

# TENNESSEE HomeBuilder

Vol. 11, No. 3

*Official Magazine of the Home Builders Association of Tennessee*



q&a with U.S. Congressman  
Diane Black

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## 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 4,000 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 Home Builder, learn more about important builder news, economic trends and legislative issues.*

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U.S. Congressman. 6th Congressional District

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2011



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# HOUSING

## a Primary Target



### President's Perspective

*Mike Stevens  
HBAT President*



**T**his being homeownership month, I thought I would take some time to address how the attack on homeownership and the mindset of our policy makers will affect our industry and home buyers forever!

Today, the nation faces an unprecedented assault on housing that threatens to derail nearly 100 years of national policy promoting the value of homeownership, and the public remains largely unaware of the potential catastrophe that lies ahead:

- A sharply limited availability of long-term, fixed-rate mortgages
- A huge jump in the cost of mortgages
- Minimum down payments of 20 percent or more
- A severe reduction in mortgage credit

One of the primary targets of this unjustified attack on housing is the

mortgage interest deduction. This cornerstone of American housing policy has been in place since the inception of the tax code in 1913 and supports the aspirations of families at all income levels to become home buyers.

Although Americans overwhelmingly oppose any action by Congress to tamper with the mortgage interest deduction, according to the results of a recent poll conducted by the Republican and Democratic polling firms of Public Opinion Strategies and Lake Research Partners for the National Association of Home Builders, many lawmakers have expressed a willingness to eliminate or curtail this vital housing tax provision. Such a move would further depress home values, leaving more homeowners with “underwater” mortgages larger than the value of their property and fueling even more foreclosures.

The polling also found that homeowners and non-owners alike consider owning a home essential to the American Dream. An overwhelming 75 percent of those surveyed said that owning a home is worth the risk of the

fluctuations in the market, 95 percent of the homeowners said they are happy with their decision to own a home and 73 percent of renters said that owning a home is one of their goals.

Meanwhile, six federal agencies are proposing a national Qualified Residential Mortgage standard that would require a minimum 20 percent downpayment and other stricter qualifications, which would keep homeownership out of reach for most first-time home buyers and middle-class households. The National Association of Home Builders estimates that it would take 12 years for a typical family to save enough money for a 20 percent down payment on a median-priced single-family home and other research has found it would take even longer.

Some members of Congress are actively pushing to abolish Fannie Mae and Freddie Mac and end the federal backstop for housing. Absent a federal role to help absorb market risk, private lenders would increase interest rates and fees on all types of available financing options. The 30-year,



fixed-rate mortgage, the major housing finance tool for most Americans, would become increasingly scarce and much more costly, pricing many credit-worthy borrowers out of the marketplace.

Complicating the situation, the federal government is looking to trim back the Federal Housing Administration's participation in the market, which would further limit the availability of low downpayment mortgages.

As policymakers debate the housing finance and budget issues that will impact job creation and future growth, they must understand the important role that housing plays in the U.S. economy. Building 100 average single-family homes generates more than **300 jobs** and nearly \$9 million in taxes and revenue for state, local and federal governments.

The federal proposals now under consideration would reverse national housing policies that have helped generations of American households to own their homes, enter the ranks of the middle-class, build strong and stable neighborhoods and communities and provide a steppingstone to greater long-term financial security.

For these reasons, it is important that policymakers be fully aware of the depth and breadth of housing's many contributions to American society and that owning a home is a strong core value for most American households.❖



## Top Reasons to— **Buy a Home!**

1. **LOW INTEREST RATES.**  
Rates remain low; lock in a payment that fits your budget.
2. **AVAILABLE LOANS.**  
Borrowers with good credit can get loans with attractive rates.
3. **COMPETITIVE PRICES.**  
You can afford more home than you could a few years ago.
4. **GREAT SELECTION.**  
With lots of homes on the market, get the features you want!
5. **BUILD FINANCIAL SECURITY.**  
Even in down markets, over the long term home prices still appreciate more than the stock market.
6. **CREATE FAMILY MEMORIES.**  
You'll remember the holidays and family milestones forever.
7. **ENERGY EFFICIENCY.**  
Environmentally-friendly features in new homes can help you save money.
8. **MODERN FEATURES.**  
Open floor plans, home offices, outdoor living spaces—new and renovated homes fit your family's lifestyle needs.



## Executive Officer Outlook

*Susan Ritter  
HBAT Executive  
Vice President*



# from a Personal Perspective— HOMEOWNERSHIP



**JUNE** is homeownership month and it made me think back to when I had my own home built, for the very first time. I have to say, there is nothing like moving into a brand new home. I will never move into a “used” one again!

### HOW MANY PEOPLE CAN SAY...

How many people can say that they “know” first-hand the building process from beginning to end? If you haven’t had the pleasure of building a new home, I strongly recommend it. I not only have a beautiful home that I love, I have a whole new appreciation for the challenges and coordination efforts that go into the entire building process. From selecting the lot, to construction financing, to choosing every possible detail and to the dreaded “punch list.” Frankly, I enjoyed every minute of it.

My builder made the process fun for me. He let me know in the beginning the items I would have to select and their target dates, as well as the budget for every item. (I can honestly say

that in every case, my taste exceeded the budget!) Coordinating colors and selections of paint, plumbing fixtures, hardware, tile, cabinets, flooring and light fixtures were all unexpected challenges. But most importantly, he explained the building process every step of the way.

### DOES THAT SOUND FRIGHTENING

Builders, does that sound frightening to you? A homeowner at the job site practically every day? My builder was extremely tolerant and the end result was an almost non-existent “punch list” and a mutual respect between us. We worked well together, and had a great many laughs along the way.

I have to say, my questions were a great source of amusement. Heck, spending time with framers, drywallers, tile guys, the electrician, painters and plumbers was an education in itself. I witnessed how to hold up ceiling drywall with ones head while driving nails, (a skill I’ll never try) and was fascinated by the “stilts” drywallers wear while taping and mudding. Every sub-contractor’s path I crossed had a genuine desire to do the best job they could, and it showed.

Of course we had rain delays, lost paper work, lead time that stretched from two weeks to six, back orders, and one sub literally had a stroke (at times I was certain it was going to be me), but the process kept moving forward and no one panicked.

### HOW DO YOU DO THAT

How do builders and suppliers do that? You take all of your delays and challenges in stride and keep your sanity. Amazing.

I have said before how proud I am to be a part of the home building industry, but do you have any idea how truly exceptional this industry is? From suppliers to subs, to lenders to utilities and to inspectors...what a dedicated group of individuals. Ours is an amazing industry that never seems to get the respect and recognition it deserves.

The home building industry does not just build homes; they build neighborhoods, cities and towns. They build backyards, playgrounds, and communities where we raise our children. Our home builders may build our homes, but it is our homes that build our children and our future, just like Mariah Lambert’s song, “The house that built me.”

### I PROMISE YOU THIS

My experience with building my house—and everything about it—gives me the heartfelt dedication I have to this association and to the industry. So I promise you this: I will spend my life defending this industry and doing everything I can to promote it and to keep it strong on behalf of every single member of the Home Builders Association of Tennessee. You have my word. ❖



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# Diane Black

q&a

1

With your congressional district covering a significant part of Middle Tennessee, particularly the growth areas around Nashville, what impact do you see the home building industry having on the economy of Tennessee?

With the greater Nashville area being one of the fastest growing parts of Tennessee, the home building industry plays an important role in the overall health of our economy. As the economy improves, businesses grow and families move into this region, the housing industry will be the foundation of the Tennessee economy.

2

What do you see as some of the immediate needs of small business and in particular the residential building industry in our state and the opportunities you have in Congress to address those needs?

In the previous Congress, legislation was passed in an attempt to reform the United States' housing markets. The unintended consequences of this hurriedly enacted legislation has been a number of new regulations proposed by Washington bureaucrats that would place overbearing burdens on responsible middle class families and home loan originators. These new regulations would stifle the housing market and place the dream of homeownership beyond the reach of many. I believe that these regulations and other implications of recently passed legislation are important concerns that must be addressed if the residential building industry is to prosper.

3

Obviously, you have taken on great responsibility in the House on the Committee on Ways and Means and on the Committee on the Budget. How do you see that helping small business, specifically the building industry, as it attempts to recover from our current economic plight?

The Committee on Ways & Means and the Committee on the Budget play central roles in authoring solutions to many of the problems that face job creators today. Already this year, I worked with my colleagues on Ways & Means to eliminate the 1099 reporting requirement enacted by the President's failed healthcare law. This requirement would have created more red tape for small business costing billions of dollars.

But most importantly as a member of the Committee on the Budget, I am working with my colleagues to address the long term budgets concern that will impact the health of the U.S. economy for every small business. Without the federal government taking swift and decisive action to reduce spending to put us on the path to pay down our national debt, our country will face a debt crisis that would devastate our economy at a time when we need to be building an improved future for our children and grandchildren.

4

Coming from a background in the Tennessee State House and most recently leadership in the State Senate, what do you consider the biggest challenges you face after your first six months in the new Congress?

After spending those years in the Tennessee General Assembly, I became very used to the process of the legislature passing a law, then the








state agencies would write rules to implement them and then bring those rules back to the Legislature for approval. While studying the health care law passed last year I became frustrated because Congress has abdicated a lot of its power to the executive branch—which is a problem not limited just to the health care law, there are numerous examples of the Executive Branch effectively making laws. That is why I am supporting a bill that will give Congress the final say in crafting major agency regulations. Called the REINS Act, the bill would require that Congress must affirmatively approve every new Major Rule proposed by the executive branch before it is enforced on the American people.

**5** With June being celebrated by our industry as National Homeownership Month, do you see the “Dream of Homeownership” still a realistic goal for most Americans in today’s economy?

The dream of homeownership is still a realistic goal for most Americans even in this difficult economy. While we have much improvement to make before our economy is thriving again, homeownership is a gradual process that begins by having a responsible budget plan and saving money. We learned an important lesson from the collapse of the housing market and that is homeownership is not a right, but a privilege. I am committed to working with my colleagues in Congress to supporting responsible policies that make responsible homeownership possible for as many Americans as possible.

**6** Any additional remarks to our membership?

I just want to say it is a true honor and blessing to be representing the people of Tennessee’s 6<sup>th</sup> Congressional District. Whenever I am home, I love to be out in the district meeting with people and talking to them about their concerns both at the state and local level. And that is why I have opened up three offices throughout the district—in Cookeville, Gallatin and Murfreesboro—so I can stay in touch with everyone, no matter where I am. I hope people go to my website and sign up for my weekly email newsletter, or follow me on Facebook and Twitter. It is important to me that people know what I am doing in Washington as I work to represent them. I also want people to contact me and share their ideas on how we get our country back on track. I truly believe that the best ideas come from the people of Tennessee, not Washington bureaucrats. So I hope you all keep in touch! Below are ways to contact my office and follow my work in Congress:

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|--|---|
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| Weekly Newsletter Sign-up  | <a href="http://black.house.gov/contact-me/newsletter">http://black.house.gov/contact-me/newsletter</a> |

*Celebrating*

# THE BENEFITS OF HOMEOWNERSHIP

## Legislative Review

Keith Grant  
Chair, Government  
Affairs Committee



Since I have been involved in our association and particularly with our Government Affairs Committee, some members have asked me why we place so much emphasis on what goes on in our State Legislature and why we work so hard on legislation that is presented every year. The simple answer for me is that I believe for those Americans—those Tennesseans who want to own a home—they should have that right. What goes on in the legislature has a direct impact on the availability of affordable, quality housing in our state; and without our efforts to monitor proposed legislation, that right of homeownership can be adversely affected.

During National Homeownership Month in June, the housing industry celebrates the many benefits of owning a home. Despite the downturn in the housing market, families continue to seek to achieve the American Dream of homeownership and take their place among the more than 1.7 million Tennesseans that own a home.

The value Americans place on owning a home continues even through times of economic hardship. The *Fannie Mae National Housing Survey* conducted in January 2010 showed that two-thirds of American adults said they still preferred owning a home. And 70 percent of respondents said

they believe buying a home continues to be one of the safest investments available.

Home appreciation over the long-term, builds financial security for a family's future. But most homeowners don't have to wait for the home's value to increase to realize the financial benefits. Right from the first year, the majority of homeowners are able to annually deduct the mortgage interest and property taxes they paid off their taxable income. This can mean thousands of dollars saved off a family's tax bill every year.

When the family sells the home, the capital gains exclusion exempts up to \$250,000 of the profit (\$500,000 for married couples) from taxes. But the value of homeownership can be much more than financial.

- Owning a home can often be a lifestyle improvement, enabling a family to enjoy a neighborhood, features and other amenities that suit their present and future day-to-day activities.
- Newly-constructed houses can deliver energy efficiency, storage space, well-designed floor plans, and the latest technologies in electrical systems and appliances. Rooms are often spacious, with high ceilings and lots of windows to let in light. A new home also comes with the peace of mind of little maintenance needed and a warranty

against defects.

- Existing homes offer neighborhoods whose character has already been established, mature landscaping with tall trees, and an existing selection of businesses and services for the homeowner to use. If the home isn't already a great fit to the buyers' taste, it can be renovated to reflect the new owners' needs and preferences.

Homeownership lets families build connections. Owners take pride in their homes, and develop friendships with other people who also own homes and care about the neighborhood. A home is a place where families make a sanctuary that feels comfortable and safe, and where they develop social networks, begin friendships and create memories that will last a lifetime.

Homeownership has long been the cornerstone of the American dream. It provides more than shelter for our families and a home for our most valued treasures. Homeownership is a symbol of prosperity that is being denied to more Americans each year. With the help of innovative builders, improvements in the access to capital, and less restrictions and taxations by government entities it will again become more of a reality.



# Home Builder's Association of Tennessee

## PAST PRESIDENTS

|      |                              |              |
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| 1962 | Bill Close (Deceased)        | Chattanooga  |
| 1963 | Jack Renshaw (Deceased)      | Memphis      |
| 1964 | Howard Cockrum (Deceased)    | Knoxville    |
| 1965 | A.H. Johnson, Sr. (Deceased) | Nashville    |
| 1966 | Morris Mills                 | Memphis      |
| 1967 | Jerry Wood (Deceased)        | Knoxville    |
| 1968 | Louis Close                  | Chattanooga  |
| 1969 | Frank Stratton               | Nashville    |
| 1970 | Snowden Boyle, Jr.           | Memphis      |
| 1971 | Rufus Smith, Jr. (Deceased)  | Knoxville    |
| 1972 | Calvin Payne (Deceased)      | Chattanooga  |
| 1973 | A.B. Ivey                    | Nashville    |
| 1974 | Richard Bauman               | Memphis      |
| 1975 | J.R. Keys (Deceased)         | Knoxville    |
| 1976 | Coolidge Johnson             | Johnson City |
| 1977 | Jack Ralston                 | Chattanooga  |
| 1978 | Jim Fischer                  | Nashville    |
| 1979 | H.B. McAdams (Deceased)      | Memphis      |
| 1980 | Fred Osborne (Deceased)      | Chattanooga  |
| 1981 | David Burleson               | Knoxville    |
| 1982 | Auston Stevison              | Cleveland    |
| 1983 | Gary Skidmore                | Johnson City |
| 1984 | Jim Ford                     | Nashville    |
| 1985 | Curtis Pinegar               | Chattanooga  |
| 1986 | Earl Sharp                   | Knoxville    |
| 1987 | Jim Eldredge                 | Cleveland    |
| 1988 | McNeill Ayres (Deceased)     | Memphis      |
| 1989 | Jackson Downey               | Nashville    |
| 1990 | Bobby Hicks (Deceased)       | Johnson City |
| 1991 | Gary Cobble                  | Knoxville    |
| 1992 | Gary Taylor                  | Jackson      |
| 1993 | Freddie Snell                | Murfreesboro |
| 1994 | Richard Graf                 | Knoxville    |
| 1995 | Brad Rainey                  | Memphis      |
| 1996 | Jim Fischer                  | Nashville    |
| 1997 | Bill Monaghan                | Cleveland    |
| 1998 | Ricky Williams               | Humboldt     |
| 1999 | Michael Apple                | Nashville    |
| 2000 | Mike Carlton                 | Knoxville    |
| 2001 | Ronnie Tickle                | Memphis      |
| 2002 | Dino Roberts                 | Nashville    |
| 2003 | Keith Whittington            | Johnson City |
| 2004 | Charles Morgan               | Memphis      |
| 2005 | James Carbine                | Nashville    |
| 2006 | Tim Neal                     | Knoxville    |
| 2007 | David Parsons                | Memphis      |
| 2008 | Denzel Carbine (Deceased)    | Nashville    |
| 2009 | Edward Zarb                  | Knoxville    |
| 2010 | Phil Chamberlain             | Memphis      |

## AREA PRESIDENTS 2011

### Clarksville/Montgomery Co HBA

Rex Hawkins..... (931) 647-3942

### Cumberland County HBA

Tracey Melton..... (931) 456-0440

### Greene County Chapter of NAHB

Ralph Dingus ..... (423) 639-5429

### HBA of Dyer County

Drew Binkley

### HBA of Greater Kingsport

Phil Rickman..... (423) 239-7233

### HBA of Greater Knoxville

Doyle Webb..... (865) 688-3232

### HBA of Middle Tennessee

Jordan Clark..... (615) 533-0884

### HBA of Southern Tennessee

Mike Moon

### HBA of Upper Cumberland

Dave Boender..... (931) 839-3311

### Jackson Area HBA

Peter Maher..... (731) 501-6160

### Johnson City Area HBA

Paul Walton ..... (423) 929-1466

### Maryville/Alcoa HBA

David Holp..... (865) 977-1905

### Memphis Area HBA

David Clark..... (901) 753-1550

### Ocoee Region Builders Association

Greg Calfee ..... (423) 284-7359

### Rutherford Co HBA

Suzanne Slayton..... (615) 896-6959

### Sevier Co HBA

Neal Smith ..... (865) 429-5822

### South Central HBA

Russ Barrett..... (931) 393-3868

### Warren Co HBA

Keith Bouldin..... (931) 473-8718

# LEGISLATIVE RECAP

## First Session of the 107<sup>th</sup> GENERAL ASSEMBLY

### LEGISLATION PROPOSED BY THE HOME BUILDERS ASSOCIATION OF TENNESSEE

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- **SB1158/HB0758** added exceptions to the licensure requirements under the *Tennessee Residential Lending, Brokerage and Servicing Act*. The current statute did not allow a builder or developer to provide financing to a homebuyer. Basically, this bill will now allow any person to make up to five residential mortgage loans in a 12-month period.

*This bill passed the House 97-0 in on April 25. It passed the Senate 29-0 on May 2, and has been signed by Governor Haslam. (Tennessee Public Chapter 228)*

- **SB1865/HB1643** is the *Public Improvement District Act* which would establish assessment districts in existing urban areas for redevelopment, or in areas for new development. Currently, we are working with the Comptroller's office addressing their concerns, as well as meeting with planners across the state to explain the legislation. We will also work with a number of additional entities prior to asking our sponsors to move forward with the legislation.

*We have made changes to the legislation as recommended by the Comptroller's office, who is now reviewing those changes. For the remainder of 2011, we will hold off on moving the bill forward so we can spend time this summer and fall educating support groups on its details. We will move forward in 2012.*

- **SB1296/HB0730** is the *Tennessee Home Construction Jobs Development Act* that requests the state to create a \$6,000 grant program for new residential construction. The total request is for \$10 million from the state to fund this program. We believe this will provide for 1,667 homes to be built in Tennessee and create anywhere from 4,900 to 5,500 jobs—putting \$243.5 million in wages and salaries for workers into the economic engine of Tennessee. It will also provide for an estimated \$61.3 million in taxes and other sources of revenue for Tennessee state and local governments.

*Senior Officers met with the governor's office and although the governor's office sees value in the program, his proposed 2011 budget just doesn't have the ability to fund a \$10 million program. We have not, however, given up and will continue to pursue adoption of this program in the upcoming months.*



## A PARTIAL LIST OF OTHER LEGISLATION OF INTEREST TO THE HBAT

### IMMIGRATION

- **SB1669/HB1378** as amended and passed, is the *Tennessee Lawful Employment Act* and would require all employers in Tennessee to use the Federal E-Verify electronic program to check the residency status of all new hires after the effective date of the legislation. An employer can accept a driver's license as identification in lieu of using E-Verify, but if it is found that the applicant is not a lawful resident then use of the driver's license cannot be used as a defense for the employer. As amended, this legislation will not hold contractors responsible for subcontractors' employees. Additionally, if an employer uses the E-Verify program and is given incorrect information on the new hire, the employer will not be held responsible. This legislation only applies to employers with six (6) or more employees. The legislation has staggered effective dates depending on the number of employees. Employers with 6 to 199 employees do not have to begin using E-Verify until January 1, 2013.



*The legislation passed the Senate 29-0 on May 20 and passed the House 87-0 on May 21. The bill has been transmitted to Governor Haslam for his action.*

- **SB1839/HB0581** is a bill that would allow any individual to exempt themselves from workers' compensation coverage based on recognized religious sects or divisions. We strongly opposed this legislation.

*We met with both sponsors of the legislation and discussed how this would provide an unfair competitive advantage and both agreed to take the bill off notice, which means it could still be considered again next session.*

### DEVELOPMENT

- **SB0088/HB0126** requires the zoning board of appeals to make findings of fact, statements of material evidence and reasons for actions and keep public records of resolutions, transactions, motion actions and determinations. This is a very good bill for builders and developers as the appeals board would be required to keep records of fact and make decisions based on fact, rather than in some cases, vocal public sentiment. At the last minute in subcommittee, the sponsor introduced an amendment to make the law permissive, which means a county can opt to use this process, but is not required to. However, case law supports the above process and if not followed, any commission runs the risk of having their determinations overturned in court. This bill was simply taking what is case law and making it statute.



*Has passed in both the Senate and the House and is being transmitted to the Governor for his action.*

- **SB1716/HB1075** authorizes the creation of design review commissions by county legislative bodies for nonresidential property, multiple family residential property and any entrance to a non-residential development within the county. Municipalities already have this ability and this bill allows counties to do the same. We expressed our concerns to the sponsors that this bill is adding an additional step to the development process, and therefore added expense.

*At our request, this bill was withdrawn from consideration until 2012 so that we can have further discussion.*

*—Continued on page 18*

### WORKERS' COMPENSATION

- A number of bills have been introduced addressing workers' compensation issues. The most notable are tweaks to the Sole Proprietor W/C Law PC1149 that was passed last year.



The one we were most involved with was **SB1550/HB2030** which as proposed would make a number of minor adjustments to the law passed last year.

The most significant to us is if an individual owns more than one company. Currently, you must file for an exemption for every company you want an exemption for. As changed, the owner will be charged \$100 for the first exemption, and \$20 for every exemption after that. This bill also changed the number of officers that can be exempt for a corporation from three to five. This includes partnerships, LLCs and family owned businesses. Finally, this bill addresses the three construction services providers on a commercial project who may be exempt shall be the three that are selected by the general contractor. A few additional minor changes were made to make the law better.



# CHECKLIST

## for FINDING and HIRING a BUILDER or REMODELER

Doing your homework will help you have a more successful experience.

*Members, provide this checklist to your potential customers to help them select a home builder or home remodeler. Make sure you exceed every expectation on the checklist!*

- ☐ Contact your local home builders' association ([www.hbat.org](http://www.hbat.org)) for the names of member builders and remodelers. You can also ask family, friends or coworkers for recommendations.
- ☐ Ask the builder/remodeler to provide you with names of previous customers. If they won't, beware. If they do, ask the customers if they would hire the builder/remodeler again.
- ☐ Make sure the builder or home remodeler has a permanent business location and a good reputation with local banks and suppliers.
- ☐ Ask if you can see the builder/remodelers work, both completed and in progress. Check for quality of workmanship and materials.
- ☐ Find out how long they have been in the building business. It usually takes three to five years to establish a financially sound business. You want to make sure they will be around after the construction is complete to service any warranties.
- ☐ Do you feel you can easily communicate with the builder/remodeler? Remember you will be in close contact with them throughout the construction process and afterward as you live in your new home.
- ☐ Check out the company's rating and if there have been any complaints filed with your local Better Business Bureau at [www.bbb.org](http://www.bbb.org).
- ☐ Make sure the builder/remodeler provides you with a complete and clearly written contract. The contract will benefit both of you. If you are having a new home built, get and review a copy of the home warranty and homeowner manual as well.
- ☐ Make sure the builder/remodeler has sufficient workers compensation and general liability insurance. If not, you may be liable for any construction-related accidents on your premises.
- ☐ Be cautious of unusually low-priced bids. If the builder/remodeler is unable to pay for the materials and labor as the project proceeds, this may indicate a potential problem. Keep in mind that less expensive does not necessarily mean better!

Find more helpful advice on home building and remodeling at [www.nahb.org/forconsumers](http://www.nahb.org/forconsumers) or [www.nahb.org/remodelers](http://www.nahb.org/remodelers).

*Legislative Recap cont. from page 17—*

- **SB1542/HB1608** exempts certain persons or entities from requirement to obtain a license as a general contractor or home improvement contractor. This bill addressed the removal of damaged drywall and insulation in the case of water mitigation only. The individual that removed the damaged materials could not bid or install replacement materials. We expressed great concern with the ability for individuals to bypass the home improvement licensing requirements.

*At our request, this bill was withdrawn from consideration for 2011.*

### FORECLOSURES



- **SB1299/HB1920**, as introduced, amended the requirement of advertisement for judicial or trust sales to one publication notice in the county where the sale is to be made and alters the description required in such advertisement. As finally amended, the current requirement for three notices remained but the amount of information to be required in the notice was reduced.



### LENDING

- **SB1451/HB1921** revises various provisions related to the notice of the right to foreclose that must be sent by the lender to the debtor prior to foreclosure. Basically, this bill is intended to encourage a face-to-face meeting between the lender and debtor, which if the meeting takes place, replaces the 60 day written notice requirement. All other notice requirements remain intact.

*Passed in the Senate on April 7, 32-0; passed in the House on April 7, 93-0-1 and was signed by Governor Haslam on April 25th. Tennessee Public Chapter 122. ♦*



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# Local, State, and National HAPPENINGS

## HBA of the Upper Cumberland Presents Checks to Educators



Checks were presented to instructors to buy tools and educational materials that will provide hands-on learning experiences for future construction professionals—so they will be prepared when you hire them.



*Pictured from left to right are: HBA of the Upper Cumberland Director Danny Lee; Brandon Sims, White County High; Randy Mansell, Cookeville High; Randy Richards, Monterey High; Jason Holcomb, Upperman High; and Dave Boender, President HBA of the Upper Cumberland.*

## Outstanding Carpentry Students

Awards were presented to outstanding carpentry students from four local high schools.



*Pictured from left to right are: Danny Lee, HBA of the Upper Cumberland Director; Jordy Adcock, Upperman High; Jamie Tindle, White County High; Justin Taylor, Monterey High; Wes Chaffin, Cookeville High; and Dave Boender, President HBA of the Upper Cumberland.*



## A Special Offer for Members Only.

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# TENNESSEE BUILDING INDUSTRY HALL OF FAME RECIPIENTS

|      |                           |              |
|------|---------------------------|--------------|
| 1994 | David T. Burleson         | Knoxville    |
| 1994 | James M. Fischer          | Nashville    |
| 1994 | Carl J. Grant             | Memphis      |
| 1994 | Calvin M. Payne           | Chattanooga  |
| 1994 | Morris H. Mills           | Memphis      |
| 1995 | William McNeill Ayres     | Memphis      |
| 1995 | Martin L. Bartling, Jr.   | Knoxville    |
| 1995 | William B. Close          | Chattanooga  |
| 1995 | Jack Renshaw              | Memphis      |
| 1996 | John B. Downey            | Nashville    |
| 1996 | Lloyd B Lovitt, Jr.       | Memphis      |
| 1996 | Henry B McAdams           | Memphis      |
| 1996 | Curtis L. Pinegar         | Chattanooga  |
| 1996 | Rufus H. Smith            | Knoxville    |
| 1997 | W. Ralph Chumley          | Chattanooga  |
| 1997 | Jack Ralston              | Chattanooga  |
| 1997 | Kemmons Wilson            | Memphis      |
| 1999 | Bob Gillespie             | Sevierville  |
| 1999 | Jerry Strebel             | Nashville    |
| 2000 | James Ford, Sr.           | Nashville    |
| 2000 | Jerry Wood                | Knoxville    |
| 2001 | Don Moon                  | Chattanooga  |
| 2001 | Earl Sharp                | Knoxville    |
| 2002 | R.W. "Dick" Graf          | Knoxville    |
| 2002 | Bobby Hicks               | Johnson City |
| 2003 | Jerry Gillis              | Memphis      |
| 2003 | Brad Rainey               | Memphis      |
| 2004 | Terrence L. Cobb          | Nashville    |
| 2005 | Ronnie Tickle             | Memphis      |
| 2005 | Congressman Jimmy Duncan  | Knoxville    |
| 2006 | Reese Smith, III          | Nashville    |
| 2007 | Congressman Lincoln Davis | Pall Mall    |
| 2007 | Tonya Jones               | Nashville    |
| 2008 | David Stauffer            | Kingsport    |
| 2009 | Monroe Pointer            | Memphis      |
| 2009 | Gary Taylor               | Jackson      |
| 2010 | James Carbine             | Nashville    |
| 2010 | Bill King                 | Brentwood    |
| 2010 | Dan Stern, Sr.            | Brentwood    |

## BUILDING PERMITS

Below are the current, total building permits, as reported by MarketGraphics Research Group, Inc., through May 2011:

### Greater Nashville

The Greater Nashville Eleven County Building Permit Summary includes the counties of Davidson, Sumner, Williamson, Wilson, Rutherford, Cheatham, Robertson, Dickson, Maury, Marshall and Bedford. Year-to-date permits for these counties total 1,522.

### The Memphis Metro Area

The Memphis Metro Area includes Crittenden, DeSoto, Fayette, Shelby and Tipton counties. Year-to-date permits for these counties total 568.

### Knoxville Area

The Knoxville Area Building Permit Summary includes the counties of Loudon, Roane, Anderson, Knox, Sevier and Blount. Year-to-date permits for these counties total 482.

### Montgomery County/Clarksville

The Montgomery County Permit Summary is listed separately. Year-to-date permits total 359.

### Metro Chattanooga

The Metro Chattanooga Area Building Permit Summary includes the counties of Bledsoe, Bradley, Catoosa, Hamilton, Marion, Murray, Sequatchie, Walker and Whitfield. Year-to-date permits for these counties total 397.

The overall building permits reported through April 2011 for these regions total 3,217.



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## 2011 HBAT MEETINGS



### SUMMER MEETING

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