filled with great food and music by Second Creek, a local band. The event was sponsored by CrossRoads Building Supply.

SHBA members enjoyed food, fellowship and even some dancing at their recent Associates Appreciation Night.

ATHENS/LIMESTONE CLAY SHOOT A SUCCESS

The Athens/Limestone Home Builders Association held a successful clay shoot at the Limestone Hunting Preserve. Keith Griffin and Luke Langford served as Committee Chairs for the event, which had 21 teams participate.

Proceeds from the shoot went toward paying for the ALHBA building and for Vocational Tech scholarships.

BALDWIN COUNTY HOLDS CLAY SHOOT FUNDRAISER

The Baldwin County Home Builders Association recently held its annual clay shoot at Bushy Creek Clays in Perdido. Thirteen four-member teams participated in the event. Proceeds from the shoot went to the Baldwin County Home Builders Charitable Foundation to be used for future projects to benefit the local community.

The Eddie Youngblood Builders Team celebrates its first place win in this year's BCHBA clay shoot.



METRO MOBILE, BALDWIN COUNTY MEMBERS COMPETE IN BOWL-A-RAMA

Members of the Home Builders Association of Metro Mobile and the Baldwin County Home Builders Association met at the Eastern Shore Lanes in Spanish Fort for their annual Bowl-A-Rama. All 24 lanes were reserved and members from both associations were able to network with each other while getting into the competitive spirit of the night. Southern Brass and Mobile Lumber sponsored the event.

Joe Fesenmeier, Alvin Hanke, Josh Barton and Brad Pohlman of Team Gotta-Go Portables took home first place on the Mobile side at this year's Bowl-A-Rama.

HUNTSVILLE STARTS PLUMBING & GAS FITTERS NIGHT COURSE

The Huntsville/Madison County Builders Association's Industry Career Council and Foundation recently formed a Plumbing & Gas Fitters Night Program. This is the only program of its nature for any association in the state. The program provides the resources and information necessary for apprentices in the plumbing and gas trades to sit for their journeyman's

exam. In addition, it knocks the state's two-year requirement of working in the field down to one. With a shortage in the plumbing and gas fitting industry this program will speed up providing higher skilled workers. The first class consists of 12 students from the area and they are off to a quick start.



Jimmy Rutland of Lowder New Homes speaks to students at MPACT about careers in the homebuilding industry and about the GMHBA student chapter.

GREATER MONTGOMERY HBA INTRODUCES STUDENT CHAPTER

The Greater Montgomery Home Builders Association recently held a meet and greet at the Montgomery Preparatory Academy for Career Technologies (MPACT) to introduce the Association to the students and to sign them up for its student chapter. GMHBA Treasurer Doug Fuhrman led the event, with several GMHBA members on hand to discuss their companies and share what they are looking for in future employees. Speakers included Jimmy Rutland of Lowder New Homes, James Middleton of United Heating, Air, Plumbing and Electrical, Steve Mullis of The Whitecotton Agency, and Thomas Williams of Advanced Tech Systems.

The GMHBA plans to continue working hand in hand with MPACT to help in the success of this program and its students. The GMHBA will hold its 2nd Annual Student Career Fair at the school in January 2018.

GREATER BIRMINGHAM MEMBERS TEAM UP WITH HABITAT FOR HUMANITY

Members of the Greater Birmingham Association of Home Builders recently gave time and resources toward the Habitat for Humanity Builders Blitz to help build 10 houses for families in the Birmingham area.

The Home Builders Blitz is an exciting one-week house-building event in partnership with professional homebuilders, experts in the home building industry, area sponsors, and hundreds of volunteers. Local members of the GBAHB volunteered time to help in construction and cooking and serving food to volunteers. Lawson State Community College, who is a great partner with GBAHB, held classes on site during the week.

In addition, for the last four years the GBAHB Professional Women in Building have worked with sponsors to purchase and construct baskets filled with home essentials for all of the new homeowners.



GBAHB member Jill Sills presents new homeowners with a basket of cleaning supplies and other home essentials from the GBAHB's Professional Women in Building.



Fishermen competing at the GMHBA bass tournament visit while waiting to weigh in their catch.

GREATER MONTGOMERY HBA HOSTS BASS TOURNAMENT FOR CHILDREN'S HARBOR

The Greater Montgomery Home Builders Association recently hosted its second annual charity bass tournament to benefit Children's Harbor at Lake Martin. Thanks to the generosity of the sponsors and tournament participants, the GMHBA raised \$20,000—nearly double its proceeds from last year's tournament—to be donated directly to Children's Harbor. AllSouth Appliance sponsored the lunch.

The Children's Harbor team, along with community partners and volunteers, help children and their families reach beyond illness to discover joy, confidence and a new world of possibilities – offered at no cost. This is the second year in a row that the GMHBA has sponsored this tournament to benefit Children's Harbor.

"Children's Harbor is a great organization, that does great work on behalf of very sick children and their families. When it came time to decide what charity I wanted to support, there was no contest," said GMHBA President Chad Stearns.

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

HUNTSVILLE FOUNDATION GALA RAISES MONEY FOR SCHOLARSHIPS

The Huntsville/Madison County Builders Foundation recently held its gala at the newly renovated Huntsville Botanical Garden Grand Hall. The gala is the Foundation’s central fundraising effort for scholarships to provide assistance to students pursuing a trade or degree related to the home building industry.

The event, which was sponsored by HomeChoice Windows and Doors, included a reverse raffle for \$10,000 and live and silent auctions. With more than 200 members and guests in attendance, the gala raised approximately \$20,000 to go towards scholarships, the most money the event has raised to date.



Kenneth Maze, serving as M.C. at the HMCBA’s Foundation Gala, announces the winners of the reverse raffle: Martha Hall, Joy Hall, Rhonda Pugh (for Monica Glennon), Sherri Chapman and Steve Stricklin. (Not present: Katie Shockley)

BUDDY BERRY GOLF TOURNAMENT OFFERS FUN DAY OF NETWORKING FOR GBAHB

The late Buddy Berry, a member of the Greater Birmingham Association of Home Builders, was known for many things, including his love of golf. That love inspired a golf tournament that bears his name. In the 40 years since the tournament began, it has seen some changes but networking with fellow members has remained a constant.

This year, more than 150 participated in the Buddy Berry Golf Tournament that included night golfing, which is a member favorite. This event was held in conjunction with the October General Membership Day. Sponsors were given the ability to share about their businesses. The presenting sponsor, US AmeriBank, served food to the golfers.

At the end of the night, prizes were awarded to golfers for different designations. The event is one that all members look forward to each year, even more than four decades later.

The Buddy Berry Golf Tournament is an eagerly anticipated annual event for GBAHB members.



HUNTSVILLE TOURNAMENT HONORS ROBINSON

The Huntsville Madison County Builders Association held its annual golf tournament honoring Charles G. (Gig) Robinson for his 27 years of service to the association as Barrister at the Gunters Landing Golf Course in Guntersville. Twenty-six teams spent a beautiful afternoon on this challenging course and by day’s end there were two flights of winners. Teams sponsored by Acme Brick and Fastening Solutions took first place while teams sponsored by Bob Wallace Appliance and Avadian Credit Union came in second.

Gig Robinson thanks HMCBA members for their support and participation in the Gig Robinson Nail Drivers Open Golf Tournament.



TUSCALOOSA GOLF TOURNAMENT RAISES MONEY FOR GENERAL FUND, SCHOLARSHIPS

Hosted by the Home Builders Association of Tuscaloosa's Associates Council, the 2017 HBAT Annual Golf Tournament took place at the Ol' Colony Golf Complex in Tuscaloosa. Nineteen teams participated in the event, which had more sponsors this year than in the past seven years. As each team progressed through the course, they were greeted by tournament hole sponsors and HBAT Associate members offering a variety of "goodies" and business perks at each hole. The event raised money for the HBAT general fund, with a portion of the proceeds going to HBAT Charities, Inc., the scholarship arm of the HBAT.

Members of the HBAT enjoy a fun afternoon of golf at the HBAT Annual Golf Tournament at Ol' Colony Golf Complex.

HUNTSVILLE HOLDS PRESS CONFERENCE ON CODE COMPLIANCE

The Huntsville/Madison County Builders Association recently held a joint press conference between Huntsville Utilities and the three major municipalities in the county to talk about the recent legislation adopted by the State of Alabama regarding the energy code. Huntsville Mayor Tommy Battle, Madison Mayor Paul Finley, Madison County Commission Chairman Dale Strong, and Huntsville Utilities CEO Wes Kelley were in attendance to discuss the importance of these relationships and this program of county-wide energy code compliance, which is the only one of its kind in Alabama and one of the few areas in the southeastern United States to have a clear and simplified path for state energy code compliance. The combined effort of the HMCBA and Larry Denman's team from Huntsville Utilities' Energy Services Division made this a possibility.



HMCBA Executive Director Barry Oxley opens the energy code press conference with Madison County Commission Chairman Dale Strong, City of Madison Mayor Paul Finley, City of Huntsville Mayor Tommy Battle and Wes Kelley, President & CEO of the Huntsville Utilities.



HUNTSVILLE HOME SHOW BOOTH SALES OPEN TO HBAA MEMBERS

Does your company have a new product? Do you offer the latest in electronic technology? What about green building? NOW is the time to reserve your booth for the Huntsville/Madison County Builders Association's 30th Annual Building, Home & Remodeling ShowSM (BHR ShowSM). Booth sales are now open to all HBAA members.

Taking place on March 2-4, 2018 at the Von Braun Center in Huntsville, you can jump-start your spring sales campaign by exhibiting to North Alabama's largest and premier home and garden show. You will develop qualified leads from consumers who are either currently engaged in or planning to build, remodel, or start other do-it-yourself projects.

For more information on the BHR ShowSM, contact Theresa Kennedy, Events Coordinator, at (256) 217-4208, email Theresa@hmcba.org or go to the website at www.buildinghomeandremodelingshow.com.

NEW CENTURY MODERN IN THE SHOALS

*Photography by
Tommy Daspit*



(Top) One of RiverWorks' latest contemporary design projects is this 11,000 square foot home that boasts views of the lake from every room.

(Above) RiverWorks receives frequent inquiries from Houzz visitors wanting to know their method for installing floor to ceiling cabinetry like those seen here in their clients' lakeside home.

(Left) Recessed pocket doors allow the homeowners to fully take in the waterfront views and enjoy seamless indoor-outdoor living.





When thinking about modern/contemporary home design, cities like New York, Los Angeles or Miami typically spring to mind. Builder Rusty Alexander of Alexander Modern Homes and his team at RiverWorks Design Studio are making a name for themselves in the modern design world in a seemingly unlikely place: Muscle Shoals, Alabama.

A member of the Shoals Home Builders Association, National Association of Home Builders Board Member, and Builder 20 Club Member, Alexander began his 40-plus year career in homebuilding at age 16 working on rental properties. He describes his aesthetic as New Century Modern, with an emphasis on clean design, seamless indoor-outdoor living, and “green”

construction. He says that his design style was heavily influenced by his mother, who designed homes, landscapes, light fixtures and outdoor furniture. After designing, Alexander and his father were tasked with building them for her.

“She loved clean, horizontal lines and indoor-outdoor living, and I think that’s why she loved living on the lake before it was popular,” said Alexander. “I can remember looking out on the lake and not seeing a single light. We were living there year round, almost before anyone else.”

Alexander was also influenced by the work of famed architect Frank Lloyd Wright, who left his own mark on the Shoals with Alabama’s only Wright-designed home, the Rosenbaum House in Florence. Like

Wright, Alexander’s goal is to build his homes as if they appear to be growing out of the earth rather than “sitting on top”.

When Alexander and his wife Lisa, who manages the interior design team at RiverWorks, were building their own house they often had to shop out of the area to find the unique furnishings to fit their modern style. As they began building modern/contemporary homes, they wanted to provide their clients with the opportunity to shop local for elegant finishes and furnishings instead of driving several hours to order from major cities. They founded RiverWorks Design Studio in 2014 and in May 2016 opened their showroom to the public in the Shoals area. There, they can provide a “turn key experience” for their clients, from construction of the home



to selecting the finishes such as lighting and furnishings, all are available in the showroom.

“Before the establishment of RiverWorks, most people in the Shoals community immediately thought of modern or contemporary design as a cold, plastic, ‘far out’ design,” said Alexander. “Hundreds of people have visited our showroom and we have been able to communicate that it is possible to have an original, warm, contemporary design with clean lines. Is contemporary for everyone? No, but we have positioned ourselves as a design leader in the Shoals by providing options for all design aesthetics, including traditional, French country and transitional, as well as contemporary.”

Through word of mouth and internet exposure, the design studio has not only received traffic from local residents but also clients in Memphis, Nashville and beyond who are drawn to scenic Wilson Lake and the clean, uncluttered open spaces that are the hallmark of Alexander’s design. RiverWorks’ Houzz account has garnered weekly emails from throughout the Southeast inquiring about the construction of their projects and selection of finishes.

The Alexanders’ own home, which was the first modern/contemporary structure they had built, often serves as a “second showroom” for their clients. The 10,000 square-foot house features lake views from every room, WinDoor pocket glass doors and walls, a spacious indoor-outdoor kitchen and bar area and hidden speakers from Stealth Acoustics in the walls. Finalizing the modern aesthetics, a Savant automation system installed by Mosaic A/V allows him to control the sound and lighting controls with his iPad.

“Having a showroom is great, but taking people to see the house allows them to ‘feel’ new modern and see our products in scale,” said Alexander. “It has also helped us show that modern or contemporary design can be warm rather than a cold, white box.”

Many of the design features seen in their own home have been adapted for use in their clients’ homes, including a recently completed 11,000 square foot home also located on Wilson Lake. The four bedroom, six and a half bath home is filled with eye-catching details including Phantom retractable screens to maximize the indoor-outdoor living, Feeney cable railing, a skybridge and custom floor to ceiling

(Above) Unique lighting fixtures and wall finishes as well as taking advantage of the natural surroundings give RiverWorks’ clients’ homes personality and warmth.

(Opposite Top) One of the client’s favorite features of their home is the entryway waterfall, which features exotic woods, black Mexican pebbles and LED lights.

(Opposite Bottom) An underlit onyx-topped island provides quite the wow factor in the clients’ kitchen.



cabinetry around the TV and fireplace, a feature that attracts inquiries from Houzz visitors wanting to know how it was constructed.

Perhaps the most striking feature—and one of the most challenging aspects of building this home—is the entryway waterfall, which was constructed in Orlando and shipped to Muscle Shoals. It is accented with black Mexican pebbles and LED lights and is lined on each side with vertically varying sizes and species of wood from McVantage Exotic Hardwoods. Alexander and his team recessed the trough to make the water appear as if it was falling onto the home's entry surface. It was worth the effort, as it is one of the homeowner's favorite elements of the house.

RiverWorks' projects aren't limited to grand lake homes; they work with a variety of clients and budget sizes on both new build and remodel projects throughout northwest Alabama. To learn more about RiverWorks Design Studio and see additional photos of their work, you can visit their website (RiverWorksCo.com), Houzz account, and Instagram (@Riverworks_Design_Studio).

(Editor's Note: Rusty Alexander was recently named the 2017 Builder of the Year for the Shoals Home Builders Association.)



We're in the offering NAHB members up to \$1,000 business.



2017 Chevrolet
Low Cab Forward 3500HD

2017 Chevrolet
Silverado 2500HD

2017 GMC
Sierra 1500

2017 Chevrolet
Express 2500 Cargo Van

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
---	---	--	---	--	---	---



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.

WE'RE HERE FOR THE LONG HAUL.



RAM
COMMERCIAL



2016 RAM 3500 TRADESMAN®

LOAD-LEVELING
REAR AIR
SUSPENSION¹

MAXIMUM
31,210 LB
TOWING²

IMPRESSIVE
7,390 LB
PAYLOAD³

Home builders face a demanding work site—and they demand the most from their work vehicles. That's why we build Ram trucks to always be ready for the big job and never buckle under pressure. To help your business go the distance, FCA US LLC offers NAHB members, employees and family members a \$500 cash allowance on select FCA US vehicles. Stack this offer with our On The Job program to get game-changing cash allowances on vehicle upfit and service. Use your NAHB membership to get the dependable power of Ram trucks and give it everything you need to get your job done. Whether your big job is next month or years away, trust the longest-lasting pickup trucks⁴ to finish strong.

GET A
**\$500 CASH
ALLOWANCE**
ON MANY FCA US LLC
VEHICLES.⁵

MOST NATIONAL
AND LOCAL
INCENTIVES



UP TO
\$1,000 ADDITIONAL
VEHICLE BENEFITS⁶

ON THE
JOB



No-Extra-Charge 2-Year Gas/Diesel
Lube-Oil-Filter Allowance



Up to **\$1,000** Commercial
Graphics Program Allowance



Up to **\$1,000** Commercial
Equipment/Upfit Allowance



\$300-\$1,000 Allowance on Select
Mopar® Service Contracts

➡ Visit **NAHB.ORG/FCA** for more details.

FCA
FIAT CHRYSLER AUTOMOBILES

CHRYSLER

DODGE



Jeep



NAHB

FCA US LLC IS A PROUD
AFFINITY PROGRAM PROVIDER
FOR THE NATIONAL ASSOCIATION
OF HOME BUILDERS.

1 Available feature. 2 Available Cummins® Diesel when properly equipped. 3 Payload based on available 6.4L gas V8. 4 Based on IHS Automotive VIO registration data for all brands of GVW 1-3 pickup trucks continuously sold in the U.S. since 1988. Dodge and Ram have the highest overall percentage still on the road. 5 Family members must reside in member's same household. See dealer for allowance and eligibility requirements. 6 Upfit bonus must be used in conjunction with On The Job program. See dealer for On The Job eligibility requirements and offers. ©2017 FCA US LLC. All Rights Reserved. Chrysler, Dodge, Jeep and Ram are registered trademarks of FCA US LLC. FIAT is a registered trademark of FCA Group Marketing S.p.A., used under license by FCA US LLC. Cummins is a registered trademark of Cummins Inc.

AHB FOUNDATION NEWS

FALL CARPENTRY CLASSES WRAP UP; NEW LOCATION ANNOUNCED FOR SPRING

This fall, the Alabama Home Builders Foundation helped 54 adult students in five locations throughout Alabama gain access to residential building skills through the Basic Residential Carpentry Program (BRCP). Program locations included the Montgomery Preparatory Academy for Career Technologies, Northeast Alabama Community College, Gadsden State Community College, North Baldwin Center for Technology and the Shelby County Career Technical Center.

BRCP classes are open to adults ages 18 and up in the community and are geared towards training participants in the basics needed to work safely and efficiently on residential building sites. The classes are taught by instructors at local technical high schools or community colleges who use the NCCER-based construction curriculum to ensure that students from every location receive the same standardized training.

The 32-hour program, taught two nights a week for six to eight weeks, covers all of the basics of carpentry from reading tape measures properly to framing, job site safety, window and door installation and roof rafter installation. Upon successfully finishing the course, students receive a certificate of completion from the Home Builders Association of Alabama.



Students in the Foundation's BRCP class at the Shelby County Career Technical Center celebrate their completion of the course and show off the storage building they constructed.

Among the locations for the spring 2018 classes will be Chambers County Career Technical Center in Lafayette, hosting for the first time. Confirmed class schedules are as follows:

Chambers County: January 9 – March 8
Northeast Alabama: January 16 – March 15
Montgomery: January 17 – March 19

Registration and information for the above spring classes, as well as other locations, will be announced on the Foundation website: (www.ahbfoundation.org/index.php/programs/). For more information, contact the HBAA at 1-800-745-4222.

FIND WORKERS ON FOUNDATION JOB BOARD

Employers looking for skilled laborers can check out prospective employees on the new job board on the Foundation website. Graduates of the Foundation's Basic Residential Carpentry Program are listed on

the job board along with their contact information. Members may also post job openings on the board. Visit <https://jobs.ahbfoundation.org/jobs/> to learn more.

SAVE THE DATE FOR 2018 GOLF CLASSIC

The Past Associate Committee Presidents (PACPs) have announced details for the 24th Annual Alabama Home Builders Foundation Golf Classic. The Golf Classic will take place on May 10, 2018 at the Robert Trent Jones Cambrian Ridge Course in Greenville. All HBAA members are invited to participate.

The Golf Classic is an annual event that has been organized by the PACPs since 1994 in support of the Foundation's educational outreach efforts. Proceeds from the Golf Classic go towards scholarships for students pursuing an education in the residential trades as well as for school-to-work programs for adults in the community (such as the free Basic Residential Carpentry Program) and other educational initiatives throughout the state of Alabama.

A variety of sponsorships are available to help support the Golf Classic. The PACPs will be selling Executive Hole sponsorships for \$100 each, which can be purchased on the Foundation website (www.ahbfoundation.org) or by stopping by the PACP table near registration during the 2018 HBAA Winter Meeting. Sponsorships purchased between now and the Winter Meeting will be eligible to win a Yeti cooler donated by 2-10 Home Buyers Warranty.

To learn more about the Golf Classic, visit www.AHBFoundation.org.

SCHOLARSHIP SUBMISSIONS DUE MARCH 15

Know a student interested in studying the building trades? Encourage them to apply for a scholarship from the Alabama Home Builders Foundation. The submission deadline is March 15, 2018 and the application may be downloaded from the Foundation website after January 1, 2018.

Students who receive a scholarship can use the funds for tuition, tools or other school related expenses. If you have questions, contact Debbie Baxley at 1-800-745-4222 or email debbiebaxley@hbaa.org.

HOW YOU CAN HELP THE FOUNDATION AT YEAR'S END

As the end of the year approaches, the Foundation would like to thank all of our members who have shown their support through participating in the Golf Classic, sending in contributions, or by donating valuable time and resources. The Foundation makes every effort to ensure that all contributions are spent wisely and with little/no overhead costs being incurred.

If you would like to contribute to the mission of the Alabama Home Builders Foundation to promote and protect housing in Alabama through education, here are a couple of ways to make a difference:

- **ONLINE DONATIONS:** Making an online donation is quick, easy and a great way to show your support for the Foundation. If you would like to contribute as a Golf Classic executive hole sponsor, make a bequest in memory of a loved one or contribute to a designated scholarship fund, please visit the "Donate" page on the Foundation website (www.ahbfoundation.org).



- **ONLINE SHOPPING:** Planning to shop on Amazon for your holiday gift giving? Go to www.smile.amazon.com and select "Alabama Home Builders Foundation" from the list of charities. Amazon will donate a percentage of your eligible purchase price to the Foundation.



Collinsville, AL
256.997.0703
"Once is not enough"



Makers of Fine Wood Flooring, Stair Parts, and Millwork
from Recycled and Reclaimed Timbers
Visit us at: www.jamesandcompany.com

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.

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

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)

TUSCALOOSA: Home Builders Association of Tuscaloosa office (2009 Paul W. Bryant Drive)

2018 QCI/STORMWATER EDUCATION

DATE	COURSE	LOCATION
February 7	QCI CE	Irondale
February 8	QCI Initial Course	Irondale
March 7	QCI CE	Mobile
March 8	QCI Initial Course	Mobile
April 18	QCI CE	Huntsville
April 19	QCI Initial Course	Huntsville
April 26	Erosion & Sediment Control Workshop for Homebuilders	Birmingham
May 15	QCI CE	Irondale
May 16	QCI Initial Course	Irondale
June 6	QCI CE	Montgomery
June 7	QCI Initial Course	Montgomery
June 13	QCI Initial Course	Tuscaloosa
August 14	QCI CE	Irondale
August 15	QCI Initial Course	Irondale
September 12	QCI CE	Mobile
September 13	QCI Initial Course	Mobile
October 17	QCI CE	Huntsville
October 18	QCI Initial Course	Huntsville
November 14	QCI CE	Irondale
November 15	QCI Initial Course	Irondale
December 5	QCI CE	Montgomery
December 6	QCI Initial Course	Montgomery

LEAD PAINT CERTIFICATION EDUCATION

DATE	COURSE	LOCATION
March 15	Lead Paint Initial Course	Montgomery
March 22	Lead Paint CE	Montgomery
June 21	Lead Paint CE	Montgomery
August 9	Lead Paint Initial Course	Montgomery
October 11	Lead Paint CE	Montgomery
December 4	Lead Paint Initial Course	Montgomery

QCI CONTINUING ED COURSE INFORMATION: All continuing ed courses will take place from 12:30 p.m. to 4:30 p.m. Cost is \$125 per attendee.

The Erosion & Sediment Control Certification Workshop for Single Family Homebuilders will be held from 8:30 a.m.-11:30 a.m. at the Birmingham Zoo Lodge (2630 Cahaba Road, Birmingham). The cost is \$75 per attendee. For additional information and to register, contact Kory Boling at 1-800-745-4222 or email koryboling@hbbaa.org.

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.

LEAD PAINT INITIAL COURSE INFORMATION: All classes 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.

CAL END AR

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).

JANUARY 9-11, 2018



2018 International Builders Show, Orlando, FL
(Visit www.Buildersshow.com to register.)

FEBRUARY 20-21, 2018



2018 HBAA Winter Meeting, Renaissance Montgomery Hotel & Convention Center, Montgomery, AL

JANUARY 19, 2018



Registrations due for 2018 Alabama Remodeling Excellence Awards
(Visit www.RemodelAlabama.com for details)

FEBRUARY 26, 2018



Entries due for 2018 Alabama Remodeling Excellence Awards

FEBRUARY 20, 2018



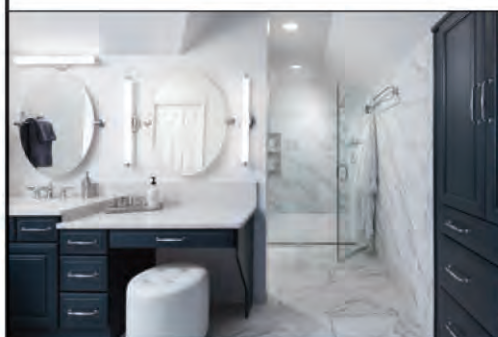
HBAA Legislative Reception, Renaissance Montgomery Hotel & Convention Center, Montgomery, AL

APRIL 14, 2018



2018 Alabama Remodeling Excellence Awards Banquet, RSA Activity Center, Montgomery, AL

LET YOUR REMODELING WORK GET THE ATTENTION IT DESERVES!



ALABAMA REMODELING EXCELLENCE AWARDS

www.RemodelAlabama.com

The HBAA Remodelers are inviting entries for the 2018 AREA competition, where awards will be presented in a variety of categories for remodeling work completed in Alabama between June 30, 2016 and December 31, 2017. Winners get recognition across the state, including full coverage in *Alabama Homebuilder* magazine. Learn more at www.RemodelAlabama.com.

Registration due: January 19, 2018
Entries due: February 26, 2018
Awards Banquet: April 14, 2018

Building a better structure starts with an excellent sub-floor.

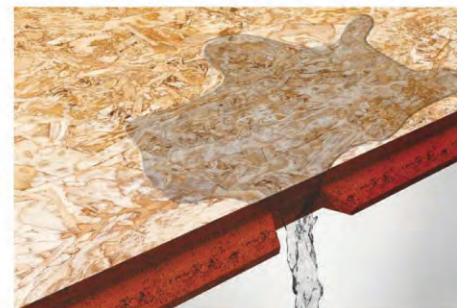


LP® TopNotch® 350 is engineered to stand up to just about anything.

With LP® TopNotch® sub-flooring, you get the strength and stiffness you need with the added benefit of being weather resistant. Built to be cost-effective, our unique RainChannel® notch system is designed to help drain rainwater during construction. Easy to install and backed by a 50-Year Transferable Limited Warranty, LP TopNotch 350 is designed with builders in mind.

Learn more at LPCorp.com/TopNotch.

LP® TopNotch® RainChannel® Notch System



For more information, please call 888-820-0325
or visit LPCorp.com/TopNotch

© 2017 Louisiana-Pacific Corporation. All rights reserved.
All trademarks are owned by Louisiana-Pacific Corporation.

LPCorp.com

BUILD WITH US®

INTRODUCING..... GENERAL LIABILITY, COMMERCIAL PACKAGE AND UMBRELLA COVERAGE

CUSTOM BUILT FOR YOU

ELIGIBLE BUSINESSES:

- Residential General Contractors
- Light Commercial Contractors
- Trade Contractors
- Remodelers
- Developers (GL & Package Only)

PROGRAM BENEFITS:

- Competitive Rates & Deductibles
- Easy-to-use Online Tools
- Fast, Friendly & Efficient Claims Management
- Umbrella Limits Up to \$5 Million
- Optional Coverage Forms That Expand & Broaden Coverage



**Builders
Insurance
Group** SM

BUILDERS INSURANCE GROUP

is a market leader in property and casualty insurance for the home building and light commercial construction communities and is now available in Alabama. Experience the ease of doing business, custom crafted coverage options and caring service that 18,500 policyholders like you have enjoyed since 1992.

www.bldrs.com • 1.800.883.9305



For a quote, please contact an appointed agent in your area:

Crutchfield & Graves Insurance Agency, LLC
Birmingham
Robert Crutchfield - 205.988.5099

Fitts Agency, Inc.
Tuscaloosa
Tim Donahue - 205.342.3506

Fountain, Parker, Harbarger & Associates
Huntsville
John Freisen - 256.428.1016

J. R. Prewitt & Associates, Inc.
Birmingham
Linda Tilley - 205.397.5118

J. Smith Lanier & Co., a Marsh & McLennan Agency LLC company
Huntsville
Jennifer Fronk - 256.890.9060

Kampakis Insurance Services
Birmingham
Sergie Kampakis - 205-847-5355

Lyon Fry Cadden Insurance Agency
Mobile
Spencer M. Adams, IV - 251.473.4600

Palomar Insurance Corporation
Montgomery
Todd Johnson - 334.270.0105

The Parnell Insurance Agency
Oxford
Allen Parnell - 256.831.8887

Pritchett-Moore, Inc.
Tuscaloosa
Tom Bonhaus - 205.349.6550

Slingluff United Insurance
Dothan
Steve Thompson - 334.792.5101

Starke Agency
Montgomery
Kyle Drumwright - 334.387.4313

Thames Batre
Mobile
Peyton Mattei - 251.473.9000

ENDORSED BY THE



HOME BUILDERS ASSOCIATION OF ALABAMA

CUSTOM BUILT FOR HBAA MEMBERS GENERAL LIABILITY INSURANCE

General Liability Product Features:

- Quality coverage and competitive pricing
- Available exclusively to HBAA members
- Built-in features designed to satisfy contractual requirements
- No restriction on subcontracted work

Target Contractors:

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

Additional Coverage Options:

- Property – building & contents
- Contractors equipment

For a quote, contact your
AHB Fund workers' comp
agent and ask for the
HBAA-Endorsed GL Program.

You made
a **LASTING**
IMPRESSION
on me.



My **dad** said our builder came up
with the idea to use **BRICK** on our house.
He said it would *last longer* and *look cooler*
than the other houses on our street.

That was a **BOLD DECISION** -
and it turned out to be the right one.

Thank you *for making me feel*
as invincible as our house.



BeBoldBeBrick.com

© 2017 Meridian Brick LLC



The most trusted names in brick have come together to bring you the most bold, beautiful brick products in North America. Boral Building Products is now Meridian Brick and Masonry Supply. Along with Meridian Brick, we also remain your industry-leading cladding products source for stone, EIFS and stucco and installation accessories.



MERIDIAN™
BRICK AND MASONRY SUPPLY

BIRMINGHAM

381 Huntley Parkway
Pelham, AL
205.664.0257

COLUMBUS

6770 Veterans Parkway
Columbus, GA
706.322.9360

FLORENCE

3309 Hough Road
Florence, AL
256.764.9148

HUNTSVILLE

154 Slaughter Road
Madison, AL
256.721.0990

2017 HBAA EXECUTIVE COMMITTEE

DAN TAYLOR

President

JIMMY RUTLAND

1st Vice President

DAVID LISEBY

2nd Vice President

ROBERT BROWN

Treasurer

BLAKE CORDER

Secretary

DARREN OSBORN

Associate Vice President

MARK REID

Immediate Past President

MARK SALIBA

ABPAC Chair

LYNN CORDER

ABPAC Vice Chair

CLIFF PITMAN

BUILDPAC Trustee

TAYLOR BURTON

State Representative

KEVIN PAKE

National Director

MICHAEL TOLES

National Director

BEN BYRD

Alternate National Director

JOE DAFFRON

Associate Member

National Director

JIMMY JONES

Alternate Associate

Member National Director

KATHERINE HIGGINS

Professional Women in

Building State Representative

BRENDA RANDALL

Associate Committee Chair

CLINT LOVETTE

HBAA Remodelers Chair

PHEZA SUMNERS

Past Associates Committee

Presidents Chair

T. J. MEERS

Presidential Appointee

CHAD BAKER

Presidential Appointee

CULLEN JACOBS

Presidential Appointee

MICHEAL

GRANTLAND

Presidential Appointee

KYLE MURPHY

Presidential Appointee

VANCE RUTHERFORD

Presidential Appointee

JEREMY WRIGHT

Regulatory Affairs Chair

BRET SLATON

Governmental Affairs Chair

GREG LANGSTON

Affordable Housing/Building

Innovations Group Chair

CHAD STEARNS

Education Committee Chair

ALICIA HUEY

Public Relations Chair

JIM MATHEWS

Membership Chair

ROY JOHNSON

Membership Co-Chair

CATHY BROWN

Membership Co-Chair

LEE PAKE

Membership Retention

Co-Chair

SAM ALMAROAD

Membership Retention

Co-Chair

HBAA STAFF

RUSSELL DAVIS

CAE, BIAE, Executive Vice President

russelldavis@hbaa.org

DEBBIE BAXLEY

Administrative Vice President

debbiebaxley@hbaa.org

KORY BOLING

Education/Membership Director

koryboling@hbaa.org

SUZANNE HAGER

Administrative Assistant

suzannehager@hbaa.org

EVA HERNANDEZ

Administrative Support

evahernandez@hbaa.org

ARTEMIS MOORE

AHB Foundation Director

artemismoore@hbaa.org

ERIN POOLE

Accounting

erinpoole@hbaa.org

JASON REID

Regulatory Affairs Director

jasonreid@hbaa.org

CANDI STROH

Web Specialist

candistroh@hbaa.org

ALISON TILL

Meeting Planner

alisonstill@hbaa.org

LISA WATKINS

Public Relations Director

lisawatkins@hbaa.org