



the plumbline

A PUBLICATION OF THE BALDWIN COUNTY HOME BUILDERS ASSOCIATION ♦ JANUARY/FEBRUARY 2017



**Congratulations to our 2017
Officers and Board of Directors**

YOU WILL FEEL LIKE FAMILY TOO WHEN YOU LET TERRY THOMPSON TAKE YOU HOME.



Ty Thompson and family



HOLLIE MACKELLAR FAIRHOPE

"Terry Thompson makes you feel like family. They have a great reputation in the community and I know I got a great deal!"



RICHARD GREENE IRVINGTON

"At Terry Thompson I feel like part of the family. I shopped several dealerships and Terry Thompson beat their price by \$3,000!"



WILLIAM WIMBERLY Mobile

"From the first vehicle I bought 10 years ago until now Terry Thompson has always treated me like family."



MARY BETH GREENE FAIRHOPE

"It's important to me Terry Thompson is a family owned business and gives back to the community. When you walk in the door you feel like family."



1402 Highway 98
Daphne

TERRY THOMPSON
CHEVROLET
Takes You Home 



251-626-0631
ShopTerry.com



Your Time Is Valuable.

We want to help.

**Feel free to ask your clients to contact us directly
when their grinder pump needs repair.
We'll take it from there so you don't have to!**

We strive for excellent service and the lowest possible repair & equipment rates for our valued customers. Plus, the good news -- if their grinder pump is still under warranty, repair will be at no cost.

**Want an easy way to communicate this to your clients?
Ask us for our informative handout.**

Note: We can only repair grinder pumps for customers with our service, not for property owners with another utility's sewer service. BCSS does not repair indoor plumbing or gravity sewer service lines.

**BCSS**
BALDWIN COUNTY SEWER SERVICE
251.971.3022
www.baldwincountysewer.com

ALWAYS READY

TO PROTECT YOUR HOME

Beebe's is locally operated and family owned
Serving the Gulf Coast since 1982 Specializing in:

**Pest Prevention Programs*

**Pre-Construction Soil/ Borate Treatment*

**Mosquito Suppression Services *Misting*

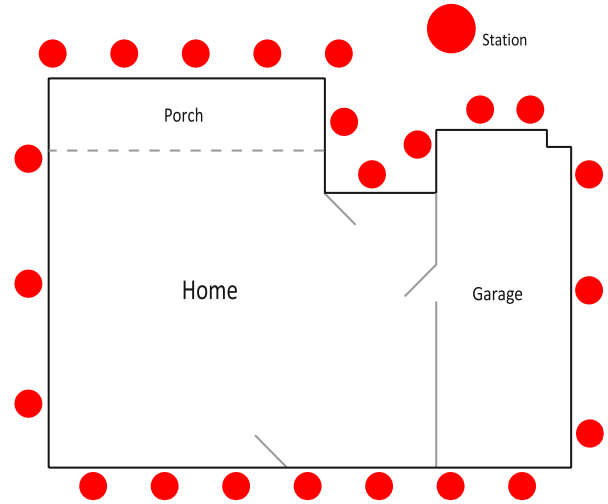
**Termite Treatment Programs *Sentricon*



The Sentricon® System with Always Active™ technology begins protecting your home against termites right away. Recruit® HD termite bait is placed in all stations around your home upon installation, making it immediately available to termites. This highly durable bait is specially design to remain in the soil for long periods of time. Termites prefer it over the wood in your home and actually find it even more palatable as it ages. There is enough active ingredient in just one bait device to eliminate a typical termite colony, making Sentricon with Always Active the most effective termite treatment option available. Even after a colony has been eliminated, Sentricon with Always Active remains on guard, protecting your home from the threat of future invasions. Sentricon with Always Active is also environmentally responsible. It uses just a small amount of active ingredient in each Recruit HD bait device, and the bait can be removed at any time. It works with a termite's biology and does not pose a threat to humans, pets or the environment

BEEBE'S

Pest & Termite Control



CHOOSE SENTRICON

**NO DIGGING
OR TRENCHING**



**NO STRUCTURAL
DRILLING**



**NO CHEMICALS
INJECTED IN
THE GROUND**



**NO TRUCKS
WITH CHEMICAL
TANKS**



**NO SCHEDUELING
HASSLES**



2017

Board of Directors and Officers

Alex Cary	President
Gene Evans	1st Vice President
Chris Farlow	2nd VP/Treasurer
David Brown	Secretary

Local Directors

Eddie Youngblood	Eric Craig
Barbara Fretwell	Jim Smith
Chris Bumpers	Jeff Frosthalm
Bo Nichols	Mike Henriksen
Michael Thomas	Jason Stradley

State Directors

Cain Roberds	Alex Cary
Robert Brown	Gene Evans
Chris Farlow	Joe Hocklander

National Directors

Cliff Pitman, Life	Patrick Waller	Chris Farlow
Robert Brown	Lee Mitchell	Gene Evans, Alt

Senior Life Directors

Don Druse	Stillman Knight	George Roberds
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Associate Council Chairman

Scott Schoppert

Executive Vice President

Fran H. Druse

Accounting

Marsha P. Jordan

Communications/Publications

Brett Foster

Printing Provided By

Duplicators Printing
 697 Highway 98
 Daphne, AL 36526
 251.626.4004

Like Us On
FACEBOOK



Baldwin County Home Builders Association

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 251.928.9927 • Fax: 251.928.9929
 www.bchba.com

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BACK Upcoming Events



ON THE COVER

New Officers and Board of Directors was sworn in at the Annual Christmas Open House on December 1st. See Pictures Page 7.



YOU CAN'T AFFORD TO MISS THIS SHOW!

Don't miss this opportunity to expose yourself to a captive audience – people that pay to see your products and services. This quality building industry trade show targets people that are building, remodeling, or looking for ideas and sources to help them maximize their home investment. In other words, serious customers.

Stimulate YOUR Economy—Show and Sell with us!
There may be other home shows, but there is only ONE Builders Home and Product Showcase, hosted by the voice of the building industry – the Baldwin County Home Builders Association.com

FOR ADDITIONAL INFO, CALL 251-928-9927 OR VISIT OUR WEBSITE: WWW.BCHBA.COM

See page 8 for Application and Contract

A message from INCOMING BCHBA President

Alex Cary

I have been so fortunate to be a part of this association for over 10 years now. I first started attending meetings when I became the HBA representative for Habitat for Humanity of Baldwin County, where I was employed as the Construction Manager. Over my 7 years with the Habitat, I obtained my Home Builder's License, gained invaluable experience building over 50 homes with the organization, and established some very important and long lasting relationships in the Home Builder's Association. While I am not currently actively building in my current position as FORTIFIED Coastal Programs Manager for the Insurance Institute for Business and Home Safety, I have maintained my license over the years which will come in particularly handy this year as I build my own home.

My goals this year are not only to grow membership as our previous presidents have done, but to be more inclusive of our existing membership and to increase participation throughout the county. We have very talented members in the south part of the county that we don't see very often, so I would like to work with these members to have a few events down there this year and encourage everyone to attend. Regardless of your location, if you haven't attended a meeting in a while, I encourage you to attend and would love to see you there! I have found in my time here, that what you put into this organization is what you get out of it. There is considerable knowledge and talent within our organization and the more I participate the more I have learned. The more members we can encourage to join and participate from all sides of the industry, the better and richer our organization will be and the more we will all get out of it. As with any

business or organization, it is all about the relationships that you have and how we all help each other.

I would also like to acknowledge the staff of BCHBA. They keep this organization running like a well-oiled machine. Not only have they helped us thrive in the good times, but helped us survive the bad times as well. They worked hard to keep our organization above water in the recession when many others were failing, and they did so with a positive attitude and a smile. They are the glue that keeps us all together and I am very grateful for their hard work and support.

Lastly, I would like to thank our outgoing President Chris Farlow who will be a hard act to follow. His industry knowledge and leadership have served us all well over the last year. He continually kept us informed of issues and worked tirelessly with past Presidents Eddie Youngblood and Mike Henriksen to pull us all together to complete our Home for a Hero project. That project was an incredible example of what our association is capable of when we work together and I hope to follow their lead this year working with our newly formed BCHBA Charitable Foundation on another worthwhile project.

I am honored to be serving BCHBA in 2017 and welcome your ideas and feedback. Let's make this a great year! 🍷



A message from OUTGOING BCHBA President

Chris Farlow

First I have to thank my wife and family. They supported me 100% throughout my time as an officer and as president.

Serving as Baldwin HBA President is such an honor and privilege with so many great leaders before me. I am happy of what this association has achieved this year. We had positive membership growth with 690 current members. Thanks to Don Druse and Joe Hocklander for helping with our membership this year. We gave \$6500 in scholarships with the associate council, which is \$80,000 in scholarship since 1997. We had wonderful turnout to our general membership meetings, clay shooting, golf tourney, fishing tourney, silent auction crawfish boil, Home Product show, spring tour and parade of homes. Thanks to all that made that happen.

I am proudest of our Home for a Hero project. But not for the reason you may think. Yes, giving a house to a local injured veteran is a

tremendous event. But I am most proud of how our association, the community, and members came together as a family. The gift was really what we received through giving. I feel we are a closer and stronger association for doing the project.

In closing, one year ago I told you a story about a boy with a passion for this industry. Today, after serving I feel my passion has grown even stronger. Thank you for the opportunity. I challenge each of you to not forget that passion you had going into this industry. When things are tough, dealing with an issue, or challenging customer, go back to that time when you had passion for the home building industry. 🍷



CHRISTMAS

OPEN HOUSE

December 1, 2017



Exquisite food was provided by Wilton's Catering



Fran Druse and Marsha Jordan with Michael Venezia



BCHBA President for 2017 Alex Cary and her family



2017 Associate Council, Chris Bumpers, Derek Welch, Scott Schoppert and Joe Hocklander



Outgoing Associate Council Chair Barbara Fretwell with incoming Chair Scott Schoppert



Incoming BCHBA President Alex Cary with master of ceremonies Robert Brown



Chris and Jennifer Farlow and Alex Cary



Chris Farlow presents Eddie Youngblood with the 2016 Builder of the Year Award



Chris Farlow presents Mike Henriksen with the 2016 Builder of the Year Award



The staff of Trustmark bank receives the 2016 Associates of the Year Award



Mike Howell, Baldwin County Building Official honored



Chris Farlow presents Michael Venezia with and Honorary Member award for his long dedication to the BCHBA

BCHBA'S 2017 BUILDERS HOME & PRODUCT SHOWCASE

MARCH 4-5 DAPHNE CIVIC CENTER

Application and Contract for Exhibit Space

All applications must be completed, signed and include a deposit of \$250 per booth for members, \$350 non-members.*
 Application will not be processed and space will not be assigned until the deposit has been received.
 Return application with a check or credit card info to 916 Plantation Blvd., Fairhope, AL 36532 or Fax: 251-928-9929.

Exhibitor Information

Firm Name: _____
 Address: _____
 City/State/Zip: _____

Contact Information All further show information will be sent to the contact person designated below. It is the responsibility of this person to distribute necessary information to the appropriate parties.

Contact Name: _____ Title _____
 Telephone: _____ Fax _____ Cell _____ Email _____

Booth Selection: Indicate the number of booths you are applying for and your 1st, 2nd & 3rd choice of booth location on the floor plan on our website.

Total # of Booths _____ 1st Booth Choice _____ 2nd Choice _____ 3rd Choice _____

Member Booth Rates: 10 x 10 - \$545	10 x 8 - \$495	Outside - \$500
Non-member Rates: 10 x 10 - \$725	10 x 8 - \$675	Outside - \$675

* Members of Mobile HBA receive Member Rates

Rates include 8' high backdrop, 3' high side curtains, 8' table with linen topper & skirt, 2 chairs, wireless access
 Add services: Water Service: \$60 110V Electrical Service - \$30 220V Electrical Service: \$100 (where available)

DEADLINES: Dec. 15, 2016 - HBA Members 2016 Home Show Exhibitors Priority Deadline for booth selection
 January 9, 2017 - All HBA Members Priority selection deadline.
 ** After January 10th booth selection is open to non-members.
 February 1st, 2017 – All remaining balances are due

\$250 per booth deposit due upon return of this contract for HBA Members, \$350 Non-Members NON REFUNDABLE

Type of Display: All products or services you plan to exhibit _____

Builders Home & Product Showcase to be held at the Daphne Civic Center, March 4 & 5, 2017. We acknowledge that upon acceptance by the BCHBA this application becomes a contract. Exhibitor agrees to comply with all of the Show Rules & Regulations, all of which are incorporated into and made a part of this Contract as fully included herein, and also with such other rules and regulations for the show as shall be promulgated from time to time by the BCHBA.
 THE UNDERSIGNED ACKNOWLEDGES THAT THEY HAVE READ THE RULES AND REGULATIONS INCLUDED.

_____ Signature _____ Title _____ Date _____

Please sign & return this contract to the BCHBA, keeping copies for your files. A confirmation letter will be sent to you. Please make note of the important dates and times below:

SET-UP TIMES	Friday, March 3rd	7:00 a.m. – 4:00 p.m.
OPEN TO PUBLIC	Saturday, March 4th	10:00 a.m. – 5:00 p.m.
	Sunday, March 5th	12:00 a.m. – 4:00 p.m.
TAKE DOWN	Sunday, March 5th	4:00 p.m. – 8:00 p.m.
	Monday, March 6th	8:00 a.m. – 10:00 a.m.

For BCHBA Use Only – Do Not Fill In This Section		
Date Received: _____	Total of Booth _____	Booth Number(s) _____
Amount Received: _____	Check _____	Balance Due by 2/1/2017 _____
Cc type and number _____	exp. _____	
CVV # _____	Received by: _____	Office Staff _____



2017 Marketing Guide BCHBA

Your membership in the Baldwin County Home Builders Association affords you the opportunity to market your business to over 600 other businesses in the building industry, as well as to the public. We have listed the many marketing opportunities and encourage you to select the ones that best promote your product or service. Then, decide which level of investment fits you and your business.

Look over the calendar of events and select the ones you want to participate in and build your own Sponsorship package. We offer four levels of Sponsorship discounts:

Foundation Level

\$10,000 (or more) – 1 full year of sponsorship or event participation of your choice. Receive a 15% discount on the total amount

Anchor Level

\$7,500 – same as above, receive a 10% discount on the total amount.

Beam Level

\$5,000 – same as above, receive a 5% discount on the total amount

Support Level

\$2,500 – same as above, receive a 2½% discount on the total amount

Plan ahead! Many of our popular events are reserved quickly. Once you make your decision, or if you need assistance, contact the BCHBA office at 251-928-9927.

Monthly Business after Hours meetings

Come and mix and mingle with fellow members! These meetings are hosted by members at their place of business and are usually held on the third Tuesday or Thursday of the month. These are excellent networking opportunities and free for members to attend. Contact the BCHBA office to schedule.

Quarterly Code Luncheons (\$250)

Information sharing meetings for Builders, Remodelers and Code Officials. Held at HBA office and you provide lunch. You are given time to make a short presentation with handouts.

The Plumline Advertising

The bi-monthly newsletter is mailed out to more than 700 members.

Color:	Full page	– \$400.00
	Back 3/4	– \$400.00
	1/2 page	– \$200.00
	Business Card Size	– \$50.00

Black & White:	Full page	– \$200
	1/2 page	– \$125
	1/3 page	– \$75

Membership Directory

The yearly complete list of members with contact and business information.

Color:	Full page	
	Back & Inside covers	– \$500
	Tab Page	– \$350

Black & White:	Full page	– \$275
	1/2 page	– \$175
	1/3 page	– \$150

Spring Tour of Homes

Investment – \$1,000

Company name & logo on ALL print & digital advertising; the BCHBA website, Facebook, and *The Plumline*.

Home & Product Show

Major Sponsor – \$2,000

- 10 x 10 Booth
- Listed with Company Name/Logo in all media promotions
- Banner Ad with your website link on the BCHBA website
- Listed as a Major Sponsor on all event signage
- Full page ad in *The Plumline* news magazine
- Display in Exhibitors Lounge
- 50 extra Show Admission Passes

Supporting Sponsor – \$1,000

- Listed as a Sponsor on event media promotion
- Banner Ad on BCHBA website
- Listed as a Sponsor on all event signage

Preview Sponsor – \$1,200

- Signage at the preview
- Recognition in the Plumline and on Facebook
- 10 extra Show Admission Passes

Official Show Guide Sponsor – \$750

- Approximately 1500 Show Guides distributed to attendees
- Company logo on the front page of the Show Guide
- 1/2 page ad in the Show Guide
- Recognized in *The Plumline* newsletter
- Recognized on the BCHBA website and Facebook page

Lanyard / Name Badge Sponsor – \$500

- Your company's name and logo on lanyards worn by exhibitors - You purchase or additional charge if ordered by BCHBA
- Your company's name and logo on the back of exhibitor badges
- Recognized in *The Plumline* newsletter
- Recognized on the BCHBA website and Facebook page

Exhibitor Hospitality Sponsor – \$500

- Exhibitor Lounge and Set up Coffee & Donut Special
- Signage at setup
- Display and literature in lounge
- Recognition in *The Plumline* and Facebook page

Parade of Homes

Platinum Sponsor Investment – \$5,000

- Company's name and logo will be placed in all television and radio spots.
- Company's name and logo will be included in all print advertising.
- Company's name and logo will be placed on the Special BCHBA Parade of Homes Website for a period of twelve (12) full months.
- Name and logo will be placed in BCHBA's monthly newsletter, *The Plumline*, for a period of twelve (12) months. Our newsletter is mailed to over 700+ company members.
- Company will be recognized at the Street Party on Thursday, October 3rd.
- Company will have the opportunity to place literature and business cards in appropriate areas at the Showcase Home.
- A FREE link from BCHBA's website to your company's website for one (1) year

Gold Sponsor Investment – \$2,500

- Company's name and logo will be included in all placed in BCHBA's monthly newsletter, *The Plumline*, for a period of twelve (12) months. Our newsletter is mailed to over 700+ company members.
- Company will be recognized at the Street Party on Thursday, October 3rd.
- Company will receive a business card size ad in *The Plumline* for 4 issues.
- A FREE link from BCHBA's website to your company's website for six (6) months.
- Company will have the opportunity to place literature and business cards in the Showcase Home

Silver Sponsor Investment – \$1,000

- Your Company's name will be included in all print advertising.
- Your company's name and logo will be included in *The Plumline* newsletter as a sponsor.
- Your company's name and logo will be included on the special BCHBA Parade of Homes website.
- Your company will be recognized at the Parade Street Party on Thursday, October 3rd.
- Your company will receive a business card size ads in two (2) issues of *The Plumline*.

Sporting Clay Shoot

Corporate sponsor – \$750

- Includes name on banner, 1 team and cart, station sign

Food sponsor – \$300

Beverage sponsor – \$250

Prizes sponsor – \$150

Station sponsor sign OR Score Card sponsor – \$100

- Your company's logo on score card

Golf Classic

Title Sponsor – \$2,500

- Four players
- Company item in ditty bag
- Company name in newsletter & website
- Company name on banner displayed at tournament

Corporate Sponsor – \$750

- Four Players
- Name on signage

Beverage Cart – \$300

- Company name or sign on cart

Hospitality Tent – \$350

- Company reps with giveaways on the tee

Awards Sponsor – \$250

- Company name on signage at event
- Company giveaways

Dinner Sponsor – \$500

- Company name on signage at event
- Company giveaways

Practice Range Balls – \$200

- Sign on practice range

Tee Sponsor – \$125

- Company sign on tee

BUILDERS

Coastal Classic Homes

Scott Colvin
Residential Custom Home Builder
634 Saint Andrews Dr.
Gulf Shores AL 36542
(251) 948-4448
coastalclassichomes@outlook.com

Green Leaf Construction

Jerry Smith
Residential Custom Home Builder
P.O. Box 7879
Spanish Fort AL 36577
(251) 605-9049
jsmith2248@mchsi.com

Lemongrass Custom Home & Design, Inc.

Delia Pierce
Residential Custom Home Builder
P.O. Box 2188
Fairhope AL 36533
(251) 554-9115
delia@lemongrasscustomhomes.com

McVay Construction Co., Inc.

Robert McVay Jr
Residential Custom Home Builder
112 Timberline Court
Daphne AL 36526
(251) 533-8096
mcvayrobert@hotmail.com

Turning Leaf Construction

Howard Miller
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P.O. Box 1940
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(251) 727-1935
rusty@turningleafconstruction.net

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Dale Walker Tile

Dale Walker
Ceramic Tile / Dist. / Installation
19150 Carver Lane
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(251) 504-7986

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Jonathan Singleton
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23353 Co. Rd. 47
Perdido AL 36562
(251) 689-5283
dhawker70@gmail.com

L A Carpet Broker

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Floor Coverings
776 Lakeside Dr.
Mobile AL 36693
(251) 666-4733
chad@lacarpetbroker.com

Landmark Enterprise, LLC

Chris Dean
Masonry Contractors
25421 Hwy. 181
Daphne AL 36526
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chris@landmarkfhal.com

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Walter Munoz
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Foley AL 36535
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Terry Thompson Chevrolet

Summer Riccio
Automobile / Truck Sales
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Daphne AL 36526
(251) 626-0631
summer@terry-thompson.com

Remember to add these new members to your directory.

**Welcome Our
New Members!**

*It's good business to do
business with members!*

1st Choice Builders, Inc. James Hughes	4 Yrs.	Decorative Concrete Designs Elliot Davis	3 Yrs.	Hartwig Moss Insurance Agency Helmut Mundt	4 Yrs.
Achee Builders, Inc. Chris Achee	10 Yrs.	Denk's Metal Erectors, Inc. Eric Denk	13 Yrs.	Heard Roofing & Construction Walter Heard	15 Yrs.
AF Drywall, LLC Arturo Fuentes	2 Yrs.	Dennis E. Campbell Construction, Inc. Dennis Campbell	18 Yrs.	James Childers Concrete, Inc. James Childers	24 Yrs.
AFA Construction, LLC Karla Torres	5 Yrs.	Dial Construction, Inc. Ted Dial	3 Yrs.	John Bowman Construction John Bowman	9 Yrs.
Affordable Sewer & Drain, Inc. Randy Lee	12 Yrs.	Doug Ward & Company, LLC Doug Ward	17 Yrs.	John Stacey Roofing, LLC John Stacey	9 Yrs.
Age Construction, LLC Armando Gomez	1 Yr.	E L Love Construction, Inc. Edward Love	8 Yrs.	Jones Coastline Service Luther Jones	2 Yrs.
American Air Solutions, Inc. Timothy Courtright	7 Yrs.	Ebert Insurance Agency, Inc. Charles Ebert	★ 32 Yrs.	Joseph's Carpentry Joseph Ronan	4 Yrs.
Apex Construction and Remodeling, LLC Jason Wrinkle	2 Yrs.	Fluid Motion Solutions, LLC Scott Miller	1 Yr.	Jubilee Flooring & Decorating Jerry Nowlin	7 Yrs.
BancorpSouth Kerry O'Connor	11 Yrs.	Fowler Custom Homes, Inc. Rusty Fowler	1 Yr.	KC South, LLC Matt Hawkins	1 Yr.
Bateman Heating & Air Horton Bateman	12 Yrs.	G. E. S. Electric Co., Inc. H Richard Glenn	24 Yrs.	Kelly Builders, Inc. Chuck Kelly	11 Yrs.
Ben Murphy Company, Inc. Ben Murphy	9 Yrs.	Garcia Drywall Robert Garcia	14 Yrs.	Kevin Oliver Kevin Oliver	1 Yr.
Benchmark Homes Group, LLC Robert Radcliff	4 Yrs.	Garden Design Solutions, Inc. Paul Fontenet	13 Yrs.	Langenbach Construction Co., LLC Johnny Langenbach	★ 29 Yrs.
Boster Plumbing, Inc. Roger Boster	11 Yrs.	Green Nurseries & Landscape Design, Inc. Bobby Green	★ 28 Yrs.	Manu-Forti Construction, Inc. Danny Paul	13 Yrs.
C & C Custom Cabinets, LLC Chad Boykin	3 Yrs.	Gruenloh & Associates P.C. Wayne Gruenloh	20 Yrs.	Mobile Bay Overhead Door, Inc. Jeff Thompson	20 Yrs.
C Roberds General Contractors, LLC Cain Roberds	5 Yrs.	Gulf Coast Building Supply Wayne Vick	★ 44 Yrs.	New Era Construction, Inc. Jon Stricklin	4 Yrs.
Capstone Construction, LLC Josh Martin	1 Yr.	Gulf Coast Flooring & Design Jamie Smith	7 Yrs.	New York Life Insurance Company Paul Hamilton	4 Yrs.
Coastal Stone Works dba Coastal Stone & Cabinetry Jim McDaniel	12 Yrs.	Gulf Coast Poured Concrete Walls, LLC John Hess	1 Yr.	Nichiha Fiber Cement Jared Cleveland	2 Yrs.
Coastline Services, LLC David Morace	3 Yrs.	Haber Sod Farms, LLC Tom Haber	15 Yrs.	Parker Diversified Holdings, LLC James Parker	12 Yrs.
Craig Jernigan Construction, Inc. Craig Jernigan	18 Yrs.	Habitat for Humanity of Baldwin County Sandy Folan	13 Yrs.	Parker Painting, LLC Stacey Parker	7 Yrs.
D.R. Horton, Inc. Scott Whitehurst	10 Yrs.	Hammond Construction, LLC Matt Hammond	12 Yrs.	PH Building & Design Co., Inc. Brian Harvill	11 Yrs.
David Wilson Masonry, Inc. David Wilson	★ 25 Yrs.			Price Masonry, LLC Randy Price	5 Yrs.

★ **Congratulations to our long term 25+ year members!**

R. C. I., Inc. Libby Hill	10 Yrs.	Scott Norman, LLC Scott Norman	4 Yrs.	Swinson Air Conditioning Peter Swinson	25 Yrs.
Riviera Utilities Miles McDaniel	44 Yrs.	Seagull Home Inspection, Inc. dba Seagull Heating, Air & Ref Horace Gardner	12 Yrs.	Triton Stone Group of Mobile Tanja Eddins	5 Yrs.
Rob Littleton Construction Co., LLC Rob Littleton	2 Yrs.	Smith, Kolb & Associates Hunter Smith	2 Yr.	Valere, LLC Chris Farlow	7 Yrs.
Roof Doctor of Alabama, Inc. Lance Carbarly	2 Yrs.	South Baldwin Custom Homes, Inc. Thomas Martin	4 Yrs.	Wachter & Company, Inc. Chason Wachter	8 Yrs.
Sawgrass Builders, Inc. James Broderick	7 Yrs.	Steve Mitchell Construction, Inc. Steve Mitchell	21 Yrs.		

Thank You
for your continued support!

★ **Congratulations to our long term 25+ year members!**

SPIKE CLUB  **CANCELED** as of Dec. 16, 2016

LIFE MEMBERS

J Lynn Blackmon	258.00
Carolyn Bowen	73.50
Robert Brown	73.50
Chris Bumpers	52.50
Alex Cary	36.00
Don Druse	661.50
Charles Ebert III	809.00
Dan Harrison	164.50
Gary Hellmich	106.00
Mike Henrikson	33.50
Joe Hocklander	215.25
Tracy Holobaugh	94.00
John Hutchinson	30.00
Julie Kenney	88.00
Stillman D. Knight	53.50
Johnny Langenbach	300.50
Chad Lippincott	25.00
Lee Mitchell	109.50
Cliff Pitman	110.00
Chris Price	148.50

Rance Reehl	35.00
Cain Roberds	90.00
George Roberds	543.50
Ray Roberds	70.00
David Stapleton	34.50
George Stuart	130.50
Cathy Taylor	87.50
Thorn Thomas	300.00
Jeff Thompson	38.50
Wayne Trawick	274.00
Lee Turner	192.50
Michael Venezia	40.50
Patrick Waller	31.00
Eddie Youngblood	257.00

MEMBERS

Jack Lynn Blackmon Jr.	19.50
Bryan Chandler	13.50
Gene Evans	23.00
Chris Farlow	19.50
Mike McElmurry Jr.	22.00
Maclin Smith	18.00

ABC Supply	Goodwyn, Mills and Cawood
Allen's Services, Inc.	Green Services, Kevin Green dba
Bay Pointe Drywall	Ingerson Custom Cabinets, LLC
Black Angus Construction, LLC	Lynch Building Co., LLC
Boise Cascade	M. F. N. Quality Construction, LLC
Bonded Builders Warranty Group	M.D. Price Builder, LLC
BRW & Sons Construction	Manley Plumbing Co., Inc.
Coastal Brush Cutting, LLC	S & P Construction, Steven Pintarel dba
Comalander Construction, LLC	Southeastern Specialities, Inc.
Corte Homes, Inc.	Splash Pools & Spas, LLC
Eastern Shore Construction, LLC	Vokal Fabrication & Welding, LLC
Efficient Framers	
Geoff Lane Construction, Inc.	

Members earn one Spike credit for each new member they sponsor. When that member renews after his or her first year of membership, the sponsoring member automatically receives one retention credit. Every year that the member renews thereafter, the sponsoring member will receive a half renewal credit.

2017 BCHBA EVENTS SCHEDULE

Mar. 4-5 Home & Product Showcase	Sept.30-Oct.1 Parade of Homes
Apr. 6 Silent Auction	Oct. 7-8 Parade of Homes Street Party
Apr. 22-23 Spring Tour of Homes	Nov. 2 Clay Shoot
May 5 Annual Golf Classic	Dec. 7 Christmas Open House
Aug. 10 Bowling Tournament	

Thank you for your support of

the TOOL TREE

Niki Whitaker says: "I just came from the Baldwin County Home Builder's Association (BCHBA) office in Fairhope, AL and my heart is overjoyed with the love and generosity that they have shown our children this Christmas. For nearly 20 years now they have done a "Tool Tree" with some of our children's wish lists for Christmas. The BCHBA members go over and beyond to assure our Children have a fabulous Christmas! As a non-profit, there are so many things that must come together to make it possible for us to thrive year after year. One of those things is partnerships. We are so grateful for the partnership that we have with the BCHBA. They do so much at Christmas and throughout the year to help this agency sustain. Thank you BCHBA from the bottom of our hearts! We wish you all a very Merry Christmas and a Happy New Year!"



Christmas gifts for Care House of Baldwin County Child Advocacy Center The Baldwin County Home Builders Association members provide Christmas gifts for the children assisted by Care House annually. L-R: Niki Whitaker, Robin Taylor and Maribel Peturis of CARE House/BCCAC, Marsha Jordan BCHBA Staff and Chris Farlow, BCHBA President.

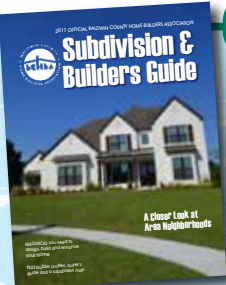
Special Thank You to the Daphne High School Girls Service Club for providing individual stockings for all of the children!



Give a child from The CARE House a special Christmas

THANK YOU! YOU HELPED MAKE A DIFFERENCE!

OFFICIAL BALDWIN COUNTY HOME BUILDERS ASSOCIATION



Subdivision & Builders Guide

Connecting YOU with potential home buyers! 2017

- The only publication in Baldwin County focused on subdivisions, new home construction, home buying information and the latest trends in products and services for homeowners.
- 5,000 copies distributed at the BCHBA's Spring Tour of Homes in April and on the BCHBA website (www.bchba.com).
- Copies of the Official Subdivision & Builders Guide will be distributed at all Baldwin County Chambers of Commerce, welcome centers, area builders, The Association of Realtors, real estate offices and agents in Baldwin County as well as mortgage loan offices and as requested by mail while quantities last.

Deadline is Thursday, March 31, 2017

All ad copy must be in-house by this date for inclusion!

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Back Page	\$1,650	\$2,170
Pg. 2, 3, 5 Inside Back	\$1,300	\$1,820
Double Truck	\$1,650	\$2,170
Full Page	\$995	\$1,515
Half Page	\$650	\$1,170
Quarter Page	\$490	\$870
Builder Profiles	\$250	\$450

Profiles are 1/2 Page Horizontal format only, contain biographical info on builders only (homes, subdivisions or price points not allowed in profiles) One profile per builder per issue.

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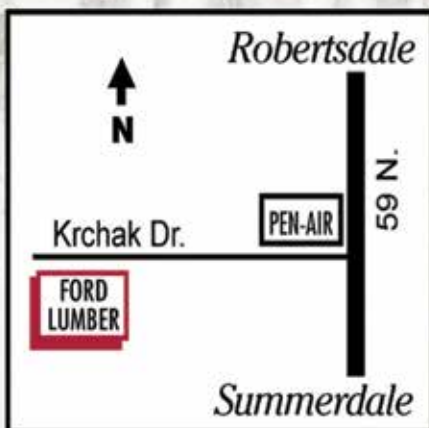
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UPCOMING EVENTS



BCHBA
Baldwin County Home Builders Association

JANUARY EVENTS

- Jan. 12 12:00pm Associate Council Mtg.
- Jan. 17 12:00pm Board Mtg.
- Jan. 17 5:30pm General Membership Mtg. Bay Flooring - Fairhope



Jan. 10-12 Int. Builders' Show
Orlando, FL

FEBRUARY EVENTS

- Feb. 9 12:00pm Associate Council Mtg.
- Feb. 14 11:30am Board Mtg.
- 12:00pm Code Mtg. - Sponsored by Quick Tie Products

OFFICE CLOSED

- Feb. 28 Mardi Gras



HBAA
Home Builders Association of Alabama

Feb. 21-22 HBAA Winter Meeting
Montgomery



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