

TENNESSEE HomeBuilder

Vol. 13, No.2

Official Magazine of the Home Builders Association of Tennessee




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TENNESSEE HomeBuilder



Vol. 13, No. 2



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



Breaking ground on the home for Staff Sergeant Luke Van Dorston and family in Arrington, Tennessee, with Carbine & Associates and Kings' Chapel Community. This build is a part of the partnership with Operation FINALLY HOME, LP Building Products, and American Country Countdown.

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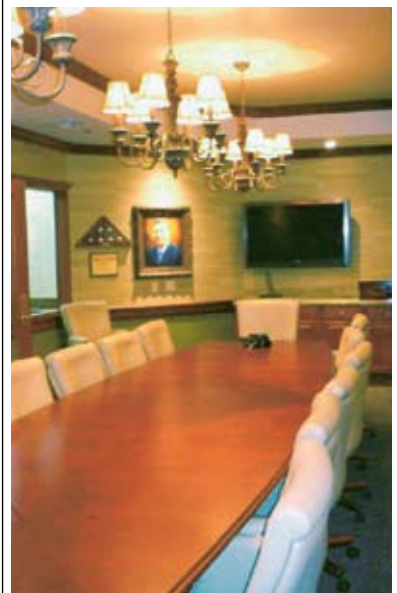
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Greetings

to all my dear friends and members!

President's Perspective

Mitzi Spann
HBAT President



As 2013 is coming to a close, so is my exciting journey as President of HBAT. This will be my last "Letter from the President," as 2014 President, David Stauffer, will soon be taking over.

It has been a very long, yet fast year with many challenges, but I have thoroughly enjoyed every minute serving the association and all of you.

No matter which local association I have visited this year, I have been welcomed with open arms and treated like family. Thank you all for making this such a great year!

As you all know my focus this year has been on Legislation, Communication and Appreciation. Of course, legislation has always been our main focus, and should continue to be in the future. We are still working very hard toward our vesting bill and have high hopes of passing a bill next year. We are constantly watching for ways to keep our industry safe from legislative harm, and will make every effort to keep it that way.

We have also striven to improve communication with our locals. Through the course of the year, I have visited every local to provide updates on state business. Susan has also visited almost every local at different times in an effort to make sure all of you had more than one visit from your state officers. Our Area VPs have also made visits to many locals as well. We are now sending out regular emails with valuable information to all our members, and almost weekly updates to our executive committee. I hope that we have let our locals know that we are always thinking about their needs, and we are ALWAYS here to help as much as possible.

Lastly, we have made a huge effort toward showing our appreciation this year. I certainly hope that by now everyone knows how much we appreciate all of our sponsors, leadership, EOs, directors, associates and general membership. Together we are still "The Voice of the Home Building Industry" and it takes all of us to make the important differences in Tennessee to make our industry stronger on a daily basis. I know we work

all year long towards the same goals, and in turn we make things happen across our great state. I would like to take this last opportunity to once again personally thank all of the above for your dedicated service and time to make an investment in our association and our industry!

I have had the privilege of touring much more of our great state than ever before, and it has been an honor and an extreme pleasure. I feel like I have gotten to know so many of you like never before, and I will continue to be as involved and as dedicated as all of you have been. I hope I have made it clear that it would be my pleasure to talk or work with any of you at any time!

I should also take just a minute to give credit where credit is due. I have had such an awesome leadership team this year helping me, and I want to thank them all for the many hours they have dedicated this year toward our goals.

I also want to say that I couldn't give the time and attention this position requires without my husband and business partner, Todd Spann. He has been my support system and best friend my entire life. I also need to say a very special thank you to my dear friend Carmen Butner for traveling this state with me and showing such enthusiasm on every journey. Carmen, it has been such a fun adventure and I am really grateful that you helped to make it special. Last but certainly not least, I want to thank Susan and Joy for the hard work they do every day to help support the many things we accomplish every year. While they are employees, they still have the same passion and dedication as our many members, and they often have to give much of their personal time to help us reach our goals!

I trust that our team building will continue in the future, and we will continue to be a stronger state association for it!! Thank you all once again from the bottom of my heart!! I really can't put into words how much this experience has meant to me.

Congratulations to David Stauffer, and the new leadership!! I hope that your experience in this position will be every bit as exciting and fulfilling as mine has been! Merry Christmas! Happy New Year! See you all in 2014!!

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Celebrating

Those Who Made a Difference to the Association in 2013

.....

Executive Officer Outlook

Susan Ritter
HBAT Executive Vice President



Everyone works so hard during the year, we forget to take a minute to thank and appreciate those that have made a difference to this association and to the industry. Sometimes it is a person that is on the front line and the face of our association, and sometimes it is the people behind the scenes that make the biggest contributions.

Our 2013 President, Mitzi Spann, is one of those people. She has given her heart and soul to this association and is unbelievably committed. In addition to her role as President, she committed herself to visiting every single local association to carry our message and to listen to what our membership had to say. And oh by the way, she had a business to run! Also something that went unannounced was the fact that she was the **first ever** female president of the Home Builders Association of Tennessee. Mitzi is more about results than she is about accolades.

The other group committed to this industry that sometimes goes unnoticed are those individuals that staff our local associations. These individuals are just as dedicated to the home building industry as are our members. They may not be framers, electricians, roofers, builders or developers. They may not know how to pull a permit, hang drywall or pour concrete. But our members do. Our members build neighborhoods, communities and dreams. EOs are the guardians of the home building industry and the unsung heroes.

Recently, a number of Tennessee

Executive Officers (EOs) had the opportunity to attend the National Association of Home Builders Association Leadership Institute in Portland, Oregon to further their education and profession. Our own MidSouth Mutual Insurance Company, generously offered matching scholarships (along with the HBAT) to send our EOs to this amazing educational seminar. Although there were a number of local association events like home shows and parades that kept several of our EOs working back home, a few were able to make the trip. Thanks to the scholarships, no local association was required to expend any of their budget dollars to offset expenses—the scholarships were sufficient. **Thank you MidSouth Mutual Insurance Company!**

Below are a few highlights by Executive Officers summarizing the educational experience this seminar provided. I think you will be impressed by the energy and appreciation for the valuable tools we can't wait to implement in our associations. Our members could not be more fortunate!

ASHLEY BURNETTE, THE HBA OF GREATER KNOXVILLE



I was thrilled to learn about a “ready-to-use” resource that I could bring back

The new ALI format offered a unique opportunity to attend excellent seminars while also interacting with Association leaders and members from around the country.

to our association. “My Home Found” demonstrated a mobile phone app and website that will compliment our annual Parade of Homes magazine and provide a convenient way for people to have relevant information at their fingertips. Keeping up with technology is an issue for most small to mid-size associations and this seminar has always provided current information by companies who understand our specific needs.

The keynote speakers were fantastic, particularly Sarah Sladek, author of *The End of Membership as We Know It*. Her presentation reaffirmed what many of us are experiencing—generational shifts and technology have changed the landscape of all associations across the nation. We must adapt to a new era and identify the modern needs of our industry if we are to remain relevant as an organization.

LISA LUSTER, JOHNSON CITY AREA HBA

This was my first year attending and I struggle to find the appropriate words to summarize my experience that would truly express what I learned and brought back. Invaluable seems cliché but will have to do.

Over the past three years, Johnson City Area Home Builders Association has worked to develop and maintain relationships with the local high schools and trade schools. We have heard the builders discussions regarding the need for trained laborers. We are aware that so many of our city and county students are either ill-equipped or not motivated enough to move forward in a “brick and mortar” University or College setting. After attending the “Identifying and Influencing Your Community Residential

Labor Pool” I quickly realized the programs and resource materials that would be needed for our High Schools and Trade Schools have already been developed and are available for public use. After meeting and speaking with a representative of the Home Building Institute (HBI), I received resources and contact information from HBI Vice President of Workforce Training and Employment, Dennis Torbett.

My work experience prior to Johnson City Area HBA was in the corporate and medical “for profit” arena, so I have concerns as to whether we are meeting all State governance requirements for not-for-profit trade industries. I looked forward to and attended both Association Law: Beginner’s Guide and Advanced Association Law.

In Association Law: Beginner’s Guide we discussed five issues that are critical for all not-for-profit entities; Governance, Corporate Identity, Tax-Exemption Issues, Antitrust Basics, and Raffles and Lotteries. Governance was the part that kept me in my chair. In my opinion, it is the first issue to address for every Executive Officer that is hired where an association is already in existence. The critical point learned for everyone in attendance was to check governing documents for State law compliance. An association Article of Incorporation must remain consistent with the association’s By-Laws. If changes are made to the Articles of Incorporation or By-Laws, for any reason, a notation must be made when filing the annual Form 990 with the IRS. That’s extremely important information.

JCAHBA is establishing a committee from the current Board of Directors to review in their entirety our By-Laws and Articles of Incorporation. It is our goal to have the reviews done and any discrepancies or inconsistencies corrected and completed by the annual filing of Form 990 in 2014. An approved and reviewed copy of the Johnson City Area Home Builders Association By-Laws will be attached to the filing in 2014 to replace any previous versions verifying that JCAHBA is in compliance with State governance requirements.

Other issues discussed included: 1) **Board of Directors** are the ultimate

decision-making body of the association; 2) **Corporate Governance**, emphasis on increased transparency and accountability; 3) **Apparent Authority**, as long as a board member or employee reasonably appears to be acting with the Association’s approval, the Association may be liable for their actions. It is no defense to say that the board member or employee was not acting within the scope of his/her actual authority; and 4) Is your **HBA event/promotion** a lawful sweepstakes or an illegal lottery?

These are only a few of the workshops that I attended while in Portland and although many of the others were informative and well prepared, the two mentioned above were the most instrumental to the longevity, effectiveness and welfare of Johnson City Area Home Builders Association.

KAREN BLICK, CLARKSVILLE MONTGOMERY COUNTY HBA



This year’s Leadership Institute provided me with valuable networking opportunities. It is awesome to revisit friends and share successes or sometimes failures.

We are always learning from one another and this is what I treasure most. The opportunity of education/information exchange is priceless.

In many sessions, I was reminded of the value of home ownership, knowing that housing matters to people. Everything we do connects the builder or supplier to the customer. Parade of homes, home shows and social media brings the industry in front of the consumer. However, everything our industry touches is regulated by the government, whether it be on the local, state or national level. The conference allows us to ask “dumb” questions to colleagues or a professionals, where I otherwise would have nowhere to turn.

While I was there, I had a call from back home with a situation that was very new to me and didn’t know how to handle it. Luckily, I was surrounded by my peers and was able to ask their opinion. The next day I had the

opportunity to speak with Lisa Hix in her advanced law session who spent time with me offering possible solutions. I finally was at ease with my situation.

Regroup! Now is an important time for our association: I have learned more about making connections. Connections between builders and legislation, builders and our HBA, and builders and consumers using social media. Create visual identities: Facebook, Linked In, Pinterest. I have a lot on my “To Do” list. We need to brag about the things that we do in every way possible.

Overall, I was glad to have the opportunity to attend the Leadership Institute. This seminar has meant a great deal to our local for the past 8 years. The time I enjoy the most is networking with other EO’s.

ISABEL GARCIA, RUTHERFORD COUNTY HBA

I was very nervous going to Portland and facing the unexpected since I had just started with RCHBA on March 1, 2013. I cannot believe what an amazing experience it was. My days went by quickly because I was trying to absorb everything everyone was saying. All of the information that was presented was very beneficial to my EO education.

My first day was a huge relief because the unknown was answered. The overall mood was, “We feel you, because this is what we are all going through”. In one of the seminars, we were asked to stand and give a little bio on ourselves and our HBA. At that moment, I wanted time to freeze so that I can speak with everyone and pick their brains. I felt I could not write fast enough. All of the programs were excellent, and I really enjoyed the “Producing Outside the Box” program. The moderator really involved all of the attendees and her message was, “Make it So”. We all jotted down 3 things that we would change or do. I knew then that I would adopt the “Make it So” philosophy. I am still referring to all my notes and am “Making it So.” The best portion of the seminar was the Q & A session because so many diverse things are discussed and many options presented.

Once the seminars were in full swing and I got my bearings, I was comfortable

—Continued on page 13

Our Members Provide HELPING HANDS



We all know the economic impact that homebuilders provide a community—the jobs and the tax revenue generated from new development and improvements to existing homes. But there is so much more we do each year beyond our business endeavors to have an impact on our communities. We get involved. We volunteer. We build affordable houses. We raise money to find a cure for cancer and to help disabled military veterans. Simply, from our hearts, we donate time and material to help those in need.

Many of the projects are planned. Others aren't as members step up during an emergency to make sure people have roofs over their heads or have heat in their homes during a cold winter. In this issue, we are spotlighting some of the heartfelt work we do to help improve the lives of those in our communities.

Operation Finally Home

Last year, we highlighted the home Gallatin-based Goodall Homes built for retired Air Force Staff Sergeant Shaun Meadows in Lynnville, Tenn., through Operation Finally Home. Operation Finally Home, in partnership with Nashville-based LP Building Products, helps wounded and disabled military veterans and widows with getting into a home of their own.

Meadows lost both his legs below the knee in a roadside bomb explosion in Afghanistan. Goodall, along with many other Home Builders Association of Tennessee members, built Meadows and his wife their dream home.

Operation Finally Home began with homebuilders in

Houston eight years ago as a way to help for military personnel with mortgage-free homes. The non-profit has been working with LP Building Products for the past five years.

This year, association members are working on another home through the non-profit. Franklin-based Carbine & Associates is building a home for Air Force Staff Sergeant Luke Van Dorston. As a combat controller, he flew more than 140 combat missions and was involved in 64 direct action raids while serving in Iraq and Afghanistan. He has two Bronze Stars, one with valor for combat heroism.

Van Dorston was diagnosed with a brain tumor in 2011.

Country music star Kix Brooks surprised the couple during the CMA Music Festival. Brooks and American Country Countdown are sponsors with LP on several homes being built around the country.

Carbine & Associates became involved during the National Association of Home Builders International Builders' Show in Las Vegas, which had a show featuring Brooks aimed solely at raising money for Operation Finally Home. Carbine and other builders from around the country stepped forward to build homes.

"We all do a lot of charity work," said James Carbine, principle of Carbine & Associates. "But this is far and away above what we've ever done. It's very meaningful and rewarding to help a military veteran who has risked his life to protect our country."

The home for him and his family is being built in the Kings Chapel community near Arrington and is scheduled for completion in January 2014.

Wounded Warriors

More than three years ago, HBAT President Mitzi Spann, her husband Todd and Don Hosse, an agent with Tennessee Wildlife Resources Agency, created a fishing tournament to honor wounded warriors.

The first Wounded Warriors Tournament at Kentucky Lake hosted 15 warriors. This year's tournament hosted 50 warriors. Spann said the Paris-Henry County Chamber of Commerce has been a significant help with the tournament.

Everyone gathers the Friday night before Armed Forces Day each May. The warriors who are participating in the tournament and their families are given rooms. They are then matched with volunteer anglers who pay 50 dollars to be in the tournament. Many local members of the Home Builders Association of Middle Tennessee participate as anglers and help with donations.

On Friday night the warrior, families and anglers receive a meal and entertainment. Last year, Country music singer Andy Griggs performed and this year comedian Bobby Henline entertained the crowd.

Henline's appearance was particularly poignant because he's a wounded warrior himself, a former Army staff sergeant who was the only survivor when the Humvee he was driving was struck by a roadside bomb. More than 38 percent of his body was burned, his head to the skull, which left his face disfigured. Part of his left arm was later amputated. He turned to comedy for his healing (he's funny) and is a motivational speaker.

After the prior evening meal and entertainment, warriors and the anglers get breakfast bright and early on Saturday morning. R & B artist Kevon Edmonds has sung the National Anthem for the past two years to blast off the tournament, and TWRA brings an eagle to go along with the anthem. Flags are put on all of the boats so everyone on the lake knows that they are warriors.

While the warriors are fishing, the families are treated with a host of events. There's a kids fishing rodeo for all the children in which they receive a rod and reel and prizes are awarded. There's a bouncy house, a bird show and Lowe's shows up to provide a couple of activities for kids as well. The wives get spa day and shopping trips.

The families get lunch and lunch is out with the soldiers. All monies are donated and proceeds cover 100 percent of the event and activities. If there is money left over, a couple of the soldiers' children receive a scholarship.

Spann said the event has turned into a really unique, fun and exciting event for the warriors and their families.

Johnson City Area Home Builders Association

Association members were involved with the building 47 new homes that had been destroyed by a flood that devastated portions of Washington, Carter and Unicoi Counties in August 2012. The homes were built in partnership with the Appalachian Service Project.

Ground was broken on the first home on Oct. 23, 2012. Tom Hicks, owner of Hicks Construction, built a home in 21 days, the fastest among the homes built.

Everyone celebrated with a large street party dubbed the "Miracle at Dry Creek."



One of the homes under construction after the devastating floods in Washington and Unicoi Counties.



A completed home unveiled at the "Miracle of Dry Creek" party.



Staff Sergeant Dennis Duckett and Jeremy Ethridge took first place in the Wounded Warrior fishing tournament. The team also was the "Big Fish" winners.

—Continued on next page

Ocee Region Builder Association



Ocee Region Builders Association members working on a Habitat for Humanity home during the Builder Blitz last year.



ORBA members and leadership at the association's Christmas party display the Toys for Tots.

Each year, members build affordable homes across the state for a buyer. Some 63 homes were built last year as part of the Builder Blitz that was going on throughout the country with Habitat for Humanity.

The Ocee Region Builders Association built five last year in Bradley County and has a Habitat home scheduled for September.

In addition to the home, ORBA does a Toys for Tots drive during its Christmas party in December along with the inauguration of its officers and board for the next year.

Home Builders Association of the Upper Cumberland

The association provides financial support and volunteers for Habitat for Humanity. It, too, was involved with the Builder Blitz, constructing a home in a week for a widowed mother of three girls.

In addition, the association is a regular support of vocational education programs. It gives \$1,500 to each school that has a program and professional tools to outstanding carpentry students in program.

The association has created a \$25,000 endowment for scholarships to students in construction education at the Cookeville campus of Nashville State Community College.

Memphis Area Home Builders Association

In October 2012, MAHBA received a call at the office from a desperate Memphis resident who explained that her elderly brother had recently become confined to a wheel chair but still wanted to live in his home. She explained a ramp was needed to give him access to the entrance located near the rear of the home.

MAHBA members and staff were in the middle of the association's single site home parade and so it was difficult to get anyone to respond immediately.

But upon hearing about the plight of this gentleman one of the parade builders, Dave Tucker of D&D Homes from Brighton, Tenn., jumped into action and offered to build the ramp as soon as the show was over. Most of the building materials were recovered from the show features and what wasn't available was donated by 84 Lumber.

Dave Tucker asked his framing crew, headed up by Jim Palmasano, to do the actual construction.

Maryville Alcoa Home Builders Association

Last year, the association held its first annual Campaign for Hope golf tournament to raise money for the University of Tennessee Medical Center Cancer Institute. It was named the Stephen Y. Coleman Memorial Golf Outing in honor of the association's oldest member's son who died of brain cancer in 2011.

This year's tournament raised \$11,000 for the institute. "As an association, we are fortunate to have so many willing to help," said Francis Manis, the association's director.

Home Builders Association of Greater Kingsport



Rick Milsap, owner of Bristol Heating and Air, donated and installed a heat pump for an elderly woman who has multiple sclerosis.

When Mildred Miller, an elderly woman with multiple sclerosis, had no heat this past winter, association member Rick Millsap, owner of Bristol Heating and Air, stepped in to help.

Miller's heat pump went out at the beginning of the year and she was keeping herself warm with blankets, a heating pad, and by turning on her stove and oven. Millsap's company was called to give an estimate but Miller couldn't get approval for a loan. So Millsap donated the heat pump and installed it.

Home Builders Association of Greater Knoxville



WBIR's Russell Biven interviews Sertoma Center residents who will benefit from the duplex Home Builders of Greater Knoxville members built as the television station's 2013 Labor of Love project.

Association members began work in July on a duplex for the Sertoma Center, an organization that provides developmentally challenged adults with residential, vocational and educational services. The duplex will house six adults and was completed in November.

The project is one of Knoxville news station WBIR's Labor of Love projects this year. Association members have been

involved with WBIR's two other Labor of Love projects. In 2011, they renovated the home of twin sisters Ashe and Ellen Turner who founded Love Kitchen, which provides meals to homeless and homebound people.

Last year, the association put a new roof and brick siding on Childhelp Tennessee's building that had been damaged by severe storms. Childhelp works with abused children. ☺

Continued on page 9—

CELEBRATING THOSE WHO MADE A DIFFERENCE

asking questions because I felt that the EO's there were either in the same place as I or they understood where I was coming from and could help. Being a new EO is a huge responsibility, and I felt renewed. I came home with great enthusiasm with the hope that these new ideas and procedures will benefit my HBA.

K. GAY REEVES-STEWART, CUMBERLAND CO. HBA



I was very impressed with the extensive amount of diverse information available at this year's Institute. The NAHB 101 program had excellent information on finding resources about all of the programs and benefits NAHB has to offer. The opening session "You say more than you think" gave great insight on the use of body language, especially when it comes to acceptance of your message.

The program on "Membership capture and Recovery" was eye-opening. I will use some of the formulas provided to track our association's statistics and data. Using the results, I hope to increase retention of our membership. I also enjoyed "Hope is Not A Strategy." The panel shared ideas and tools that I will be able to use at our Association. Each panelist gave relevant examples of successful plans to retain and gain more members.

"The Fan Factor" identified benefits useful to reach younger members. "How Great Leaders Think" provided tools I can use to identify member personality types and create the best approach for to obtaining greater involvement from our members.

My thanks for the EOC scholarship. My small association would be unable to provide the funds for me to attend. So without the scholarship, I would not have gained the knowledge to further our association and improve service for our members.

I am hopeful that we continue to provide an opportunity for education and networking to EOs in the NAHB federation. This effort is one of the most important services NAHB can provide to its members. There is no way an EO can attend this seminar and not go home better equipped to implement some very positive programs for their association.

Again, on behalf of the EOs and their locals, thank you to MidSouth Mutual Insurance Company for their generous scholarship. It was greatly appreciated and as you can see, put to excellent use. ☺

Our Agenda

Groundwork for Future Success

We have been busy since session ended, and I would like to share with you where we are on our legislative agenda.

VESTED RIGHTS LEGISLATION

SB915 Niceley/HB964 Todd - We are working with the Tennessee Municipal League and reviewing their recommendations regarding the Vesting Legislation when it comes to developer's rights. The Senate Study Committee that Chairman Yeager requested has not met yet and we are waiting to hear when it will be scheduled. But over the summer, we met with the Mayors of Murfreesboro and Franklin, TML,

Lt. Governor Ron Ramsey and Senators John Stevens and Bill Ketron. This issue is our top priority next session.

CODES ADVISORY BOARD

This issue was designated as our No. 2 priority next year. This is the establishment of Codes Advisory group to provide valuable input and discussion during any statewide building codes adoption.

CODES

SB281 Ketron/HB92 Eldridge - The Memphis group has finalized amendment(s) to the 2012 building code. They have been submitted to their

Legislative Review

Currently
No Photo

*Jeff Burkhardt
Chair, Government
Affairs Committee*

planning commission are waiting for the final reading. The amendments will then go to the state fire marshal's office for action.

ANNEXATION

SB279 Watson/HB475 Carter - The first Tennessee Advisory Commission on Intergovernmental Relations meeting addressing this issue was July 25 and Mitzi Spann testified on our behalf. The preliminary report was discussed at the October meeting, but no recommendations were made. It was more of a history lesson. They will discuss recommendations in the future.



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Home Builder's Association of Tennessee

PAST PRESIDENTS

2013 LOCAL HBA PRESIDENTS

1960	Carl Grant (Deceased)	Memphis
1961	Albert Morris (Deceased)	Nashville
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 (Deceased)	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
2011	Mike Stevens	Knoxville
2012	Keith Grant	Memphis

Clarksville/Montgomery Co HBA

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

Cumberland County HBA

Frank Miller(931) 707-7322

HBA of Greater Kingsport

R. Dan Rosenbalm(423) 968-5611

HBA of Greater Chattanooga

Tim Swafford(423) 619-4113

HBA of Greater Knoxville

Scott Davis.....(865) 693-3356

HBA of Middle Tennessee

Jimmy Franks.....(615) 794-7415

HBA of Upper Cumberland

Josh Jackson.....(931) 265-4391

Jackson Area HBA

Craig Taylor(731) 686-2851

Johnson City Area HBA

Tim Hicks.....(423) 956-1364

Maryville/Alcoa HBA

Gordon Boyd.....(865) 995-1486

Ocoee Region Builders Association

Lake Mantooth(423) 650-2925

Rutherford Co HBA

Steve Jensen.....(615) 525-1846

Sevier Co HBA

Kenny Guffey.....(865) 389-0609

South Central HBA

Lyn White.....(931) 581-3764

Warren Co HBA

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

West Tennessee HBA

Don Caylor.....757-8077

Fall 2013



Board of Directors Meeting



David Stauffer sworn in as President by NAHB Chairman Rick Judson



HBAT President Mitzi Spann receiving an award from James Carbine



Senior Officers being sworn in Steve Hodgkins, Jeff Burkhart, Carmen Butner

This year's fall meeting was outstanding. The meeting was held at the Marriott Meadowview, a beautiful property in Kingsport, Tenn. We began with an Appreciation Reception for our sponsors thanking them for their continued support. As usual, our members attended informative committee meetings during the day and evening, enjoyed good food and great entertainment. We were honored to have NAHB Chairman Rick Judson install David Stauffer as 2014 HBAT President; Steve Hodgkins, Vice-President/Treasurer; Jeff Burkhart, Vice-President/Secretary; Mitzi Spann, Immediate Past-President; and Carmen Butner, Associate Vice-President. Tim Neal and Coolidge Johnson were both inducted into the Tennessee Building Industry Hall of Fame. Congratulations to Nina Boss for being selected Associate of the Year. And Builder of the Year was awarded to Dennis Epperson for his commitment and dedication to the association. It was an amazing night. One of the highlights of the night was Lt. Governor Ron Ramsey serving as the auctioneer for our silent auction. The silent auction was tremendously successful thanks to Governor Ramsey. The Home Builders Association of Tennessee would like to thank all of those that donated items for the silent auction and those who sponsored tables at the banquet. Also, a special thanks to 2-10 Home Buyers Warranty for sponsoring the name badges.

Dobyns-Bennett High School Color Guard



Stauffer grandchildren leading the pledge of Allegiance



FALL 2013



Meeting Photo Gallery



Associate of the Year
Nina Boss



Builder of the Year
Dennis Epperson with Mitzi Spann



Hall of Fame Inductee Tim Neal
with Susan Ritter



Lt. Gov Ron Ramsey inductee
Coolidge Johnson into Tennessee
Building Hall of Fame



HBAT President Mitzi Spann,
NAHB Chairman Rick Judson and
Lt. Gov. and Mrs. Ron Ramsey



Enjoying the Banquet



Silent Auction Bidding War Begins



Tim Neal, Ed Zarb, Rick Judson and
Lt. Gov Ron Ramsey



Executive Officer Susan Ritter



Directors at Board Meeting



NAHB Chairman Rick Judson,
Teresa Groves and HBAT
President Mitzi Spann

Women Make History

For the first time, two of our associations have elected women as presidents.

The Home Builders Association of Greater Kingsport recently installed Paula Stauffer of Stauffer Construction as 2014 President. And Kim Grant Brown was elected the first female president of the West Tennessee Home Builders Association. Brown also is the youngest president of the association.



If Stauffer's name sounds familiar, you'd be correct. Her husband is David Stauffer, the Home Builders Association of

Tennessee president for 2014. He had the honor of installing his wife as president.

Paula Stauffer has been in the building industry over 30 years and has served locally as Vice President and 2nd Vice President, and she has been on many committees. Further demonstrating her strong commitment, she is involved not only on the local level but also state and national.

Everyone knows that Paula has been tremendously supportive of her husband David over the years, and they have worked well together as a team to make their homebuilding business flourish.

Kim Grant Brown's election comes at a momentous point with the West Tennessee HBA. It celebrates 70 years in



2014. And, Brown will preside over the first full year of the association's expansion across 21 counties of West Tennessee.

"In what can be a rough-and-tumble industry, Kim Grant Brown has proven that a young woman can not only make her way, but also be successful in the home building industry," said Don Caylor, 2013 board president of WestTNHBA. "This is the quite the feat for one of only two woman-owned home construction companies in the area. This woman is more than someone who lucked up with a notable last name; this is a woman who is driven to excel in her field of choice."

Brown's December inauguration kicked off WestTNHBA's 2014 plans to continue increasing its membership within the West Tennessee region, to bring more minority members into the organization, to celebrate 70 years of providing quality homes to the residents of West Tennessee and to continue to unite and strengthen the homebuilding industry in West Tennessee.

"Paula and Kim's elections are wonderful achievements for both them and the associations they represent," said Susan Ritter, HBA's executive director. "This reflects our industry's growing diversity and recognition of the leadership that comes as a result."

MARCH 2-4, 2014

Spring Legislative Conference & Board of Directors Meeting



at the Hilton Suites, in Nashville, Tennessee

The laws and regulations that impact our industry are changing fast. The HBA's Legislative Conference is the association's largest meeting focusing on state and federal legislative—plus, regulatory and political issues—that impact the home building industry. Face-to-face meetings are the most effective way to influence our legislators. Take this opportunity to join us for our 2014 Legislative Meeting. Provide a voice while keeping legislators informed on issues that affect us.

REGISTER NOW!
Go online to www.hbat.org

The conference will be held at the Hilton Nashville Downtown location at 121 4th Ave. South—just minutes from Capitol Hill. A block of rooms is reserved for the HBA. To receive the discounted rate of \$169 per night, please call (615) 777-1700 or go to the web site for registration information. Based on availability, discounted rates are available until Monday, February 10. So don't wait, call today!

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Local, State, and National HAPPENINGS

Chattanooga HBA

Swafford Named 2013 NAHB Remodeler of the Year



Tim Swafford, owner of Swafford Construction was named the 2013 National Association of Home Builders Remodeler of the Year in recognition of his professional

achievements in remodeling.

The announcement was made at the NAHB Remodelers' gala on Oct. 17 during the Remodeling Show in Chicago. NAHB Remodelers is NAHB's remodeling arm.

He is involved in the Home Builders Association of Greater Chattanooga where he serves as the current president in addition to being an NAHB National Director and a member of the NAHB Remodelers Board of Trustees.

"Tim Swafford's superior professionalism is evident in the high regard in which he is held by his clients and peers," said NAHB Remodelers Chairman Bill Shaw, GMR, GMB, CGP, a remodeler from Houston. "I'm pleased to present this award to a remodeler who is a leader in customer service, craftsmanship and in all levels of our association."

Swafford has been in business with Swafford Construction since 1985 and joined NAHB Remodelers in 2003. In addition to his excellent customer service record, Swafford is an active community volunteer who exemplifies the remodeling industry's charitable spirit.

Knoxville HBA

Denis Rochat Elected to Board of Directors



Denis Rochat, President/CEO Rainwater Resources™, was elected to the nine member Board of Directors of the American

Rainwater Catchment Systems Association (ARCSA) at the organization's annual meeting in Austin, TX on November 5. ARCSA's mission is to promote sustainable rainwater harvesting practices to help solve potable, non-potable, stormwater and energy challenges throughout the world.

Of his election to the Board, Denis said, "Our company, Rainwater Resources™ seeks many of the same outcomes as does ARCSA. To be able to serve at this important point in the growth of our industry is inspiring and look forward to working with the Board."

Denis is a Certified Water Specialist VI with extended studies in reverse osmosis, ozone, de-ionization, microbiological and ultra-filtration. He is an American Rainwater Catchment Association (ARCSA) Accredited Professional and an ARCSA Certified Inspector Specialist. Denis is licensed by the Tennessee Department of Environment and Conservation as a water treatment installer.

Rainwater Resources™ and Perfect Water™ are members of USGBC (US Green Building Council, Knoxville Chapter), Knoxville WQA (Water Quality Association), The Tennessee Stormwater Association and the Home Builders Association of Greater Knoxville.

Knoxville HBA

Denis Rochat Appoints Deanna Cox



Denis Rochat, President of Knoxville based Rainwater Resources™ has appointed Deanna Cox, Certified Water Specialist

as Vice President of Marketing. Deanna is an accredited Professional of the American Rainwater Catchment Systems Association and a Certified Water Specialist (CWS- II). She has been instrumental in the installation of custom water management systems in homes and businesses throughout the Knoxville metro area. Deanna Cox is a board member of the Home Builders Association of Greater Knoxville and a member of the Executive Committee of the Water Quality Forum

Knoxville HBA

Denis Rochat Appoints Charles Montgomery



Denis Rochat, President of Knoxville based Rainwater Resources™ has appointed Charles Montgomery of Knoxville as Territory Manager for

Rainwater Resources™ and its affiliated water treatment service, PerfectWater™. Charles is a longtime sales professional in the Knoxville Metro area having previously been National Sales Manager at Scripps Networks Interactive and a Co-Owner of Direct Integration Specialists. Charles began his career as Fulfillment and Distribution Manager at Whittle Communications.

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
2011	William Knight	Knoxville
2012	Denzel Carbine	Franklin
2013	Coolige Johnson	Johnson City
2013	Tim Neal	Nashville

BUILDING PERMITS

Below are the current, total building permits, as reported by MarketGraphics Research Group, Inc., through November 2013:

Greater Nashville

The Greater Nashville 12-County Building Permit Summary includes the counties of Bedford, Cheatham, Davidson, Dickson, Marshall, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson. Year-to-date permits for these counties total 8,192; 2012 was 6,891.

The Memphis Metro Area

The Memphis Metro Area includes Crittenden, DeSoto, Fayette, Shelby and Tipton counties. Year-to-date permits for these counties total 2054 (Jan. through Oct.); 2012 was 1786.

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 1944 (Jan. through Oct.); 2012 was 1486.

Montgomery County/Clarksville

The Montgomery County Permit Summary is listed separately. Year-to-date permits total 1025 (Jan. through Oct.); 2012 was 1178.

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 1555 (Jan. through Oct.); 2012 was 1418.

Northeast Tennessee

The Northeast Tennessee Area includes the counties of Carter, Greene, Hawkins, Sullivan and Washington. Year-to-date permits for these counties total 571; 2012 was 495. (Y-T-D through Q3 data provided by Market Edge, Inc.)

The overall building permits reported through November 2013 total 15,341; 2012 was 13,254; an overall increase of 15.7% over 2012.



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2014

HBAT MEETINGS



SPRING MEETING

March 2 – March 4
Hilton Suites Downtown
Nashville, Tennessee



SUMMER MEETING

June 22 – June 25
Hilton Myrtle Beach
Myrtle Beach, South
Carolina



FALL MEETING

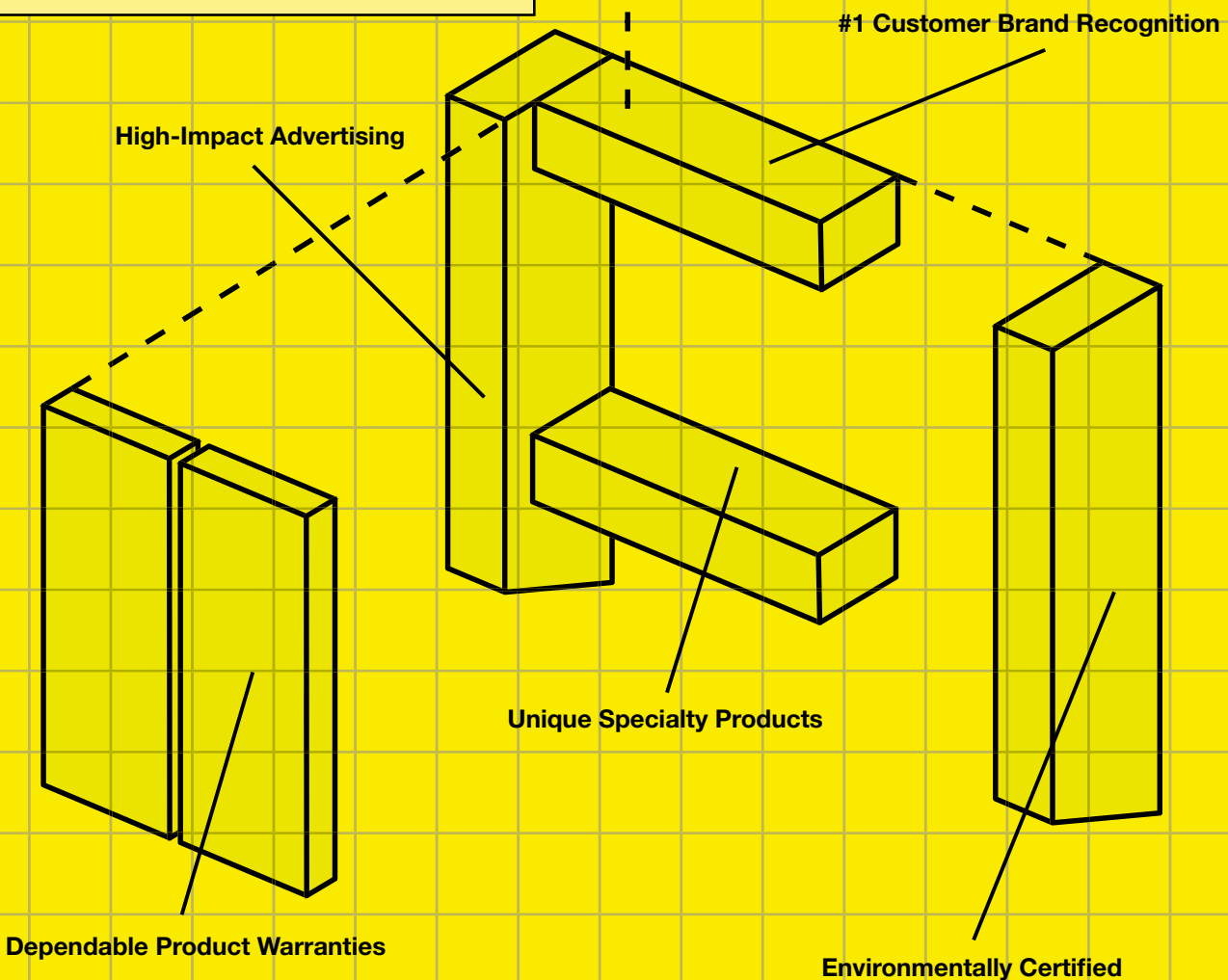
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