

the **plumbline**

A PUBLICATION OF THE BALDWIN COUNTY HOME BUILDERS ASSOCIATION ♦ JANUARY/FEBRUARY 2018



**2018 BCHBA
Marketing
Guide**

**2017 Parade of
Homes Street Party
at Pointe Place**

**31st Annual
Home & Product
Showcase**

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

CHRISTMAS

OPEN HOUSE

December 7, 2017



PHOTOS FROM

GENERAL MEMBERSHIP MEETING

Held on November 16, 2017



Thank you to the City of Orange Beach Building Dept. and Landon Smith, Swift Supply, Huber, Ready Mix U.S.A., Foxcrete.



Are you interested in building the 2018 **SHOWCASE HOME?**

The Showcase Home is a great way for you to demonstrate your skill and creativity and is the centerpiece of the Parade of Homes!

Please contact Fran at 251-928-9927 or email to fran@bchba.com for more information!

2018

Board of Directors and Officers

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

Local Directors

Brian Armstrong	Mike Henriksen
Chris Bumpers	Bo Nichols
Eric Craig	Scott Schoppert
Barbara Fretwell	Jim Smith
Jeff Frosthalm	Eddie Youngblood
Matt Hammond	

State Directors

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

National Directors

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

Senior Life Directors

Don Druse	Stillman Knight	George Roberds
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Associate Council Chairman

Chris Bumpers

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

916 Plantation Blvd.
Fairhope, AL 36532
251.928.9927 • Fax: 251.928.9929
www.bchba.com

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ON THE COVER
new Officers and board of Directors was sworn in at the Annual Christmas Open House on December 7th. See pictures on Page 3.

SCHEDULE

2018 BCHBA EVENTS

- FEB. 17-18** Home & Product Showcase at the Daphne Civic Center
- MAR. 15** Silent Auction, Scholarship Fund Raiser (Associate Council event)
- APR. 21 - 22** Spring Tour of Homes
- MAY 4** Annual Golf Classic at Quail Creek
- AUG. 9** Bowling Tournament (Associate Council event)
- SEPT. 29-30, OCT. 6-7** Annual Parade of Homes & Street Party hosted by Showcase Home
- OCT. 4** Sporting Clay Shoot
- NOV. 1** Christmas Open House hosted by BCHBA and Associate Council
- DEC. 6**

All event dates are tentative and subject to change.

GENE EVANS

I would like you to know that I am honored to serve as your President of the Baldwin County Home Builders Association for 2018. I have served on the Baldwin County Home Builders Association Board for the past seven years. During this time I have also served as an Alabama State Director and alternate National Director.

During my 34 years of experience as an Engineer, Commercial Builder and current owner of Marquee Custom Home Builders I have established relationships that I feel will assist me in performing the duties of President of this great organization.

One of my goals this year is to continue keeping our membership growing and strong. A strong membership gives us a voice in local, state and national issues that affect our industry. Baldwin County this year is ranked 22nd in the nation for membership size. That credit is due to the hard work by our past presidents, board members and association members. Keep up the good work!

Also, I would like to start a mentoring program for our Baldwin County youths in the residential building trades. I will be reaching out to local High Schools, and Trade Schools to identify individuals with an interest in participating in the mentoring program. I will also be asking some of our great builders and subcontractors to allow our youth to shadow them and show them how our industry works. My ultimate goal is to place these individuals in promising jobs after graduation.

Another goal I have is to continue working with our local realtors, home inspectors and appraisers in helping them to further understand the way our industry is changing every day.

I will also be assisting our charitable foundation in finding veterans returning with disabilities that we can assist in making their homes assessable to their needs, along with other worthwhile projects.

I welcome all ideas, discussions and suggestions on issues for the upcoming year.

In closing I would like to thank our outgoing President Alex Cary for an outstanding job she performed during 2017. She represented our organization with dignity and her leadership was exemplary. I also would like to thank our staff of BCHBA they make our jobs much easier and I am grateful for their hard work and support.

Thank you and let's have a great "2018".



ALEX CARY

I am ending this year and this term as President of BCHBA with much gratitude. Throughout this very full year I could not have served without the personal and professional support from my family, friends, coworkers, fellow BCHBA members and board members, and most certainly our incomparable staff. It has been an honor and a privilege to serve alongside some very experienced and well-respected HBA veterans. I am fortunate to have served at a very positive time for our industry and our association, and am happy to share that we have had a great year.

We have maintained steady growth and had many successful events throughout the year. Our membership has grown to 731 members. Thanks to all of you who have joined our association as new members and to those of you that continue to renew each year. I have met some wonderful new members throughout the year and heard some great success stories from members reaping rewards from their involvement. I am a firm believer that you get what you put in, and encourage those of you who haven't made a general membership meeting in a while, or those that keep meaning to get involved but haven't, to take a look at our upcoming events and come on out! The networking and potential relationships to be cultivated are so worthwhile and you never know what future professional benefits or friendships might be in store.

We also had a very successful year in fund raising events and general meetings. This year we raised over \$6,000 for the foundation and gave \$7000 in scholarships with the associate council to young people involved in industry related fields. Additionally, the Baldwin County Child Advocacy Center received over \$6500 in donations collected at the Showcase Home, through our Tool Tree fundraiser and the Fishing tournament. We had wonderful participation in our general membership meetings, clay shoot, golf tourney, fishing tourney, silent auction and crawfish boil, Home Product show, spring tour and parade of homes. We also had a couple of successful events in the southern part of the county, with an after-hours in Orange Beach and with our last and very successful general membership meeting of the year at the Coastal Arts Center in Orange Beach, which I hope will become an annual event. Many thanks to our sponsors, to all who helped to make these events happen and to those who participated.

In closing, I must make a tie to my "real job" and share that I am also very proud of our members for their role in making Baldwin County the leader in FORTIFIED designated homes in the nation. I visit many areas across the country, and am always proud to share this fact with industry professionals and community leaders. This has been such a positive year for our association and our industry, and I am hopeful for continued growth in the coming year as I hand the gavel to our incoming and very capable new President, Gene Evans. I look forward to staying involved and to a great year next year!



IMPACT OF THE CANADIAN LUMBER DUTIES ON THE U.S. ECONOMY IN 2018

By Paul Emrath on December 7, 2017

On November 2, 2017, the Commerce Department announced its final decision to impose duties averaging 20.83 percent on Canadian softwood lumber shipments into the U.S. The impacts of these duties on the U.S. economy next year will include increased production by U.S. sawmills, reduced imports from Canada, and higher prices paid for lumber by consumers in the U.S., which in turn will lead to a reduced volume of new residential construction. The National Association of Home Builders (NAHB) estimates that the bottom line impact of these effects in 2018 will be a net loss of

- **\$576.9 million in wages and salaries for U.S. workers,**
- **\$404.0 million in taxes and other revenue for governments in the U.S., and**
- **9,370 full-time U.S. jobs.**

The jobs are measured in Full Time Equivalent (enough work to keep a worker employed full-time for a year, based on the average hours worked per week in each affected industry).

NAHB's estimates for calendar year 2018 require a baseline projection of the relevant economic activity and prices that would have prevailed in the absence of the duties. Because preliminary duties were announced and being anticipated throughout 2017, the baseline projections for the percentage breakdown of lumber produced in, imported into, and exported out of the U.S., as well as lumber prices, are based on 2016 data. The source of data on lumber production in 2016 is the Lumber Track newsletter issued on November 6, 2017 by the Western Wood Products Association. The source of data on lumber prices is a mid-2016 Lumber Market Report issued by Random Lengths, adjusted for inflation using the annual increase in the Consumer Price Index in 2017 and 2018 (from NAHB's Economic and Housing Forecast dated 11/13/2017). NAHB's forecast is also the source for housing starts and residential fixed investment in 2018.

Also for the 2018 analysis, new estimates of the amount of lumber in the average single-family and multifamily home were developed from the 2017 Builder Practices Survey conducted by Home Innovation Research Labs.

From this baseline, NAHB continues to apply average elasticities (how strongly markets respond to price changes) published in the academic literature, as summarized in Baek (2011). The result is an estimate that, in 2018, the 20.83 percent duty will cause

- **a reduction of 1.3 billion board feet in Canadian imports,**
- **an increase of 885 million board feet in output of U.S. producers for the domestic market, and**
- **a 6.9 percent increase in the price paid by U.S. customers for softwood lumber.**

It is well known that home builders are among the major U.S. consumers of softwood lumber. The effects of the increased price the duty would cause them to pay (assuming the conventional price elasticity for housing demand of -1) include a

- **\$1,360 increase in the price of an average single-family home**
- **\$478 increase in the market value of an average multifamily home**
- **\$1.1 billion reduction in investment in single-family structures, and**
- **\$147 million reduction in investment in multifamily structures.**

NAHB's National Impact of Home Building model can then be used to translate the reduced investment in residential construction into net impacts on the U.S. economy. The resulting impacts by major industry group and type of tax (or other government revenue) lost are shown in the table below:

Net Impact of the Duty on the U.S. Economy

Using the NAHB model described in [Impact of Home Building and Remodeling on the U.S. Economy](#)

I. Jobs and Income by Industry

	Full Time Equivalent Jobs	Wages and Salaries	Profits Before Taxes	
			Proprietors	Corporations
All industries	-9,370	-\$576,897,345	-\$239,312,780	-\$212,877,426
Construction	-6,283	-\$371,287,465	-\$153,251,554	-\$67,249,348
Manufacturing	-58	-\$24,352,711	-\$4,543,382	-\$51,374,292
Trade, Transportation & warehousing	-1,373	-\$65,782,748	-\$10,474,728	-\$30,494,923
Finance and insurance	-194	-\$19,501,378	-\$483,016	-\$14,341,084
Real estate and rental & leasing	-89	-\$5,066,914	-\$27,904,829	-\$6,741,018
Professional, Management, Administrative	-740	-\$53,797,665	-\$15,241,963	-\$10,151,501
Other	-632	-\$37,108,465	-\$27,413,308	-\$32,525,260

II. Government Revenue Generated

Total	-\$404,034,757
Federal	-\$267,029,319
Income taxes	-\$131,130,140
Government social insurance*	-\$129,387,439
Excise taxes and customs duties	-\$6,511,740
State and local	-\$137,005,438
Income taxes	-\$36,205,703
Permit, hook-up, impact, etc. fees	-\$52,580,818
Sales taxes	-\$26,142,303
Other business taxes & license fees	-\$22,076,614

* primarily payments for Social Security, Medicare & unemployment insurance

BCHBA'S 2018 BUILDERS HOME & PRODUCT SHOWCASE FEBRUARY 17-18 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: December 15, 2017 - HBA Members 2018 Home Show Exhibitors Priority Deadline for booth selection
January 5, 2018 - All HBA Members Priority selection deadline.
** After January 5th booth selection is open to non-members.
January 15, 2018 – 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, February 17-18, 2018. 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 if 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

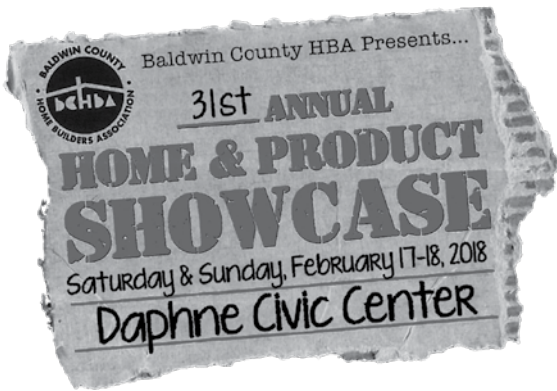
_____ Date

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, February 16	7:00 a.m. – 4:00 p.m.
MEMBER PREVIEW	Friday, February 16	5:00 p.m - 6:30 p.m.
OPEN TO PUBLIC	Saturday, February 17	10:00 a.m. – 5:00 p.m.
	Sunday, February 18	12:00 a.m. – 4:00 p.m.
TAKE DOWN	Sunday, February 18	4:00 p.m. – 8:00 p.m.
	Monday, February 19	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 1/15/2018 _____
Cc type and number _____ exp. _____
CVV # _____ Received by: _____ Office Staff _____



SPONSORSHIP OPPORTUNITIES

Major Sponsor: \$2,000

- 10 x 10 Booth
- Listed as a Major Sponsor with Company Name and 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 *Plumblin*e news magazine
- Display in Exhibitors Lounge
- 50 extra Show Admission Passes

Preview Sponsor: \$1,200

- Signage at the Preview
- Recognition in the *Plumblin*e and on Facebook
- 10 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
- 1/2 page ad in *Plumblin*e newsletter
- Display Business Cards in Exhibitors Lounge
- 10 extra Show Admission Passes

Official Show Guide Sponsor: \$750

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

Lanyard / Name Badge Sponsor: \$500

- Your company's name and logo on lanyards worn by all exhibitors during the Show (you purchase or additional charge if ordered by BCHBA)
- Your company's name and logo on the back of all exhibitor badges
- Recognized in the *Plumblin*e newsletter
- Recognized on the BCHBA website and Facebook page

Hospitality Sponsor: \$500

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

2018 HOME & PRODUCT SHOWCASE SPONSORSHIP AGREEMENT

Company Name: _____

Contact Name: _____

Address: _____

Telephone #: _____ Fax: _____ Email: _____

Sponsorship Opportunity Level: _____

Method of Payment: Amount: \$ _____ Check Credit Card (fill out information below)

Card #: _____ CVV Code: _____ Expiration: _____

Bill My Company: _____ (Note: Payment must be received prior to event date)

Authorized Person (please print): _____

Signature: _____



Silent Auction & Crawfish Boil



To Fund BCHBA Charitable Foundation Scholarships

**Thursday, March 15, 2018 at 5:30 pm
At Cliff Pitman's - 9320 Gayfer Rd., Fairhope**

We are seeking items for this event. The silent auction is our key fundraiser which provides scholarships to deserving students pursuing careers in the home building industry. Qualifying students must be Enrolled in construction-related studies at a technical school or college. To date, the Association has awarded \$83,600 in scholarships to help students in Baldwin County prepare for careers in the home building industry.

Our goal is to continue this growth, and it is only through the support of the local community that this can be achieved.

Thank you for your support of our local students in the growth of the home building industry. We appreciate any contributions.

Your donations are TAX DEDUCTABLE - BCHB Charitable Foundation is a 501(c)3
Tax ID #47-3985693

ALL ITEMS MUST BE DELIVERED TO THE HBA OFFICE BY THURSDAY, FEBRUARY 8, 2018

DATE _____, 2018

DESCRIPTION _____

DONATION VALUE \$ _____

DONATED BY (Company) _____

HBA ASSOCIATE COUNCIL REP _____

Gift Certificate descriptions must be on contributor's letterhead where possible and signed by contributor
(Otherwise, please print clearly on the back of this form)

Baldwin County Home Builders Charitable Foundation
916 Plantation Blvd., Fairhope, AL 36532
(251) 928-9927
www.bchba.com



FOR OFFICE USE ONLY

Item recieved in HBA Office (date): _____ by _____

Bid sheet completed Added to Excel



2018 Marketing Guide BCHBA

Your membership in the Baldwin County Home Builders Association affords you the opportunity to market your business to over 700 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 Plumblin 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

Subdivision Guide

Printed once per year, with informative articles, a list of major subdivisions, builders profiles and a buyers guide.

Back page	– \$1650
Page 2, 3, 5, inside back	– \$1300
Double truck	– \$1650
Full page	– \$995
Half page	– \$650
Quarter page	– \$490
Buider profile	– \$250

Spring Tour of Homes

Investment – \$1,500

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

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 Plumblin* 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 Plumblin 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 Plumblin* 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 Plumblin* 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 Plumblin* 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 Plumblin*, 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 Plumblin*, 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 Plumblin* 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 Plumblin* 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 Plumblin*.

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

2018 BCHBA

SCHOLARSHIPS

Last year the BCHBA awarded \$7,000 in annual scholarships to deserving local students pursuing careers in the home building industry. Qualifying students must be enrolled in construction related studies at a technical school or college. If you know a prospective candidate, please feel free to download the 2018 Scholarship Application on the BCHBA website. Deadline March 15, 2018.



L-R: Alex Cary - BCHBA President, Scott Schoppert - BCHBA Associate Council Chairman, Andrew Holley, Clay Pitman, Allison Jones, Bryan Roberts, James Minchew, Chris Bumpers - BCHBA Associate Council Treasurer, Alex Holobaugh, and Joe Hocklander - BCHBA Associate Council Secretary

Entries Wanted for the 2018 Alabama Remodeling Excellence Awards



Registration Deadline
January 19, 2018

Entry Deadline
February 26, 2018

Winners Announced
April 14, 2018

Presented by Home Builders
Association of Alabama Remodelers



www.remodelalabama.com

BUILDERS

Hansen Homes, LLC
Bubba Hansen
Residential Custom Home Builder
22300 Price Grubbs Rd.
Robertsdale AL 36567
(251) 978-6835
hansenhomesllc@gmail.com

Mike McConnell, Inc. dba Mike McConnell Homes
Mike McConnell
Residential Builder
213 S. Alston
Foley AL 36535
(251) 943-5065
mccconnellhomes@gulftel.com

ASSOCIATES

4 Trades, LLC
Chris Chisolm
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19836 Pikin Lane
Foley AL 36535
(256) 508-3957
chris.4tradesllc@yahoo.com

AE Residential & Commercial Quality Painting, LLC
Adrian Enriquez
Painting Contractor
16240 South Ave.
Silverhill AL 36576
(251) 228-0240
adrianenriquez1987@gmail.com

BBD Drywall, Joseph Beck & Danny West dba
Joseph Beck
Drywall Contractors
20732 B Hunt Dr.
Robertsdale AL 36567
(251) 581-4880
joelbeck07@yahoo.com

City of Fairhope, Alabama
Erik Cortinas
Municipality
P.O. Box 429
Fairhope AL 36533
(251) 990-0141
erikc@fairhopeal.gov

Coastal Alabama Insurance & Financial Services
Reggie Pulliam
Insurance Company / Agency
P.O. Box 1492
Gulf Shores AL 36547
(251) 504-3951
reginald@coastalalabamainsurance.com

H P Construction, Inc.
Maria Garcia
Framing Subcontractors
P.O. Box 447
Foley AL 36535
(251) 223-9842
angeles1244@gmail.com

Ken Nichols, Inc.
Ken Nichols
Landscaping
P.O. Box 224
Summerdale AL 36580
(251) 747-1776
kennichols02@yahoo.com

L A Roofing, Gerald Walker dba
Gerald Walker
Roofing Contractors
32575 Browns Landing Rd. Lot 3
Seminole AL 36575
(251) 348-0289
l.roofing_al@yahoo.com

Ladner & Ladner
L. Stephen Ladner
Accountants
6321 Piccadilly Square Dr. Ste. D
Mobile AL 36609
(251) 343-2270
steve@glkcpas.com

Laskay Construction
George Laskay
Trim Carpentry
2021 Lubarrett Ct. East
Mobile AL 36695
(251) 423-5706
georgelaskay@yahoo.com

M & M Perfect Framing, LLC
Mario Gachuzo
Carpentry Contractors
21448 US Hwy. 98
Foley AL 36535
(850) 525-2067

Medina Construction, LLC
Eva Medina
Carpentry Contractors
4055 Wesley Lane
Mobile AL 36609
(251) 508-2640
medinallc2020@gmail.com

Miguel Rosas-Hernandez
Miguel Rosas-Hernandez
Roofing Contractors
12731 County Rd. 65
Foley AL 36535
(251) 209-8478
migu_el.171@hotmail.com

Nabors Marble, LLC
Harvy Nabors
Marble / Cultured Marble/Cultured Stone/
Granite
16475 Newman Rd.
Summerdale AL 36580
(251) 597-1928
denise.luebker@gmail.com

Otto R. Gonon-Diego
Otto Gonon-Diego
Pool Construction
4559 Airport Blvd.
Mobile AL 36608
(251) 786-1910

SLP General Construction, LLC
Jose Ibarra
Carpentry Contractors
24613 Pecantee
Loxley AL 36551
(850) 261-7142

AFFILIATES

Tool Expo Corporation
Jeff Price
Building Materials / Lumber
P.O. Box 916
Robertsdale AL 36567
(251) 533-6250
jprice@toolexpo.com

Welcome Our New Members!

It's good business to do business with members!

Remember to add these new members to your directory.

RENEWALS

Oct. 16, 2017- Dec. 16, 2017

3D Installation, Daniel W. Davis dba Wesley Davis	3 Yrs.	Coldwell Banker Reehl Properties Cindy Zebryk	1 Yr.	Hartwig Moss Insurance Agency Helmut Mundt	5 Yrs.
ABC Supply Co. Tim Matheny	4 Yrs.	Craig Jernigan Construction, Inc. Craig Jernigan	19 Yrs.	Harvill, Inc. Judd Harvill	5 Yrs.
Achee Builders, Inc. Chris Achee	11 Yrs.	Craig Sinclair Builder, Inc. Craig Sinclair	21 Yrs.	Heard Roofing & Construction Walter Heard	16 Yrs.
Affordable Sewer & Drain, Inc. Randy Lee	13 Yrs.	D.R. Horton, Inc Stephanie Snyder	11 Yrs.	Hoffren Landscape & Maintenance Ted Hoffren	11 Yrs.
Age Construction LLC Armando Gomez	2 Yrs.	Damage Assessment Division, LLC Jerry Finney	1 Yr.	Impact Divisions, LLC Brad Dunn	1 Yr.
American Air Solutions, Inc. Timothy Courtright	8 Yrs.	Dauphin Containers, LLC Nolan McLean	2 Yrs.	J A Roofing, LLC Jose Atzin	13 Yrs.
AMN Gutters Inc. Anthony Norris	1 Yr.	David Wilson Masonry, Inc. David Wilson	★ 26 Yrs.	James Childers Concrete, Inc. James Childers	★ 25 Yr.
Apex Construction and Remodeling, LLC Jason Wrinkle	3 Yrs.	Dial Construction, Inc. Ted Dial	4 Yrs.	John Bowman Construction John Bowman	10 Yrs.
Baldwin County Fence Company Terri Shaver	6 Yrs.	Doug Ward & Company, LLC Doug Ward	18 Yrs.	John Stacey Roofing, LLC John Stacey	10 Yrs.
BancorpSouth Kerry O'Connor	12 Yrs.	Ebert Agency, Inc. Charles Ebert	★ 33 Yrs.	John Swafford Painting, Inc. John Swafford	14 Yrs.
Barnett Drywall Tim Barnett	10 Yrs.	Fluid Motion Solutions, LLC Scott Miller	2 Yrs.	Jones Coastline Service Luther Jones	3 Yrs.
Benchmark Homes Group, LLC Robert Radcliff	5 Yrs.	Frame & Finish, LLC George Garner	1 Yr.	Jordon Barnhill Construction, LLC Jordon Barnhill	1 Yr.
Benny Darby Construction Company, Inc. Benny Darby	13 Yrs.	Garden Design Solutions, Inc. Paul Fontenot	14 Yrs.	Jubilee Flooring & Decorating Jerry Nowlin	8 Yrs.
Boster Plumbing, Inc. Roger Boster	12 Yrs.	Gary Clark Builder Gary Clark	22 Yrs.	Kelly Builders, Inc. Chuck Kelly	12 Yrs.
Bryan Wood Flooring, Inc. Chris Bryan	22 Yrs.	Green Leaf Construction Jerry Smith	1 Yr.	Langenbach Construction Co., LLC Johnny Langenbach	★ 30 Yrs.
C & C Custom Cabinets, LLC Chad Boykin	4 Yrs.	Green Nurseries & Landscape Design, Inc. Bobby Green	★ 29 Yrs.	Lemongrass Custom Home & Design, Inc. Delia Pierce	1 Yr.
C Roberds General Contractors, LLC Cain Roberds	6 Yrs.	Gruenloh & Associates P.C. Wayne Gruenloh	21 Yrs.	LLCH, Inc. Larry Lawrence	3 Yrs.
Centennial Bank Mary Alice Neyhart	17 Yrs.	Gulf Coast Building Supply Wayne Vick	★ 45 Yrs.	Micor Inc. dba MDS Construction Co. Mike Small	14 Yrs.
Coastal Brush Cutting, LLC Inman Ellis	5 Yrs.	Haber Sod Farms, LLC Tom Haber	16 Yrs.	New Era Construction, Inc. Jon Stricklin	5 Yrs.
Coastal Classic Homes Scott Colvin	1 Yr.	Hamilton Life Solutions Paul Hamilton	5 Yrs.	Nichols Real Estate Bo Nichols	1 Yr.
Coastal Stone Works dba Coastal Stone & Cabinetry Jim McDaniel	13 Yrs.	Hammond Construction, LLC Matt Hammond	13 Yrs.	Oscar Remodel Oscar Mondragon	3 Yrs.

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

Outdoor Hardscapes, Inc.
Ricardo Chaves

1
Yrs.

Randy Goins
Randy Goins

4
Yrs.

Suarez Builder, Inc.
Larry Suarez

24
Yrs.

Parker Painting, LLC
Stacey Parker

8
Yrs.

Read Roofing and Contracting
Alan Read

12
Yrs.

Sun Coast Builders, Inc.
Steve Bailey

13
Yrs.

Phillip Vlahos Homes
Phillip Vlahos

6
Yrs.

Riviera Utilities
Miles McDaniel

★ **45**
Yrs.

Swinson Air Conditioning
Peter Swinson

★ **26**
Yrs.

Pitman Brown
Robert Brown

9
Yrs.

Seagull Home Inspection, Inc.
dba Seagull Heating, Air & Ref
Horace Gardner

13
Yrs.

Triton Stone Group of Mobile
Tanja Eddins

6
Yrs.

Price Masonry, LLC
Randy Price

6
Yrs.

Singleton Construction,
Jonathan Singleton dba
Jonathan Singleton

1
Yr.

Valere, LLC
Chris Farlow

8
Yrs.

QuickTie Products
William Stewart

1
Yr.

Smith, Clark and Associates, LLC
Hunter Smith

3
Yrs.

Wright's Masonry
Carlos Wright

8
Yrs.

R. C. I., Inc.
Libby Hill

11
Yrs.

Steve Mitchell Construction, Inc.
Steve Mitchell

22
Yrs.

R C Ratliff Enterprises, LLC
Robert Ratliff

1
Yr.

Streamline Environmental, LLC
Jacob Cunningham

6
Yrs.

Thank You
for your continued support!

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

SPIKE CLUB



LIFE MEMBERS

J Lynn Blackmon	267.50	Cliff Pitman	113.50
Carolyn Bowen	78.00	Chris Price	159.50
Robert Brown	80.50	Rance Reehl	36.00
Chris Bumpers	58.50	Cain Roberds	99.00
Alex Cary	42.50	George Roberds	553.50
Don Druse	663.50	Ray Roberds	74.50
Charles Ebert III	834.00	David Stapleton	39.00
Gene Evans	30.00	George Stuart	133.50
Chris Farlow	27.50	Cathy Taylor	87.50
Dan Harrison	168.50	Thorn Thomas	306.50
Gary Hellmich	113.50	Jeff Thompson	45.00
Mike Henrickson	40.00	Wayne Trawick	276.00
Joe Hocklander	225.75	Lee Turner	278.50
Tracy Holobaugh	98.00	Michael Venezia	44.50
John Hutchinson	33.00	Patrick Waller	37.00
Julie Kenney	89.00	Eddie Youngblood	268.00
Stillman D. Knight	55.00		
Johnny Langenbach	305.00		
Chad Lippincott	27.50		
Lee Mitchell	118.50		

MEMBERS

Jack Lynn Blackmon Jr.	22.50
Bryan Chandler	14.50
Mike McElmurry Jr.	23.50
Maclin Smith	19.50

CANCELED

as of Dec. 16, 2017

1st Choice Builders Inc.	Extreme Green Building Products
AF Drywall, LLC	H & H Construction of the Gulf Coast LLC
Apex Construction and Remodeling, LLC	Hartmann, Blackmon & Kilgore P.C.
Bricks & Blocks to Lay, Inc.	J Home Services LLC
Capstone Construction, LLC	Nichiha Fiber Cement
Coastline Services, LLC	Pfeffer Floor Covering Inc dba Pfeffer Floors To Go
Cutting Edge Construction	Scott Norman LLC
E L Love Construction, Inc.	Seelhorst Services
Eastern Shore Construction, LLC	Self Design LLC
Ed's Home Repair	Triton Blasting Services
Efficient Framers	

MEMBERS ARE OUR FOUNDATION

IF YOU DO BUSINESS WITH ANY CANCELED MEMBERS, PLEASE ASK THEM TO REJOIN!

WE WANT THEM BACK!

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.



National Association
of Home Builders

MEMBER ADVANTAGE

AT A GLANCE

Houzz – Free access to the concierge service, instant approval into the Houzz Trade Program giving trade-only discounts up to 50% off, plus special discounts on local advertising. Visit www.houzz.com/NAHBmembers

FCA US LLC – A \$500 cash allowance for members, employees and household family members. This offer is good toward many new models in the Chrysler, Dodge, Jeep®, Ram or FIAT® vehicle lineup and is stackable with most current local or national incentives. Visit www.nahb.org/fca to learn more.

Lowe's – Visit www.LowesForPros.com/NAHB or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) or Lowe's Business Accounts (LBA) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when you mention the 5% at time of purchase and when using your LAR or LBA.

General Motors – Enjoy a Private Offer of \$250, \$500 or \$1,000 on many Chevrolet, Buick and GMC vehicles. Other offers may be available for even more savings. Visit www.nahb.org/gm to learn more.

UPS Savings Program & YRC Freight – UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit www.1800members.com/NAHB or call 1-800-MEMBERS (800-636-2377) for more information.

GEICO – Exclusive NAHB discounts for members on auto insurance. Visit www.geico.com/disc/nahb or call 800-368-2734. Mention NAHB for auto, homeowners, and commercial auto quotes.

2-10 Home Buyers Warranty – Visit www.2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

TSYS (formerly TransFirst) – Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit www.tsysassociation.com/NAHB.

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ConstructionJobs.com – NAHB offers a recruitment tool to all NAHB members in their search for new employees. NAHB members enjoy a 20% discount off standard rates. Visit: <https://www.nahb.org/en/members/member-discounts/archived-webpages/nahb-career-center.aspx> to connect with top talent and top employers in the construction industry today.

Hertz – Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit www.hertz.com/nahb, or call 800-654-2200 and use CDP# 51046.

Avis – Up to 25% off car rental base rates and FREE Avis Preferred Service membership at www.avis.com/nahb, or call 800-331-1212 and use AWD code G572900.

Budget – Up to 25% off car rental base rates and FREE Budget Fastbreak at www.budget.com/nahb, or call 800-283-4387 and use BCD code Z536900.

Office Depot – 10% off all delivery orders. Free shipping on orders of \$50 or more. Call 800-274-2753 and mention NAHB.

Omaha Steaks – Save 10%, in addition to any online specials. www.OSincentives.com/promo/nahb

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Wyndham Hotel Group – 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to www.nahb.org/ma and click on the Wyndham logo to find out more.

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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!"



The Baldwin County Home Builders Association members provide Christmas gifts annually for the children assisted by Care House. L-R: Niki Whitaker of CARE House/BCCAC, Alex Cary, BCHBA President, Tina Erickson and Robin Taylor of CARE House/BCCAC and Marsha Jordan, BCHBA Staff.

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

**THANK YOU TO EVERYONE WHO CONTRIBUTED!
You helped make a difference!**



Give a child from The CARE House a special Christmas

CARE House, Inc.

OFFICIAL BALDWIN COUNTY HOME BUILDERS ASSOCIATION

Subdivision & Builders Guide
Connecting YOU with potential home buyers! **2018**



- 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.
- 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 Friday, March 16, 2018

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

Call 251-928-9927
Or Email brett@bchba.com

Ad Size	BCHBA Member	Non-Member
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.

Full Page Bleed
8.75"x11.25"
Image Area
7.5"x10"

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7.5"x5"

Quarter Page
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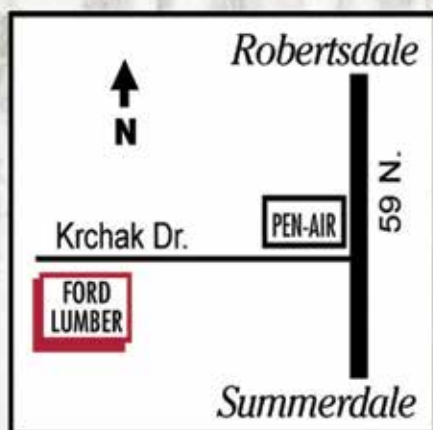
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Susan Bankester Phone: 251.431.7846 NMLS# 438175	David Brown Phone: 251.621.4670 NMLS# 708659	Chris Conken Phone: 251.431.7814 NMLS# 490485	Rick Howze Phone: 251.431.7874 NMLS# 1267972
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Member FDIC

UPCOMING EVENTS



BCHBA Baldwin County Home Builders Association

JANUARY EVENTS

Jan. 11	12:00pm	Associate Council Mtg.
Jan. 16	12:00pm	Board Mtg.

FEBRUARY EVENTS

Feb. 8	12:00pm	Associate Council Mtg.
Feb. 14	11:30am	Board Mtg.
	12:00pm	Code Mtg.
Feb. 16	5:30pm	Home Show Preview
Feb. 17-18		Home Show



Jan. 9-11 Int. Builders' Show
Orlando, FL



Feb. 20-21 HBAA Winter Meeting
Montgomery



BALDWIN COUNTY HOME BUILDERS ASSN.
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