



# the **plumbline**

A PUBLICATION OF THE BALDWIN COUNTY HOME BUILDERS ASSOCIATION ♦ JANUARY/FEBRUARY 2019

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## 2019 BCHBA Marketing Guide

## BCHBA 45th Anniversary Celebration at Oak Hollow Farm

## 32nd Annual Home & Product Showcase Entry



# 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."*

CHEVROLET 

1402 Highway 98  
Daphne

**TERRY THOMPSON**  
**CHEVROLET**  
*Takes You Home* 

**FIND NEW ROADS™**

251-626-0631  
ShopTerry.com



# 45th Anniversary Celebration 1973-2018



Oak Hollow Farm  
November 15, 2018



Thank you to our sponsors

**ProSource**  
WHOLESALE



**HELLMICH ELECTRIC, INC.**

**Langenbach Construction Co., LLC**



BCHBA Past Presidents



Dale Crittenden, Gene Evans, Adrian Longcrier



Gene Evans presents a 2018 President's Award to Chris Bumpers



Gene Evans presents a 2018 President's Award to Bobby Clark



Gene Evans presents Tracy Holobaugh with \$1000 for winning the 2018 Membership Contest



Tracy Holobaugh donated his \$1000 award to Bobby Clark to use for Hurricane Michael relief



The 2019 Associate Council takes their oath of office



The 2019 BCHBA Board of Directors



Outgoing BCHBA President Gene Evans and incoming President Chris Farlow

For more pictures of this event and others, visit [www.bchba.com](http://www.bchba.com)



A message from **INCOMING** BCHBA President

# CHRIS FARLOW



**T**he new year is upon us. I am honored for the opportunity to once again serve as President of the Baldwin County Home Builders Association. What a privilege to hold the title that so many respected builders previously have. Our Association is going through some exciting times. All indications are we will have a strong economy through 2019. Our membership growth and

retention are top in the State. We are thrilled about some new possibilities and opportunities this year.

I am proud of the work our staff and members have put into motion for 2019. The first is starting a Young Professionals Committee chaired by Jeff Frosthalm. This committee will be tasked with promoting our industry to young upcoming builders, associates, and affiliates. They will engage the next generation of BCHBA leaders. Another new committee, Work Force Development, will tackle educating and advertising our industry's trade to high school students. The committee's goal is to enlighten young people to the fact a career in the industry such as an electrician or plumber is worthwhile along with

prosperous. We must create the work force of the future. The National Association of Home Builders has requested BCHBA to help development a template for a Disaster Plan to be used by all local associations. Once again, NAHB recognizes Baldwin County as a leader and an example association for others to follow. Lastly, I look forward to working with the Baldwin County Home Builders Association Charitable Foundation in supporting our community through in kind giving and projects.

I would like to thank Gene Evans for his service in 2018. He is a good friend and colleague to me personally. I have the utmost respect for all he has achieved and his dedication to this association. Our association has thrived under his leadership. He cares deeply about the future of home building. Gene is a role model for all to follow.

In closing, I encourage our members to get more involved in the association. We have a place for everyone. It is true, you get ten times back what you put in. I will be reaching out to several of our members this year to help us achieve new levels. I look forward to working with each of you this upcoming year.

A message from **OUTGOING** BCHBA President

# GENE EVANS



**I**would like to say it has been an honor to serve you this year as President of the Baldwin County Home Builder Association. In addition, I had the privilege to work with one of the best home building Boards, second to none.

2018 was a fantastic year for the Baldwin County home building industry and for our Association.

During this past year we grew our membership and we had some of the best fund raising events we have had in many years. The Parade of Homes was extremely successful and

one of the largest we have had in a long time.

I see a bright future for this Association and its members as Baldwin County continues to grow. Baldwin County is a very desirable location people wish to call home due to the lifestyles and opportunities Baldwin County has to offer.

In closing I would like to send out a sincere thank you to our staff Fran, Marsha and Brett, as well as to all of our Members for their great work and support during 2018.

I am looking forward to working with our incoming President.

Go build 2019!

# 2019

## Board of Directors and Officers

Chris Farlow	President
Cliff Pitman	1st Vice President
Jeff Frosthalm	2nd VP/Treasurer
Brian Armstrong	3rd Vice President
David Brown	Secretary
Gene Evans	Past President

## Local Directors

Chris Bumpers	Joe Hocklander
Eric Craig	Bo Nichols
Barbara Fretwell	Cain Roberds
Matt Hammond	Jim Smith
Mike Henriksen	Eddie Youngblood

## State Directors

Brian Armstrong	Chris Farlow
Robert Brown	Jeff Frosthalm
Gene Evans	Cliff Pitman

## National Directors

Robert Brown	Chris Farlow	Cliff Pitman, Life
Alex Cary	Lee Mitchell	Patrick Waller, Life

## 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

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 BCHBA 45th Anniversary Celebration at Oak Hollow Farm on November 15. See pictures on Page 3.

# SCHEDULE

## 2019 BCHBA EVENTS

- MAR. 9-10** Home & Product Showcase at the Daphne Civic Center
- Spring TBA** Drawdown
- APR. 11** Silent Auction & Crawfish Boil (Associate Council event)
- APR. 27 - 28** Spring Tour of Homes
- MAY 3** Annual Golf Classic at Quail Creek
- AUG. 8** Bowling Tournament (Associate Council event)
- SEPT. 28-29, OCT. 5-6** Annual Parade of Homes & Street Party hosted by Showcase Home
- OCT. 3** Sporting Clay Shoot
- NOV. 7** Christmas Open House hosted by BCHBA and Associate Council
- DEC. 5**

All event dates are tentative and subject to change.



# BCHBA Young PROFESSIONALS

The Baldwin County Home Builders Association is starting a new committee, the YOUNG PROFESSIONALS. We are targeting any members 45 years and younger. Your participation is needed to make this new group a success!



Please  
join us!

Tuesday  
January 22, 2019

3:00pm

BCHBA Office  
916 Plantation Blvd.  
Fairhope, AL 36532

## ALABAMA HOME SALES UP 9% IN OCTOBER FROM A YEAR AGO!

by ACRE Research | November 26, 2018

**Sales:** Alabama statewide home sales totaled 4,880 units during October, up 9.1 percent from 4,473 sales in the same month a year earlier. However, October sales were down 3.8 percent compared to 5,074 sales in September. Results were 23.8 percent above the five-year October average of 3,940 sales.

**Inventory:** Homes listed for sale statewide during October totaled 23,200 units, a decrease of 9.2 percent from October 2017's 25,549 units, and a decrease of 2 percent from September 2018's 23,672 units. October months of supply totaled 4.8 months, a decrease of 16.8 percent from October 2017's 5.7 months of supply. However, October's months of supply increased from September's 4.7 months of supply.

**Pricing:** The statewide median sales price in October was \$156,872, an increase of 7.1 percent from one year ago and a decrease of 3.5 percent from the prior month. This direction is consistent with historical data (2013-17) indicating that the October median sales price on average decreases from September by 0.7 percent. The homes selling in October spent an average of 98 days on the market (DOM), a decrease of 13.6 percent from 113 days in October 2017, but an 8.8 percent increase from 90 days in September. This indicator can fluctuate from month to month because of the sampling size of data and seasonal buying patterns.

**Forecast:** October sales were 316 units, or 6.9 percent, above the Alabama Center for Real Estate's (ACRE) monthly forecast. ACRE projected 4,564 sales for the month, while actual sales were 4,880 units. ACRE forecast a total of 49,347 residential sales statewide year-to-date, while there were 52,206 actual sales through October.

**ACRE's statewide perspective:** While nationwide sales declined 2.6 percent during October, residential sales in Alabama continued to grow during the fall of 2018. Total residential sales in Alabama increased 9.1 percent year-over-year from 4,473 to 4,880 closed transactions. Year-to-date through October, statewide residential sales are up 7 percent from 48,745 one year ago to 52,163 currently. Home price appreciation in the state continued to grow as the median sales price in October increased 7.1 percent year-over-year from \$146,458 to \$156,872. The year-to-date median sales price is up 4.8 percent from 2017. Although nationwide inventory levels increased 2.8 percent in October, Alabama's residential inventory decreased 9.2 percent from one year ago. Low inventory levels were a major factor contributing to rising sales prices throughout 2018. With low inventory levels, it is not surprising to see homes selling more quickly than in previous years. Homes selling in Alabama during October spent an average of 98 days on the market, an improvement of 15 days from 2017.

**NAR's national perspective:** During October, nationwide inventory for existing homes increased 2.8 percent year-over-year from 1.8 million to 1.85 million residential listings. According to Lawrence Yun, chief economist for the National Association of Realtors, "As more inventory enters the market and we head into the winter season, home price growth has begun to slow more meaningfully. This allows for much more manageable, less frenzied buying conditions."





**Thursday, February 7, 2019 • Noon**  
**at the BCHBA Office in Fairhope**  
**916 Plantation Blvd. • Fairhope**

# LUNCHEON

**for Parade of Homes Builders, Showcase Home Builder and Associates Offering Discounts**

**Eric Craig will build the 2019 Showcase Home**

**PLEASE COMPLETE THIS FORM & BRING TO LUNCHEON TO OFFER DISCOUNTS TO PARADE BUILDERS**  
 (Reservations: Mandatory by Tuesday, February 5, 2019 - One representative per company)

## DISCOUNT PROGRAM PARTICIPATION AGREEMENT

This agreement between \_\_\_\_\_, herein known as the DISCOUNTER, and the Baldwin County Home Builders Association, herein known as the ASSOCIATION, in entering into this \_\_\_\_\_ day of \_\_\_\_\_, 2019. The DISCOUNTER agrees to participate in the DISCOUNT PROGRAM offered in conjunction with the 2019 Parade of Homes scheduled for September 28-29 and October 5-6, 2019. The DISCOUNTER further agrees to provide the following discounts in the amounts shown for the products and/or services herein described. It is further agreed that these discounts shall be made available to each builder and only to those builders having a home in the Parade and such discounts are in addition to any other discounts normally given. Discounts will be given only after the builder s has paid the entry fee for the home/s on which the discounts are given.

**The following discounts will be given: PERCENT or DOLLAR AMOUNT** \_\_\_\_\_

**Description/Details** \_\_\_\_\_

**Discounts described above will be given (check one):**

- Upon payment of the invoice
- After the Parade, if the home is finished and open to the public as part of the Parade.
- Upon payment of the invoice but must be returned if the home is not finished and open during the Parade.

**Signed:** \_\_\_\_\_ **Print Name:** \_\_\_\_\_

**Company:** \_\_\_\_\_ **Address:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Cell Phone:** \_\_\_\_\_

## SHOWCASE HOME CONTRIBUTIONS

**This section is for contributions or discounts for the showcase home only**

Upon receipt by the BCHBA Office, a Contribution/Discount list will be compiled for the builder of the showcase home and forwarded to them. You will receive recognition.

**Contribution:** \_\_\_\_\_

**Value:** \_\_\_\_\_ **Discount %:** \_\_\_\_\_ **Savings \$:** \_\_\_\_\_

**Signed:** \_\_\_\_\_ **Print Name:** \_\_\_\_\_

**Company:** \_\_\_\_\_ **Address:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Cell Phone:** \_\_\_\_\_

**Over 3000 consumers viewed the Showcase Home last year! What better way to make sure your products and/or services are viewed by prospective customers! Don't let the Parade pass you by!**

# BCHBA'S 2019 BUILDERS HOME & PRODUCT SHOWCASE

## MARCH 9-10 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 top & skirt, 2 chairs, wireless access  
Add services: Water Service: \$60      110V Electrical Service - \$30      220V Electrical Service: \$100 (where available)

**DEADLINES:** December 14, 2018 - HBA Members 2018 Home Show Exhibitors Priority Deadline for booth selection  
January 4, 2019 - All HBA Members Priority selection deadline.

\*\* After January 4th booth selection is open to non-members.  
January 15, 2019 - 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 9-10, 2019.** 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:

<b>SET-UP TIMES</b>	<b>Friday, March 8</b>	<b>7:00 a.m. – 4:00 p.m.</b>
<b>MEMBER PREVIEW</b>	<b>Friday, March 8</b>	<b>5:00 p.m - 6:30 p.m.</b>
<b>OPEN TO PUBLIC</b>	<b>Saturday, March 9</b> <b>Sunday, March 10</b>	<b>10:00 a.m. – 5:00 p.m.</b> <b>12:00 a.m. – 4:00 p.m.</b>
<b>TAKE DOWN</b>	<b>Sunday, March 10</b> <b>Monday, March 11</b>	<b>4:00 p.m. – 8:00 p.m.</b> <b>8:00 a.m. – 10:00 a.m.</b>

### For BCHBA Use Only – Do Not Fill In This Section

Date Received: \_\_\_\_\_ Total of Booth \_\_\_\_\_ Booth Number(s) \_\_\_\_\_  
Amount Received: \_\_\_\_\_ Check \_\_\_\_\_ Balance Due by 1/15/2019 \_\_\_\_\_  
Cc type and number \_\_\_\_\_ exp. \_\_\_\_\_  
CVV # \_\_\_\_\_ Received by: \_\_\_\_\_ Office Staff \_\_\_\_\_





# 2019

## 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

## 2019 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: \_\_\_\_\_

# WHERE DO MY DUES DOLLARS GO?



**W**here do my dues dollars go? And what am I getting for what I pay? These questions are most often asked by new members and representatives and often by members who have not participated in the Association for several years - until a dues increase occurs or their membership is up for renewal. Suddenly, the Association is asked to prove itself. Once proven, the member usually discovers that the services provided - either directly or indirectly are of higher value than the actual amount of the total dues. Lets take a look at the Baldwin County Home Builders Association (BCHBA) dues and what services are provided.

The total dues that the BCHBA currently invoices Builder members \$530, Associate Members \$480 and Affiliate Members \$50. It is important to know and remember that the amounts are split between three different Associations (BCHBA, Home Builders Association of Alabama and the National Association of Home Builders). An additional \$50 is an ABPAC contribution which you are entitled to decline if you so wish to. The distribution of the dollars between the associations is the chart at the bottom of the page.

Let's take a look at the \$195 that is sent to the National Association of Home Builders (NAHB). The Baldwin County Home Builders Association is affiliated with the NAHB, so when you join our local Association you also join NAHB. That membership entitles you to everything from discounts on car rentals, hotels and office supplies to shipping, computers and other services. Your NAHB dues also support the University of Housing, which provides training and certification programs through local Associations. One of the most significant services your dues support at the national level is representation on behalf of members at the nation's capitol. Promoting legislation that is favorable to homebuilders is something that must be done. **No member can afford to do it alone at the national level!**

Next is the \$60 that we forward to the Home Builders Association of Alabama (HBAA) on your behalf. They offer money saving programs such as the Self Insurers Fund, Builders Risk Program, Builders Rebate Program and educational programs. At the state level, your dues support representation in the state legislature, as well as various offices within state government. HBAA is continually monitoring proposed laws and regulations that will affect your business. From building codes to land use, to environmental and energy codes, taxes, property rights and job site safety. These items are occurring on a daily basis. **You can't find anyone willing to monitor the hundreds of proposed regulatory and legislative changes that are occurring at such a great rate for \$60 a year.**

Finally there is the dollar amount that stays here locally at the BCHBA. Your Executive Vice president and staff are retained to implement Association policies and to carry out the work of the Association, major elements of which are community relations, education and training, communications, promotional events such as the Home & Product Showcase, Spring Tour of Homes and the Parade of Homes, free networking opportunities, governmental affairs, code and regulatory affairs, administration of BCHBA business affairs, management aids and materials, discount programs and many other types of membership services. Together the three Associations (local, state and national) **form one of the nation's largest and strongest trade organizations, as befits an industry of such fundamental importance.**

**Our Associations comprise the only organization working around the clock exclusively in the interest of the residential building industry!**

## HOW YOUR DUES ARE DISTRIBUTED

	Builders	Associates	Affiliates
<b>National Association of Home Builders (NAHB)</b>	<b>\$195</b>	<b>\$195</b>	<b>\$15</b>
<b>Home Builders Association of Alabama (HBAA)</b>	<b>\$60</b>	<b>\$60</b>	<b>n/a</b>
<b>Baldwin County Home Builders Association (BCHBA)</b>	<b>\$275</b>	<b>\$225</b>	<b>\$35</b>
<b>Total</b>	<b>\$530</b>	<b>\$480</b>	<b>\$50</b>



# Silent Auction & Crawfish Boil



**To Fund BCHBA Charitable Foundation Scholarships**

**Thursday, April 11, 2019 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 \$90,600 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 DEDUCTIBLE - BCHB Charitable Foundation is a 501(c)3  
Tax ID #47-3985693

ALL ITEMS MUST BE DELIVERED TO THE HBA OFFICE BY THURSDAY, APRIL 4, 2019

DATE \_\_\_\_\_, 2019

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



# 2019 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 Plumline Advertising

The electronic 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
Builder profile	– \$250

## Spring Tour of Homes

### Investment – \$1,500

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
- 1/2 page ad in *The Plumline* newsletter
- Display Business Cards in Exhibitor Lounge
- 10 extra Show Admission Passes

### 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 social media.
- 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 bi-monthly newsletter, *The Plumline*, for a period of twelve (12) months.
- 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.
- Banner ad on ParadeCraze

### Gold Sponsor Investment – \$2,500

- Company's name and logo will be included in all placed in BCHBA's monthly newsletter, *The Plumline*.
- Company's name and logo will be included in all print advertising.
- Company's name and logo will be placed on the BCHBA Parade of Homes Website for a period of twelve (12) full months.
- Company will be recognized at the Street Party on Thursday, October 3rd.
- Company will receive a business card size ad in *The Plumline*.
- 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.

## 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 name in newsletter & website
- Company name on banner displayed at tournament

### Golf Towel Sponsor – \$1,000

- Four Players
- Name on signage

### 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

### Dinner Sponsor – \$500

- Company name on signage at event

### Practice Range Balls – \$200

- Sign on practice range

### Tee Sponsor – \$125

- Company sign on tee

## Drawdown

### Drawdown Sponsor – \$500



# 2019 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 2019 Scholarship Application on the BCHBA website. Deadline March 15, 2019.



L-R: Scott Schoppert - Scholarship Committee Member, Judson Taylor, Fran Druse - BCHBA Executive Vice President, Bryan Roberts, Reid Brown, Gene Evans - 2018 BCHBA President, Connor Byrd, Barbara Fretwell - BCHBA Associate Council Treasurer, Chris Bumpers - BCHBA Associate Council Chairman



Thank you for your support of

# the TOOL TREE



The Baldwin County Home Builders Association members provide Christmas gifts annually for the children assisted by the CARE House of the Baldwin County Child Advocacy Center (BCCAC). L-R: Tika Gardner, Shanequia Pruitt and Maribel Peturis of BCCAC, Gene Evans, BCHBA President, Marsha Jordan of BCHBA and Robin Taylor of BCCAC.



CARE House, Inc.  
Baldwin County  
Child Advocacy Center

Give a child from The CARE House a special Christmas

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

## BUILDERS

### 5A Remodeling, LLC

Michael Strength  
Remodelers  
595 Hancock Rd  
Fairhope, AL 36532  
(251) 583-2801  
michael@5aremodelingllc.com

### BESTBILT Construction, LLC

Roy Parker  
Residential Builder  
26520 South Holly St., Ste. B  
Loxley, AL 36551  
(251) 533-0958  
bestbiltconstructionllc@gmail.com

### GRW Company, Inc.

Gary Woodham  
Residential Builder  
32 Preserve Court  
Gulf Shores, AL 36542  
(251) 421-2905  
woodh1@att.net

## ASSOCIATES

### 4U Roofing, LLC

Robert Harris  
Roofing Contractors  
20680 State Hwy. 181  
Fairhope, AL 36532  
(251) 235-2222  
info@4uroofing.pro

### Alabama Coastal Insurance

Brian Smith  
Insurance Company / Agency  
P.O. Box 2165  
Fairhope, AL 36533  
(251) 929-4141  
bsmith@alcoastalinsurance.com

### Amazing Grace Construction, LLC

Brenda Hernandez  
Masonry Contractors  
80 Center Street  
Mobile, AL 36609  
(251) 284-6575  
adrianyan3@gmail.com

### Bin There Dump That

Chandi McMillan  
Waste Disposal  
20040 US. Highway 181, Ste. D  
Fairhope, AL 36532  
(251) 928-8789  
cmcmillan@bintheredumpthat.com

### Caribbean Sunset Paradise, Inc.

Luis Contreras  
Carpentry Contractors  
2200 Highway 98, Ste 4 #323  
Daphne, AL 36526-4382  
(850) 503-6915  
luisgcontreras@live.com

### Century Bank

Dan Garland  
Mortgage Companies  
5370 Highway 90 West  
Mobile, AL 36619  
(251) 665-7020  
dgarland@centurybankms.com

### Electricpower, LLC

Chris Floyd  
Electrical Contractors  
6724 Mighty Oaks Dr.  
Gulf Shores, AL 36542  
(251) 504-6287  
c.floyd@myelectricpower.com

### GloScapes Outdoor Lighting

Christine Allen  
Electrical Suppliers/Lighting  
26180 Equity Dr., Ste B  
Daphne, AL 36526  
(251) 929-9388  
christine@GloScapes.com

### Hel-Co We Trim Trees

Leo Helton  
Excavation Work,  
Tree Service  
16040 South Ave.  
Silverhill, AL 36576  
(251) 978-7558  
heltoninc@gmail.com

### MAJ Carpentry, LLC

Juvenal Morales  
Framing Subcontractors  
24515 Precious Rd.  
Loxley, AL 36551  
(850) 449-7264  
juvmar1976@gmail.com

### Morin Homes, LLC

Ryan Morin  
Remodelers  
32630 Browns Landing Rd  
Seminole, AL 36574  
(251) 401-8720  
morinhomesllc@gmail.com

### Paradise Granite

Michel Motta  
Granite Installation  
28500 US Hwy 98  
Elberta, AL 36530  
(251) 986-4000  
info@paradisegranitellc.com

### Patriot Home Construction, Inc.

Stephen Farley  
Roofing Contractors  
5650 Unit C Lott Road  
Eight Mile, AL 36619  
(251) 260-1102  
info@patriotllc.org

### Pelican Roofing

Seth Williams  
Roofing Contractors  
102 Doris Ave.  
Spanish Fort, AL 36527  
(251) 725-3375  
pelicanroofing@gmail.com

### Perez Flooring

Ana Perez Vazquez  
Flooring Installation  
3061 Westgate Rd.  
Mobile, AL 36606  
(251) 391-7595  
hernandezemiliano468@gmail.com

### Quick Homes Solutions, Inc.

Pedro Saucedo Vargas  
Framing Subcontractors  
19167 Harden Lane  
Summerdale, AL 36580  
(850) 512-5465  
quickframing@gmail.com

### Qwick Co., LLC

Jacque Wickware  
Excavation Work  
30417 Pinyon Drive  
Spanish Fort, AL 36527  
(251) 648-8280  
wickware2@yahoo.com

### Re/Max By The Bay - Ginny Stopa Team

Ginny Stopa  
Real Estate Brokers / Agents  
28810 U.S. Hwy 98, Ste C  
Daphne, AL 36526  
(251) 621-2588  
ginny@ginnystopa.com

### Redline Electrical Services

Steve Alexander  
Electrical Contractors  
12123 Chaucer Ave  
Daphne, AL 36526  
(251) 382-3658  
redlinealabama@gmail.com

### Reasant Mortgage Lending

Melinda McGhee  
Mortgage Companies  
165 W I-65 Service Rd N  
Mobile, AL 36608  
(251) 767-9429  
melinda.mcghee@reasant.com

### Restructured

Trevor Clarke  
Custom Millwork  
807 Nichols Ave  
Fairhope, AL 36532  
(251) 591-8599  
trevor@restructuredrevival.com

### Tiago Baldi Contracting and Painting

Tiago Baldi  
Painting Contractor  
7180 Windmill Place N.  
Mobile, AL 36695  
(251) 725-7713  
tiagobaldi@msn.com

### Under Grace Roofing

Daniel Woods  
Roofing Contractors  
21599 Bengston Rd.  
Robertsdale, AL 36567  
(251) 978-2879  
walkintheight@gmail.com

Remember to welcome these new members and add them to your directory!



# RENEWALS

Oct. 16, 2018- Dec. 13, 2018

<b>1st Call Services, LLC</b> Justin Juncos	<b>1</b> Yrs.	<b>Doug Ward &amp; Company LLC</b> Doug Ward	<b>19</b> Yrs.	<b>Mobile Bay Overhead Door, Inc</b> Jeff Thompson	<b>22</b> Yrs.
<b>3D Installation, Daniel W. Davis dba Wesley Davis</b>	<b>4</b> Yrs.	<b>Drayton Homes Inc.</b> Edward Drayton	<b>4</b> Yrs.	<b>Mobile Lumber &amp; Millwork/Coast Design Kitchen &amp; Bath</b> Jim Henderson	<b>19</b> Yrs.
<b>4 Lane Development Inc.</b> Geoff Lane	<b>2</b> Yrs.	<b>Ever Painting LLC</b> Juan J. Yos-Lopez	<b>1</b> Yr.	<b>Mr. General Construction LLC</b> Anastacio Montes	<b>1</b> Yr.
<b>ABC Supply Company Inc.</b> Tim Matheny	<b>5</b> Yrs.	<b>G &amp; M Properties, LLC</b> Gary H. Rountree	<b>17</b> Yrs.	<b>New Era Construction Inc.</b> Jon Stricklin	<b>6</b> Yrs.
<b>Achee Builders, Inc.</b> Chris P. Achee	<b>12</b> Yrs.	<b>Garden Design Solutions Inc</b> Mr. Paul E. Fontenot	<b>15</b> Yr.	<b>Olacon Drywall &amp; Maintenance LLC</b> Xochitl Chavez	<b>1</b> Yr.
<b>AF Drywall LLC</b> Arturo Fuentes	<b>4</b> Yrs.	<b>Gary Clark Builder</b> Gary Clark	<b>23</b> Yrs.	<b>Outdoor Hardscapes Inc</b> Ricardo Chaves	<b>2</b> Yr.
<b>Affordable Sewer &amp; Drain, Inc.</b> Randy Lee	<b>14</b> Yr.	<b>Green Nurseries &amp; Landscape Design Inc.</b> Bobby Green	<b>30</b> Yrs.	<b>Parker Painting LLC</b> Stacey Parker	<b>9</b> Yrs.
<b>BancorpSouth</b> Kerry O'Connor	<b>13</b> Yrs.	<b>Gruenloh &amp; Associates P.C.</b> Wayne Gruenloh	<b>22</b> Yrs.	<b>Parker Roofing, Brian and Kendra Parker dba Kendra Parker</b>	<b>1</b> Yr.
<b>Benny Darby Construction Company, Inc.</b> Benny Darby	<b>14</b> Yrs.	<b>Gulf Coast Building Supply</b> Wayne Vick	<b>46</b> Yrs.	<b>Pfeffer Floor Covering Inc dba Pfeffer Floors To Go</b> Arlene Pfeffer	<b>22</b> Yrs.
<b>Bryan Wood Flooring Inc.</b> Chris Bryan	<b>23</b> Yrs.	<b>Hartwig Moss Insurance Agency</b> Helmut Mundt	<b>6</b> Yrs.	<b>PH Building &amp; Design Co. Inc.</b> Brian Peyton Harvill	<b>13</b> Yrs.
<b>C Roberds General Contractors, LLC</b> Cain Roberds	<b>7</b> Yrs.	<b>Island Enclosures &amp; Improvements LLC</b> John Paul Jones	<b>12</b> Yrs.	<b>Pool Contractor Services, LLC</b> Greg Travis	<b>1</b> Yr.
<b>Clark Construction Services LLC</b> Bobby Clark	<b>2</b> Yrs.	<b>James Childers Concrete Inc.</b> James Childers	<b>26</b> Yrs.	<b>QuickTie Products</b> William Stewart	<b>2</b> Yrs.
<b>Coastal Alabama Insurance &amp; Financial Services</b> Reggie Pulliam	<b>1</b> Yr.	<b>Jordon Barnhill Construction LLC</b> Jordon Barnhill	<b>2</b> Yrs.	<b>R C Ratliff Enterprises, LLC</b> Robert Ratliff	<b>2</b> Yrs.
<b>Coastal Classic Homes</b> Scott E Colvin	<b>2</b> Yrs.	<b>Ladner &amp; Ladner</b> L. Stephen Ladner	<b>1</b> Yr.	<b>R. C. I., Inc.</b> Libby Q Hill	<b>12</b> Yrs.
<b>Coastal Stone Works dba Coastal Stone &amp; Cabinetry</b> Stephanie Hale	<b>14</b> Yrs.	<b>Langenbach Construction Co. LLC</b> Johnny Langenbach	<b>31</b> Yrs.	<b>Read Roofing and Contracting</b> Alan Read	<b>13</b> Yrs.
<b>Custom Concrete Homes LLC</b> John Hess	<b>3</b> Yrs.	<b>Lemongrass Custom Home &amp; Design Inc.</b> Delia Pierce	<b>2</b> Yrs.	<b>Reedy Construction, LLC</b> Jeff Reedy	<b>10</b> Yrs.
<b>D.R. Horton, Inc</b> Stephanie Snyder	<b>12</b> Yrs.	<b>LLCH, Inc</b> Larry Lawrence	<b>4</b> Yrs.	<b>Riviera Utilities</b> Miles McDaniel	<b>46</b> Yrs.
<b>Dallas Drilling Corp</b> Mark Carpenter	<b>4</b> Yrs.	<b>Manu-Forti Construction Inc</b> Danny Paul	<b>15</b> Yrs.	<b>Rob Littleton Construction Co. LLC</b> Rob Littleton	<b>4</b> Yrs.
<b>Dauphin Containers LLC</b> Nolan McLean	<b>3</b> Yr.	<b>MJ Builders, LLC</b> Matt Hays	<b>3</b> Yrs.	<b>Seagull Home Inspection, Inc. dba Seagull Heating, Air &amp; Ref</b> Horace H. Gardner Jr.	<b>14</b> Yrs.
<b>David Wilson Masonry, Inc</b> David Wilson	<b>27</b> Yrs.	<b>Mobile Appliance Co. Inc.</b> Dawn Bowers	<b>6</b> Yrs.		

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

# RENEWALS (Continued from page 12)

Oct. 16, 2018 - Dec. 13, 2018

Site Solutions, LLC  
Sean Klarman

5  
Yrs.

Steve Mitchell Construction Inc.  
Steve Mitchell

23  
Yrs.

Wesley Freeland Masonry  
Wesley Freeland

8  
Yrs.

SLP General Construction LLC  
Jose Ibarra

1  
Yr.

Valere Homes  
Chris Farlow

9  
Yrs.

*Thank You*

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

for your continued support!

## SPIKE CLUB



### LIFE MEMBERS

J Lynn Blackmon	274.50	Lee Mitchell	124.00
Robert Brown	88.50	Cliff Pitman	116.50
Chris Bumpers	68.00	Chris Price	164.00
Alex Cary	48.50	Rance Reehl	37.00
Don Druse	667.50	Cain Roberds	106.50
Charles Ebert III	860.00	George Roberds	565.50
Gene Evans	44.50	Ray Roberds	76.50
Chris Farlow	43.00	David Stapleton	43.00
Dan Harrison	173.00	George Stuart	138.50
Gary Hellmich	120.50	Thorn Thomas	315.50
Mike Henrickson	49.50	Jeff Thompson	50.50
Joe Hocklander	231.75	Wayne Trawick	278.00
Tracy Holobaugh	104.00	Lee Turner	345.50
John Hutchinson	37.50	Patrick Waller	42.00
Julie Kenney	92.00	Eddie Youngblood	281.00
Stillman D. Knight	57.00		
Johnny Langenbach	309.50		
Chad Lippincott	29.00		
Mike McElmurry Jr.	25.50		

### MEMBERS

Jack Lynn Blackmon Jr.	25.00
Bryan Chandler	15.50
Maclin Smith	22.00

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.

## CANCELED

as of Dec. 13, 2018

Apex Construction and Remodeling, LLC	L A Roofing, Gerald Walker dba
Arrow Head Construction	Landmark Enterprise, LLC
Bricks & Blocks to Lay, Inc.	Laskay Construction
Coastal Brush Cutting, LLC	Miguel Rosas-Hernandez
Custom Crafted Counters, LLC	Mitchell Landscape & Concrete
E L Love Construction, Inc.	Pool Construction Services
Eastern Shore Construction, LLC	Randy Goins
En'Sured Quality Services, LLC	Randy McCoy dba Randy McCoy Construction
Hamilton Life Solutions	Seelhorst Services
Innovation Renovations, Michael Hancock dba	Self Design, LLC
J A Roofing, LLC	Spring Hill Lighting
	Sudduth Flooring, LLC

**MEMBERS ARE OUR FOUNDATION**

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

**WE WANT THEM BACK!**

**\$10K**  
**DRAWDOWN**  
for PAC

**250 TICKETS**

**\$100 EACH**

**SOLD BY BOARD MEMBERS AND AT THE BCHBA OFFICE**

**DETAILS COMING SOON!**





# MEMBER ADVANTAGE

## AT A GLANCE

**Amazon Business** - Create an Amazon Business account and gain access to the NAHB Amazon store which offers recommended products tailored to your industry's needs while unlocking additional business savings. Sign up here, [www.amazon.com/NAHB](http://www.amazon.com/NAHB)

**Capital One Spark Business Card** - With the Spark® Cash credit card, you'll earn unlimited 2% cash back on every purchase—plus, there is no annual fee to use your card. Click here to learn more: <https://capt11.co/NAHB>

**Kabbage®** created a new way to provide flexible access to small business financing. They use an online application to provide a quick decision. [www.Kabbage.com/nahb](http://www.Kabbage.com/nahb) has provided access to over \$5 billion in funding.”

**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](http://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](http://www.nahb.org/fca) to learn more.

**Lowe's** - Visit [www.LowesForPros.com/NAHB](http://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** – General Motors is proud to offer NAHB Members a Private Offer of up to \$1,000 on your next Chevrolet, Buick and GMC vehicle. Visit [www.nahb.org/gm](http://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](http://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](http://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](http://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** - 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](http://www.tsysassociation.com/NAHB).

**Dell** - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit [www.dell.com/nahb](http://www.dell.com/nahb).

**Office Depot** - Office Depot – Save up to 80% in-store or online. Free shipping on orders of \$50 or more. Visit [www.officediscounts.org/NAHB](http://www.officediscounts.org/NAHB) or call Jeremy Kirkland for assistance with your business account; 855-337-6811 Ext. 2897

**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](http://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](http://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](http://www.budget.com/nahb), or call 800-283-4387 and use BCD code Z536900.

**Omaha Steaks** - Save 10%, in addition to any online specials. [www.OSincentives.com/promo/nahb](http://www.OSincentives.com/promo/nahb)

**FTD** - 20% off floral arrangements and gifts at [www.ftd.com/nahb](http://www.ftd.com/nahb) or call 800-SEND-FTD use code 17421.

Go to  
[www.nahb.org/ma](http://www.nahb.org/ma)  
for more info!

# We've Got Baldwin County Covered

*Lumber 1 on the Gulf Coast for 43 years and still growing to serve you better*

## NOW OPEN IN GULF SHORES!



BUILDING MATERIALS • MOULDING • WINDOWS & DOORS • TRUSSES • CABINETS • APPLIANCES

<b>Millwork Production Facility</b> 2423 S. US Hwy 31 Bay Minette 251-937-7400	<b>Truss Production Facility</b> 2423 S. US Hwy 31 Bay Minette 251-937-8842	<b>Daphne Contractor Yard</b> 25847 Friendship Road 251-626-6993 <i>Visit us at mobilelumber.com</i>	<b>NEWEST LOCATION!</b> Gulf Shores 3705 Gulf Shores Pkwy 251-948-0905	<b>OTHER LOCATIONS</b> Mobile Pensacola Grand Bay Gulfport
---	--	---	---	--

## Advertise in the **plumbline**



The *Plumbline* offers a great vehicle for getting the word out about your company's products and services! Place your ad where BCHBA members will see it. Don't have an ad? Let us build one for you!

### ADVERTISING RATES

<b>COLOR</b>	
Full page	\$400
Half Page	\$200
Quarter Page	\$100
Eighth Page	\$50*
<b>BLACK &amp; WHITE</b>	
Full page	\$200
Half Page	\$125
Quarter Page	\$75
Eighth Page	\$50*



**Mike Hale**  
Branch Manager

18249 A Highway 98  
Foley, AL 36535  
www.interiorexterior.net

*Acoustics / Drywall / Insulation / FRP / Metal Studs*

(251) 970.3871

CELL (251) 725.7658

FAX (251) 970.3876

mhale@interiorexterior.net

Do you know an employee of an Association Member who would like to be more involved in the Association? Consider an...

## Affiliate Membership

Affiliate members receive all the perks of a full membership for \$50

**Call 251-928-9927 for more info!**



# WORKERS' COMPENSATION COVERAGE YOU CAN COUNT ON.

To learn more about becoming a member of the Fund, contact one of these outstanding brokers who are ready to serve you here in Baldwin County:

**BAY MINETTE**  
Blackmon Insurance Agency, Inc.  
937-9585

**FOLEY**  
Ebert Agency, Inc.  
943-2281

**DAPHNE**  
Lee Walker Agency, Inc.  
422-9959

**GULF SHORES**  
Coastal Alabama Insurance LLC  
504-3951

**FAIRHOPE**  
Lot, Inc.  
928-9786  
Marine & Industrial Ins. Broker  
866-300-0398  
Point Clear Insurance Partners  
460-4196

**MONTROSE**  
Thomas, Harrison & Assoc. Ins.  
621-2180

**ORANGE BEACH**  
McCarron Insurance Group  
981-9999

**ROBERTSDALE**  
The Insurance Center  
947-7301

For more than 30 years, the Alabama Home Builders Self Insurers Fund has been providing accessible, affordable workers' compensation coverage to builders, subcontractors and other members of the Baldwin County Home Builders Association.

- 25% upfront 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



[www.AHBFund.com](http://www.AHBFund.com)

## OFFICIAL BALDWIN COUNTY HOME BUILDERS ASSOCIATION



# Subdivision & Builders Guide

Connecting YOU with potential home buyers! **2019**

- 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](http://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 15, 2019**

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

Call 251-928-9927  
Or Email [brett@bchba.com](mailto:brett@bchba.com)

Ad Size	BCHBA Member	Non-Member
Full Page Bleed 8.75"x11.25" Image Area 7.5"x10"	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.

**Glossy, full-color magazine! • Advertised subdivisions featured on map!**



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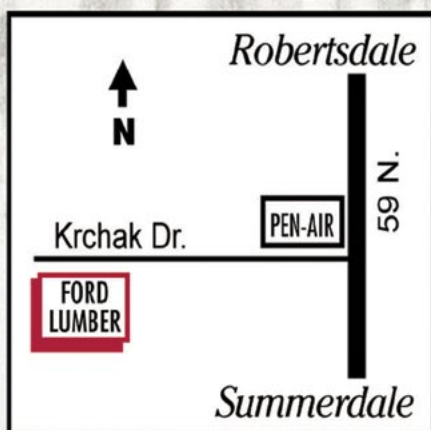
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<b>Sheryl Walker</b> Phone: 251.776.5554 NMLS# 491826	<b>Jared McDonald</b> Phone: 251.776.5561 NMLS# 1470263	<b>Neal Price</b> Phone: 251.338.7491 NMLS# 491824	<b>Kay Weiss</b> Phone: 251.929.2877 NMLS# 811890

## Construction, Development & Lot Loans

<b>Susan Bankester</b> Phone: 251.431.7846 NMLS# 438175	<b>David Brown</b> Phone: 251.621.4670 NMLS# 708659	<b>Chris Conken</b> Phone: 251.431.7814 NMLS# 490485	<b>Rick Howze</b> Phone: 251.431.7874 NMLS# 1267972
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EQUAL HOUSING LENDER Member FDIC



**GENERAL  
MEMBERSHIP  
MEETING**

# BEDS & BLINDS

**THURSDAY, JAN. 17, 2019 • 5:30 P.M.**

**11371 County Road 64 • Daphne, AL 36526  
Music, Food and Refreshments!**

## UPCOMING EVENTS

### JANUARY EVENTS

<b>Jan. 8</b>	<b>11:00am</b>	Board Mtg.
<b>Jan. 10</b>	<b>11:00am</b>	Charitable Foundation
<b>Jan. 10</b>	<b>12:00pm</b>	Associate Council Mtg.
<b>Jan. 17</b>	<b>5:30pm</b>	General Membership Meeting - Beds & Blinds
<b>Jan. 22</b>	<b>3:00pm</b>	Young Professionals

### FEBRUARY EVENTS

<b>Feb. 7</b>	<b>Noon</b>	Parade Luncheon
<b>Feb. 12</b>	<b>11:00am</b>	Board Mtg.
	<b>12:00pm</b>	Code Mtg.
<b>Feb. 14</b>	<b>12:00pm</b>	Associate Council Mtg.
<b>Feb. 26</b>	<b>3:00pm</b>	Young Professionals



**Feb. 19-22** Int. Builders' Show  
Las Vegas, NV



**Feb. 5-6** HBAA Winter Meeting  
Montgomery