



# the **plumbline**

A PUBLICATION OF THE BALDWIN COUNTY HOME BUILDERS ASSOCIATION ◆ JAN/FEB 2015



**CONGRATULATIONS TO OUR 2015  
OFFICERS & BOARD OF DIRECTORS**

# VOTED BEST

OF BALDWIN COUNTY  
NOW 2 YEARS  
RUNNING!!



Ty Thompson-General Manager

Building a Better Baldwin County is an obligation we take very seriously.

Being voted best new and used car dealership two years running in Baldwin County is an honor.

## THANK YOU!

ALL-NEW  
2014 CHEVY SILVERADO



42 MPG  
2014 CHEVY CRUZE



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THOMPSON**  
CHEVROLET  
*Takes You Home*

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# 2015

## Board of Directors and Officers

Mike Henriksen	President
Chris Farlow	1st Vice President
Alex Carey	2nd Vice president
Gene Evans	Treasurer
Michael Venezia	Secretary
Chris Price	Immediate Past Pres.

## Local Directors

Eddie Youngblood	Michael Thomas
Greg Gipson	Scott Norman
Chris Bumpers	Jenny Williams
Sands Stimpson	Jim Smith

## State Directors

Cain Roberds	Chris Farlow
Chris Price	Joe Hocklander
Robert Brown	Mike Henriksen

## National Directors

Cliff Pitman	Patrick Waller
Robert Brown	Don Druse, Life

## Alternate National Director

Cain Roberds

## Senior Life Directors

George Roberds      Stillman Knight      Don Druse

## Associate Council Chairman

Joe Hocklander

## Executive Vice President

Fran H. Druse

## Accounting

Marsha P. Jordan

## Communications/Publications

Brett Foster

## Printing Provided By

Duplicators Printing  
697 Highway 98  
Daphne, AL 36526  
251.626.4004

Like Us On  
**FACEBOOK**



## Baldwin County Home Builders Association

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

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## Back Upcoming Events



**ON THE COVER**  
New Officers and Board of Directors was sworn in at the Annual Christmas Open House on December 4th. See Pictures Page 5.

# schedule

## 2015 BCHBA EVENTS

- MAR. 7 - 8** Home & Product Showcase at the Daphne Civic Center
- APR. 25 - 26** Spring Tour of Homes
- APR. 10** Silent Auction, Scholarship fund raiser (Associate Council event)
- MAY 1** Annual Golf Classic at Quail Creek
- AUG. 13** Bowling Tournament (Associate Council event)
- SEPT./OCT.** Annual Parade of Homes & Street Party hosted by Showcase Home
- OCT.** Sporting Clay Shoot
- OCT. 29** Christmas Open House hosted by BCHBA and Associate Council
- DEC. 3**

All event dates are tentative and subject to change.

## A message from **INCOMING** BCHBA President

# MIKE HENRIKSEN

I would like to thank Chris Price for his leadership as President this past year. Chris's common sense approach to business and financial background has proven invaluable. I congratulate both Chris Price and Eddie Youngblood honored as Builders of the Year for 2014.

I am fortunate to be associated with such a fine organization as the BCHBA. Looking at the long line of past Presidents and its Board of Directors, it is truly an honor to serve as president for 2015.

With the office staff lead by Fran, our executive Vice President, Marsha, looking after our financials, and Brett taking us to the next level in marketing and publishing, we are poised to have another great year.

As President, I will continue to encourage our organization to serve our community. First, we can improve the way we help others throughout Baldwin County. We will provide a better way to help the many people and companies that donate time, talent and materials for our charitable causes. This can be accomplished by setting up a separate 501C3

that will give tax deductible capabilities that we currently do not have. Secondly, we have the opportunity to help a Baldwin County combat wounded soldier. A group of BCHBA Board Members have been meeting with the goal of building a home for this local hero. This is a massive undertaking. The ground swell of support is already growing.

I look forward to serving our Board of Directors, our membership and our staff.

Please continue to help grow our membership by recruiting other builders, subcontractors and suppliers.

May your 2015 be prosperous. 🍀



## A message from **OUTGOING** BCHBA President

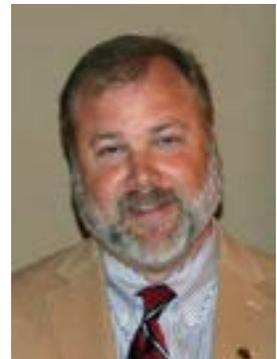
# CHRIS PRICE

I hope everyone had a Merry Christmas and as we head into the new year, I would like to wish everyone continued success in 2015. But before we completely close the door on 2014, let's take a minute to recap last year.

I sincerely appreciate the opportunity to serve as your BCHBA President in 2014. As this association has always done in the past (and will assuredly continue in the future), the support of the events that were put on by the HBA last year was outstanding. Each event last year outperformed what we had budgeted and that accomplishment is due to the members of this association who contribute their time, dollars and efforts to making this association continue to succeed. Our membership numbers for the year were on the rise and that is also due to our members continuing to search for companies that will strengthen our association. For all of you who recruited new members last year, I encourage you to keep up the good work. Membership is the lifeblood of the association and I encourage everyone to continue to preach the benefits of being a member in this association.

I want to thank everyone who served on the Board of Directors and those who chaired our committees last year. As our industry continues to heal, it takes strong leaders who are willing to put in the time necessary to see that our industry continues to move forward. Lastly, I want to thank the BCHBA staff. Fran, Marsha and Brett operate this association like a "well-oiled machine". Many times, it's the behind the scenes work that no one sees that make these events come off as well as they do and it is often a thankless job. For all of the times that I forgot to say "Thank You" for making the President's job easier, I hope this serves to cover that.

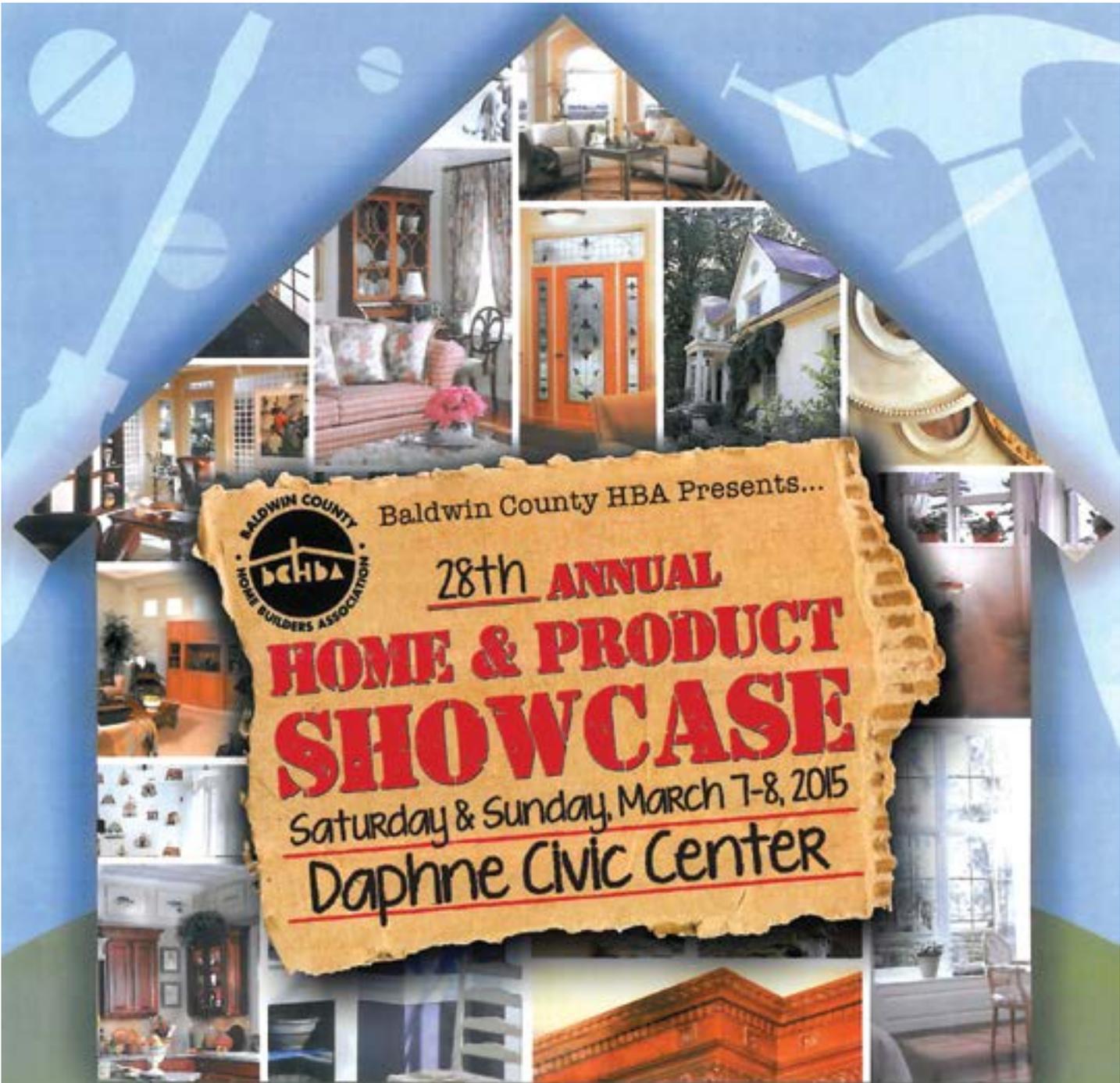
As we enter 2015, I look forward to what our incoming President, Mike Henriksen, has in store for this year and I encourage everyone to get involved in some manner with the events of this association. You will not regret it. 🍀





# SWEARING IN OF NEW 2015 **OFFICERS**





Baldwin County HBA Presents...

# 28th ANNUAL HOME & PRODUCT SHOWCASE

Saturday & Sunday, March 7-8, 2015

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. com*

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

# BCHBA'S 2015 BUILDERS HOME & PRODUCT SHOWCASE - MARCH 7-8 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 1<sup>st</sup>, 2<sup>nd</sup> & 3<sup>rd</sup> choice of booth location.

Total # of Booths \_\_\_\_\_ 1<sup>st</sup> Booth Choice \_\_\_\_\_ 2<sup>nd</sup> Choice \_\_\_\_\_ 3<sup>rd</sup> Choice \_\_\_\_\_

**Member Booth Rates:** 10 x 10 - \$525      10 x 8 - \$475      Outside - \$500

**Non-member Rates:** 10 x 10 - \$700      10 x 8 - \$650      Outside - \$675

\* Members of Mobile & Pensacola HBAs receive Member Rates - HBA name: \_\_\_\_\_

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

**DEADLINES:** Dec. 15, 2014 - HBA Members 2014 Home Show Exhibitors Priority Deadline for booth selection

January 10, 2015 - All HBA Members Priority selection deadline.

\*\* After January 10<sup>th</sup> booth selection is open to non-members.

February 1st, 2015 - 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 7 & 8, 2015.** 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 HE HAS READ THE RULES AND REGULATIONS INCLUDED.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

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

SET-UP TIMES	Friday, March 6th	7:00 a.m. - 4:00 p.m.
OPEN TO PUBLIC	Saturday, March 7th Sunday, March 8th	9:00 a.m. - 5:00 p.m. 11:00 a.m. - 4:00 p.m.
TAKE DOWN	Sunday, March 8th Monday, March 9th	4:00 p.m. - 8:00 p.m. 8:00 a.m. - 10:00 a.m.

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

Date Received: \_\_\_\_\_ Total of Booth \_\_\_\_\_ Booth Number(s) \_\_\_\_\_

Amount Received: \_\_\_\_\_ Check \_\_\_\_\_ Balance Due by 2/1/2014 \_\_\_\_\_

Cc type and number \_\_\_\_\_ exp. \_\_\_\_\_

CVV # \_\_\_\_\_ Received by: \_\_\_\_\_ Office Staff

Stay connected with the **NEW**

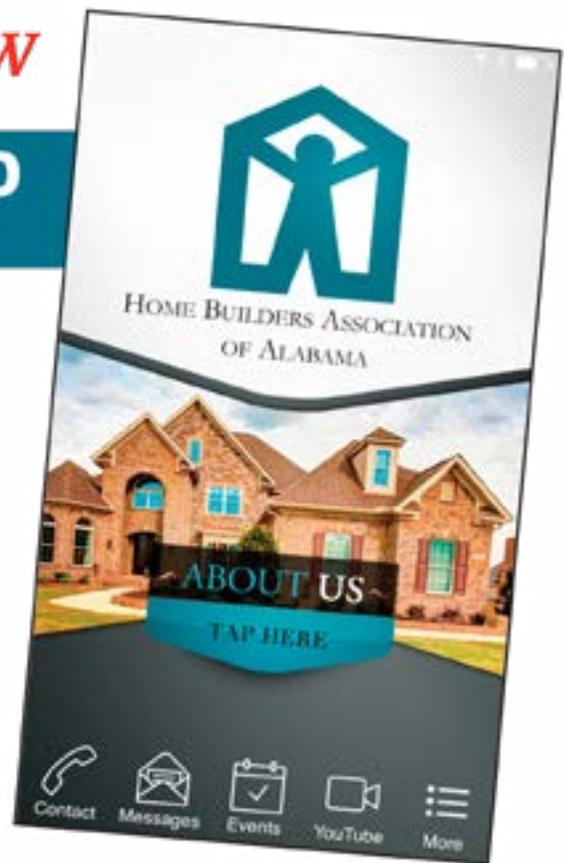
# HBAA MOBILE APP

- Get the latest HBAA news
- Learn about upcoming classes and events
- Read the newest issue of *Alabama Homebuilder* magazine
- View photos from HBAA events  
...and more!

**Download the HBAA app today!**



Developed by bfac.com Apps



## COAST DESIGN KITCHEN & BATH

A Division of Mobile Lumber & Millwork

our products + your vision = great kitchen

When it comes to kitchen cabinets and appliances, Coast Design is the premier choice for homeowners, builders and remodelers in Mobile and Baldwin County. Whether you're fashioning a custom closet or wet bar, updating a bathroom, or creating your dream kitchen, we've got the experience, the brands and the passion to take your dream and make it a reality.

**cabinets. appliances. design.**

COAST DESIGN KITCHEN & BATH  
5253 hwy 90 w. mobile, alabama  
kitchensbycoastdesign.com  
251.666.7920





## ATTENTION BUILDERS AND REMODELERS:

Do you want to start getting money for products you already use?

The Member Rebate Program is a free member benefit of the State Home Builders Association that is available to all active Builder and Remodeler Members.



There are currently over 40 of the country's leading Manufacturer Brands participating in the Member Rebate Program.

**MOST THAT YOU PROBABLY ALREADY USE!**



**It's as easy as 1-2-3!**

**OVER 70% OF PARTICIPANTS RECEIVED MORE THAN THEIR ANNUAL DUES TO THEIR ASSOCIATION LAST YEAR!**

**1) Register**

**2) Submit a Rebate Claim**

**3) Receive a Rebate Check!**

Visit [www.HBArebates.com](http://www.HBArebates.com) to Register & Claim



"Like" us on Facebook for more information: [www.facebook.com/MemberRebateProgram](http://www.facebook.com/MemberRebateProgram)



Call us Toll Free:  
**866-849-8400**

Or visit our website:  
**[www.HBArebates.com](http://www.HBArebates.com)**

2014

# Christma



# *mas* OPEN HOUSE



## BUILDERS

### A. M. Builders

Andy Motes  
P.O. Box 1692  
Foley AL 36536  
(251) 747-5686  
ambuilders2@yahoo.com

### HLM Builders

Neal Arnold  
Residential Builder  
28041 Oakachoy Loop  
Daphne, AL 36526  
(251) 751-1544  
hlmbuilders@bellsouth.net

### LLCH, Inc

Larry Lawrence  
Residential Builder  
P.O. Box 1905  
Gulf Shores AL 36547  
(251) 981-5773  
llcustomhomes@yahoo.com

### Rob Littleton Construction Co. LLC

Rob Littleton  
Residential Custom Home Builder  
P.O. Box 2141  
Fairhope AL 36533  
(251) 229-8058  
roblittleton@bellsouth.net

## ASSOCIATES

### Bozeman Properties LLC

Melton Bozeman  
Painting Contractor  
PO Box 1732  
Orange Beach, AL 36561  
(251) 525-1131  
meltonbozeman@yahoo.com

### BRW & Sons Construction

Casey Williams  
Framing Subcontractors  
48961 Phillipsville Rd.  
Bay Minette AL 36507  
(251) 937-7693  
brwremodels@yahoo.com

### Dallas Drilling Corp

Mark Carpenter  
Water Well Contractor  
22818 Co. Rd. 55  
Silverhill AL 36576  
(251) 989-9355  
dallasdrilling989well@live.com

### Donnelly Design Painting

Dennis Donnelly  
Decorative Painting  
507 Ridgewood Dr.  
Daphne AL 36526  
(251) 802-3366  
donnellydesign@yahoo.com

### Eastern Shore Construction LLC

Kelly Kropp  
Siding Contractor  
411 Swaying Willow Ave.  
Fairhope AL 36532  
(251) 802-2257  
kelkropp@gmail.com

### Efficient Framers

Tonya Smith  
Framing Subcontractors  
1063 S. Magnila St.  
Loxley AL 36551  
(478) 258-0481

### Jeff Miller Cable

Jeff Miller  
25910 Canal Rd. Ste. O #145  
Orange Beach AL 36567  
(251) 583-4693  
miller.jeffa@yahoo.com

### Jones Coastline Service

Luther Jones  
Painting Contractor  
9783 John Hall Lane  
Foley AL 36536  
(251) 979-5213  
jonescoastlineservices@gmail.com

### Karl F. Parnell

#### dba Quality Painting and Repairs

Karl Parnell  
Painting Contractor  
19874 Chestnut Dr.  
Foley AL 36535  
(251) 979-2414  
karl\_par@yahoo.com

### La Fuerza

Rita Smith  
Masonry Contractors  
126 Southwark Ave.  
Fairhope AL 36532  
(251) 554-2592

### Plumb & Square Construction LLC

Chris Perry  
Framing Subcontractors  
21925 Fourth St.  
Silverhill AL 36576  
(251) 622-0700  
cperryframing@gmail.com

### Spring Hill Lighting

Kitty Ellison  
Electrical Suppliers / Lighting  
208 E. I-65 Service Rd.  
Mobile AL 36607  
(251) 471-1444  
kitty@springhilllighting.com Edward Drayton

## AFFILIATES

### Schneider Insurance Agency, Inc.

Donna Dorriety  
Insurance Company  
9805 Millwood Circle  
Ste. A  
Spanish Fort, AL 36527  
(251) 626-1700  
donnad@springhilllighting.com

# WELCOME OUR NEW MEMBERS!

Remember to add these new members to your directory.

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

<b>1st Choice Builders, Inc.</b> James Hughes	<b>2</b> Yrs.	<b>Denk's Metal Erectors, Inc.</b> Eric Denk	<b>11</b> Yrs.	<b>Langenbach Construction Co., LLC</b> Johnny Langenbach	<b>27</b> Yrs.
<b>ABC Supply Co.</b> Tim Matheny	<b>1</b> Yr.	<b>E.L. Love Construction, Inc.</b> Edward Love	<b>6</b> Yrs.	<b>Larry Whitaker</b> Larry Whitaker	<b>17</b> Yrs.
<b>Achee Builders, Inc.</b> Christopher Achee	<b>8</b> Yrs.	<b>Ebert Insurance Agency, Inc.</b> Charles Ebert	<b>30</b> Yrs.	<b>Marquis Properties, LLC</b> Gene Evans	<b>6</b> Yrs.
<b>Acme International Services, Inc.</b> Jeff Max	<b>14</b> Yrs.	<b>Energy Control Insulation, Inc.</b> Phillip Cox	<b>4</b> Yrs.	<b>Mobile Bay Overhead Door, Inc.</b> Jeff Thompson	<b>18</b> Yrs.
<b>Aeiker Construction Corporation</b> Jonathan Aeiker	<b>2</b> Yrs.	<b>Eric Jacobson Construction</b> Eric Jacobson	<b>13</b> Yrs.	<b>NFL Building Center</b> Brad Hembree	<b>26</b> Yrs.
<b>Affordable Sewer &amp; Drain, Inc.</b> Randy Lee	<b>10</b> Yrs.	<b>G. E. S. Electric Co., Inc.</b> H Richard Glenn	<b>22</b> Yrs.	<b>Pfeffer Floor Covering, Inc. dba Pfeffer</b> Arlene Pfeffer	<b>18</b> Yrs.
<b>American Air Solutions, Inc.</b> Timothy Courtright	<b>6</b> Yrs.	<b>Garden Design Solutions, Inc.</b> Paul Fontenot	<b>11</b> Yrs.	<b>PH Building &amp; Design Co., Inc.</b> Brian Harvill	<b>9</b> Yrs.
<b>Baldwin Sand &amp; Gravel, LLC</b> Mindy Simon	<b>1</b> Yr.	<b>Green Nurseries &amp; Landscape Design, Inc.</b> Bobby Green	<b>26</b> Yrs.	<b>Price Masonry, LLC</b> Randy price	<b>4</b> Yrs.
<b>Barnett Drywall</b> Tim Barnett	<b>8</b> Yrs.	<b>Gruenloh &amp; Associates, P. C.</b> Wayne Gruenloh	<b>18</b> Yrs.	<b>R. S. Kelley Construction</b> Robert Kelley	<b>10</b> Yrs.
<b>Bateman Heating &amp; Air</b> Horton Bateman	<b>10</b> Yrs.	<b>Gulf Coast Building Supply</b> Wayne Vick	<b>42</b> Yrs.	<b>R.C.I., Inc.</b> Libby Hill	<b>9</b> Yrs.
<b>Bay Mortgage Corp.</b> McNeill Robinson	<b>8</b> Yrs.	<b>Haber Sod Farms, LLC</b> Tom Haber	<b>13</b> Yrs.	<b>Read Roofing and Contracting</b> Alan Read	<b>9</b> Yrs.
<b>Benny Darby Construction Company</b> Benny Darby	<b>10</b> Yrs.	<b>Habitat for Humanity of Baldwin County</b> Sandy Folen	<b>11</b> Yrs.	<b>Riviera Utilities</b> Miles McDaniel	<b>42</b> Yrs.
<b>Boeschen Heating &amp; Cooling, LLC</b> Dyke Boeschen	<b>13</b> Yrs.	<b>Hartwig Moss Insurance Agency</b> Helmut Mundt	<b>2</b> Yrs.	<b>Sandi Freil dba Tada</b> Sandi Freil	<b>1</b> Yr.
<b>Boster Plumbing, Inc.</b> Roger Boster	<b>9</b> Yrs.	<b>Heard Roofing &amp; Construction</b> Walter Heard	<b>13</b> Yrs.	<b>South Baldwin Custom Homes, Inc.</b> Thomas Martin	<b>3</b> Yrs.
<b>C &amp; C Custom Cabinets, LLC</b> Chad Boykin	<b>1</b> Yr.	<b>Hyperion Construction, LLC</b> Greg Harrelson	<b>2</b> Yrs.	<b>Steve Mitchell Construction, Inc.</b> Steve Mitchell	<b>19</b> Yrs.
<b>City of Fairhope</b> Eric Cortinas	<b>12</b> Yrs.	<b>James Childers Concrete, Inc.</b> James Childers	<b>22</b> Yrs.	<b>Suarez Builders, Inc.</b> Larry Suarez	<b>22</b> Yrs.
<b>CMC Contracting Services, LLC</b> Chris Miller	<b>1</b> Yr.	<b>John Stacey Roofing, LLC</b> John Stacey	<b>8</b> Yrs.	<b>Sun Coast Builders, Inc.</b> Steve Bailey	<b>11</b> Yrs.
<b>Coastal Stone Works dba Coastal Stone</b> Jim MacDaniel	<b>10</b> Yrs.	<b>John Swafford Painting, Inc.</b> John Swafford	<b>11</b> Yrs.	<b>Swinson Air Conditioning</b> Peter Swinson	<b>23</b> Yrs.
<b>Craig Jernigan Construction, Inc.</b> Craig Jernigan	<b>17</b> Yrs.	<b>Jubilee Flooring &amp; Decorating</b> Jerry Nowlin	<b>6</b> Yrs.	<b>Taylor Made Trim Tile</b> James Taylor	<b>2</b> Yrs.
<b>Custom Shutter Company, LLC</b> Edward Terry	<b>1</b> Yr.	<b>Kelly Builders, Inc.</b> Chuck Kelly	<b>9</b> Yrs.	<b>Triton Stone Group of Mobile</b> Ginger Parker	<b>3</b> Yrs.
<b>D.R. Horton, Inc.</b> Scott Whitehurst	<b>8</b> Yrs.	<b>Kevin Green dba Green Services</b> Kevin Green	<b>2</b> Yrs.	<b>Wachter &amp; Company, Inc.</b> James Wachter	<b>7</b> Yrs.
<b>David Wilson Masonry, Inc.</b> David Wilson	<b>23</b> Yrs.	<b>L &amp; S Masonry</b> Stephanie Nero	<b>10</b> Yrs.	<b>Weather Guard Metal Roofing</b> Stefan Boyer	<b>2</b> Yrs.
<b>Decorative Concrete Designs</b> Elliot Davis	<b>1</b> Yr.				

# SPIKE CLUB



## MEMBERS

J Lynn Blackmon	241.50
Michelle Bodie	178.50
Carolyn Bowen	60.50
Robert Brown	59.00
Chris Bumpers	38.00
Don Druse	656.00
Charles Ebert III	758.00
Dan Harrison	155.50
Gary Hellmich	92.50
Joe Hocklander	191.75
Tracey Holobaugh	85.50
Julie Kenney	83.00
Stillman D. Knight	49.50
Johnny Langenbach	289.00
Lee Mitchell	100.00
Cliff Pitmann	103.00
Chris Price	122.75
Rance Reehl	32.00
Cain Roberds	70.00
George Roberds	523.00
Ray Roberds	59.00

David Stapleton	25.50
George Stuart	121.00
Cathy Taylor	87.50
Thom Thomas	288.50
Jeff Thompson	27.00
Wayne Trawick	267.50
Lee Turner	122.00
Michael Venezia	29.50
Eddie Youngblood	236.00

## MEMBERS

Jack Lynn Blackmon Jr.	10.00
Alex Cary	21.50
Bryan Chandler	10.50
Gene Evans	10.00
Mike Henrickson	17.00
John Hutchinson	23.00
Chad Lippincott	19.00
Mike McElmurry Jr.	14.00
Maclin Smith	12.50
Chris Farlow	6.00
Patrick Waller	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. 16, 2014

Ana C. Romero Weinmann  
dba Polainas Construction

Coastal Brush Cutting

Custom Crafted Counters, LLC

Ferguson Enterprises

Homes by Design

Orange Beach Painting  
and Cleaning

PNC Bank

Pro-Form Construction LLC

Quinley Contracting

Riveras Construction LLC

Rob Sheehan  
dba R & K Renovations

Sawgrass Builders, Inc.

Southern Excavating

Splash Pools & Spas

Tommy Blackmon  
dba Tommy Blackmon  
Construction Co.

Y-Paint Inc.

**MEMBERS ARE OUR FOUNDATION**

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

**WE WANT THEM BACK!**

Thank you for your support of *the*

# TOOL TREE



Christmas gifts for Care House of Baldwin County Child Advocacy Center The Baldwin County Home Builders Association members provide Christmas gifts for the children assisted by Care House annually. Shown is President Chris Price with L - R, Marsha Jordon, HBA staff, Maribel Alonzo and Robin Taylor from Care House.

**CARE House, Inc.**

**Give a child from The CARE House a special Christmas**

**THANK YOU! YOU HELPED MAKE A DIFFERENCE!**



# 2015 Marketing Guide

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

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

### Support Level

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

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

## Monthly Business after Hours meetings

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

## Quarterly Code Luncheons (\$250)

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

## The Plumblin Advertising

The bi-monthly newsletter is mailed out to more than 600 members.

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

## Membership Directory

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

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

Black & White:	Full page	– \$250
	1/2 page	– \$175
	1/3 page	– \$150

## Spring Tour of Homes

### Investment – \$1,200

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

## Home & Product Show

### Major Sponsor – \$2,000

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

### Supporting Sponsor – \$1,000

- Listed as a Sponsor on event media promotion
- Banner Ad on BCHBA website
- Listed as a Sponsor on all event signage
- 1/2 page ad in *The Plumblin* 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* 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* newsletter
- Recognized on the BCHBA website and Facebook page

### Exhibitor Hospitality Sponsor – \$500

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

## Parade of Homes

### Platinum Sponsor Investment – \$5,000

- Company's name and logo will be placed in all television and radio spots.
- Company's name and logo will be included in all print advertising.
- Company's name and logo will be placed on the Special BCHBA Parade of Homes Website for a period of twelve (12) full months.
- Name and logo will be placed in BCHBA's monthly newsletter, *The Plumblin*, for a period of twelve (12) months. Our newsletter is mailed to over 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.
- A FREE link from BCHBA's website to your company's website for one (1) year

### Gold Sponsor Investment – \$2,500

- Company's name and logo will be included in all placed in BCHBA's monthly newsletter, *The Plumblin*, for a period of twelve (12) months. Our newsletter is mailed to over 600+ company members.
- Company will be recognized at the Street Party on Thursday, October 3rd.
- Company will receive a business card size ad in *The Plumblin* for 4 issues.
- A FREE link from BCHBA's website to your company's website for six (6) months.
- Company will have the opportunity to place literature and business cards in the Showcase Home

### Silver Sponsor Investment – \$1,000

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

## Sporting Clay Shoot

### 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 – \$350

## Golf Classic

### Title Sponsor – \$2,500

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

### Corporate Sponsor – \$750

- Four Players
- Name on signage

### Beverage Cart – \$300

- Company name or sign on cart

### Hospitality Tent – \$350

- Company reps with giveaways on the tee

### Beverage sponsor – \$200

### Prizes sponsor – \$150

- **Station sponsor sign OR Score Card sponsor – \$75**
- Your company's logo on score card

### Awards Sponsor – \$250

- Company name on signage at event
- Company giveaways

### Dinner Sponsor – \$500

- Company name on signage at event
- Company giveaways

### Practice Range Balls – \$200

- Sign on practice range

### Tee Sponsor – \$125

- Company sign on tee



# MEMBER ADVANTAGE

## AT A GLANCE

**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) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when they mention the 5% at time of purchase and when using their LAR.

**General Motors** - \$500 exclusive private offer on most Buick, Chevrolet and GMC vehicles. Business Owners receive a \$1000 private offer on select vehicles and may also qualify for additional incentives, visit [www.nahb.org/ma](http://www.nahb.org/ma) and click on the GM logo to find out more.

**AT&T, Verizon, Sprint & T-Mobile** - Savings up to 35% including a free analysis of new and existing plans. Program offers free mobile to ANY mobile, free mobile device management, dedicated help desk support, and much more. Visit [www.eMemberBenefits.com/NAHB](http://www.eMemberBenefits.com/NAHB) or call 866-430-NAHB (6242).

**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.

**TransFirst** - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit [www.TransFirstAssociation.com/NAHB](http://www.TransFirstAssociation.com/NAHB).

**Dell** - Up to 30% off on all Dell computers. Call 800-695-8133 and Mention NAHB or visit [www.dell.com/nahb](http://www.dell.com/nahb)

**Associated Petroleum Products (APP)** - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit [www.associatedpetroleum.com/nahb](http://www.associatedpetroleum.com/nahb) to enroll or call 800-929-5243, Option 6 & mention NAHB.

**GEICO** - Exclusive discounts for members on auto and home owners insurance. Visit [www.geico.com/disc/nahb](http://www.geico.com/disc/nahb) or call 800-368-2734 and mention NAHB for a free quote.

**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 rental cars 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 20% off rental cars and FREE Budget Fastbreak at [www.budget.com/nahb](http://www.budget.com/nahb) or call 800-283-4387 and use BCD code Z536900

**Hewlett Packard** - Discounts: 9% notebooks, 5% printers/scanners, 7% handhelds, 12% workstations, 16% servers, 12% storage and more. Call 888-202-4488 and mention pass code "NAHB" or visit [www.hp.com/go/nahb](http://www.hp.com/go/nahb)

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

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

**Endless Vacation Rentals** - 25% discount on over 200,000 vacation rentals worldwide. Call 877-782-9387 and mention NAHB at time of reservation or go to [www.endlessvacationrentals.com/nahb](http://www.endlessvacationrentals.com/nahb)

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

**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

**NAHB Career Center [www.nahb.org/careers](http://www.nahb.org/careers)** - 20% off of standard rates for job posting & 15% off other HR services.

[www.nahb.org/ma](http://www.nahb.org/ma)

# COASTAL LOW IMPACT Development DESIGN WORKSHOP SERIES



**A**nouncing a four part workshop series focusing on innovative stormwater best management practice design using low impact development techniques. Attendees will learn about all aspects of design, construction, vegetation, and maintenance practices as well as have the opportunity to design the BMP. Design and engineering professionals, landscaping professionals, MS4 managers and staff and agency representatives will benefit from attending. Participants will gain more knowledge about using each practice to capture stormwater runoff and improve water quality. These workshops are companions to the Alabama Low Impact Development Handbook.

Weeks Bay Reserve Coastal Training Program works diligently to offer timely and valuable workshops at a price that benefits its constituents. Registration fee is \$50.00 for each workshop or \$175.00 for all four. Fee includes workshop materials and lunch. Continuing education (CEUs: 0.6, Hours: 6.00 per event) has been approved through the Office of Professional and Continuing Education, Auburn University.

Please click on the link next to the workshop title on the attached 2-page flier or go to <http://www.gulfcoastaltraining.org> and find the title under upcoming workshops. Follow the registration information. Contact the Coastal Training Program at 251-928-9792 for assistance or more information. Space is limited so register soon. Please pass this information on to anyone you think will benefit from these training events. 📍

## When

**January 28, 2015**

Bioretention Design & Vegetation

**January 29, 2015**

Swale, Level Spreader, and Vegetated Filter Strip Design & Vegetation

**February 25, 2015**

Constructed Stormwater Wetland Design & Vegetation

**February 26, 2015**

Permeable Pavement Design

8:30am - 4:30pm each day. Doors open at 8:00am  
so come network over coffee and treats

## Where

Weeks Bay Reserve Resource Center, 11525 US 98, Fairhope, AL  
(Under the US98 Fish River bridge between Fairhope and Foley)

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**the plumbline**

www.HBABUILDERSRISK.COM

# Home Builders Association

## BUILDERS RISK PROGRAM



**HBA Builders participating in the program have saved more than \$300,000 of premiums they would have paid over the last two years.**

## Program Benefits

Premium savings of up to 25% for you!  
Non-dues revenue for your State and Local HBA!

## Program Highlights

- Builder must be an HBA member in good standing
- Coverage may be purchased through appointed agencies, that are also members of HBA
- Available for new construction and remodelers
- Annual policy with a monthly reporting form
- Coverage may be re-reported as long as:
  - Builder owns property or has insurable interest
  - Construction is not completed
  - Property is not occupied
- Coverage for model homes and contents available
- Broadened supplemental coverages included

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# 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. Starting in January 2015 The Plumbline will publish in glorious full color. Don't have an ad? Let us build one for you!

### ADVERTISING RATES

Full page	\$400
Half Page	\$200
Quarter Page	\$100
Eighth Page	\$50*

\* Business card size ad

**NOW IN FULL COLOR!**

## Exclusive Offer For HBA Members

# Market Your Homes and Communities for FREE on BCHBA.com

Powered by NewHomeSource, the Baldwin County Home Builders Association website is another resource for shoppers specifically looking for new homes and builders in our area – and you can list your homes on the site for FREE!

To learn more, contact  
**Bill Barnes, at (954) 661-5301**  
or **BBarnes@theBDX.com**



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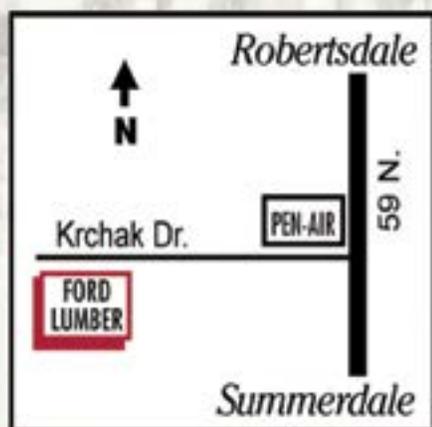
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## UPCOMING EVENTS



**BCHBA**  
Baldwin County Home Builders Association

**JANUARY EVENTS**

- JAN. 8 4:00pm** Associate Council Meeting
- JAN. 13 11:30am** Board Meeting
- JAN. 13 12:00pm** Quarterly Code Luncheon  
Sponsored by Hancock Bank

**NOV. 18 5:30-7:30pm** General Membership Meeting

**FEBRUARY EVENTS**

- FEB. 5 4:00pm** Associate Council Mtg.

**FEB. 10 11:30am** Board Meeting

**OFFICE CLOSED**

**FEB. 17** Mardi Gras



**HBAA**  
Home Builders Association of Alabama

**Feb. 17-19** HBAA Winter Meeting and  
Alabama's Better Living Expo (ABLE)  
Montgomery, AL



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