



# the plumbline

A PUBLICATION OF THE BALDWIN COUNTY HOME BUILDERS ASSOCIATION ♦ JULY/AUGUST 2019



**2019 BCHBA  
Fishing  
Tournament**

**Photos from 2019 Golf Tournament**

**2019 Parade of Homes Registration**



# 2019 29th ANNUAL GOLF CLASSIC AT QUAIL CREEK GOLF COURSE



1st place gross - Alabama Self Insurers Fund



1st place net - Langenbach Construction



2nd place gross - Century Bank



2nd place net - Swift Supply



3rd place gross - Terry Thompson



3rd place net - Ford Lumber and Millworks



Closest to the Pin - Mike Neese and Longest Drive - Courtney Coward



# BATTLE <sup>of the</sup> BAY

# Bowling Tournament

BCHBA **VERSUS** HBAMM

**THURSDAY, AUGUST 8, 2019 \* 5:30 PM**

**EASTERN SHORE LANES \* SPANISH FORT**

**Join as a bowler, a spectator or you can participate as a sponsor!**

Team Captain \_\_\_\_\_ Bowler #1 \_\_\_\_\_  
Team Name \_\_\_\_\_ Bowler #2 \_\_\_\_\_  
Company Name \_\_\_\_\_ Bowler #3 \_\_\_\_\_  
Bowler #4 \_\_\_\_\_

**TEAM CAPTAINS MUST BE A CURRENT BCHBA MEMBER**  
**First Come First Serve Teams are Limited**  
**EACH HBA WILL BE ALLOWED 12 LANES EACH**

**\* GUESTS - \$10 \***

Not a bowler? Come support your team and enjoy some refreshments for \$10

Spectator Name \_\_\_\_\_

## Payment

Fee includes 3 games,  
shoe rental, dinner  
and beverages

Total Bowlers \_\_\_\_\_ x \$50 = \_\_\_\_\_ Due Prior to Tournament

Check Enclosed

Credit Card:  Visa  Master Card  American Express  Discover

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_ VCode \_\_\_\_\_

Signature \_\_\_\_\_

## Sponsorships are Available!

Sponsorships offer you recognition on signage, at the event, in the Plumline and on the BCHBA website!

FOOD AND BEVERAGE SPONSOR \$200  LANE SPONSOR \$150  PRIZE SPONSOR \$100

**EMAIL COMPLETED REGISTRATION TO [brett@bchba.com](mailto:brett@bchba.com) OR FAX TO 251.928.9929**

# HOOKED

ON

## CARE House

BALDWIN COUNTY CHILD ADVOCACY CENTER

### FISHING TOURNAMENT

A special thank you to **Don Druse** *Big Daddy's Grill* for hosting our tournament!

Sponsored by  
Pensacola  
Robertsdale  
Orange Beach




850.816.0016 DOOR -N- GUTTER PRO

BALDWIN COUNTY  
PLUMBERS ASSOCIATION  
ASSOCIATE COUNCIL

**C. Roberds** **ERIC CRAIG**  
General Contractors, LLC. HOMES, INC.

**Langenbach Construction**  
Fran & Don Druse



Kevin Olmstead - 1st place Specks



Scott Schoppert - 1st place Reds



Eric Craig - 2nd in Reds, 2nd in Specks



Brett Barton - 1st in Flounder,  
Mandy Sullivan - 2nd in Flounder



Thanks to the generosity of our members, we raised \$3940 for the Baldwin County Child Advocacy Center



A special thanks to all of our participants!



Chris Bumpers, Jessica Ware of Care House, Don Druse and BCHBA President Chris Farlow



# 1ST ANNUAL YOUNG PROFESSIONALS POKER RUN ON FISH RIVER

## SPONSORS



BLUE WATER LUMBER



CENTURY BANK  
We Take Banking Personally



**Cliff  
Pitman**

**SATURDAY, JUNE 29, 2019**

A special  
thank you to



Congratulations to Claire Thomas (R) who had the winning hand!



Thank you to the following members who graciously allowed us to use their docks!

**KYLE KLINNER  
ERIC CRAIG  
CLIFF PITMAN  
JOE HOCKLANDER  
BOBBY CLARK**

For more pics visit [bchba.com](http://bchba.com)

# 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

## Young Professionals Chairman

Jeff Frosthalm

## Executive Vice President

Fran H. Druse

## Accounting

Marsha P. Jordan

## Communications/Publications

Brett Foster

Like Us On  
**FACEBOOK**



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**ON THE COVER**  
See the winners and sponsors of our 2019 BCHBA Golf Classic on page 2!



The Baldwin County Home Builders Charitable Foundation is proud to be a part of the Repair Baldwin Program and its 500th Repair through a \$10,000 donation. Ecumenical Ministries of Baldwin County



The Baldwin County Home Builders Charitable Foundation presented a check to the Repair Baldwin Program. From Left to right: Dana Jepsen, EMI South Baldwin Director, Alex Cary, Fran Druse, Eddie Youngblood, Chris Farlow (Baldwin County Home Builders Charitable Foundation), Steve Riggs, Repair Baldwin Coordinator, Sally Deane, EMI Executive Director.



# 30th ANNUAL 2019 PARADE OF HOMES SEPTEMBER 28-29 OCTOBER 5-6

## WHY JOIN THE 2019 PARADE OF HOMES?

### WHAT IS THE PARADE OF HOMES?

This will be the 30th annual Parade of Homes coordinated by the Baldwin County Home Builders Association. It is presented through the efforts of volunteer members and staff.

### PURPOSE OF THE PARADE

- To Market homes entered by builders and remodelers to potential home buyers and
- To promote a positive image of the homebuilding industry and the association. On September 28-29 and October 5-6, we will host the largest open house event in Baldwin County.
- Last year we featured 46 new homes in the Parade.

Builders and Remodelers that enter homes in the Parade agree to have their homes open to the public during both weekends of the Parade.

### BENEFITS OF THE PARADE

Traffic through your home:

- Last year traffic through the Parade was over 3,000 people.
- 98 percent of the builders that participated last year said they got their money's worth and were satisfied with the traffic they received.

### MARKETING AND ADVERTISING

By entering the Parade of Homes your home will be advertised using:

- **NEW - ParadeCraze App**
- Parade of Homes Tabloids
- Newspapers
- Radio and live remote
- Television
- Realtor Publications
- Website: [www.bchba.com](http://www.bchba.com) for 10 months
- al.com
- Facebook

In addition, we receive generous editorial coverage from Mobile and Baldwin publications.

### PARADE OF HOMES TABLOIDS

We produce the Parade of Homes Tabloids that feature each home in the Parade in two newspapers. Many Baldwin residents collect our tabloids from year to year. Over 50,000 copies of our tabloids are distributed through home delivery and newsstands in two counties.

### EXCLUSIVE SIGNAGE

Each Parade home receives signage that clearly identifies it as a Parade site. Signage includes: individual site sign with builder's name and phone number, no food/drink signs for inside home, and directional signs to get to your home.

### 2019 PARADE OF HOMES DEADLINES

July 5	Final Entry Deadline
September 5	Parade Home Inspections
September 26	Builders Pick Up Signage
September 26	Tabloids Out to Public
September 28-29	Parade of Homes
October 5-6	Parade of Homes

### PARADE OF HOMES HOURS

SATURDAY - 10 AM TO 5 PM  
SUNDAY - 10 AM TO 5 PM

Homes must be open and manned during advertised hours. You may hold your home open additional hours but they **MUST** be open during the advertised hours.

Entry forms at [www.BCHBA.com](http://www.BCHBA.com) or call HBA office at **928-9927** to have forms faxed

**This is an excellent marketing opportunity – Don't let the Parade pass you by!**

# Hit the road with the HBAA "little man"!



The HBAA's new specialty license plates are here! When you purchase one, you'll not only help promote the HBAA brand, but you'll also be supporting trade education, as the fees associated with the specialty plate go to the Alabama Home Builders Foundation.

#### HOW DO I GET THE HBAA LICENSE PLATE?

When you go to the DMV to renew your car tag, tell them that you want to purchase the Home Builder specialty plate.

#### I RESERVED MY HBAA LICENSE PLATE LAST YEAR. HOW DO I GET IT NOW?

When your car tag comes up for renewal, take the voucher you received from the Alabama Department of Revenue to

your local DMV and pay for the associated registration fees. The new HBAA license plate will be mailed to you and you'll soon be driving around with the "little man"!

The more HBAA license plates that are sold, the more money we are able to put toward supporting building trades education throughout Alabama, and the more our "little man" brand will be seen out on the road across the state!



WHERE LOCALS FIND RELIABLE PROS

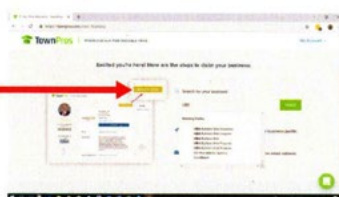
Have you claimed and updated your new business directory listing? We have partnered with TownPros to provide you with a new and fresh looking digital listing....

- Add a photo of yourself. (HINT: You move up in the search order, when you do).
- Add your Logo.
- Add your website, or use this as a web presence for your business.
- Check you address, phone number, and email.
- Check your search categories, how members and consumers find you.
- Complete the description of your business.

Did you know that your listing is on TownPros website also, your association is working hard to bring business to you. Just another benefit of your membership.



**1st - Find your business.**



**2nd - Claim your profile.**



**3rd - Build your profile.**



# PRESIDENT TRUMP SIGNS EXECUTIVE ORDER ON HOUSING AFFORDABILITY

In a key victory for NAHB, President Trump today put housing at the forefront of the national debate by signing an executive order that cites the need to cut costly regulations that are hampering the production of more affordable housing in America.

NAHB Chairman Greg Ugalde attended the White House signing ceremony and provides further analysis on what the executive order means for our members in the video at the bottom of this blog post.

Ugalde also issued the following official statement:

“NAHB applauds President Trump for making housing a top national priority. With housing affordability near a 10-year low, the president’s executive order on this critical issue underscores that the White House is ready to take a leading role to help resolve the nation’s affordability crisis.

“Given that homeownership historically has been part of the American dream and a primary source of wealth for most American households, the need to tackle ongoing affordability concerns is especially urgent. As we celebrate National Homeownership Month, we must ensure that homeownership remains in reach for younger and future generations. This can be achieved by providing access to affordable rental housing and growing the inventory of for-sale housing, particularly at the entry-level.

“NAHB analysis has found that regulations account for nearly 25% of the price of building a single-family home and more than 30% of the cost of a typical multifamily development. We are pleased that the president’s executive order calls for the formation of a White House Council chaired by HUD Secretary Ben Carson that will seek to reduce regulatory barriers that are making housing more costly.”



Photos of the BCHBA delegation in Washington DC for the NAHB Spring Leadership Meetings

## More Progress on the Affordability Front

Addressing the housing affordability crisis is the association’s top priority. NAHB has met with top White House officials and leaders of Congress numerous times to discuss strategies to resolve supply-side constraints that are acting as barriers to increase the production of quality, affordable housing.

During the first week in June, NAHB and HUD cosponsored the Innovative Housing Showcase that took place on the National Mall. The event provided a great opportunity to shine a spotlight on the nation’s housing affordability crisis and to seek meaningful solutions.

Industry and policy experts – including Cabinet secretaries, members of Congress and NAHB leaders – participated in several panels with the goal to seek innovative solutions to make housing more affordable. Exhibitors also featured model homes and new technologies designed to increase affordability.

And on June 5, nearly 700 builders went to Capitol Hill and held 300 individual meetings with their representatives and senators as part of NAHB’s 2019 Legislative Conference. Builders delivered an important message to members of Congress: There is an urgent need to implement practical solutions to ease the nation’s affordability woes and enable more families to achieve homeownership or have access to affordable rental housing.

NAHB will continue to work with the White House, HUD Secretary Carson and Congress to achieve these goals.



# A TOP BARRIER TO HOMEOWNERSHIP MAY BE EASING

A recent Eye on Housing blog post revealed that 53% of buyers actively searching for a home to buy in the first quarter of 2019 have been looking unsuccessfully for at least three months.

Why is it taking these buyers so long to pull the trigger?

The most important reason is they can't find a home at a price they can afford (46%), followed by not finding a home in the

neighborhood of their choice (40%) and not being able to find a home with the features they want (38%).

These were the findings from the most recent Housing Trends Report (HTR), a research product created by the NAHB Economics team with the goal of measuring prospective home buyers' perceptions about the availability and affordability of homes for sale in their markets. The HTR is produced quarterly to track changes in buyers' perceptions over time.

Comparing these findings to similar data from a year earlier shows a five-point drop in the top reason respondents cited as their biggest barrier to homeownership — finding a home at a price they can afford. Future data will determine if this is an ongoing trend.

If the right home remains elusive for these buyers in the months ahead, these house hunters reported they will do the following:

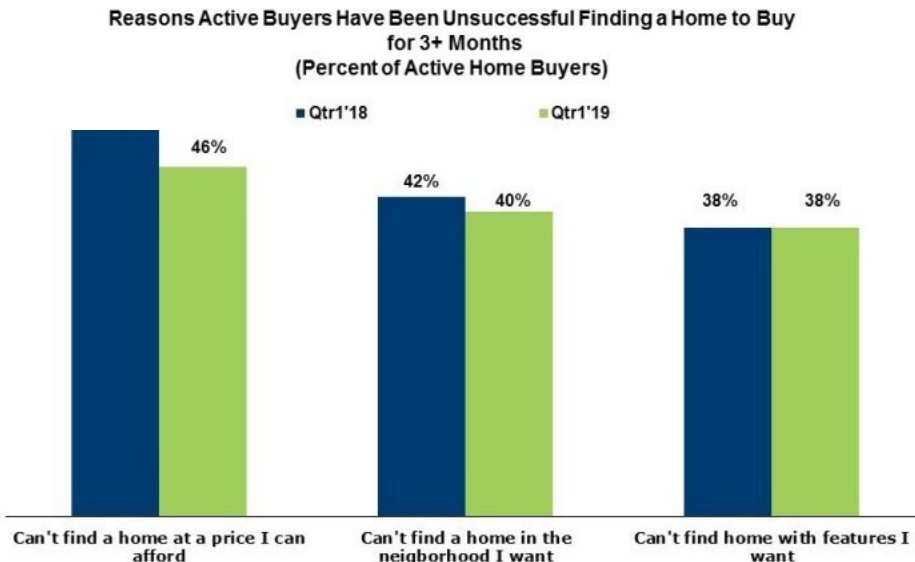
56% will continue looking for the 'right' home in the same preferred location,

41% will expand their search area,

30% is willing to accept a smaller/older home, and

21% might buy a more expensive home.

Giving up on homeownership is the least likely outcome, as only 14% will stop trying to find a home.



## FAIRHOPE SURVEYS FOR PERMIT SUBMITTALS

The Fairhope Building Department is changing their practice of requiring formal surveys with the permit submittal prior to the issuance of a permit. This is due to problems that have come up more and more frequently where a building does not meet setback requirements, but is not identified until the final closing survey.

**Beginning July 1, 2019, a drafted plot plan may be submitted with a permit application so any setbacks or Fire separation Distances can be reviewed for compliance before the permit is issued.**

**A formal, sealed survey will be required at the time of the foundation inspection of either the formboards for monolithic slabs or CMU wall for floating slabs. This survey shall provide exact distance of a foundation formboard or stem**

**wall to all property lines, and the surveyor shall also verify in writing that any required Finished Floor Elevation (FFE) listed on the signed plat has been met. This survey must be submitted either in person or by mail, reviewed and approved prior to the placement of any concrete for interior floor slabs or porches.**

**In specific instances where there are unusual or special circumstances, the Building Department may require surveys for both permit submittals and foundation prior to placement of concrete. Any such case will be identified during the review process before the permit is issued.**

If you have any questions, please call or email the City of Fairhope Building Department at (251) 990-0153, or [buildingpermits@cofairhope.com](mailto:buildingpermits@cofairhope.com)

# How Well Do You Know Your Home Shoppers?

**H**ome shopping is different for every generation. Different age groups share common characteristics. We see trends with how they search for a home, what they look for and even what they are willing to pay. So how well do you know your potential customers?

Right now, there are currently four active generations of home buyers. Defining each group in detail is the key to understanding their specific home shopping habits.

Dismiss the stereotypes and learn to tailor experiences to the characteristics of each group in a way that bridges gaps and makes sales.

## **SILENT GENERATION (BORN 1910-1944)**

There are two groups of home shoppers in this generation. The first group knows who they are, what they want based on physical limitations and they will ask for it specifically. They prefer an open discussion about things like split floor plans, counter height and grab bars in the restrooms.

Of the second group, many of them still work. They prefer homes that have a location value based on their hobbies and extracurricular activities.

The Silent Generation is characterized as:

- Two groups
- Often have physical limitations
- Value convenience and location
- Want to be informed
- Lowest income group
- May or may not still work

## **BABY BOOMERS (BORN 1945-1964)**

Also known as "Generation Jones" or the "Rock and Roll Generation," Baby Boomers have access to more disposable income, so they aren't necessarily bargain hunters. Baby Boomers value convenience above all else. They shop online regularly, but prefer the personal engagement of in-store purchases.

Digital channel experiences and social web features with clientele apps appeal to this generation. Baby Boomers often look to sales associates for buying suggestions based on their perceived expertise. This group expects great customer service, energy efficiency and low maintenance properties.

Baby Boomers are characterized as:

- Most still working full time, nearing retirement
- Technology capable and curious
- Concerned with investment potential
- Account for 57% of vacation home ownership
- Own 58% of rental properties in the US
- 47% own two or more properties

## **GENERATION X (BORN 1965-1980)**

Generation X are sandwiched between Baby Boomers and Millennials (1981-1997). While they have been repeatedly overlooked by marketers, this group has the highest income of all. They represent 25 percent of the population and a staggering 31 percent of total US household income.

Generation X are conservative shoppers who are skeptical of marketing tactics and do extensive research before purchasing. Their buying journey begins online and can be easily dissuaded with poor reviews. A personable and authentic brand image is important to this group, who value practicality above all else.

Generation X would rather have a home office than an extra bedroom and they don't see the sense in formal dining rooms. They want plenty of counter space, easy internet access and a large yard. This group will make efficient use of every room, but the rooms can't be pre-defined.

Generation X is a group known for:

- Value practicality
- Independence and the affinity to buy early
- Prefer plenty of choices
- Will pay extra for things they need
- Want flexible home designs

## **MILLENNIALS (BORN 1981-1997)**

Millennials, also known as "Gen Y," are currently the largest group of home buyers. They view shopping as a social event that should be shared with friends and family, even when making large purchases.

Millennials are omnivorous in their point-of-sale demands. They will make purchases in-store, but they demand the convenience of omnichannel accessibility.

An integrated experience is important to them and they expect their customer data to transition effortlessly from their smartphone, to the laptop and even to the brick-and-mortar location.

Social media is highly regarded by this group. They seek out genuine consumer reviews before purchasing. They are strongly influenced by social media posts and user generated content. Millennials lead busy lives and shop both online and offline.

Know Millennials as those who:

- Make a home purchase on average by 26 years old
- Value technology and location
- Conduct digital research
- View in-store purchases as a social event
- Soon to be dominant home buying segment

## **COMING SOON GENERATION (BORN 1995-2004)**

Generation Z, or Gen Now, can't remember a time before the internet. Technology drives this tech-savvy group. They use a plethora of online resources to help them make the most informed purchasing decisions.

Although the research and purchasing decision is often a digital experience, this generation enjoys planning an excursion with others to complete their purchase. However, they will delay gratification to get a better deal or newer products.

This group is likely to seek out brand representatives to voice comments and concerns in the digital realm. Up to 40 percent of these unofficial brand ambassadors consistently post online reviews.

Know Generation Z as:

- Informed and educated
- Viewing shopping as a social enterprise
- Consistently posting online reviews
- Prioritizing technology and a communal in-store atmosphere
- Influencing purchasing decisions of other groups

Even though this generation is not actively buying homes, they are the consumers of the future, so keep them top of mind.

To learn more about connecting with your home shoppers, generating leads or growing your brand presence in the home builder market, contact BDX today.

# OPIOIDS IN THE HOME BUILDING INDUSTRY: MAKING IT YOUR BUSINESS



**More than half** of those who died from an overdose had suffered at least one job-related injury.



**1 out of 4 people** who are prescribed opioids for long-term pain become addicted to them.



**4 out of 5 people** treated for opioid abuse started on pain medications.



**More than 12 million** Americans used prescription painkillers nonmedically in the past year.

**O**pioid addiction is our nation's leading public health crisis, and it affects people across all socioeconomic classes, races, genders and jobs. The home building industry is no exception.

- More than 700,000 people died as a result of a drug overdose between 1999 and 2017.
- Around 68% of the more than 70,200 drug overdose deaths in 2017 involved an opioid.
- On average, 130 Americans die every day as a result of an opioid overdose.
- There are close to 200 fatal and non-fatal opioid overdoses in the U.S. every day. That's eight overdoses per hour, including at least two from workers in the home building industry.

People who work in construction are significantly more likely to become addicted to opioids, like prescription painkillers, than are workers in the general population and are six times more likely to die as a result of overdose. The impact on a business can be

significant and includes loss of productivity, healthcare expenses, absenteeism, turnover and much more.

NAHB is pleased to provide a private sector slate of helpful resources and possible solutions to stem the tide of the opioid epidemic's reach into the home building industry. These tools will complement similar efforts by federal, state and local governments and healthcare organizations.

NAHB and its partners, Job-Site Safety Institute (JSI) and the Advocates for Human Potential, Inc. (AHP), are taking an innovative approach to addressing opioid use and misuse, viewing the problem holistically and creating solutions and educational resources that address intervention points across the spectrum of prevention, treatment, recovery and return-to-work. A proactive approach to this crisis with knowledge and without stigma is critical to the health of the industry and the people who work in it.

**Together, we're Making Opioids our Business.**

## THE BCHBA DRAWDOWN TO SUPPORT ABPAC!



*The*  
**\$5K CLUB**

**Support Those Who Support You!**

Tickets \$50 each, can be purchased from a BCHBA Board Member or by visiting the BCHBA office at 916 Plantation Blvd, Fairhope, AL 36532

**DRAWDOWN TO BE HELD AT THE PARADE OF HOMES STREET PARTY, THU., OCT. 3, 2019**

## BUILDERS

**Crucible Construction, LLC**  
D J Hammac  
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29891 Woodrow Lane, Ste. 300  
Spanish Fort, AL 36527  
(251) 929-9020  
djhammac@crucibleconstruction.com

**Galt Construction**  
Brett Latour  
Remodelers/Residential Builder  
308 Straford Circle South  
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**John Ikner Homes, Inc.**  
John Ikner  
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**R Wilkins Construction Inc**  
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**Unity Construction, LLC**  
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Johnathanconway@conwaysflooring.com

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Surveyors  
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wlacoste@dewberry.com

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Fairhope, AL 36532  
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forwardcontracting251@gmail.com

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Orange Beach, AL 36561  
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cayne.harrelson@goldwaterbank.com

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Mobile, AL 36695  
(251) 366-1507  
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**Harris Stone Works, LLC**  
Amy Harris  
Brick / Masonry Suppliers  
19550 Lawrence Rd.  
Fairhope, AL 36532  
(251) 233-6083  
Harrisstoneworks@gmail.com

**House4You, LLC**  
Carlos Aquilera  
Framing Subcontractors  
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Robertsdale, AL 36567  
(334) 740-3940  
house4youllc@gmail.com

**McCord Electric Service, LLC**  
Martin McCord  
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Orange Beach, AL 36561  
(251) 223-9495  
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**Olivo Construction, LLC**  
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**PrimeLending, A Plains Capital Company**  
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Mortgage Companies  
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## NEW MEMBERS Cont.

**PRO V General Contracting, LLC**  
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constructionabel1@yahoo.com

**Ramey Construction, LLC**  
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25878 Hwy. 181  
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(251) 533-9445  
david@shamrockhouses.com

# Welcome Our New Members!

Be sure to  
add them to  
your 2019  
Membership  
Directories

## RENEWALS

Apr. 16, 2019 - Jun. 16, 2019

<b>2 Bros Insulation, LLC</b> Tony Galnares	<b>2</b> Yrs.	<b>Boykin Electrical Company, Inc.</b> Brian Boykin	<b>1</b> Yrs.
<b>A &amp; W Lighting</b> Krissy Sheffield	<b>24</b> Yrs.	<b>Brian T Armstrong Construction, Inc.</b> Brian Armstrong	<b>6</b> Yrs.
<b>Act Fast Bathtub and Fiberglass, Reid Robbins dba Reid Robbins</b>	<b>8</b> Yrs.	<b>Brownlee Asphalt Paving, Inc.</b> Charles A Brownlee	<b>29</b> Yrs.
<b>Adams Homes, LLC</b> Mike Ginn	<b>22</b> Yrs.	<b>Builders First Source</b> Shane Everson	<b>2</b> Yrs.
<b>Alabama Roofing Supply</b> Scott Schoppert	<b>2</b> Yrs.	<b>Carpet &amp; Draperies Inc dba Sun Flooring, Inc.</b> Leroy Waite	<b>17</b> Yrs.
<b>Alms Pump Service, Inc.</b> Ashley Alms Stewart	<b>11</b> Yrs.	<b>Chatham Home Planning, Inc.</b> Bob Chatham	<b>12</b> Yrs.
<b>American Asphalt, Inc.</b> Bob Cahoon	<b>26</b> Yrs.	<b>Clear Image Glass, LLC</b> Tracy Holobaugh	<b>9</b> Yrs.
<b>American Carpets of Gulf Shores</b> Dennis Painter	<b>18</b> Yrs.	<b>Coastal Painters, Inc.</b> Byron Yoder	<b>26</b> Yrs.
<b>Arrow Exterminators</b> Lance Wilson	<b>10</b> Yrs.	<b>Coldwell Banker Reehl Properties, Inc.</b> Amy Cuny	<b>26</b> Yrs.
<b>Ashley Construction Solutions, LLC</b> Chris Smith	<b>1</b> Yr.	<b>Coldwell Banker Reehl Properties, Inc.</b> Rance Reehl	<b>26</b> Yrs.
<b>Baldwin Container Company, LLC</b> Jason Tunnell	<b>14</b> Yrs.	<b>Cooley Construction Co., Inc.</b> Lester Cooley	<b>30</b> Yrs.
<b>BancorpSouth</b> Kerry O'Connor	<b>14</b> Yrs.	<b>Cooper Construction, Inc.</b> Shane Cooper	<b>8</b> Yrs.
<b>Barry Wiseman Contracting, LLC</b> Barry Wiseman	<b>11</b> Yrs.	<b>D. E. Wilson Tile &amp; Flooring</b> David Wilson	<b>5</b> Yrs.
<b>Bell Stained Glass</b> William Bell	<b>18</b> Yrs.	<b>Dearborn Construction, Inc.</b> Danny Dearborn	<b>5</b> Yrs.
<b>Bellator Real Estate, LLC</b> Troy Wilson	<b>8</b> Yrs.	<b>Donnelly Design Painting</b> Dennis Donnelly	<b>5</b> Yrs.
<b>Berkshire Hathaway HomeServices Cooper &amp; Co. Inc., Realtors</b> Jon Pinson	<b>1</b> Yr.	<b>E M Dunaway General Contractors, Inc.</b> Eddie Dunaway	<b>8</b> Yrs.
<b>Big Red Container Inc dba Eastern Shore Ag</b> Jay Corte	<b>15</b> Yrs.	<b>Eastern Shore Contracting</b> Ryan Johnson	<b>6</b> Yrs.
<b>Bill Purvis Contractor, Inc.</b> William H Purvis	<b>31</b> Yrs.	<b>Ed Wade Painting, LLC</b> Ana Wade	<b>6</b> Yrs.
<b>Bill Yance Construction</b> William W Yance	<b>16</b> Yrs.	<b>Fairhope Cabinetry and Millwork, LLC</b> Matt Crocker	<b>5</b> Yrs.
<b>Blue Water Lumber, LLC</b> Robert DeNeefe	<b>10</b> Yrs.	<b>First Federal Mortgage</b> H. Kelley Ouzts	<b>17</b> Yrs.
<b>Blume Construction</b> Denis Blume	<b>18</b> Yrs.		

<b>Foster Contracting</b> Chad Foster	<b>16</b> Yrs.	<b>JBL Properties, Ltd.</b> Jon Freeman	<b>8</b> Yrs.	<b>Nero Masonry, Inc.</b> James Nero	<b>27</b> Yrs.
<b>G A Campbell Painting</b> Greg Campbell	<b>11</b> Yrs.	<b>Jerry Fields dba Fields Cooling Heating &amp; Refrigeration</b> Jerry Fields	<b>1</b> Yrs.	<b>Oliver Siding, Kevin Oliver dba</b> Kevin Oliver	<b>4</b> Yrs.
<b>Gary Powers Development, Inc.</b> Gary Powers	<b>13</b> Yrs.	<b>Johnson Water Well Drilling</b> Malcom Johnson	<b>12</b> Yrs.	<b>Overstreet Trucking</b> Franklin M Overstreet	<b>30</b> Yrs.
<b>General Electrical Maintenance Services, LLC</b> Kenneth Wilkerson	<b>13</b> Yrs.	<b>Johnson's Siding</b> Emily Johnson	<b>8</b> Yrs.	<b>Patchwork Plus</b> Mitchell J Doan	<b>14</b> Yrs.
<b>Glosson Heating &amp; AC, Chipper Glosson dba</b> Chipper Glosson	<b>4</b> Yr.	<b>KW's Painting, LLC</b> David Kent Wilson	<b>12</b> Yr.	<b>Peachtree Investments, LLC</b> Erick Crosby	<b>8</b> Yrs.
<b>Green Electric</b> Rick Green	<b>17</b> Yrs.	<b>Lee Dumas Painting</b> Lee Dumas	<b>13</b> Yrs.	<b>Peterson Southern Enterprises, LLC</b> Nicholas Peterson	<b>1</b> Yr.
<b>Greg Kennedy, Inc. General Contractor</b> Greg Kennedy	<b>6</b> Yrs.	<b>Lee Hamilton Floor Coverings</b> Lee Hamilton	<b>12</b> Yrs.	<b>Phil Harris Construction, Inc.</b> Philip Harris	<b>7</b> Yrs.
<b>Gulf Coast Carpentry, Sean Sears dba</b> Sean Sears	<b>4</b> Yrs.	<b>Living Stone General Contractor, LLC</b> Seth Dunne	<b>1</b> Yr.	<b>Phoenix Restoration Services, Inc.</b> Edward Inge	<b>9</b> Yrs.
<b>H. C. Pitman Building Co.</b> Cliff Pitman	<b>28</b> Yrs.	<b>M D Thomas Construction, LLC</b> Laura Thomas	<b>13</b> Yrs.	<b>Platt Builders, Inc.</b> Mickey Platt	<b>6</b> Yrs.
<b>Hardwoods Unlimited, Inc.</b> Gary Goins	<b>9</b> Yrs.	<b>Mac Plumbing, Inc.</b> Michael E Flowers	<b>17</b> Yrs.	<b>Poston Siding</b> Terry Poston	<b>5</b> Yrs.
<b>Harris Remodeling</b> Dan Harris	<b>11</b> Yrs.	<b>Mathes of Alabama Electrical Supply Co.</b> Don Scroggins	<b>38</b> Yrs.	<b>Prestigious Painting, Inc.</b> William Lowrey	<b>19</b> Yrs.
<b>Harzo, Inc.</b> Jarrod Harper	<b>2</b> Yrs.	<b>McMurray Contracting, LLC</b> Ben McMurray	<b>4</b> Yrs.	<b>Progressive Electric Design, LLC</b> Jason Duncan	<b>13</b> Yrs.
<b>Hellmich Electric, Inc.</b> Gary Hellmich	<b>29</b> Yrs.	<b>McRaney Investments, LLC dba Big Red Container</b> Michael McRaney	<b>5</b> Yrs.	<b>Purpose Driven Painting, LLC</b> Michael Whitlow	<b>7</b> Yrs.
<b>Holiday Builders</b> Chad Edgar	<b>2</b> Yrs.	<b>Mendez General Contracting, Inc.</b> Cecelia Aguilar	<b>2</b> Yrs.	<b>Quality Plumbing, Inc.</b> Jesse Burks	<b>1</b> Yr.
<b>Huber Engineered Woods</b> Jason Coleman	<b>3</b> Yrs.	<b>Merchant Construction, LLC</b> Robbie Merchant	<b>12</b> Yrs.	<b>RCI Electric</b> Billy N. Taylor	<b>11</b> Yrs.
<b>Insurance Institute for Business and Home Safety</b> Alex Cary	<b>5</b> Yrs.	<b>Meza Brothers, Jose Meza dba</b> Jose R. Meza	<b>11</b> Yrs.	<b>River Bank and Trust</b> Doug Thomas	<b>1</b> Yr.
<b>Interior Exterior Building Supply</b> Mike Hale	<b>13</b> Yrs.	<b>Michael Purvis Construction, Inc.</b> Mike Purvis	<b>10</b> Yrs.	<b>RJ's Seamless Gutters, Inc.</b> Megan Coffman	<b>14</b> Yrs.
<b>Isai Painting &amp; Remodeling</b> Ronald Molina	<b>6</b> Yrs.	<b>Mobile Lumber &amp; Millwork/Coast Design Kitchen &amp; Bath</b> Barbara Fretwell	<b>20</b> Yrs.	<b>Roberson General Contractors, LLC</b> Kenny Roberson	<b>10</b> Yrs.
<b>J Guzman Masonry, LLC</b> Jacqueline Guzman	<b>5</b> Yrs.	<b>Mobile Lumber &amp; Millwork/Coast Design Kitchen &amp; Bath</b> Jim Henderson	<b>20</b> Yrs.	<b>Roca Construction, LLC</b> Juan Torres	<b>5</b> Yrs.
<b>James Brothers Excavating, Inc.</b> Robert James	<b>27</b> Yrs.	<b>Mosquito Authority</b> Mike Allen	<b>2</b> Yrs.	<b>Rose's Tree Service</b> Thomas Rose	<b>9</b> Yrs.
				<b>S &amp; H Contracting, LLC</b> Richard Henderson	<b>28</b> Yrs.
				<b>S R D Electrical Services, LLC</b> Steve Davis	<b>21</b> Yrs.

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# RENEWALS

Apr. 16, 2019 - Jun. 16, 2019

**Spanish Fort Painting & Construction, LLC**  
Harry Harris

7 Yrs.

**TCB Coastal Banking**  
Paul H Davis

4 Yrs.

**SteelHead Construction, Inc.**  
Jason Steele

8 Yrs.

**The Colony at the Grand Realty**  
Margi Ingram

4 Yrs.

**Street's Exquisite Plants & Aquatic Gardens**  
Kristie Street

13 Yrs.

**The Plot Shop**  
Julie Comer

2 Yrs.

**Stump Construction**  
Eric Stump

15 Yrs.

**Thomas Fountain dba T R Construction**  
Thomas Fountain

1 Yr.

**Sun Coast Energy**  
James Linton

4 Yrs.

**Tool Expo Corporation**  
Jimbo Bailey

13 Yrs.

**Superior Contracting Services**  
Tim Tutton

5 Yrs.

**Trustmark National Bank**  
David Brown

6 Yrs.

**Sylvester McCoverly dba SLM Lot Clearing**  
Sylvester McCoverly

10 Yrs.

**Turnage Construction, Robert & Michael Turnage**  
Robert Turnage

14 Yrs.

**TCA Construction, LLC**  
Eliannis Doimeadios

2 Yrs.

**Vail Construction, LLC**  
Ricky Vail

16 Yrs.

**Walker Drywall**  
Donnie Walker

7 Yrs.

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Chris Farlow	53.50
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Mike Henriksen	54.00
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Julie Kenney	93.00
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Johnny Langenbach	311.50
Chad Lippincott	30.50

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Lee Mitchell	128.00
Cliff Pitman	119.50
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Rance Reehl	40.50
Cain Roberds	113.00
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George Stuart	139.00
Thorn Thomas	319.50
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Wayne Trawick	279.50
Lee Turner	393.00
Patrick Waller	44.00
Eddie Youngblood	290.50

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Maclin Smith	24.50

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## CANCELED

as of Jun. 16, 2019

Bart Jones Construction	James Hardie Building Products
Brian George	JJD-AL Construction, LLC
Brother's Construction Company, Inc	Joiner Construction
F & H General Contracting	Lindsey Landscaping, LLC
Fine Finish Contracting, LLC	Quality Stucco & Plastering, Inc.
Foothills Furniture & Cabinetry	Robert Huber Construction
Framiso, Inc.	Seal Tight Foam Insulation
Game for Homes	Smart Bank
Gulf Dreams, Inc.	Southeastern Coastal Construction, Inc.
Isaias Ramirez	

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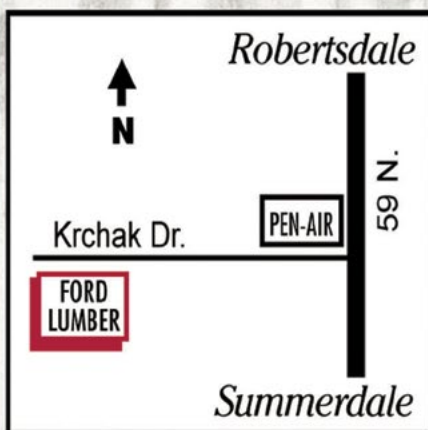
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# Trustmark



# UPCOMING EVENTS



## JULY EVENTS

July 4-5

Office Closed

**No Meetings in July -  
Enjoy your Summer!**

## AUGUST EVENTS

- Aug. 8 12:00pm Associate Council Mtg.
- Aug. 8 5:30pm Battle of the Bay  
Bowling Tournament
- Aug. 13 11:00am Board Meeting



**HBAA**  
Home Builders  
Association  
of Alabama

July 18-19 HBAA Summer Meeting  
Hilton Sandestin Beach Golf Resort & Spa



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