



the **plumblyne**

A PUBLICATION OF THE BALDWIN COUNTY HOME BUILDERS ASSOCIATION

NOVEMBER/DECEMBER 2019



**2019 Parade of
Homes Street Party
at The Verandas**

2020 BCHBA Marketing Guide

33rd Annual Home Product Showcase Entry



PARADE OF HOMES

Street Party

Thursday, October 3rd
The Verandas

AND

The \$5K CLUB

Drawdown for ABPAC

THANK YOU TO OUR SPONSORS

GOLD



SILVER



Winners of the 2019 Drawdown, L-R: Tony Jones, Rachel Scott, Mark Williams, Preston Childress and Jimmy Stocks (not pictures)

General
Membership
Meeting



DesignGallery

by SWIFT SUPPLY

Held on Thursday, September 19, 2019



2020 BCHBA SLATE

THE FOLLOWING PROPOSED SLATE OF OFFICERS AND DIRECTORS FOR 2020 WILL BE VOTED ON DURING OUR WEDNESDAY, NOVEMBER 20TH ANNUAL MEETING

CLIFF PITMAN - President
JEFF FROSTHOLM - 1st VP
BRIAN ARMSTRONG - 2nd VP/Treasurer
ERIC CRAIG - 3rd VP/Secretary
CHRIS FARLOW - Past President

ASSOCIATE COUNCIL CHAIR
Nancy Grace

LOCAL DIRECTORS
Chris Bumpers
Barbara Fretwell
Matt Hammond
Mike Henriksen
Joe Hocklander
Tracy Holobaugh
Cameron Reehl
Cain Roberds
Jim Smith
Eddie Youngblood

STATE DIRECTORS
Brian Armstrong
Eric Craig
Robert Brown
Chris Farlow
Jeff Frosthalm
Cliff Pitman

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

SENIOR LIFE DIRECTORS
Don Druse
Stillman Knight
George Roberds

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 | Cain Roberds |
| Barbara Fretwell | Jim Smith |
| Matt Hammond | Eddie Youngblood |
| Mike Henriksen | |

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 |
|-----------|-----------------|----------------|

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



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

The ribbon cutting to open the 2019 Parade of Homes, L-R: Robert Brown, Fairhope City Councilman and BCHBA Board Member; Chris Farlow, 2019 BCHBA President; Eric Craig, Showcase Home builder; Trae Corte, Michelle Bigler and Bruce Bigler, The Verandas Subdivision Developers



November GENERAL MEMBERSHIP MEETING

FERGUSON[®]
Bath, Kitchen & Lighting Gallery

**WEDNESDAY,
NOVEMBER 20, 2019**

5:30 P.M.

**25271 Friendship Rd,
Daphne, AL 36526**

(251) 621-2147



2019 Sporting Clays Shoot

Shotgun Raffle!



DON'T MISS THE CHANCE TO WIN A NEW BENELLI MONTEFELTRO SILVER 12-GAUGE SHOTGUN Valued at \$1,800 - Raffle tickets \$10 each or 5 for \$40

THURSDAY, NOV 7th - BUSHY CREEK CLAYS

22505 WILL VAUGHN ROAD, PERDIDO, AL

\$200 FOR 1ST PLACE TEAM ● \$100 TO 2ND PLACE TEAM

Registration deadline: Monday, Nov. 4th

SCHEDULE

11:30 Registration
12:00 Lunch Served
12:45 Mandatory Safety Instructions
1:00 Shoot Begins

FEES

\$85 per shooter / \$340 - 4 Man Team
\$25 cart rental extra - 10 available
Personal golf carts allowed
NO 4-WHEELERS

15 stations with 100 targets

Shooter must provide: 5 Boxes of Shells (min.), Gun, Shell Bags, Eye and Ear Protection

SPONSORSHIPS AVAILABLE

\$750 - Corporate sponsor: includes name on banner, 1 team and cart, station sign
\$300 - Food sponsor **\$250** - Beverage sponsor **\$150** - Prize Sponsor Donate Door prizes
\$100 - Station sponsor sign OR Score Card sponsor (your company's logo on score cards)
You may have giveaways on the sponsored stand

Directions: From Highway 31 in Bay Minette: 12 miles East from Courthouse to County Rd. 47. Turn left at County Rd. 47. Turn left on County Rd. 61 and right on Will Vaughn Road. Bushy Creek Clays at end of the road. From I-65: Exit #45 / Perdido-Rabun Exit. South on County Rd. 47. Turn right on Co. Rd. 61 and right on Will Vaughn Rd. * MAPS AVAILABLE GO TO: <http://bushycreekclays.com/Directions.aspx>

All proceeds benefit the Baldwin County Home Builders Association Charitable Foundation

2019 CLAY SHOOT REGISTRATION FORM

NAME: _____ CO: _____ PH: _____ email _____
NAME: _____ CO: _____ PH: _____ email _____
NAME: _____ CO: _____ PH: _____ email _____
NAME: _____ CO: _____ PH: _____ email _____

Cart Rental - \$25 per team

*** One shooter must be a BCHBA Member

Check Enclosed for \$ _____ Bill my credit card \$ _____ Bill my Company \$ _____

VISA MC Discover AMEX CARD #: _____ Name (on card) _____

Signature _____ Expiration Date (month/year) _____ Code _____

Yes, my company would like to be a sponsor of: _____ Amt. _____

Company name sponsoring tournament: _____

BALDWIN COUNTY HOME BUILDERS ASSOCIATION

916 Plantation Blvd. • Fairhope, AL 36532 • 251-928-9927 • 251-928-9929 fax or email brett@bchba.com

COME BY AND GET YOUR TOOL FROM THE **TOOL TREE**

The BCHBA will again offer the opportunity to share the Christmas Spirit with a child through CARE House, Inc.. The BCHBA will provide the TOOL TREE at the office with a child's name and wish list. You have the option of selecting a tool from the tree, purchasing a \$25 food gift certificate, or making a donation. Please stop by the office to make your selection. Then, return your unwrapped

gifts to the BCHBA office on or before December 5th. The gifts will be given to a Care House representative to be dispersed to the children. The mission of CARE House is to provide resources and services to child victims of sexual and severe physical abuse, their supportive family members and the community, while empowering all toward child abuse prevention.



**GIVE A CHILD FROM
THE CARE HOUSE A
SPECIAL CHRISTMAS**

CARE House, Inc.

PLAN NOW! YOU CAN HELP MAKE A DIFFERENCE!

**BALDWIN COUNTY
BCHBA
HOME BUILDERS ASSOCIATION**

2019 CHRISTMAS OPEN HOUSE

JOIN US
Wednesday, December 4, 2019

Celebrate the Holiday Season
5:30 pm - 7:30 pm

Awards and Installation of Officers
6:30 pm

● ● ●

Stone Creek Lodge
425 Boulder Creek Ave., Fairhope, Alabama

Hosted by BCHBA and the BCHBA Associate Council



Baldwin County HBA Presents...

**33rd ANNUAL
HOME & PRODUCT
SHOWCASE**

Sat. & Sun., February 29-March 1, 2020

Daphne Civic Center

CAN YOU AFFORD TO MISS THIS SHOW?

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

GET MORE RETURN FOR YOUR ADVERTISING DOLLAR!

Home Shows generate consumer interest, qualified leads and sales. The buyer comes to you to see, touch, learn, compare and BUY your product or services from a professional that can help them see their ideas to completion. Reserve your space today – we want to help you sell!

*Stimulate **YOUR** Economy—Show and Sell with us!*

There may be other home shows, but there is only ONE Builders Home and Product Showcase, hosted by the voice of the building industry – the Baldwin County Home Builders Association.

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

BCHBA'S 2020 BUILDERS HOME & PRODUCT SHOWCASE

FEBRUARY 29 - MARCH 1 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 13, 2019 - HBA Members 2019 Home Show Exhibitors Priority Deadline for booth selection

January 3, 2020 - All HBA Members Priority selection deadline.

** After January 3rd booth selection is open to non-members.

January 15, 2020 - 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 28 - March 1, 2020.

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 28 | 7:00 a.m. – 4:00 p.m. |
| MEMBER PREVIEW | Friday, February 28 | 5:00 p.m - 6:30 p.m. |
| OPEN TO PUBLIC | Saturday, February 29 | 10:00 a.m. – 5:00 p.m. |
| | Sunday, March 1 | 11:00 a.m. – 4:00 p.m. |
| TAKE DOWN | Sunday, March 1 | 4:00 p.m. – 8:00 p.m. |
| | Monday, March 2 | 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 1/15/2020 _____

Cc type and number _____ exp. _____

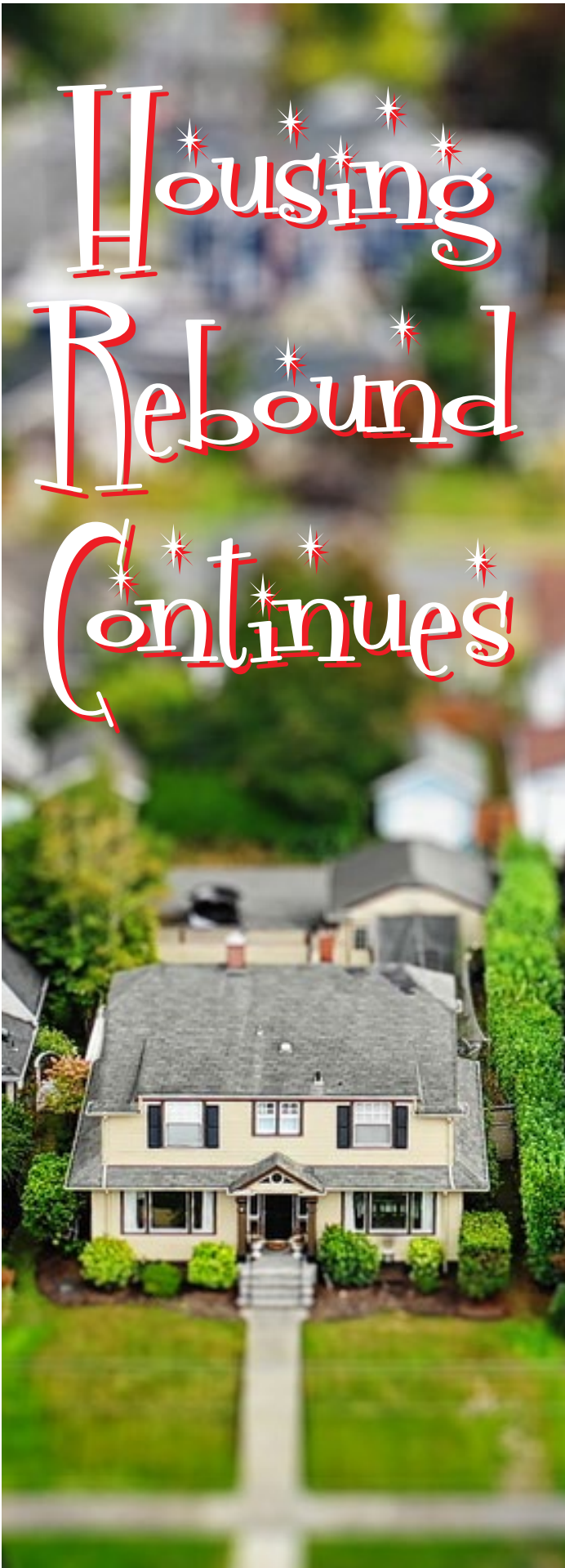
CVV # _____ Received by: _____ Office Staff

By NAHB Chief Economist Robert Dietz

Recent housing market data confirm the housing construction rebound that began in the spring continues through the fall. The NAHB/Wells Fargo Housing Market Index (HMI) reached a 20-month high, increasing to a level of 71 in October. The single-family for-sale market has benefitted from lower mortgage interest rates and a 50-year low in unemployment. While the usual suspects of limiting factors on volume growth remain (including labor, lots and regulatory burdens), we expect ongoing improvements in housing demand and growth in new construction given ongoing tight inventory conditions in the resale market.

Single-family construction starts in September were consistent with this outlook. According to Census and HUD data, single-family construction edged up 0.3% in September, rising to a 918,000 annualized pace. However, total housing starts were down 9.4% for the month on a large drop in the volatile multifamily sector. Apartment construction was down more than 28%, falling to a 338,000 annualized rate, after a strong reading in August. Single-family starts are down 1.8% on a year-to-date basis, but that decline has been shrinking as the rebound continues. In fact, single-family permits have been increasing since April, and single-family starts have been rising since May. Moreover, September was the first month since January in which the number of single-family homes under construction increased in 2019. However, the South remains the only region experiencing net gains for single-family construction thus far in 2019, due to relative advantages in housing affordability.

On the supply-side of the market, labor remains tight with 379,000 open jobs in the industry. This marks a notable increase since last year (315,000) despite some slowing in construction activity. The slowdown did have an impact on construction material prices, with residential building prices in aggregate up just 1.7% thus far in 2019. While still faster than inflation, this is the slowest pace of building material price gains since 2015. And recent NAHB research shed light on construction occupation wages, finding that half of construction workers earn more than \$47,000, compared to the median U.S. wage of almost \$39,000.



Builder Confidence Hits 20-Month High

By Robert Dietz

Builder confidence in the market for newly-built single-family homes rose three points to 71 in October, according to the latest National Association of Home Builders/Wells Fargo Housing Market Index (HMI). Sentiment levels are at their highest point since February 2018 and have risen 13 points since the start of 2019.

The housing rebound that began in the spring continues, supported by low mortgage rates, solid job growth and a reduction in new home inventory. The second half of 2019 has seen steady gains in single-family construction, and this is mirrored by the gradual uptick in builder sentiment over the past few months. However, builders continue to remain cautious due to ongoing supply side constraints and concerns about a slowing economy.

Derived from a monthly survey that NAHB has been conducting for 30 years, the NAHB/Wells Fargo Housing Market Index gauges builder perceptions of current

single-family home sales and sales expectations for the next six months as “good,” “fair” or “poor.” The survey also asks builders to rate traffic of prospective buyers as “high to very high,” “average” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

All the HMI indices posted gains in October. The HMI index gauging current sales conditions increased three points to 78, the component measuring sales expectations in the next six months jumped six points to 76 and the measure charting traffic of prospective buyers rose four points to 54.

Looking at the three-month moving averages for regional HMI scores, the Northeast posted a one-point gain to 60, the Midwest was up a single point to 58, the South registered a three-point increase to 73 and the West was also up three points to 78.

The HMI tables can be found at nahb.org/hmi.

Frans Retirement CELEBRATION



on the occasion of 32 years of service to the
Baldwin County Home Builders Association

Tuesday, November 5, 2019 at 5:30pm

Oak Hollow Farm

14210 S Greeno Rd. ♦ Fairhope, AL 36532

RSVP: 251-928-9927 or email brett@bchba.com

2019 Schedule



SAFETY 6 Construction Course

Safety 6 covers common residential and light commercial jobsite hazards and offers practical injury prevention measures. It provides resources for developing an effective safety & health program that can lower workers comp cost and increase productivity.

Safety 6 also provides instruction on how to respond to an OSHA inspection. Under OSHA's *multi-employer rule*, a builder can be held accountable for the safety violations of subcontractors under certain circumstances. Builders and contractors can learn how to protect themselves from costly OSHA penalties and injury lawsuits.



Attendees will receive a manual on the course topics and a course completion wallet card. The cost for Fund members is \$35 per person and covers course materials, lunch and snacks. HBAA members not participating in the Fund may attend for \$50 per person. Please complete and mail the registration form with payment to reserve your place. We will e-mail a confirmation. For questions or late registrations, contact Sherry Johnson at 334-386-3728 or sherryjohnson@hbaa.org.

SAFETY 6 Construction Course

Check-in 8:00 to 8:30 a.m. Class from 8:30 a.m. until 4:30 p.m. CST

TUSCALOOSA

October 15th
HBA of Tuscaloosa
2009 Paul W. Bryant Drive

IRONDALE

November 5th
Greater Birmingham AHB
5000 Grantswood Road, Ste 240

MONTGOMERY

November 12th
HBA of Alabama
7515 Halcyon Summit Drive, Ste 200

HUNTSVILLE

November 14th
BA of Huntsville/Madison County
2804 Bob Wallace Avenue

DOTHAN

November 20th
Wiregrass Rehab Center
795 Ross Clark Circle

SPANISH FORT

December 4th
Five Rivers Delta Resource Center
30945 Five Rivers Blvd.

Safety 6 Construction Course

REGISTRATION FORM

Location where you plan to attend.

Tuscaloosa Birmingham Montgomery Huntsville Dothan Spanish Fort

Company _____

Contact Person _____ Number attending _____

Phone _____ e-mail Address _____

Enclose payment and mail to Alabama Home Builders SIF. Indicate "**Safety 6 Course**" on the check.
Mail to: Sherry Johnson • AHBSIF • P. O. Box 241306 • Montgomery, AL 36124-1306.
Or call 334-386-3728 to register and pay with VISA, Mastercard or Discover.



*Robertsdale
Orange Beach
Pensacola*

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**HEALTH INSURANCE IS NOW
AVAILABLE THROUGH THE
STATE ASSOCIATION!**



**OPEN
ENROLLMENT
TAKES PLACE
NOV. 4-27
WITH COVERAGE
BEGINNING
JAN. 1, 2020!**

**FOR MORE INFORMATION
OR TO SIGN UP, GO TO
[HTTP://HBAABENEFITS.COM](http://HBAABENEFITS.COM)**



**Home Builders
Association of Alabama**



**CHARITABLE
FOUNDATION**

The Tax Man Cometh!

It's the end of the year which means tax time is upon us. Please consider a year end tax deductible contribution to the BCHBA Charitable Foundation. Its a great way to support and engage in charitable activities dedicated to the improvemen of community housing and the residential housing industry.

2020 Marketing Guide

Your membership in the Baldwin County Home Builders Association affords you the opportunity to market your business to over 800 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 three 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

BCHBA Annual Calendar for 2020 (tentative)

| | |
|--------------------|---|
| Feb.29- | Home & Product Showcase at |
| Mar. 1 | the Daphne Civic Center |
| Apr. 16 | Silent Auction, Scholarship fund raiser (Associate Council event) |
| Apr. 25-26 | Spring Tour of Homes |
| May 8 | Annual Golf Classic at Quail Creek |
| Aug. 13 | Bowling Tournament (Associate Council event) |
| Sept. 26-27 | Annual Parade of Homes |
| Oct. 3-4 | |
| Oct. 1 | Street Party hosted by Showcase Home |
| Nov. 5 | Sporting Clay Shoot |
| Dec. 3 | Christmas Open House hosted by BCHBA and Associate Council |

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.

The best way to utilize your BCHBA membership is to be active! By participating in meetings, events, advertising and sponsorship opportunities, you will get the most out of your membership. Your company can only benefit if other members (and the public) know about you.

The Home & Product Show, Spring Tour of Homes, Golf Classic, and Sporting Clay Shoot have multiple levels of sponsorship opportunities to choose from.

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 Marsha or Brett 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 Plumbline Advertising

The bi-monthly electronic newsletter is available to more than 800 members.

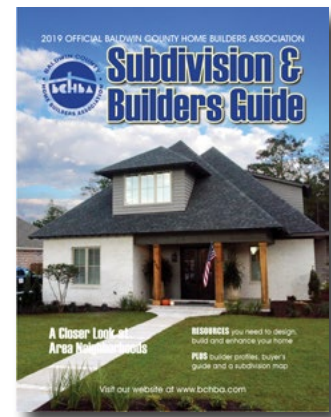
Color: Full page – **\$400.00**
Back 3/4 – **\$400.00**
1/2 page – **\$200.00**
Business Card Size – **\$50.00**



Subdivision Guide

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

Color: Back page – **\$1500**
Page 2,3,5, Inside back – **\$1200**
Double Truck – **\$1500**
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 Plumbline*.





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*e 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 Plumblin*e newsletter
- Display Business Cards in Exhibitors Lounge
- 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*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 exhibitors
- Your company's name and logo on the back of exhibitor badges
- Recognized in *The Plumblin*e 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*e 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 monthly newsletter, *The Plumblin*e. Our newsletter is available to over 600+ 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.
- 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 Plumblin*e. Our newsletter is available to over 600+ company members.
- 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.
- Company will be recognized at the Street Party on Thursday, September 29th.
- Company will receive a business card size ad in *The Plumblin*e.
- 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*e 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, September 29th.

Sporting Clay Shoot

Platinum sponsor – \$1,500

- Name on banner, website, newsletter recognition, 2 teams, carts

Corporate sponsor – \$795

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

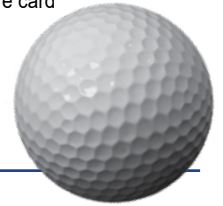
Food sponsor – \$300

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 – \$1000

- Company logo on towels

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

Lunch Sponsor – \$250

- Company name on signage

IN MEMORIAM
 The Baldwin County Home Builders Association
 wishes to express its deepest sympathy to
 Gene Evans on the passing of his mother.

Millennials Want Spacious, New Single- Family Homes



By Carmel Ford

Millennials (those born in 1980 or after) want a median of 2,407 square feet in a home, according to the NAHB report, *What Home Buyers Really Want* (2019 Edition). The report is based on a survey of prospective and recent home buyers and asks them about the features they want in a home and a community.

The median square footage Millennials want in a home is slightly higher than the Gen X generation (2,280 sq. ft.), and significantly more than Boomers (1,913 sq. ft.) and Seniors (1,869 sq. ft.) (Figure 1). Millennials are most likely looking for larger spaces because they are at the age most associated with starting a family. Boomers and Seniors, on the other hand, are most likely empty nesters or retirees, looking to downsize.

Millennials are the generation most likely to want a 'brand new home offered by a builder': 41 percent of Millennials want this, more than the shares of Gen X'ers (28 percent), Boomers (29 percent), and Seniors (31 percent) (Figure 2). Millennials, however, are the least likely to want 'a home custom built on a lot you own', compared to 25 percent of Gen X'ers, 23 percent of Boomers, and 27 percent of Seniors. Forty-one

percent of Millennials want to buy an existing home, slightly lower than Gen X'ers (47 percent), Boomers (48 percent) and Seniors (43 percent).

Across all generations, a majority of buyers want a single-family detached home: 75 percent of Millennials, 79 percent of Gen X'ers, 78 percent of Boomers, and 63 percent of Seniors (Figure 3). Fifteen percent of Millennials want a townhouse/single-family attached, about the same share as Boomers (12 percent) and slightly more than Gen X'ers (10 percent). It is important to note that a sizable share of Seniors – 24 percent – want a townhouse/single-family attached unit. Across the board, multifamily apartments or condos are not popular, but it is important to note that 7 percent of Millennials want this structure type, slightly more than Gen X'ers (5 percent), Boomers (3 percent), and Seniors (2 percent).

The report also shows that Millennials expect to pay a median of \$260,400 for their home, second only to Seniors who expect to pay a median of \$271,953. Gen X'ers (\$250,629) and Boomers (\$252,498) expect to pay similar amounts for their homes, but less than that of Millennials (Figure 4). Interestingly, combining the price buyers expect to pay for a home with the amount of space that they want shows that Millennials would pay the least per square foot among the generations (\$108 per sq. ft.). Gen X'ers would pay \$109 per sq. ft., Boomers \$131 per sq. ft., and Seniors the highest at \$145 per sq. ft. This is consistent with other results from the survey showing that Millennials are more willing than other generations to accept less expensive finishes and fewer amenities—but not less square footage—to make the home more affordable.

The *What Home Buyers Really Want* report shows that a considerable share of Millennials home buyers want new and spacious single-family detached homes. It is important to note that these homes typically command a premium compared to other types, pushing them out of reach to many first-time home buyers.

For additional information, an August 2019 NAHB study showed the history of Millennials' preferences for select housing characteristics. The greatest level of detail—including preferences for hundreds of items broken down by generation, by geography, first-time vs. repeat buyer, household composition, race, income, and price expected to pay for the home—is available in the 2019 edition of *What Home Buyers Really Want*.

IN MEMORIAM
The Baldwin County Home Builders Association
wishes to express its deepest sympathy to the family of
Candy Bousson, mother of Lyons Bousson of ACME Brick

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| 4U Roofing, LLC Robert L. Harris | 1 Yr. | Clark Construction Services, LLC Bobby Clark | 3 Yrs. | Hansen Homes, LLC Bubba Hansen | 2 Yrs. |
| Acme Brick Tile & Stone Lyons Bousson | 19 Yrs. | Coastal Design Group James R Miller | 3 Yrs. | Holk Electric, Inc. Brett Holk | 25 Yrs. |
| Advanced Metal Systems of Alabama, LLC Johnny Carden | 21 Yrs. | Coastal Drywall Repair Ronnie Hankins | 2 Yrs. | Home Logic, LLC dba Audio Indulgence Dwayne Clanton | 10 Yrs. |
| Age Construction, LLC Armando Gomez | 4 Yrs. | Coldwell Banker Reehl Properties, Inc. Rance Reehl | 26 Yrs. | Hurtado Construction Guillermo Hurtado-Flores | 8 Yrs. |
| All About The Windows Alvin Middleton | 1 Yr. | Custom Crafted Counters, LLC Bob Garcia | 6 Yrs. | J A Roofing, LLC Jose Atzin | 15 Yrs. |
| Apex Construction Services, LLC Nancy Wieland | 2 Yrs. | Dallas Drilling Corp. Mark Carpenter | 5 Yrs. | John Swafford Painting, Inc. John Swafford | 16 Yrs. |
| Available Heating & Air Conditioning, Inc. Corey MacDonald | 14 Yrs. | Dennis E. Campbell Construction, Inc. Dennis E. Campbell Jr. | 21 Yrs. | Johnson Builders, LLC Andy Johnson | 3 Yrs. |
| Baldwin County Fence Company Terri Shaver | 8 Yrs. | Drayton Homes, Inc. Edward Drayton | 5 Yrs. | Jordon Barnhill Construction, LLC Jordon Barnhill | 3 Yrs. |
| Bass Homes, Inc. William Bass | 27 Yrs. | E L Love Construction, Inc. Edward L. Love | 11 Yrs. | KARD, Inc. dba Roberts Air Conditioning Kevin Freeman | 27 Yrs. |
| Bateman Heating & Air Horton Bateman | 15 Yrs. | Ebert Agency, Inc. Charles Ebert III | 35 Yrs. | Kay's Prestige Kitchens John Linn | 4 Yrs. |
| Bay Mortgage Corp. McNeill Robinson | 13 Yrs. | Eddie Youngblood Builders, Inc. Eddie Youngblood | 34 Yrs. | L & B Electric, Inc. Levon Brown | 23 Yrs. |
| Bay Shore Glass, LLC John R Patterson | 7 Yrs. | Elliott Builders, Inc. Tom Elliott | 1 Yr. | Lopez Concrete Zenaïdo Lopez Ventura | 13 Yrs. |
| Beebe's Pest and Termite Control Aaron Green | 1 Yr. | Frostholm Construction, LLC Jeff Frostholm | 6 Yrs. | Magnolia Construction & Design, LLC Tut Campbell | 1 Yr. |
| Bellator Real Estate, LLC Jeanne C. Nemeth | 8 Yrs. | Fuqua Consulting Johnathan Fuqua | 1 Yr. | McQuillen Custom Homes and Remodeling, LLC Mike McQuillen | 1 Yr. |
| Ben Murphy Company, Inc. Ben Murphy | 12 Yrs. | G & M Properties, LLC Gary H. Rountree | 18 Yrs. | Mike Kerr Construction, LLC Michael Kerr | 17 Yrs. |
| Blackard Roofing, Inc. Danny Blackard | 20 Yrs. | Garcia Drywall Robert Garcia | 17 Yrs. | Mike McConnell Inc. dba Mike McConnell Homes Mike McConnell | 2 Yrs. |
| Boeschen Heating & Cooling, LLC Dyke Boeschen | 18 Yrs. | Gray's Fine Finishing Rickey Gray | 1 Yr. | MJ Builders, LLC Matt Hays | 4 Yrs. |
| Bravo, LLC Jason Stradey | 7 Yrs. | Green Services, Kevin Green dba Kevin Green | 7 Yrs. | Mobile Lumber & Millwork/Coast Design Kitchen & Bath Jim Henderson | 20 Yrs. |
| Bricks Are Us Mr. Michael E. Holler | 16 Yrs. | Gulf Coast HVAC, LLC Sayner DeVan Akridge | 13 Yrs. | Morin Homes, LLC Ryan Morin | 1 Yr. |
| Burkholder Insurance, Inc. Reese Dismukes | 3 Yrs. | Gulf Coast Tools, Inc. Christopher Mclean | 1 Yr. | National Bank of Commerce Alex Sweeney | 1 Yr. |
| Capital Building Products, LLC Richard Thompson | 8 Yrs. | Gulf South Metals, LLC Mike Sparks | 6 Yrs. | Parker Diversified Holdings, LLC James Parker | 15 Yrs. |
| Centennial Bank MaryAlice Neyhart | 19 Yrs. | H. C. Pitman Building Co. Cliff Pitman | 28 Yrs. | Parker Roofing, Brian and Kendra Parker dba Kendra Parker | 2 Yrs. |
| Central Services, LLC Phillip Berry | 7 Yrs. | Hadley Termite & Pest Control, Inc. Celeste Champion | 17 Yrs. | | |

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

RENEWALS

Aug. 16, 2019 - Oct. 16, 2019

Payne Painting
Michael Payne

2 Yrs.

Spire Gulf, Inc.
Courtney Coward

19 Yrs.

Peralta Flooring
Martha L. Cuadra

9 Yrs.

Streamline Environmental, LLC
Jacob Cunningham

8 Yrs.

Pitman Brown
Robert Brown

11 Yrs.

T. J.'s Quality Painting, LLC
Terrel Foreman

3 Yrs.

R. S. Kelley Construction
Robert Kelley

15 Yrs.

Terry Thompson Chevrolet, Inc.
Terry Thompson

12 Yrs.

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

1 Yr.

The Howle Construction Co.
Bruce Howle

2 Yrs.

Reed Construction Company, LLC
Myles Reed

20 Yrs.

Trawick Builders, Inc.
Wayne Trawick

29 Yrs.

Reed Real Estate & Construction
Frank Reed

26 Yrs.

Trustmark National Bank
David Brown

6 Yrs.

Reedy Construction, LLC
Jeff Reedy

11 Yrs.

Urgent Air
John Broughton

3 Yrs.

Riley-Stuart Supply Co.
Ramsey Stuart

28 Yrs.

Vlahos & Tuck Construction
Phillip Vlahos

8 Yrs.

Robinson Electric, LLC
Tommy Robinson

16 Yrs.

**Von Electric General
Contractors, LLC**
Felicia Busby

1 Yr.

S & K Electrical, LLC
Shannelle Wilkerson

2 Yrs.

W & W Flooring and Design
Jacob Welch

16 Yrs.

Sanchez Construction
Dionicio Sanchez

1 Yr.

Wall To Wall Interiors, Inc.
Merle Julka

21 Yrs.

Site Solutions, LLC
Sean Klarman

6 Yrs.

Whitney Cadwell Electric
Whitney Cadwell

25 Yrs.

Soto Quality Construction, LLC
Mignel Soto

2 Yrs.

Wright's Masonry
Carlos Wright

10 Yrs.

Southern Brass, LLC
Lisa Denham

3 Yrs.

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members!**

CANCELED as of Oct. 16, 2019

**Baldwin Concrete division of
Shelby Concrete**

Beede's Construction

Brian Biggs Builders, Inc.

Brian Dunn

Brian George

Cade McMurray Construction, LLC

Damage Assessment Division, LLC

Dowsey, Inc.

Ever Painting, LLC

**Flynn Building Specialists, LLC
DBA Flynn Built**

Hoffren Landscape & Maintenance

J & J Flooring - James Cuevas dba

J B T Power

Kirk Foster dba Foster Masonry

Leytons Flooring

McDaniel Builders Inc.

Mr. General Construction, LLC

Olacon Drywall & Maintenance, LLC

Point Clear Insurance Partners, LLC

Pool Contractor Services, LLC

Southeast Construction, LLC

Southeastern Exterminating, Inc.

SPIKE CLUB



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| Robert Brown | 100.50 |
| Chris Bumpers | 79.00 |
| Alex Cary | 54.50 |
| Don Druse | 671.50 |
| Charles Ebert III | 887.00 |
| Gene Evans | 58.00 |
| Chris Farlow | 55.50 |
| Dan Harrison | 177.50 |
| Gary Hellmich | 128.00 |
| Mike Henriksen | 55.50 |

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|--------------------|--------|
| Joe Hocklander | 241.25 |
| Tracy Holobaugh | 110.00 |
| John Hutchinson | 40.00 |
| Julie Kenney | 94.50 |
| Stillman D. Knight | 59.50 |
| Johnny Langenbach | 313.50 |
| Chad Lippincott | 31.00 |
| Mike McElmurry Jr. | 27.00 |
| Lee Mitchell | 129.00 |
| Cliff Pitman | 124.50 |
| Chris Price | 169.00 |
| Rance Reehl | 41.00 |
| Cain Roberds | 114.50 |
| George Roberds | 575.50 |
| Ray Roberds | 81.50 |

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|------------------|--------|
| Maclin Smith | 25.00 |
| David Stapleton | 45.50 |
| George Stuart | 141.00 |
| Thorn Thomas | 326.50 |
| Jeff Thompson | 56.00 |
| Wayne Trawick | 280.00 |
| Lee Turner | 414.50 |
| Patrick Waller | 46.50 |
| Eddie Youngblood | 293.00 |

MEMBERS

| | |
|-----------------|-------|
| Brian Armstrong | 10.00 |
| David Brown | 6.00 |
| Bryan Chandler | 17.50 |
| Eric Craig | 16.00 |

| | |
|------------------|-------|
| Barbara Fretwell | 18.00 |
| Jeff Frosthalm | 8.50 |
| Matt Hammond | 7.00 |
| Reggie Pullman | 18.00 |
| Jim Smith | 11.50 |
| Tom Stokes | 15.00 |

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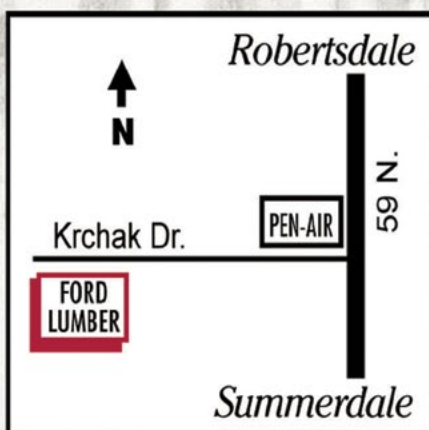
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| Sheryl Walker Phone: 251.776.5554 NMLS# 491826 | Jared McDonald Phone: 251.776.5561 NMLS# 1470263 | Neal Price Phone: 251.338.7491 NMLS# 491824 | Kay Weiss Phone: 251.929.2877 NMLS# 811890 |

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|---|---|--|---|



 Member FDIC

UPCOMING EVENTS



NOVEMBER EVENTS

| | | |
|-------------------|----------------|---|
| Nov. 5 | 5:30pm | Fran Retirement Party |
| Nov. 7 | 11:30am | Sporting Clay Shoot |
| Nov. 12 | 11:00am | Board Meeting |
| Nov. 12 | 12:00pm | Code Meeting |
| Nov. 14 | 12:00pm | Associate Council Mtg. |
| Nov. 14 | 5:00pm | Young Professionals - Fairhope Brewing Co. |
| Nov. 20 | 5:30pm | Membership Meeting - Ferguson |
| Nov. 28-29 | | OFFICE CLOSED |

DECEMBER EVENTS

| | | |
|-------------------------|---------------|-----------------|
| Dec. 4 | 5:30pm | Christmas Party |
| Dec. 24 - Jan. 2 | | OFFICE CLOSED |

