

TENNESSEE HomeBuilder

Vol. 16, No.2

Official Magazine of the Home Builders Association of Tennessee



Representative

See page 16


JASON ZACHARY
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TENNESSEE HomeBuilder



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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 2,700 member firms as the Voice of the Housing Industry. We advocate housing affordability and availability through:

- Legislation
- Communication
- Education



Rep. Jason Zachary was kind enough to answer a few questions for us.

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Representing Knoxville Since 2015

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2017



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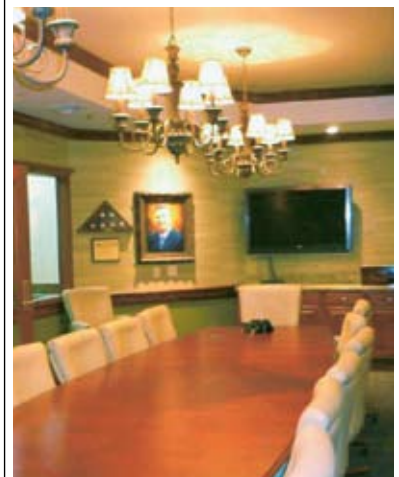
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President's Perspective

*Dennis Epperson
HBAT President*



**GO
BUILD**

Another year is just about over, and it's been a good one.

We continue to get stronger as the housing bust becomes more distant in our rearview mirrors.

Our industry still has challenges, of course. Regulation overreach always tops our list of concerns.

But a shortage of labor has become a persistent issue for the industry, not just here, but across the country as homebuilding grows to meet new demand. And the problem exists in all building trades in residential construction.

The National Association of Home Builders recently noted that it has been more than a decade since we have seen the number of unfilled jobs the industry has today. At last count, there were 247,000 open jobs in construction, a 26-percent increase over last year.

We lost a lot of skilled people during the recession. Many didn't come back into the industry as business improved. And, the average age continues to rise for

the construction workers. The pipeline of skilled people simply hasn't been big enough to replace those who are retiring.

That is changing here in Tennessee with the Go Build Tennessee. More than a year ago, we supported the creation of Go Build Tennessee as a way to encourage more young people to enter the construction profession.

Go Build Tennessee has been making great strides with its marketing efforts to reach our youth. We are still early in the effort, but we are seeing a tremendous amount of interest in the profession when the target age group, 16 to 24, sees the information Go Build Tennessee provides.



They perk up when they hear that they can earn a great income without having to go to college. As Mike Rowe, the former host of Discovery Channel's "Dirty Jobs" and a champion for skills training, once said, "Not all knowledge comes from college."

All we have to do is look at our

neighbor, Alabama, to see what to expect with the marketing efforts. Career tech enrollment had been declining before Go Build launched there. Now, enrollment is up more than 24 percent and growing.

We are confident we will see the same kind of results here in Tennessee.

As an association, we can help speed up the results. You can be an influencer by talking to high schoolers about the profession.

You also can be a recruiter by going to career fairs in your local areas and talk up the industry. Go Build Tennessee has grassroots teams who can help you with talking points and material to make the recruiting easier. Go Build Tennessee will promote your training programs if you have them.

Our members can play a major role in closing the skills gap here in Tennessee. It's extra work to our already busy schedules. But that work will pay dividends for our industry in the future and ensure we grow as a major Tennessee employer with a significant economic impact.



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Executive Outlook

*Terry Greene
Executive Officer
HBA of Greater
Chattanooga*



DRINKING FROM A FIRE HYDRANT

In mid-August, several Executive Officers from local HBAs in Tennessee traveled to Denver, Colo., for a three-day conference on what can be best described as a series of workshops and general sessions designed to educate and motivate HBA Executive Officers from throughout the United States. It was called the Association Management Conference, or “AMC,” and it attracted several hundred attendees, workshop facilitators and keynote speakers.

Some examples of the different workshop sessions included “Workforce Development in the Building and Construction Industry,” “Building Membership Loyalty and Engagement,” “Advanced Sponsorship Strategies and Techniques” and “Enhancing Your HBAs Brand Through Social Media.” There were many, many more and all were designed to provide information and direction from experts in the different fields or industries.

Going to conferences such as the AMC can often resemble getting a drink of water from a fire hydrant. You know it’s there, you know it’s good for you and you know you need it, but it comes in gulps. The secret is to zero in on the difference between what is wanted and what is needed. And once that piece has been determined, boil it down even further to the point where you only focus on what you believe is practical, reasonable, and most importantly, doable.



Every local HBA in Tennessee, of which there are 14, is managed by an Executive Officer. That EO may be part-time or full-time and depending on the number of active members, may be the only person in the office. Other HBAs with larger populations and membership numbers have a support staff to assist with such responsibilities as events, accounting, membership services and professional education. Regardless of the size of the local HBA, there is a common thread that ties all of us together—and that is the duty and responsibility to make certain

the local membership is receiving the best possible leadership and direction.

Our members invest their resources and trust in each one of us. From there, whether we’re a staff of one or 10, it’s a daily walk that requires dedication, perseverance and a sense of humor. It has been an amazing experience to be able to work with and learn from such dedicated and successful professionals, both in Tennessee and throughout the United States at venues such as the AMC, where we step out of our comfort zone and learn how to better serve our local HBA.

The great news is the Home Builders Association of Tennessee has a committed, enthusiastic and extremely well qualified group of Executive Officers that knows the difference between motion and progress. We aren’t afraid to take a step back if it means two steps forward. We’re not afraid to ask “What do you think?” We’re not afraid to take a drink from a fire hydrant. And all of this is done with great pride and confidence in knowing each and every one of us works with and for some of the most awesome people we’ve ever known and with an industry that represents the American Dream of one day owning a home.

On behalf of my fellow EOs from throughout Tennessee, thank you for such an exciting and fulfilling opportunity.



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Their hard work and craftsmanship keep us sheltered and safe. And yet framers are the unsung heroes of homebuilding. Norbord intends to change that on September 1st. Thank A Framer Month begins by honoring the American framer with our celebratory video and #thankaframer social media campaign. Why do this? Because we believe that framers are inextricably built into the American Dream. We invite you to join us in a national show of gratitude.

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Norbord

Legislative Summary 2017

Legislative Review

*James Carbine
Chair, Government
Affairs Committee*



Our efforts at the Tennessee General Assembly this year paid off with a big win.

With the support and endorsement of the Contractors Licensing Board, HBAT was successful in introducing and getting passed legislation that raised the contractor licensing limit from \$750,000 to \$1.5 million. It also raised the threshold that requires residential contractors to submit audited financial statements from \$1,500,000 to \$3,000,000.

The threshold had not been adjusted since the early 2000s. The Contractors Licensing Board still has the ability to limit a contractors licensing limits based upon experience.



Gov. Bill Haslam with Tim Wargau, Joy Odjegba, Susan Ritter, James Carbine, Jeff Burkhart, and Sen. Jim Tracy

Gov. Bill Haslam signed the legislation into law in May and it took effect July 1.

Sen. Jim Tracy sponsored the Senate version of the bill while Rep. Tim Wargau handled the House companion bill.

Winning on this legislation helps builders reduce operating costs so we can keep home prices affordable for our homebuyers.

A second legislation we supported has been pushed to the next legislative session.

The Senate version sponsored by Sen. Becky Duncan Massey passed out of the State and Local Government Committee. Rep. Marc Gravitt sponsored the House version, HB-476.

This bill would reaffirm that local municipalities do not have the power to broadly regulate and/or restrict exterior aesthetic materials for home construction.

Municipalities do not have the ability to enforce restrictions if the International Residential Building Code doesn't restrict certain exterior residential building materials. Regulating exterior materials has nothing to do with life safety.

Restricting materials that may be lower in cost harms the ability to provide affordable or workforce housing.

As always, we work toward countering and removing regulation overreach wherever we can. We will working diligently in the next session to resolve any issues with the legislation to achieve another win for our industry.

Home Builder's Association of Tennessee PAST PRESIDENTS

2017 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
2013	Mitzi Spann	Nashville
2014	David Stauffer (Deceased)	Kingsport
2015	Steve Hodgkins	Memphis
2016	Jeff Burkhart	Clarksville

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CUMBERLAND COUNTY HBA

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WEST TENNESSEE HBA

James Reid(901) 372-8500

JASON ZACHARY

CONGRESS



STATE REP. JASON ZACHARY

has been representing his hometown of Knoxville since 2015. He won the seat left open by the resignation of Ryan Haynes who had been elected chairman of the Tennessee Republican Party.

He is vice chair of the House

Insurance and Banking Committee and a member of the House Transportation Committee. Outside of his legislative duties, the representative is an owner in Knoxville telecommunications firm Americomm. He and his wife Holly have a son Tyson.

Jason sponsored key stormwater legislation in this year's session and shepherded it through the House over some obstacles. The legislation would toughen the rulemaking process for the Tennessee Department of Environment and Conservation.

Why was this particular piece of stormwater legislation needed?

The legislative body is elected by the people to be a voice for the people. There are times when the unelected bureaucracy oversteps their bounds and begin taking action that the Constitution clearly states belongs only to the Legislative branch of government. In the case of the

stormwater legislation, TDEC had continued to take steps that dramatically increased development cost through regulation.

The stormwater legislation, HB 362, which passed the House of Representatives, requires TDEC to come before the Government Operations committee to promulgate rules, insuring that the people of the state have a voice through those whom they elected.

What's the relationship between your legislation and stormwater legislation that became law last year?

The legislation that passed in the 109th General Assembly stated that TDEC could not exceed EPA standards. However, the legislation left room for interpretation. The legislation we passed this year in the 110th General Assembly, requires TDEC to come before the Government Ops Committee to promulgate rules, bringing transparency and accountability to the rule making process.

What was the biggest hurdle in getting the legislation through the House?

There were many challenges as this legislation worked its way through six different committees in the House. As with many pieces of legislation, the misinformation about this

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bill and what it was actually going to accomplish, was one of our biggest challenges. Those who worked against the bill created doubt and confusion among members of the various committees, which makes for long days and many clarification conversations with the sponsor of the bill as the legislation makes its way to the House Floor.

What's the next step for the legislation?

The stormwater legislation passed in the House with overwhelming, bi-partisan support. The bill will now be in the Senate in January of 2018. Once it passes the Senate, it will be sent to the Governor and signed in to law.



FUN QUESTION

What are your hobbies when you manage to have free time?

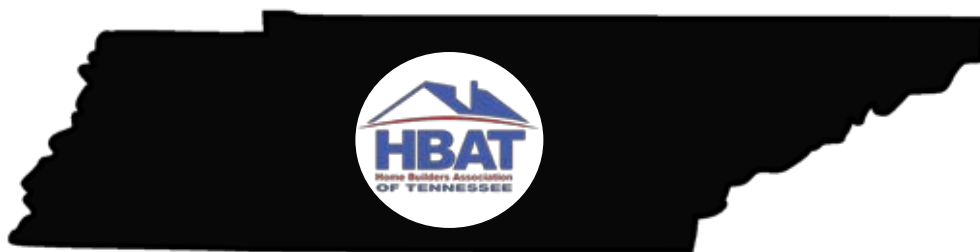


Anything involving my family, which includes football and basketball games, church activities and traveling to historic sites. I also coach the middle school basketball team at Concord Christian School. When time allows, I enjoy reading books about our nation's founders.





DAVID STAUFFER & **cafe press** **SCHOLARSHIP** **HELP BUILD OUR INDUSTRY**



These days, with the price of college tuition, every little bit helps to cover the cost of college.

Each year, the Home Builders Association of Tennessee makes that effort easier students through the David Stauffer Scholarship. This scholarship goes to high school seniors who want a career in construction, engineering or architecture.

It is one piece of a major effort to encourage more high school students to pursue construction as a career. We still struggle with labor shortage, and our industry needs the pipeline of skilled industry professionals into our industry.

This scholarship, combined with Go Build Tennessee efforts, helps us build that pipeline.

Students going to trade school, community college or a four-year university can apply for the scholarship that totals \$1,000. The state association provides \$500 to match the \$500 the local association provides.

How many we give depends on how much we raise for these scholarships. This where you do something a little extra for the

association. You can donate funds each along with promoting the scholarship in your local community.

To donate, you can send any amount of contribution to the HBAT, and we will gladly apply the money to the Scholarship fund.

If you are interested in donating and would like to send a check, please make the check out to the HBAT or Home Builders Association of Tennessee address 213 Fifth Avenue North, Suite 200, Nashville, TN 37219.

Don't forget to include a note at the bottom of the check that you want it put towards the DAVID STAUFFER SCHOLARSHIP.

Another way to donate is by buying HBAT logo merchandise on Café Press (www.cafepress.com). The money raised from the site will also be applied toward the scholarship fund.



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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	Coolidge Johnson	Johnson City
2014	Charles Morgan	Memphis
2015	John Floyd	Murfreesboro
2016	Mike Stevens	Knoxville

BUILDING PERMITS

Below are the current, total building permits, as reported by MarketGraphics Research Group. Tri-Cities' permits provided by Market Edge, Inc.

Greater Nashville as of 9/30/17

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 11,553; 2016 was 10,988. Increase of 5.14%.

The Memphis Metro Area as of 9/30/17

Montgomery County/Clarksville as of 9/30/17

The Montgomery County Permit Summary is listed separately. Year-to-date permits for these counties total 1112; 2016 was 956. Increase of 16.3%.

Knoxville Area as of 9/30/17

The Knoxville 6-County Area Building Permit Summary includes the counties of Anderson, Blount, Knox, Loudon, Roane, Sevier. Year-to-date permits for these counties total 2881; 2016 was 2420. Increase of 19.05%. (Data provided by Market Edge, Inc.)

Metro Chattanooga as of 9/30/17

The Metro Chattanooga Area Building Permit Summary includes the counties of Bradley and Hamilton. Year-to-date permits for these counties total 1655; 2016 was 1694. **Decrease of 2.3%.** (Data provided by Market Edge, Inc.)

Tri-Cities as of 9/30/17

The Northeast Tennessee Area includes the counties of Carter, Greene, Hawkins, Sullivan and Washington. Annual permits for these counties is 870; 2016 was 690. Increase of 26.1%. (Data provided by Market Edge, Inc.)

Local, State, and National HAPPENINGS

HBAT SPONSORSHIPS CONTINUE TO GROW

Sponsorships play a big role in helping fund the programs and benefits the Home Builders Association of Tennessee offers to members.

When you see representatives of any of our sponsors, please thank them for supporting our members and making our association much stronger. Their support is especially helpful in our advocacy efforts.

This year, we welcomed three new sponsors to HBAT: PPG Paints; F&M Bank in Clarksville and Patten & Patten, investment advisors in Chattanooga. PPG Paints came on as a Double Diamond sponsor along with F&M Bank, and Patten & Patten became a Gold sponsor.

They join new sponsors who came aboard last year: Pinnacle Financial Partners in Nashville; Vinyl Siding Institute in Washington, D.C.; Irving Materials Inc. in Nashville; American Portables in Cleveland, Tenn.; and NexGen Building Supply in Nashville.

Our new sponsors join with longtime sponsors Midsouth Mutual Insurance, Builders Mutual Insurance, 84 Lumber, Ferguson, 2/10 Home Buyers Warranty, Atmos Energy, LP, General Shale Brick, Henley Supply & Millwork, Pointer Insurance, Tennessee Housing Development Agency, and Acme Brick Tile & More.

We have an easy process if you would like to become a sponsor to build on your membership. With sponsorship, you can enhance your company's brand through greater visibility, which helps increase your sales. Just give us a call—(615) 777-1700.



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2018

HBAT MEETINGS

SPRING LEGISLATIVE MEETING



February 26 – February 27
The Hilton Nashville Downtown
Nashville, Tennessee

ANNUAL SUMMER MEETING



June 23 – June 28
The Henderson Resort
Destin, Florida

FALL MEETING OF THE MEMBERSHIP



November 8 – November 10
The Westin Nashville
Nashville, Tennessee



www.jamesandcompany.com

MUSHROOM WOOD

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reclaimed and recycled
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growing beds.

Used for ceilings, walls, doors,
furniture, faux beams, etc.



Making your creations,
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We are proud to offer
our customers the best
quality of reclaimed woods
available, we have no new
woods at all.

"Once is not enough!"



With almost 30 years in the business now, our family owned and operated reclaimed wood shop has turned into
James & Company Antique Timbers and Flooring, LLC internationally!

We take great pride in recycling and rebuilding the future with pieces of the past, we also want our customers to be
100% satisfied with the experience of learning where these woods come from and with the product they choose for
their forever home. Whether it be a mantle for the man-cave or timbers, flooring and wall paneling for the
rustic elegant home, we've got you covered!



FORT PAYNE, ALABAMA

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