

# TENNESSEE HomeBuilder

Sept./Oct. 2006

Official Magazine of

Builders Association of Tennessee

A portrait of Lois DeBerry, a woman with short dark hair and glasses, smiling. She is wearing a red and black striped top and a gold necklace. The background is a large, classical building with columns and windows.

## Lois DeBerry

**House Speaker  
Pro Tempore**

**A Life Dedicated to  
Public Service**

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# TENNESSEE HomeBuilder

September/October 2006



## WHO WE ARE

The Home Builders Association of Tennessee (HBAT) is a not-for-profit trade association comprised of professional builders, developers and associated firms engaged directly or indirectly in home building, remodeling and light commercial construction.

## MISSION STATEMENT

The Home Builders Association of Tennessee represents over 6,750 member firms as the Voice of the Housing Industry. We advocate housing affordability and availability through:

- Legislation
- Communication
- Education



*In this edition of the Tennessee Homebuilder, House Speaker Pro Tempore Lois DeBerry takes time to answer questions on issues important to the home building industry.*

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# TENNESSEE HomeBuilder

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2006

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# PRESIDENT'S PERSPECTIVE

## *Immigration—Let's Make a Decision!*

The U.S. Congress has produced two sharply different proposals for reforming the U.S. immigration system. A bill passed by the House of Representatives emphasizes enforcement efforts, including penalizing employers who hire illegal immigrants and tougher controls at the U.S.-Mexican border. The Senate bill, by contrast, would provide a path to citizenship for a majority of the estimated twelve million illegal immigrants in the country. A growing number of states have begun to act on their own, introducing measures to cut off support for illegal immigrants. Congress, meanwhile, is unlikely to grapple with a measure reconciling its two competing bills until after midterm elections in November.

—Esther Pan, Staff Writer  
Council on Foreign Relations

**I**llegal Immigration is one of the most highly charged and emotional debates in our society. One of the main concerns the Home Builders Association has continued to express is who is ultimately responsible for policing illegal immigrants.

Is it the builder? Is it the sub-contractor? No one has really given us a clear and definitive answer. We have pointed out our diverse labor needs, and the fact that our industry has every intention of working within established laws of our country's immigration policies. Ultimately—fair, reasonable and understandable guidelines must be enacted across the board.

Several immigration bills were discussed during the spring legislative session in Nashville, but ultimately failed because the issue will require a national immigration policy, rather than decisions at the state level. The fact that this is a national issue does not mean that we, as Tennessee homebuilders, cannot have quality input in the debate and solution.

A recent survey of builders from across the country show that we are just as conflicted about how to solve the problem as everyone else. Forty-percent stated that quality and safety are jeopardized by workers who cannot speak English. Fifty-nine percent do not want undocumented workers to have access to workers' compensation. Ninety percent agree things cannot go on as they are right now.



HBAT President Tim Neal

With any luck, congressional legislation will provide a frame work where builders can operate legally and efficiently. I believe the problem has gone on for much longer than it should have without being resolved. It's time to make a decision!

(Statistics taken from July 2006 Builders Magazine.)

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# EXECUTIVE OFFICER *Outlook*

## Associate Appreciation Month: The Value of a Diverse Team

The dictionary defines an association as: "An organized body of people who have an interest, activity, or purpose in common; a society." In an Association such as the HBAT, we realize that we do not succeed or fail alone in our endeavors. We succeed or fail as a body, or group of individuals, working toward a common goal.

- A group consists of any number of people who interact with one another, are psychologically aware of one another, and think of themselves as a group.
- A team is a group whose members influence one another toward the accomplishment of an organizational objective(s).

### September is Associate Member Appreciation Month

NAHB has designated September as Associate Member Appreciation Month. Out of the HBAT membership of 6,800 members, 4,100 are associate members. That is 60 percent!

Think for a moment about all the ways the Associates contribute to our association. Consider the revenue they bring to the association through their dues, exhibits, advertising, sponsorship, and meeting and event registrations. They give this association the financial grounding it needs to do

its work. They contribute to our PAC as well, and their memberships add to the strength of our political voice.

Associate Members give to the association through their work on committees and councils, at meetings and events and on public service projects. Their past track record in the Home Builders Association of Tennessee is evidence that Associates can always be counted on to pitch in and do their part. Without them, we couldn't provide half the services we do!

When Associates pay their membership dues, purchase exhibit space or provide HBA sponsorships, they literally put their money where their mouth is. But, to the extent that financial support is given, somebody has to plan, coordinate, and implement the various events and programs that make our Association so successful. Again, Associate members rise to the occasion.

You may think that it would be enough to recognize Associates for what they do for our HBA, but doing so would neglect the equally generous spirit that shows itself when our Associates take part in numerous community activities. Again, they see their roles as encompassing a wider scope than just their business, and we are all better for it.

How often is loyalty unrecognized for what it's worth to our association? It's worth more than this one thank you can deliver, which is why I'm asking all of



Susan Ritter, HBAT  
Executive Vice President

my fellow members to help me thank and celebrate our Associate members in a way that will really mean something – do business with them!

It's a motto that you've heard countless times – **Do Business with a Member** – but some of us don't always do it. Let's start supporting those who support our association and industry and make this slogan really mean something!



"Henry Ford drives out his 20 millionth car on April 24th, 1931."



**COMING TOGETHER IS A BEGINNING.**

**KEEPING TOGETHER IS PROGRESS.**

**WORKING TOGETHER IS SUCCESS.**

**- HENRY FORD**



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# Lois DeBerry

For more than 34 years, Lois M. DeBerry has dedicated her life to public service. It is a career recognized for a dedication to noble causes such as education, children, health care, economic development and criminal justice reform. With a little research, you will find that Speaker DeBerry's long history of service is evidence of a true heart for her family, her community and the citizens of Tennessee.

It is this dedication to service that brought about the DeBerry Special Needs Facility in Nashville, named in her honor. This institute provides physical and mental services to prison inmates.

Representative DeBerry was born in the great city of Memphis, Tennessee. She is a graduate of Lemoyne-Owen College in Memphis and in 1972

**Hometown: Memphis, TN**  
D – Memphis  
District 91 – Part of Shelby County

**Representative DeBerry took time out of her busy schedule for an interview with the Tennessee Home Builder Magazine.**

1

**Speaker DeBerry, with your obvious interest in families and the community, what is your opinion on the value of homeownership and the positive effect it has on the community?**

When you make an investment in a home, you are investing in the community where you live. That's why individuals who purchase a home have a greater sense of pride in both themselves and their communities. I think homeownership is really the cornerstone of stability in our culture. It provides the foundation necessary for almost any investment opportunity, and it provides a chance to build and demonstrate credit worthiness. To me, owning a home is really the first step in sustaining long-term wealth.

2

**Affordable housing continues to be a concern throughout our state. How do you see state government working with the homebuilding industry to make affordable housing more of a reality for all our citizens?**

I think we have to continue to work to make sure that we educate individuals on how to become homeowners. There are a lot of programs out there for first-time homebuyers. It is imperative that we make these programs accessible to all the citizens of Tennessee. I also believe we have to teach people, especially young people, how to manage their money so homeownership can become a reality. With cooperation between state and local governments, the homebuilders in Tennessee and the lending institutions in our State, we can help new homebuyers make the right investments and grow a much more secure economic future.

3

**From your perspective, what do you see as the biggest obstacles pertaining to home ownership today?**

I think obtaining financing and understanding the financial products which are available are the biggest challenges. I also think there is a lack of financial resources, such as down-payments and closing-costs, that really derail the home buying process. I think an educated public creates a favorable opportunity for those thinking about buying a home. It's necessary to be very careful when it comes to this fragile economic balance that can mean the difference between buying a home and continuing the rental process. Again, I think it is so important for individuals to have the opportunity to own a home so building a positive economic future can become a reality.

# TN House of Representatives, House Speaker Pro Tempore



she became a State Representative in the Tennessee General Assembly. In 1986, she was elected by the Tennessee House of Representatives to serve as Speaker Pro Tempore.

—Historical Facts continued on  
page 22

*Left: Lois DeBerry at the United Nations.  
Right: Rep. DeBerry with a student.*

4

**With the experience you have gained from the seventeen terms you have served in the House, what do you see as the biggest challenge facing the 105<sup>th</sup> General Assembly that will affect home builders across our state?**

Overall, the Tennessee economy looks very positive at this point. I think the General Assembly has to provide a positive business environment so we can continue growing this thriving economy. I think we have to look at programs to develop our workforce, and also look at significant issues such as predatory lending practices. However, it always seems to be the unknown factors that tend to offer the greatest challenges. Interest rates and energy prices will play an important role in the decision making process for the next General Assembly. I also think immigration concerns are going to be one of the challenging issues we will face.

5

**The home building industry has very diverse workforce needs, and is currently trying to understand where the immigration issue is headed. What is your opinion of the current immigration issue, and what do you see as a possible solution?**

Whether it's by rule, policy, statute or judicial definition, we have to make this issue clearly defined for everyone. Distinctions and definitions must be made between immigrants, undocumented workers, migrant workers, illegal aliens or any of these classifications. The impact of this situation needs to be presented to the public in a manner that fully explains and recognizes the economic consequences of illegal immigration. We have to take this issue out of the emotional column and place it in the economic column for review. It is time to give everyone a crystal clear policy on this issue.

6

**Do you have any final comments you would like to make to the Home Builders Association of Tennessee?**

I think we all have to continue to break down the barriers to homeownership. We have to encourage those individuals, who have historically not been homeowners, to go out and take that first step toward a positive economic future. Affordable housing is going to be a key factor in this equation, and encouraging healthy spending habits among our citizens will also play an important role. With the right attitudes, an educated public, and cooperation from organizations such as the Home Builders Association, we can create an environment where more Tennesseans can make homeownership a reality. Homeownership is good for our children; it's good for our communities, and it's good for the economy of Tennessee.

*The Tennessee Home Builder Magazine would like to thank Representative Lois M. DeBerry for her selfless and sincere devotion to public service in Tennessee.*

# LEGISLATIVE REVIEW

## Election Update 2006

The primaries are over, and that means while one race is concluded, other races are just getting ready to really gear up. Let's take a quick look at who is still in the race, and the current pole positions. Gentlemen (and ladies), start your engines!

In the state legislature, the Republican Party is looking to hold onto their 18-14 majority in the Senate. The Democrats on the other hand are just as eager to regain the majority and keep the position of Speaker of the Senate in friendly hands. It is a very nervous time for all involved. Two years ago, Republicans made history by gaining the majority in the state Senate. It's the first time this has happened since Reconstruction, following the War Between the States. However, Democratic Senate Speaker John Wilder retained his Speakership when two Republicans broke ranks and voted for him. Wilder has held this position since 1971. The Republicans are eager to put one of their own into the top leadership positions in the Senate. Should this happen, you can expect quite a shake-up in the areas of committee chairmanships, legislative staffing and possibly in the state's constitutional officers and various board and agency appointments.

The outcome of the Senate makeup hinges mainly on three races. Probably the most contentious race will be a showdown in District 17 between former senator Bob Rochelle, who defeated fellow Democrat Aubrey Givens to win the Democratic primary, and the current Republican senator Mae Beavers. Beavers won the seat when Rochelle chose not to run for re-election four years ago. The Democrats would love to have the powerful and politically savvy Rochelle back in the senate, while the Republicans are prepared to dump huge amounts of money into the race to ensure that it doesn't happen.

The other senate races to watch are in District 27 in West Tennessee and District 13 in Middle Tennessee. In the former, Democrat turned Republican Don McLeary will take on Democrat Lowe Finney. Finney is being helped by former governor Ned Ray McWherter. In District 13, Republican Bill Ketron is being challenged by Democrat Vince Springer, son of the late senator Pete Springer.

Considering District 29 in Shelby County,

Ophelia Ford is another point of interest. Her special election victory last October filled the unexpired term of her brother John Ford. The election was then voided by the state Senate due to election irregularities. Now she has won the Democratic primary by an overwhelming 97 percent. She will face Republican Terry Roland in November. Ford is expected to have no trouble winning in the heavily democratic district. *John Ford resigned the seat after being indicted.*

State Senator Kathryn Bowers, also under a federal indictment in the bribery sting, had no trouble winning the Democratic primary. However, Senator Bowers has since resigned and will not be facing Michael Floyd.

In District 9, Representative Dwayne Bunch will be the new senator. Bunch handily won the Republican primary to fill the seat vacated by Jeff Miller after Miller decided not to run for re-election. Bunch faces no Democratic opponent in November.

In District 23, Jack Johnson won the Republican primary to fill the seat left vacant after Jim Bryson opted to run for governor. Johnson will face Democrat Mary Parker in November. He is not expected to have any trouble winning in the heavily republican district.

In the House, the Democrats hold a 53-46 majority. They are likely to maintain control in the House, if only by a slim margin. Interestingly, three incumbents in the House lost their primaries. Two of these incumbents were republicans. Bob McKee from Athens lost to Mike Bell. Bell was endorsed by Tennessee Right to Life and home school advocates. Jerome Cochran from Johnson City was defeated by Kent Williams. Edith Langster, a Democrat who had served six terms in the House was defeated by Brenda Gilmore, a member of the Metro Council. These losses are of interest to HBAT members because Langster was the Chair of the Local Government subcommittee and McKee was the Chair of the Industrial Impact subcommittee. Many bills important to the HBAT are heard in these committees. Important issues affected by these committees include: adequate facilities taxes, impact fee bills, and bills affecting the regulation of businesses, such as the homebuilding industry.

A couple of other interesting races are in House districts 92 and 66. In Memphis,



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jwest@bonelaw.com*

District 92, Democrat Henri Brooks won the primary for re-election to her house seat. However, she is expected to withdraw from the race to take a seat on the Shelby County Commission. The Shelby county Democratic executive committee will name a replacement candidate to take Brooks' spot on the November ballot.

In Robertson County, District 66, Republican Josh Evans upset Patrick Carneal to become the Republican nominee. The seat is being vacated by Democrat Gene Davidson, who retired after serving 17 terms in the House. Carneal is an Iraq war veteran and West Point graduate. He is rumored to have been hand-picked by the Republican party. Evans was a former legislative intern to Senator Diane Black, a Republican from Gallatin. He will face Democratic primary winner Bob Bibb.

*Let's all remember that these individuals running for office can seriously affect the future of every home builder in the state of Tennessee. The way for all of us to win the coming elections is to support individuals who truly understand the full spectrum of benefits and the economic impact of a healthy home building industry.*



# The **17** Indisputable Laws of Teamwork



by John C. Maxwell

**THE LAW OF SIGNIFICANCE:**  
ONE IS TOO SMALL A NUMBER TO ACHIEVE GREATNESS

**THE LAW OF THE BIG PICTURE:**  
THE GOAL IS MORE IMPORTANT THAN THE ROLE

**THE LAW OF THE NICHE:**  
ALL PLAYERS HAVE A PLACE WHERE THEY ADD THE MOST VALUE

**THE LAW OF THE GREAT CHALLENGE (MOUNT EVEREST):**  
AS THE CHALLENGE ESCALATES, THE NEED FOR TEAMWORK ELEVATES

**THE LAW OF THE CHAIN:**  
THE STRENGTH OF THE TEAM IS IMPACTED BY ITS WEAKEST LINK

**THE LAW OF THE CATALYST:**  
WINNING TEAMS HAVE PLAYERS WHO MAKE THINGS HAPPEN

**THE LAW OF THE VISION (COMPASS):**  
VISION GIVES MEMBERS DIRECTION AND CONFIDENCE

**THE LAW OF THE BAD APPLE:**  
ROTTEN ATTITUDES RUIN A TEAM

**THE LAW OF ACCOUNTABILITY:**  
TEAMMATES MUST BE ABLE TO COUNT ON EACH OTHER WHEN IT COUNTS

**THE LAW OF THE PRICE TAG:**  
THE TEAM FAILS TO REACH ITS POTENTIAL WHEN IT FAILS TO PAY THE PRICE

**THE LAW OF THE SCOREBOARD:**  
THE TEAM CAN MAKE ADJUSTMENTS WHEN IT KNOWS WHERE IT STANDS

**THE LAW OF THE BENCH:**  
GREAT TEAMS HAVE GREAT DEPTH

**THE LAW OF IDENTITY:**  
SHARED VALUES DEFINE THE TEAM

**THE LAW OF COMMUNICATION:**  
INTERACTION FUELS ACTION

**THE LAW OF THE EDGE:**  
THE DIFFERENCE BETWEEN TWO EQUALLY TALENTED TEAMS IS LEADERSHIP

**THE LAW OF HIGH MORALE:**  
WHEN YOU'RE WINNING, NOTHING HURTS

**THE LAW OF DIVIDENDS:**  
INVESTING

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**Warren Co HBA**  
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**HBA of Wilson Co**  
John Adams..... (615) 449-0827

**Cumberland Co HBA**  
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mcculleysiding@frontiernet.net

**South Central HBA**  
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**Greene County HBA**  
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# “IN THEIR OWN WORDS”

## Views on Immigration

### *The Question:*

While many might argue that immigration matters can only be addressed on the federal level, what do you see as the impact on small businesses in Tennessee and in particular home builders with regard to immigration legislation that likely will be introduced in the upcoming General Assembly?

**T**he Tennessee Home Builder magazine is dedicated to bringing you informative information on the subjects that affect the building industry. We recently spoke with Senator Joe Haynes and Representative Glen Casada about the issue of immigration. Here is what they had to say in “their own words.”



**Sen. Joe Haynes**  
D - Nashville  
District 20 - Part of  
Davidson County

The issue of illegal immigration has become a hot topic lately with the federal government’s failure to enact any meaningful reform or enforce the current laws. States like Tennessee are forced to confront an issue that impacts all citizens – from school teachers and administrators to small business owners to farmers.

To stem the tide of illegal immigrants to Tennessee, we must address the problem directly. Illegal immigrants, primarily coming to our area from Mexico, come seeking jobs. In fact, many employers openly recruit illegal immigrants. The reality is if there weren’t jobs for these immigrants, they wouldn’t be coming in such large numbers.

Employers must be discouraged from hiring illegal immigrants. That’s why I sponsored legislation in the last session of the General Assembly to impose stiff fines on those who hired illegal immigrants. The bottom line is hiring illegal immigrants is illegal.

Small businesses should be aware that the legislature is serious about addressing this issue. Contractors and subcontractors who work with homebuilders should take great care to verify the legal status of those they employ.

It’s hypocritical to say the illegal immigration issue must be addressed and then turn around and hire illegal immigrants to perform hard labor. Preventing this practice will require the strong force of Tennessee state law in the absence of any real leadership from the federal government.

I plan to continue to push for solutions to the illegal immigration issue. Tennessee can no longer ignore this pressing problem that has for so long been ignored by policymakers in Washington, DC.



**Rep. Glen Casada**  
R - Franklin  
District 63 - Part of  
Williamson County

The issue of illegal immigration is both a Federal and State issue. Illegal aliens flood into Tennessee because of jobs and because employers are usually tricked into accepting forged documents as evidence that they are in our state legally. With a joint effort from State, Federal and the businessman, we can identify illegal aliens and stop the hiring of illegal immigrants. If the jobs go away, then illegal immigration will go away as well.

The issue of illegal immigration is one of the most pressing issues facing the General Assembly, and must be addressed by Tennessee Legislature. If we do not address this issue, then our state agencies will face an ever increasing burden on our social service, education and law enforcement programs, and accompanying increase in taxes to meet these demands will occur. Thus it is incumbent on both the small businessman and homebuilder to work with their legislators to solve this ever growing problem of allowing people to live and work in our state illegally.

One critical area of concern is employers who knowingly hire illegal aliens. If we in the business community would be diligent in confirming that the immigrants that are hired are legally in our country, the problem would be solved and there would be no need for government intervention. Because of the growing demand by Tennesseans to address illegal immigration, I expect to see several bills presented during the 105<sup>th</sup> General Assembly which will fine or penalize those entities who KNOWINGLY hire illegal aliens.

Most businessmen are “tricked” into hiring illegal aliens. Something that several states have adopted to help the small businessman deal with this type of fraud is the idea of a “Fair Legally Eligible Employment Act.” This action has worked to help the small businessman make one phone call to determine if the individual they are hiring is legally in their state or not. This act thus helps the small business person become part of the solution of illegal immigration.

Illegal immigration is a problem for every Tennessean, and a problem which can be solved by our business community. With aid from State government in the form of the Fair Legally Eligible Employment Act, the business community can do its part in stopping the overwhelming migration of illegal aliens.

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# HBAT Fall Meeting of the Membership & Board of Directors Meeting

October 27-29, 2006 -Tentative Schedule

## Thursday, Oct 26

9:00 am - 11:00 am  
11:15 am - 5:00 pm

Senior Officers Meeting\*  
HIPAC Golf Tournament - Lunch Provided  
Shotgun start 12:30pm - The Links at Galloway

## Friday, October 27

7:30 am - 4:00 pm  
8:00 am - 9:30 am  
8:00 am - 9:30 am  
9:45 am - 11:15 am

Registration Open  
Budget & Finance  
Education Committee  
Membership/Membership Services  
& Local Leadership

10:00 am - 1:00 pm  
11:30 am - 1:00 pm  
1:00 pm - 6:00 pm  
1:00 pm - 2:15 pm  
1:00 pm - 2:15pm  
1:00pm - 2:15 pm  
2:30 pm - 4:00 pm  
6:00 pm - 7:00pm

Past State Presidents\*  
Lunch - Coach Calipari  
Silent Auction Open  
HBAT Self Insured Trust\*  
Past TAC Leadership  
EOC  
HIPAC Trustees  
Reception and Silent Auction Close  
Experience Memphis Nightlife



## Saturday, October 28

7:30 am - 12:00 pm  
8:30 am - 10:00 am  
10:15 am - 11:45 am  
12:00 pm - 1:00 pm  
1:00 pm - 2:30 pm  
1:00 pm - 2:30 pm  
3:00 pm - 5:00 pm  
6:00 pm - 7:00 pm  
7:00 pm - 10:00 pm

Registration Open  
Governmental Affairs  
Tennessee Associates Council  
Lunch  
Executive Committee  
Educational Program(s)  
Board of Directors Meeting  
Cocktails  
Installation Banquet - Black Tie Preferred  
Awards Presentations  
Hall of Fame Induction Ceremony  
Installation of Officers

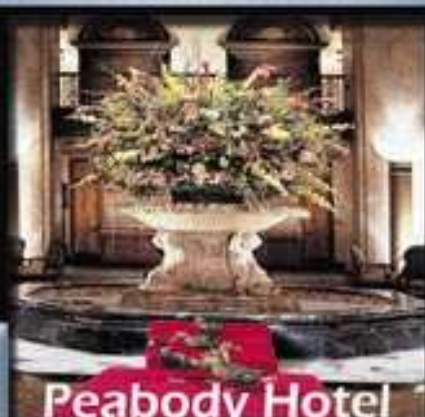


## Sunday, October 29

Depart



\* Closed Meeting



## Peabody Hotel Memphis, TN

It's time to register for the 2006 Annual Fall Meeting. Please don't delay. You need to have your reservations made by September 27th. If you would like to participate in the HIPAC Golf Tournament, call Frank Harris at (615) 777-1700 for details. The Golf Tournament will be held on Thursday, and Sponsorships are available. Friday evening will be a time to enjoy the incredible Memphis Nightlife, and Saturday will feature a black-tie Awards Ceremony. We will also have our 2007 installation of HBAT Senior Officers and induction of Reese Smith, Jr. to the Building Industry of Tennessee Hall of Fame on Saturday night. See you in Memphis!

For more information  
visit [www.hbat.org](http://www.hbat.org).



**Attendees MUST make hotel reservations through the HBAT.**

Please call Joy Odjegba at the HBAT office to make your reservations - (615) 777-1700. You can also get a registration form online at [www.hbat.org](http://www.hbat.org). If you download this form, you will need to fax it to (615) 777-1703.

**Make your reservations before September 27, 2006!**





3815 Walnut Grove Rd.  
Memphis, TN 38111

## Home Builders Association of Tennessee 2006 Fall HIPAC Golf Tournament

Thursday, October 26, 2006

Lunch @ 11:30 am Shotgun Start @ 12:30 pm



### Golf Tournament Sponsorship Program

**Hole Sponsor** \$300

A Hole Sponsor receives signage at a tee or green with their company's name, listing in the golf program and the option to have a representative at the hole. They also have the option to distribute goodies.

**Awards Sponsor** \$600

The Awards Sponsor receives the option of presenting prize certificates to the top two winning teams, signage on the course and listing in the golf program.

**Beverage Sponsor** \$1,500

The Beverage Sponsor gets the high visibility position of sponsoring the beverage cart. This sponsor has signage on the cart and receives listing in the golf program.

**Lunch Sponsor** \$1,500

The Lunch Sponsor gets the high visibility position of sponsoring lunch. This sponsor has signage on the course and receives listing in the golf program.

Sponsorships are granted on a first-come, first-serve basis.

Please check your sponsorship level:

\_\_\_ Hole \_\_\_ Awards \_\_\_ Beverage \_\_\_ Lunch

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Local Association: \_\_\_\_\_

To ensure your sponsorship opportunity, please return this completed form with payment via corporate check, LLC check or credit card to:

**Home Builders Association of Tennessee**

9007 Overlook Blvd., Suite 202, Brentwood, TN 37207

(615) 777-1700 or 888-550-4228 - Fax: (615) 777-1703



All tournament fees must be paid by personal, partnership or LLC credit card or check. Cash is also accepted.

**Golf Tournament Fee includes  
lunch and prizes.**

HIPAC is the political action arm of the Home Builders Association. Your Contribution/team fee helps provide support to those candidates who share the home building industry agenda in Tennessee. Your support of this Tournament directly benefits HBAT members by keeping our industry strong and profitable.

### Golf Tournament Fees\*

4 Man/Best-ball Team Fee \$500 Individual Fee \$125

#### Individual Fee:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

#### Team Fee:

Team Name: \_\_\_\_\_

Player Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Player Name: \_\_\_\_\_

Phone: \_\_\_\_\_

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Player Name: \_\_\_\_\_

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Player Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

# D-Handle Rotary Hammers



**Bosch**



**DeWalt**



**Hitachi**



**Makita**

**Metabo Drill**



For some framing and all mechanical and electrical work, most builders use rotary hammers on a daily basis to attach virtually anything to concrete, and the tool they reach for is a 1-inch rotary hammer with three operating modes: rotary hammer, hammer only, and rotation only. The lightweight, compact size and ability to shift from hammerdrilling to chipping to simple drilling, and even driving, makes it the most versatile tool on the jobsite.

This test concentrated on drilling vertical and horizontal holes in concrete and stone within a 1/4- to 3/4-inch-diameter range (the 1-inch rating refers to the tool's practical maximum concrete hole-boring capacity). The test also worked with plenty of light chipping and breaking and together used these tasks to evaluate the strength, ease of use, comfort, and helpful features of these tools.

The Bosch, DeWalt, Makita, and Metabo tools all have well-designed and easy-to-grab side-mounted dials that turn easily to switch between modes, even with gloves on. Bosch and DeWalt dial markings feature clear symbols for the hammer-only mode bit-positioning setting, a nice feature to have when using larger chisels in small, awkward spaces because it allows you to position the chisel manually by twisting the bit. Makita's symbol was easy enough to decipher. The Metabo and Hitachi dials don't feature a symbol marking the chisel-positioning setting. You may assume these drills don't have this feature until you look closely at the manuals, which is not something you want your guys to have to do while on the clock.

The testers were not as impressed with the Hitachi's mode dial, which was located underneath the front housing of the tool. They found it hard to turn without gloves on and even more difficult with gloves on. Also, given its location, you'll find the drill prone to being whacked while drilling and chiseling in tight spaces, which seems like it could be a serious threat to its longevity.

D-handle rotary hammers in this compact class are said to outsell pistol-grip configured tools in the U.S. market, and there are a few good reasons this might be so. The enclosed grip does offer your trigger hand some protection from nearby objects such as jagged rubble or protruding rebar when drilling and chiseling, especially when suddenly punching through hollow block or unexpectedly having your chisel skitter across a wall. But the main benefit is having the force applied by your trigger hand much more in line with the center of rotation and hammering. With the tool handle directly behind the bit, you can apply all the force you need while having your index and middle fingers comfortably wrapped around the trigger, not having to rely on only your lower fingers like when using an in-line grasp with a pistol-grip tool, giving you greater control.

All the tools in this test offered a large trigger in a D-handle that is easy to pull and hold while working, but the DeWalt and Metabo provide a little extra hand room around the trigger, which definitely comes in handy on cold winter days when thick gloves can make all the difference between misery and productivity.

Another trigger feature that can really help you during lengthy, repetitive drilling chores is the lock-on button. With the motor continuously running at full speed without a finger on the trigger, you are free to change positions and readjust your rear hand to change pressure on the tool and reduce stress on your hand and wrist. This feature is available on the Hitachi, Makita, and Metabo models.

Surprisingly, the largest variance in the group regarding triggers comes from their reverse features, even though reversing is usually only done when freeing a bound bit.

## THE WINNERS


All five of these tools performed powerfully and well in the field-tests. The overall favorite was the Metabo. The heavy-duty housing, ability to control vibration and noise while delivering steady performance made it our top choice. We also liked the removable chuck that could add greatly to the versatility of the tool.

For raw power and performance, the award goes to Hitachi. This model provided blazing-fast drilling and chiseling—so this is the tool for just getting the job done.

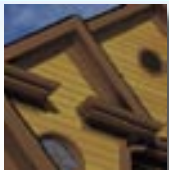
After these two, Bosch and DeWalt were about even, with the Makita close behind.

*Erik Elwell, the tester for this article, owns Thompson Construction, a high-end residential and light commercial remodeling firm in New York City.*





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## Legislative Education Speaker Pro Tempore:

—Continued from page 13



The membership of the Tennessee House of Representatives elects, during the organizational session of the General Assembly, a representative to serve as speaker *pro tempore* for two years. The speaker *pro tempore* serves until a successor is chosen or until the expiration of the term, whichever comes first.

The speaker *pro tempore* acts during the absence of the speaker of the House, but the speaker has a right to name any member to perform the duties of the chair for a period not to exceed one legislative day. The speaker *pro tempore* is a voting member of all committees of the House.

In the absence of the speaker and the speaker *pro tempore*, it is the duty of the clerk of the House to call the House of Representatives to order and call the roll for the election of a temporary speaker.

In the event of an interim vacancy of the office of the speaker or in the event of disability of the speaker, it is the speaker *pro tempore* who conducts the necessary business of the House until an election can be held in the House to fill the vacancy.

# Memphis -

## The Egyptian name “Memphis”



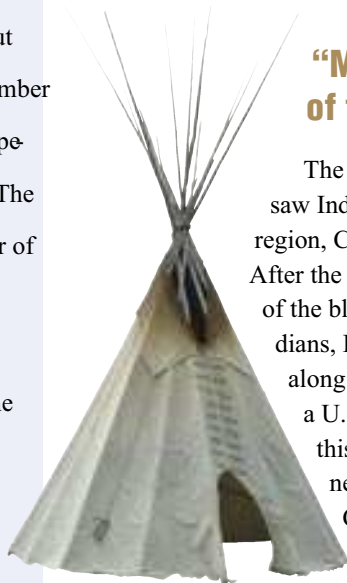
“Memphis” derives from the Pyramid of Pepy I at Saqqara, which is Mennufer (the good place), or Coptic

Menfe. Memphis is the Greek translation. It was actually referred to as “That Which Binds the Two Lands.” With this historical background it seems fitting that the name Memphis was chosen for this very special place that binds so much wonderful culture, heritage and history.



## “Memphis” is actually a Greek translation of the name “Menfe” – the good place.

The land around Memphis originally belonged to the Chickasaw Indians. A thousand years before foreign explorers entered the region, Chickasaw Indians controlled the bluffs around Memphis. After the French and Indian War in 1763, England gained control of the bluffs although the area was Chickasaw by treaty. The Indians, French, English, Spanish and new “Americans” coexisted along the river trading and skirmishing until Tennessee became a U.S. territory in 1790, and then a state in 1796. Although this land legally belonged to the Chickasaw Indians, the new settlers would eventually take it over. In 1818 the Chickasaws relinquished their northern territory, including the land that would become the City of Memphis.



## Hernando DeSoto

Tradition has it that the first European to view the Mississippi from Memphis was the Spaniard explorer Hernando DeSoto, who crossed the river near Memphis in 1541. General/President Andrew Jackson, General James Winchester and Judge John Overton were considered the “founders” of Memphis. The city was surveyed and designed in 1819. At the time Memphis was only four blocks wide and had a population of around fifty people. Marcus Winchester, the General’s son, was made the first mayor.



**Doug Dojan**

Residential Construction Services - Charleston, SC



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After working with his Builders Mutual risk management representative, Doug realized Builders Mutual's focus went beyond the bottom line. "He was genuinely concerned for my workers' safety," Doug said. "Proactive and caring—those are the words I would use to describe Builders Mutual."

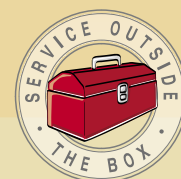
"We've never had a fall," Doug says, "but before, we were just lucky. Now, thanks to Builders Mutual, we're doing it right."



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# MEMBERSHIP PAYS



Tim Wilson – Collierville, TN

## TIM WILSON Memphis Area HBA



The company is well known throughout the mid-south for their quality and the highest levels of customer satisfaction. You can find out more about this company at [www.cmhomes.com](http://www.cmhomes.com).

### *We asked Tim Wilson why he thinks "Membership Pays."*

"I like to have an input and a chance to make a difference throughout the building industry. I think it is important to become a member and be "in the know" about all the outside influences that affect us. The HBA keeps you informed, and keeps members updated on all the current issues. I think one of the most valuable benefits I have found in membership is the relationships you develop. It's really an investment because membership and involvement will deliver new business relationships. There is also a lot of important information that is accessible from both the State and National Associations. That's why I've been so involved and why I believe Membership Pays."

*The HBA would like to thank Tim Wilson for his dedication, his leadership and his participation in our Tennessee Home Builder magazine.*

Tim Wilson has been a member of the Memphis Area Home Builders Association since 1996. If being involved in an organization is proof of an individual's priorities, Tim has definitely placed the MAHBA near the top of his list. Over the past ten years, Tim has held positions such as Vesta Chair, BuildPac Chair, Builder's Issues Chair and Registered Builder Chair. Currently, he is President of the Memphis Area Home Builder's Association, Building and Grounds Chair, Education Vice-Chair and he serves as both a State and National Director.

It may be hard to believe, but Tim also has time for a family. Tim and his wife Kelly live in Collierville, Tennessee. They have two children a daughter, Alex, seven years old and a son, Ty, three years old.

Tim works with Chamberlain & McCreery, a commercial and residential construction company located in Cordova, TN.



## Cordova, Tennessee

### Cordova Railroad Heritage

Cordova was a farming village east of Memphis, Tennessee with less than a dozen farms when it was founded in 1835.

Cordova was one of the many small railroad stops along the Nashville, Chattanooga & St. Louis railroad route to Memphis, Tennessee.

Cordova had a railroad line running parallel to the main street (now Macon Road) that was served by P&M (Paducah & Memphis) division of the N.C. & St. L. Railroad (Nashville, Chattanooga & St Louis) that was chartered in Tennessee on December 11, 1845. In March 1957 NC&StL was taken over by the L&N Railroad (Louisville and Nashville).

### Collierville History

A rich sense of history surrounds and influences Collierville, the second oldest town in Shelby County.

In the middle 1830's the settlement was located on Poplar Pike (then State Line Road) and was once part of Tennessee and Mississippi due to a surveyor's error that was corrected in 1838.

In 1836, Collierville received its name because Jesse R. Collier, entrepreneur laid out a tract of land into lots, bought space in the Memphis Enquirer, and advertised "The Town of Collier for Sale."

The town was first incorporated in 1850 (east of its present site) with Richard Ramsey being the first mayor.

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# LOCAL LIMELIGHT

# MEMPHIS AREA HBA

## 62 Years of Tradition and Success

### Association Information

#### 2006 Officers

Tim Wilson, President  
Keith Grant, First Vice President  
Doug Collins, Second Vice President  
Stephen L. Hodgkins, Secretary/Treasurer  
Kirk Riggins, Associate Chairman  
Mack Andrews, Immediate Past President

#### 2006 Board of Directors

Tommy Byrnes  
Don Caylor  
Phil Chamberlain III  
David Clark  
Loyal Featherstone  
Jerry Gillis  
Dawn Kinard  
Michael Matthews  
Jimmy Moore  
Mike Ralph  
Ron Spurlin  
Gary Thompson  
Bruce Upchurch  
Thomas Wirth

#### Executive Director

Mark E. Billingsley

#### Board Advisors

Ron Belz  
Waymon H. Welch, Jr.

#### Legal Counsel

Mark Miesse



Few persons in Shelby County may realize the Memphis Area Home Builders Association's members represent the second largest employer in the county, only second to FedEx. With over 1,500 member companies representing over 30,000 employees, the members of MAHBA truly are the economic catalyst of the Mid-South. In recent years, the association has reached out to formalize even more support for outlying areas, such as Fayette and Tipton Counties, by forming official chapters of MAHBA. "It is amazing and impressive to see how the association has developed over the years," noted Executive Director Mark Billingsley. "What began as a small home builders association in 1944 has grown over the last 60 years to become the largest home building association in the State of Tennessee. The association is truly recognized as the voice and pulse of the housing industry in this region."

The growth of the association didn't come easy, as many past presidents will share. The association literally sold dirt to keep the lights on. "Each past president has individually contributed to the association's success," stated Tim Wilson, 2006 president. "It is an awesome responsibility and honor serving as president of the Board for an association with such a history of success. I feel such a duty to honor my predecessors and give 100 percent during my term of leadership," he added. In the 60+ years since its founding, MAHBA has changed its name, expanded its services and programs, changed locations, increased membership, and seen grandfathers, fathers and sons serve as presidents of the association. Throughout the years, however, there has remained a constant commitment to serve MAHBA members, build a better community and give back to worthy charitable endeavors. When there has been a cry for help, the MAHBA has been there to assist those in need. The association's generosity, like its programs and services, get bigger each year. In recent years, the association raised \$10,000 for the family of slain Shelby County Sheriff Deputy George Selby, Jr., over \$23,500 for the Junior League of Memphis's children charities, over \$75,000 for children and adults with disabilities, and over \$200,000 for education endeavors.

The Memphis Area Home Builders Association continues in 2006 in its 62nd year of service. While the association has been tremendously successful over six decades, its leadership and members are confident that even more success is to come!



## MEMBERSHIP Appreciation Day



**In April**, we had a **general membership mixer**. The guest of honor was Danny Spinoso, one of the very best Elvis impersonators.

**In May**, the Memphis Area HBA had **Membership Appreciation Day**. A local band entertained the group. There were fun events for the children and a volleyball tournament between different member companies.

**In July**, we had a membership mixer called **"Harleys, Hotwings and Home Builders."** MAHBA members were encouraged to wear biker gear and ride on their Harleys. Pictured with his Harley is David Parsons, MAHBA Past President and upcoming President of HBAT.

## Annual Events

- Fall Vesta Home Show  
*(usually in October)*
- Vesta Home Expo  
*(usually in February)*
- Spring Vesta Home Show  
*(usually in April)*
- Monthly General Membership Mixers  
*(different themes)*
- General Membership Luncheons  
*(about 3 a year)*
- Membership Appreciation Day
- MAHBA Inaugural Gala & Awards Ceremony
- Building Blitz in conjunction with Habitat for Humanity
- Fire Museum Fundraiser in conjunction with Memphis Area Association of Realtors

## Upcoming Events

### **Fire Museum Fundraiser**

*September 21, 2006*

At the Memphis Area Home Builders Association

### **General Membership Luncheon**

*September 27, 2006*

Featuring Gov. Phil Bredesen

### **Fall Vesta Home Show in Fayette Co.**

*September 30 - October 15, 2006*

at the Cloisters development

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### **Fall Vesta Home Show Preview Party**

*September 29, 2006*

At Vesta site

# LOCAL HAPPENINGS

## Rutherford County HBA Parade Sets Record Attendance! 2006 Pinnacle Financial *"Homes Today"* Parade of Homes

The 2006 Pinnacle Financial "Homes Today" Parade of Homes closed Sunday, July 23rd, with record attendance! Ticket sales nearly doubled, and crowds enjoyed the showcase site during both weekends of the parade.

With 571 ballots cast for the **2006 People's Choice Award** the winning home, by a margin of 13 votes, was The Christopher, built by Steve Jensen of Jensen Quality Homes.

Runners up were The Clermonte, built by Ascent Building Group, and The Scarlett, built by Signature Homes.

For the first time, People's Choice Award ballots were cast on-line, in addition to the traditional paper ballot.

The **People's Choice Award** will be presented at the August 15th General Membership Meeting.

Likewise, the Parade's Preview Party enjoyed unparalleled success, with over 500 in attendance. Participants enjoyed music by the band, Magnolia, and salivated over

the Slick Pig's All American Grill-Out Barbecue, sponsored by Southern Title. Many drooled over the Classic Cars displayed for the evening.

**Congratulations RCHBA!!!**







## What You Don't See in a Home Does Matter

When constructing a new home, builders place varying emphasis on different building materials. Brick or siding; hardwood, carpet or tile flooring; granite, stone or laminate countertops are just a few of the hundreds of decisions you make on behalf of your homebuyers. However, there are other decisions builders should consider that can affect more than just the appearance of a home. Those decisions include using good building practices and good building products, in visible as well as less visible areas of the home.

### A BIG PROBLEM

Inside a typical home, approximately 70 percent of the interior surfaces are covered with drywall, most commonly paper-faced drywall. What many builders and homeowners don't know is that paper is a potential food source for mold. When the combination of high temperatures and elevated humidity or moisture combine over time with mold spores, it is possible for mold to develop on paper-faced wallboard.

### LIMITING MOLD

While there is no way to completely eliminate mold and mold spores, one way to control mold growth in the wall cavities of a home is to choose paperless interior drywall. DensArmor® from G-P Gypsum is a new generation *paperless* drywall designed as a replacement for traditional paper-faced drywall for residential interiors. The paperless drywall incorporates glass mats on the surfaces instead of the paper found on traditional drywall. Substitution of glass-mat facings for paper facings removes a potential food source for mold.

Whether constructing starter homes or custom homes, choosing DensArmor paperless interior drywall is a sound building decision that can help protect homeowners' investments and your reputation. For more information on building products visit [gp.com/build](http://gp.com/build) or call 1-800 BUILD GP.



**Georgia-Pacific**

## 2005 Associate of the Year



Joe Maas pictured with his wife Debbie.

### Joe Maas, Associate Member of the Memphis Area Home Builder's Association

Joe Maas, of Acme Brick, Inc., has shown outstanding dedication and leadership in the Home Builder's Association. The Tennessee Home Builder Magazine would like to congratulate Joe on being recognized as the 2005 Associate of the Year!

- 1. How long have you been a member of the HBA?**  
I have been a member of the HBA in Memphis since 1995.
- 2. Why do you think the HBA is important to homebuilders?**  
Builders and Associates have a direct line of communication with their elected officials.  
We have had many issues over the past several years where HBA has been involved with expressing our views to our representatives. Without the HBA a single builder would not have a strong voice locally, statewide or nationally.
- 3. What does being the Associate of the Year mean to you?**  
First, being considered by your local as a candidate for Associate of the Year is a real honor. Knowing that the efforts you have put into the Association have not gone unnoticed is rewarding enough. Being recognized at the State level is icing on the cake.
- 4. What positions do you currently hold in the HBA?**

Presently, I am on the Past Associate Leadership Committee and TAC committee; locally I am on the Education Committee and the Associates Council



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## Future HBA Meetings

### 2006—

#### President's Planning Meeting

September 29 – 30, 2006

Hilton Memphis  
Memphis, TN

#### Fall Meeting

October 27 - 29, 2006

Peabody Hotel  
Memphis, TN

### 2007—

#### Spring Meeting

March 4 – 7, 2007

Hilton Suites Downtown  
Nashville, TN

#### Summer Meeting

July 15 – 18, 2007

Hilton Sandestin Beach Golf Resort & Spa  
Destin, FL

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# New Construction

## Interior Acrylic High-Build Primer for New Home Builders

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- ✓ High-Build Formula up to 24 mils wet
- ✓ Helps Mask Drywall Taping Marks
- ✓ Excellent for Long Lit Walls and Ceilings



New Construction Interior Acrylic High-Build Drywall Primer can be applied at a higher build than conventional drywall primers—up to 24 wet mils in one application. In fact, it is the only 100 percent acrylic high-build primer on the market.

It is the ideal drywall primer for new home construction because it can be applied at temperatures as low as 40°F\*.

Available in White and Contractor Off-White, it is the economical choice for new home builders. This special formulation sands easier and faster than conventional drywall primers, minimizes point-up between coats, and requires only one finish coat of flat wall paint. And there's no back rolling of the primer when properly spray applied.

\*This product can be applied to unpainted drywall down to 40°F if surface and air temperatures DO NOT fall below 40°F for up to 48 hours following application.

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