

THE METRO

WHAT TO EXPECT

- A QUICK LOOK AT WHAT'S BEEN GOING ON WITH YOUR ASSOCIATION IN 2019
- THE HOME SHOW RECAP
- THE 2019 SPRING PARADE OF HOMES WINNERS
- FEATURED ARTICLE BY PROSOURCE
- RANKIN CO. ROAD ORDINANCE BY TREY COPELAND
- REMODELER'S ARTICLE

SPRING 2019
PARADE
OF HOMES
BEST IN SHOW WINNER

104 Kensington Bend of Reunion
Michael Tate, CPB • Tate Homes



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- PriorityOne Bank
- ProSource Wholesale Floors
- The Clarion Ledger
- Trustmark National Bank
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THE METRO

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DO BUSINESS WITH A MEMBER.

SPRING 2019
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104 Kensington Bend of Reunion
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HOW MEMBERSHIP BENEFITS EVERYONE IN THIS INDUSTRY.

– NOT JUST MEMBERS

From my perspective, I hear many, many reasons why people are members of this Association. Most supplier companies join because they are interested in gaining new business. It starts that way, but by building relationships with those that you do business with, you gain friendships that you never would have in this construction industry. And to take that a step further, I have personally called on those same friends to help me with issues that have come up in my business and gained knowledge from those friends who have helped me personally, as well. The benefits that a home builder receives from being a member are mostly the same benefits that a non-member receives – using the Association to speak for our industry. Since I've been President, there have been several circumstances where not only did our members unite to prove a point in local government issues, but we were actually able to change some restrictions for business. We were asked to be involved in the process of deciding what is best with our industry in mind. I found out that there IS quite a difference between 1 or 2 builders discussing problems in the area with local representatives and having 50 local members showing up at a meeting in support of our industry – united.

This same reason is why we should all continue to encourage everyone in the industry to join. I know some of us are looking for the best price, or we think that our subcontractors can't afford to join, but really there is no reason NOT to join. The price of the job that we are paying shouldn't have anything to do with membership. The membership should be the very first thing that is required. Our supplier companies that ARE members, deserve to quote the job. I realize that not every builder can do business with every member. And, my business has reasons for loyalty with some companies. However, when I'm in the market for change, I want you to make it easy for me to choose my next supplier company. In the near future, my company will be using products in our homes that we've not provided before – I want to shop our members. I want to work with companies that provide the products that I need – and the customer service – it is necessary to be able to talk through a delivery issue or product issue with my rep when something goes wrong, because we all know it does!

Membership has changed tremendously over the years. It's easier to use email and text as a source of communication – you don't have to spend as much time on each customer. However, the one thing that doesn't change throughout the years is that face-to-face communication is what closes the deal. Then, once you have that relationship built, text and email will work on smaller details of the job. I encourage attendance from both Builders and Associate members to our events. You may not realize it, but there is a lot of business conducted at all of our events. If you're not there, then your competitors are building relationships with those that are there.

One last note that many members may not realize – you are encouraged to invite guests to any of our events. We would like the opportunity to talk to someone about joining the Association. If you bring someone that you know or do business with – invite them to attend events with you. That gives us a chance to explain all the benefits to them and introduce them to other members for you. This Association has helped me and my business, and I'm sure it has helped your business too. Let's share that with other companies.

WHAT IS GOING ON WITH NEW CONSTRUCTION IN OUR LOCAL MARKET?

SUBSCRIBE TO OUR NEW PERMIT SERVICE:

Find out who is building and where. Get detailed contact information to sell your products or services. The report provided is an Excel file & can be custom sorted and publishes each week.

METRO JACKSON AREA REPORTING SERVICE:

HBAJ now provides data collection and reporting of residential and commercial permits in the Madison, Rankin and Hinds County areas.

INFORMATION GATHERED INCLUDES:

- Date permit was issued
- Type of permit – commercial, residential, pool, roof
- Area – city or county
- Type of project – remodel, single family, etc.
- Project address & value
- Contractor name & contact information
- Owner information – where applicable
- Additional contacts – electrician, plumber and heating & air contacts for projects

* Most data is collected weekly unless it cannot be obtained by the city or county office. In some areas, data will be collected once per month.

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* Subscription is provided after annual payment has been paid.

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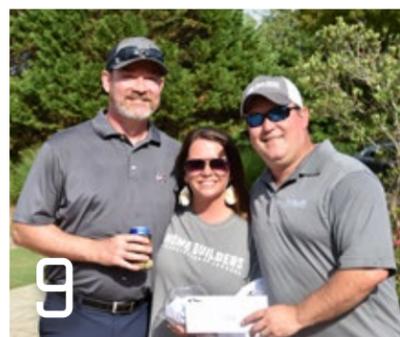
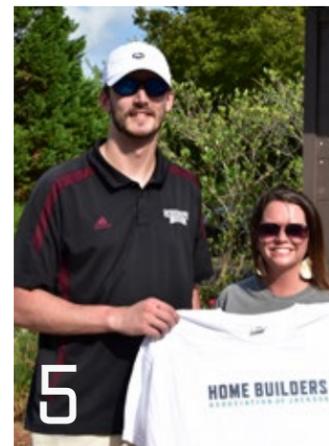
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Home Builders Association of Jackson held its annual Golf Outing at Lake Caroline Golf Club on June 20. The event went very well with everyone from our players, sponsors and volunteers having a good time. Our winners this year: 1st place – Capitol Building Products, 2nd – NOLA, 3rd – Old South Brick, Closest to Pin – AND HOLE IN ONE – Marc Hearst! Other Closest to Pin – Steven Smith and Longest Drive – Glenn Patrick (Atmos team). Thanks to 84 Lumber, Acme Brick, AmFed, Atmos Energy, BancorpSouth, BankPlus, Capitol Building Products, CenterPoint Energy, CertaPro Painters of Jackson, Community Bank, Constress, First Bank, Frierson Bailey Lumber & Supply, Lana Pate Designs, Magnolia Lighting, MMC Materials, ProSource, RE Parsons, Service Partners, Sherwin Williams, Strength Roofing & Siding, Sunbelt Lighting and Trustmark for sponsoring this event. Photos courtesy of Magnolia Lighting.



- 1. John Michael Rainey, Michael Young, Billy Ray, Rachel Williams, Robyn Stevens, Lauren Odom and James Swanner
- 2. Tyler Goolsby, Michelle Harris, Joseph Sanders and David Coleman
- 3. Steven Bailey, Shane McLendon, Nash McLendon, Andy Barksdale and David Lingle
- 4. Forest Anthony, Kenny Martin, Steven Smith and Cully Torrence
- 5. Ross Renfrow and Lauren Odom
- 6. Richard Lee Sims and Brooks Strength
- 7. Blake Carroll and Jeff Jenkins
- 8. Jerome Curro, Alan Wall, John Polles and Thomas Robb
- 9. Denny McClellan, Lauren Odom and DeFord Walker
- 10. DeFord Walker and Chris Harless

HOME BUILDERS ASSOCIATION OF JACKSON'S

MEMBERSHIP DRIVE

MEMBERSHIP DRIVE GOAL — * MUST REACH GOAL

- 100 new members during April 1 – September 30 by 4:00 pm
- Top 6 Recruiters will win a cruise for 2
- Congrats to DeFord Walker for winning the 1st cruise by bringing in 6 new members during the first 2 months!

CRUISE DETAILS

- Carnival Cruise – *Glory* – Cozumel, Grand Cayman & Jamaica
- 7 Night Cruise – November 17–24 (*HBAJ Winners Cruise Together!*)

SPECIFICS

- New members calculated from April 1 – September 30 by 4:00 pm
- New members are contacts that are not currently in HBAJ database
- New member credit is given to the member that is listed on the “Recommended By” blank on the application – be sure to tell your prospect to fill out your name in this section!
- Full dues payments must be received with application to count

PERSONAL EXPENSES

- HBAJ is **NOT** responsible for trip insurance, drink packages, gratuities, on-shore excursions, incidentals, passports, transportation, etc.



CARNIVAL GLORY

CONTACT LAUREN ODOM WITH QUESTIONS.
LAUREN@HBAJACKSON.COM OR 601.362.6501

HOME BUILDERS
ASSOCIATION OF JACKSON

JULY

- 17 NOMINATING COMMITTEE – 3 PM – HBAJ OFFICE
- 23 EXECUTIVE COMMITTEE – 3:30 PM – HBAJ OFFICE
- 23 AFTER HOURS – 5 PM – KATHRYN'S
- 25 BOARD OF DIRECTORS – EMAILED

AUGUST

- 13 REMODELER'S FORUM – 12-1:30 PM – HBAJ OFFICE
- 22 MEMBERSHIP MEETING – 6 PM – TBA
- 27 EXECUTIVE COMMITTEE – 3:30 PM – HBAJ OFFICE
- 29 BOARD OF DIRECTORS – 12 PM – HBAJ OFFICE

*DEVELOPMENT GUIDE PUBLISHES

SEPTEMBER

- 2 HBAJ OFFICE CLOSED – LABOR DAY
- 4 DOVE HUNT – MORNING & AFTERNOON HUNT – RICHLAND, MS
- 9 LEADERSHIP PLANNING MEETING – 3-5 PM – HBAJ OFFICE
- 24 EXECUTIVE COMMITTEE – 3:30 PM – HBAJ OFFICE
- 24 AFTER HOURS – 5 PM – TBA
- 26 BOARD OF DIRECTORS – 12 PM – HBAJ OFFICE

OCTOBER

- 8 REMODELER'S FORUM – 12-1:30 PM – HBAJ OFFICE
- 17 FALL PARADE OF HOMES AWARDS LUNCH – 11:30 AM – HBAJ OFFICE
- 19 FALL PARADE OF HOMES – 1-5 PM
- 20 FALL PARADE OF HOMES – 1-5 PM
- 23 WADE QUIN SKEET SHOOT – SCHEDULED TIMES – CAPITOL GUN CLUB
- 26 FALL PARADE OF HOMES
- 27 FALL PARADE OF HOMES
- 29 EXECUTIVE COMMITTEE – 3:30 PM – HBAJ OFFICE
- 31 BOARD OF DIRECTORS – 12 PM – HBAJ OFFICE

NOVEMBER

- 12 AFTER HOURS – 5 PM – TBA
- 14 INSTALLATION OF OFFICERS – 11:30 AM – HBAJ OFFICE
- 17-24 HBAJ MEMBERSHIP CRUISE – CARNIVAL GLORY
- 28 HBAJ OFFICE CLOSED – THANKSGIVING HOLIDAY
- 29 HBAJ OFFICE CLOSED – THANKSGIVING HOLIDAY

DECEMBER

- 5 FOUNDATION SPONSORS LUNCH – 12-2:00 – HBAJ OFFICE
- 10 EXECUTIVE COMMITTEE – 3:30 PM – HBAJ OFFICE
- 10 HBAJ CHRISTMAS PARTY – 5-7 PM – KATHRYN'S
- 12 BOARD OF DIRECTORS NOV/DEC – 12PM – HBAJ OFFICE
- 17 REMODELER'S FORUM – 12-1:30 PM – HBAJ OFFICE
- 24 HBAJ OFFICE CLOSED – CHRISTMAS HOLIDAYS
- 25 HBAJ OFFICE CLOSED – CHRISTMAS HOLIDAYS
- 31 HBAJ OFFICE CLOSED – NEW YEAR'S HOLIDAY

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Congratulations to Tate Homes on the Best In Show!

SPRING 2019 PARADE OF HOMES AWARD WINNERS

The Spring Parade of Homes, which was held April 27 & 28 and May 4 & 5, went off without a hitch. As each spring rolls in we are welcomed by new life full of color. With the Spring Parade of Homes, HBAJ welcomed a *Garden of New Homes* into our communities. We had 60 homes entered into the Spring Parade of Homes. Thank you to our Corporate Sponsor, Atmos Energy, for all your help and support.

Our judges this time were Ann Daniels, AKBD of Ann Daniel Design and Lauren Harris of M Design. Ann, a veteran to judging the Parade, is returning again after last judging the 2018 Spring Parade of Homes. Lauren returned for another year after judging the 2018 Fall Parade of Homes. Each said that the homes in this parade were beautifully crafted and designed. We look forward to having them judge future Parade of Homes. We also want to thank them for their time and participation over the two days of judging.

The Spring Parade of Homes Award Luncheon was held on April 25 at the HBAJ office. This Parade Luncheon theme was *New Homes In Full Bloom* and was well attended. We crowned a new Best In Show winner this Spring. Congratulations to Michael Tate on winning this Parade of Homes' Best In Show with your home, 104 Kensington Bend. Thank you to BancorpSouth, BankPlus, Constress, Maples Law Firm, MMC Materials and Trustmark for sponsoring the luncheon.

Home Builders Association of Jackson would like to thank all the participants in the Spring Parade of Homes, and we hope to see even more beautiful homes this Fall!

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334 Emerald Way
Gardens of Manship • William White



308 Woodscape Cove
Woodscape of Oakfield • Allen Kitchens

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101 St. Croix Lane
Martinique • Irvin Ellard



402 W. Cowan Creek Cove
Cowan Creek • Christian Cowan CPB, CGP



148 Magnolia Place Circle
Magnolia Pointe • DeFord Walker CPB & Kelli Foster

\$301,000 - \$350,000



128 Coventry Lane
Coventry • Carl Sandberg CPB



244 Ironwood Place
Ironwood • Scott May CPB



250 Ironwood Place
Ironwood • Scott May CPB

\$351,000 - \$400,000



123 Lake Ridge Drive
Caroline • Todd Seymour



700 Northridge Trace
River Forest • Gary Lyles & Wayne Lyles



109 Camden Lake Circle
Camden Lake of Caroline • Allen Kitchens

\$401,000 - \$500,000



198 N. Natchez Drive
Lost Rabbit • David A. Turner



1109 Sapphire Crossing
Latter Rayne • Gary Lyles & Wayne Lyles



1109 Limerick Lane
Clover Valley • DeFord Walker CPB & Kelli Foster

\$701,000 - \$800,000



303 Heron's Lane
Heron's Landing of Bridgewater • JonMark Jordan CPB



227 Honours Drive
Reunion • Castlerock Properties



122 Heron's Circle
Heron's Landing of Bridgewater • Turn-Key 1

\$501,000 - \$610,000



187 Crossview Place
Crossview Plantation • Brian Burkley



215 S. Woodcreek Road
Eastwood • Steven G. Smith CPB



195 Welchshire Drive
Whittington • Castlerock Properties

OVER \$800,000



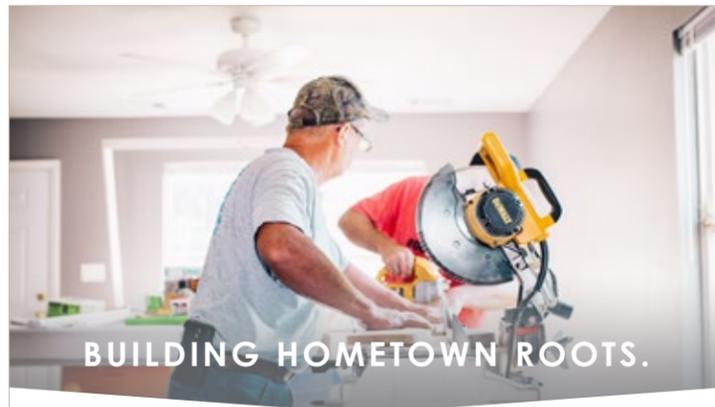
104 Kensington Bend
Reunion • Michael Tate CPB



108 Hidden Glades Drive
Bridgewater • JonMark Jordan CPB



245 Hidden Creek
Bridgewater • Lawrence Burke



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BEAUTIFULLY STUNNING

104 Kensington Bend of Reunion

Michael Tate, CPB • Tate Homes

Wow. Apparently Michael Tate flies under the radar! This 4,955 square foot home located in Reunion neighborhood is just a short walk down the street from the second beach and lake, (yes, another man-made neighborhood beach in Reunion.) It's like living in a resort area!

Arrive on Kensington Bend's cul de sac, up the drive and park either at the front entrance, where there is dedicated parking to visitors, or further up the driveway towards the back of the home, which has another extended parking pad. The front entrance is perfect for visitors as it's conveniently located near a side patio, which is partly covered, with painted, exposed beams and offers a friendship door. The painted brick half wall around this patio has been designed for privacy, yet offers a quick and convenient entrance to the kitchen and keeping areas of the home. Brick and masonry were provided by fellow HBAJ member, Old South Brick & Tile.

The journey through this home begins by its impressive front entrance that has professionally landscaped rock beds. It's a sprawling, elegant floor plan and that's prevalent at first view. Soft, white painted brick and grey shutters are mused with a copper gas lantern. There are smooth, stone pavers which are used as steps to gracefully reach the front door. Thanks to Barnett Phillips Lumber for supplying many of the key products in this home.

Arched grey painted wood and glass front doors open into natural hardwood floors in the foyer. A pleasant surprise is that the home has been staged with furniture and accessories from Antique Shops of Jackson. Their work to add livability to this home for sale escalates the visual to another level.

Just inside the front doors, you'll notice an office with a front entrance view through double glass entry doors. There are details including built-in open shelving, spotlight/sconce for displaying an art canvas or award and a painted wood lighting fixture.

On to the open, formal dining room where the area also overlooks the front of the home. The dining room is a perfect location with access to the wet bar and wine room. The Parade judges loved the addition of the wine room with diamond shaped glass panel door and grey, shiplap walls. There are cabinets, drawers and a multitude of wine bottle racks to handle any celebration. The wet bar countertop escalates elegance by continuing the white and grey striped marble tones. Add the Avallon brand wine cooler and U Line ice maker to the professional appliances for the home. The sink makes a statement with a hammered silver bowl and chrome plumbing fixtures. The backsplash is made of small (2"x1") grey and white tile. The picturesque window over the wet bar sink gives a sneak peak of guests arriving. This is a perfect area that includes a huge, open shelf pantry with additional cabinets and drawers for storing items for the wet bar and kitchen, located two steps around the corner. Fellow HBAJ member, ProSource, supplies this home with exceptional counters, flooring and tile.

The kitchen takes this home to a whole other level – with the attention to detail given by Tate. The marble counter and island are complementary to other countertops in the home but it's a more delicate pattern in the kitchen. The island has seating for three and the cabinetry in island houses a Wolf gourmet warming drawer and cabinets and drawers for storage. Tate supplies a Wolf six burner stove with cooking griddle and 1.5 ovens with an Air King vent-a-hood, which is a nice, simple vent hood and custom trim. There is a large, undivided, open sink in the kitchen, and to top it all off, there is another picturesque window above this sink,

as well. A painted and flecked gold iron barrel lighting fixture over the island makes this kitchen soar above others. Beyond the kitchen work area, you'll find the kitchen/dining traditional eating area, and then a large keeping/lounging room that handles an overflow of guests from the kitchen with its own fireplace. Tate also creates a shiplap accent wall near the door that heads to an outside covered patio, complete with grill, cabinets and drawers. Move on to the family room with painted white brick fireplace and mantle sans hearth. There are three large windows which overlook the back covered patio and grill area.

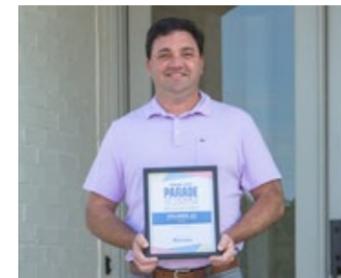
The master bedroom is painted grey with white tongue and groove ceiling and squared beams. In the bath, you'll find a stand-alone contemporary tub with chrome fixture and mirrored accent wall. Quality Glass does a spectacular job with their products in the master bathroom. Flooring in the master bath is a white with taupe striped marble tile and the same tile serves you on the shower walls unless covered with seamless glass. The master vanities are pure, clean and the same cabinets and drawer space is duplicated for both occupants. It's special to note that both vanities have their own personal window, which is a fabulous feature for natural light added into the room. You'll have to share the space in the closet, but it's not an inconvenience as this master closet has an enormous amount of built-in open and covered cabinets, shelving and drawers – in fact, all of the cabinets and shelving and drawers cover every vertical space in the closet. Storage will not be an issue.

There's a guest room around the corner from the master, which could be used as a nursery and would complete a master suite package like no other. There are plenty of built-in cabinets, shelves

and drawers in the walk-in closet. In this full bathroom, Tate's details are completely white except for the soft grey herringbone tile, chrome plumbing fixtures and silver framed mirror.

The upstairs completes the guest suites beginning with iron railing and wood floors that carry you to the second floor of the home. The floor plan positions a window and sitting area near the top of the stairs. You're immediately drawn to X-designed cabinet faces and these cabinets completely fill an entire hall for media storage, bathroom items and plenty of room for extra towels to store. This entire wing houses 3 large bedrooms, 3 large full bathrooms and an approximately six by three foot storage room. All bedrooms and baths are laid out similarly with complementary tile and features to the others.

Just a couple other rooms to note downstairs. There is a walk-through mail/office area complete with desk and drop zone cabinets, drawers and shelves. Just around the corner is a ½ bath with a super contemporary amoeba shaped mirror. Cudos to Quality Glass & Tile for supplying these jet-setting products in this bathroom as well as the 5 other bathrooms! The chrome fixtures are very industrial in style but this half bath definitely has its own personality! Also, the laundry room is unusually noteworthy as Tate adds a window for natural light in this room, as well as under counter lighting, smooth counter for folding clothes perfectly, MTI sink with scrub board side and soap resting area, cased opening for a 2nd storage refrigerator and the same cabinets and drawers galore painted grey in this room. This home is so thorough, it launches into an amazing experience for this year's Parade – an undoubtedly earned Michael Tate "Best in Show!"



SPRING 2019
**PARADE
OF HOMES**
BEST IN SHOW WINNER



REEVES/THOMAS
DRAW DOWN
& CRAWFISH BOIL

The Home Builders Association of Jackson held its annual Reeves/Thomas Draw Down & Crawfish Boil on April 4th. This is the most attended HBAJ event of the year and this years Draw Down did not disappoint. Even though we had to fight mother nature that night, we still had over 200 people in attendance. Congratulations to everyone who won a prize that night. Our Top 5 winners this year: BankPlus, Irvin Ellard, Scott May, Debbie Williams and the team of Cynde Ray, Marvin Freeman & Sarah Freeman (winners of the auction). We would also like to thank our sponsors, 84 Lumber, AmFed, Atmos, BancorpSouth, BankPlus, Community Bank, CenterPoint Energy, First Bank, MMC Materials, ProSource and Trustmark, for making this a great event.



1. Landry Holloway, Carl Sandberg, Emily Sandberg and Chris Smith
2. Derrick Collett, Haley Bianchini, Lyle Strickland, Claudia Bruner and Jay Bruner
3. DeFord Walker and Jeff Sullivan
4. John Michael Rainey and Currie Rainey
5. Cynde Ray, Sarah Freeman, Marvin Freeman, Thomas Robb, Hunter Matherne and Debbie Williams
6. Kenny Martin, Samantha Davis and Michael Young
7. Lauren Odom and Jimmy Gentry
8. Scott Shoemaker and Bruce Kirkland
9. Spence Tribble, Christian Cowan and Joe Robertson



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Clyde "Trey" Copeland, III, ESQ
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RANKIN CO. ROAD ORDINANCE

An Education Article by Trey Copeland

In April this year, the Rankin County Board of Supervisors, through its Board Attorney, the County Engineer, along with the assistance of its Road Manager, proposed a Heavy Haul Ordinance which would, subject to some exceptions, render every County Road, being specifically defined to not include interstate highways, state aid roads, state highways and municipal roadways "no truck routes". This ordinance was a direct response by the County to what it perceived to be damages caused by activities of subcontractors of residential homebuilders, primarily, and their impact on roadways throughout the county. Specifically, the ordinance was in response to claims the dump truck drivers, and other heavy equipment operators, were damaging roads in the county and refusing to take on financial responsibility for same.

In response to this, the Home Builders Association of Jackson, the Mississippi Home Builders Association, and the Mississippi Chapter of the American Subcontractors Association, as well as the Mississippi Realtors Association, and other construction and home owner organizations organized to oppose this proposed ordinance.

The message that was driven home was that both Home Builders and Subcontractors are a vital component of Rankin County's economy. The residential and commercial construction industries are responsible for growth not only in cities, but in counties, and are the driving force for increased population, increased commerce, and an increase in a viable tax basis. The proposed ordinance would put an end to feasible and affordable residential and commercial building in Rankin County, and would limit any such residential home building, development, and commercial construction activity to the incorporated city limits.

Overall, Mississippi Home Builders and Subcontractors are concerned that the proposed Ordinance would single out both residential and commercial builders and contractors to pay for the maintenance of Rankin County public roads, which is the responsibility of the County, and one of the reasons that the County collects and disburses tax revenues, in large part, from the owners of properties improved upon by the residential and commercial construction industries. The ordinance would leave residential and commercial contractors with exposure and liability for repairs of these roads, no matter the cause and for an undefined duration. Further, the ordinance's term "Responsible Party" is ambiguous and ultimately puts the responsibility of road damage to the residential or commercial builder, even though the residential or commercial builder really has no control over the trucking companies and drivers, who are independent contractors, instead of placing responsibility to those trucking companies and drivers.

The proposed ordinance also proposed to give the Rankin County hired Road Manager the discretion to come up with the amount of damage that any one particular builder/project has made. It would be difficult for the Road Manager, or even an engineer, to estimate which builder/project created damage and how much that damage would cost compared to the current standard of the road. This, alone, seems to be an issue that will drag not only residential and/or commercial contractors, but the County into multiple and protracted pieces of litigation to determine the just cost of such repairs, the cause of such repairs and what constitutes just repair versus uncompensable betterment.

We argued that Rankin County should be responsible for maintenance of its own county roads, just like the builder/developer is responsible for their roads inside the project that they are developing and/or building. The taxes that home owners and business owners pay in Rankin County more than justify the cost of road maintenance. If Rankin County assesses fines to builders and developers or even the trucking companies that provide their products – the builder and/or contractor is forced to add those fines or assessments into the cost of the project being built, whether it be a residence or a commercial project. The foreseeable and likely result of such increases in building costs will be the increased costs of construction, both residential and commercial, in Rankin County. This, in turn, could force both residential and commercial builders and developers to build and develop in other counties, as an alternative. This, in turn could result in decreasing property and other tax revenues that the County would receive if those homes and commercial buildings were built in Rankin County, as opposed to one of the adjoining, more builder-friendly venues.

On May 6, 2019, members from all of the above organizations attended the Rankin County Board of Supervisors meeting at which time representatives of the number these organizations stood and voiced their opposition, and stated the above reasons for their opposition to the Ordinance as proposed. As a result, the ordinance was defeated, as was another Heavy Haul Ordinance related to the Reservoir area, effectively repealed.

The end result of all of this was the creation of the work study group which included Rankin County Attorney, Rankin County Engineer, the Rankin County Road Manager and a number of industry representatives, from all of the trade groups present at the May 6th meeting to discuss the issues and come up with a solution that meets both the County's

concerns and Industry's needs, as well. At this meeting, those present reached a consensus proposal wherein the County would designate truck routes throughout the county. Those truck operators who needed to deviate from the recognized "haul routes" would have to get a permit to do so. Only those drivers who are duly licensed in the county to operate (having a valid commercial driver's license and insurance), registered with the County, will be able to obtain such permits. Any driver who deviates from the recognized "haul routes" would be subject to a fine. While this proposal was agreed to in principal by all of the participants at this meeting, we still await the final and drafted version of the County's policy. Our hope and expectation is that the final policy, approved and enacted by the County, will mirror our consensus proposal, and that this issue will be "put to bed" for both the County and our Industry.

When asked by non-members "why" be involved in a trade organization such as HBAJ/HBAM, the answer is simple: "Voice". Without the involvement of HBAJ/HBAM and other similar trade organizations, the homebuilding and construction industry would be left severely handicapped in and practically shut out of Rankin County, and other Counties who may seek to follow the same path to dealing with the same issue. While this issue has not been resolved, it is closer to being resolved in a more favorable fashion than originally proposed, and if our consensus proposal is adopted, it could be a model for other Counties struggling with the same issues. That would be good for the homebuilding and construction industry in the State as a whole.

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CHILI COOK OFF

8TH ANNUAL

The Home Builders Association of Jackson held its 8th annual Chili Cook-Off on February 28th. Each team did an amazing job getting into the spirit of the event. We had some dress up, while others decorated their stations very creatively. Congratulations to AmFed for winning the 2019 Chili Cook-Off. We would also like to thank our sponsors, 84 Lumber, AmFed, Atmos, BancorpSouth, Community Bank, First Bank, MMC Materials, Old South Brick & Supply and Trustmark, for making this a great event.



1. Hubie Renfrow, Jut Renfrow, Vince Martello, Jeff Salmons, Terry Williams and Spence Tribble
2. James Swanner, Cameron McPhail, Bill Singletary and Sarah Freeman
3. Tonya Bishop, Alicia Herring and Rachel Lott
4. Stephanie Eldridge, Robyn Stevens and Martha House
5. Front Gate Realty Team
6. Matt Gray, Brooks Strength and Paige Briggs
7. Gingerlyn Wallace, Layla Reese, Wanda Leiczak and Ryan Ainsworth
8. Laurie Jordan, Jhaimee Bullock, Ley Smith and Allison Seymour
9. Shane McLendon and John Michael Rainey



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Photo by Chris Grillis

TheSource For Pros

Written by Susan Hogue

In photo seated left to right: Kenny Johnson, Mike Gray and Matt McNutt. Standing left to right: Leah Evilsizor, Samantha Bauer, Leigh Anne Post, Michelle Fisher, Jennifer Yagow-Beard and Amanda Rogers.

ProSource serves as a one-stop shop for home builders, designers, contractors, and installers so they can more easily manage their entire project from beginning to end. ProSource leverages the buying power of the largest flooring and home supply buying cooperative in North America, along with a low-cost operating model to bring trade pro members the widest selection of goods at low wholesale pricing.

ProSource Wholesale Floor-coverings and Kitchen & Bath Showroom has more than 20,000 square feet in their facility in Ridgeland. Under roof is ProSource's warehouse, showroom, offices and conference rooms. ProSource has a fully stocked state-of-the-art ProShop with tools and supplies for the needs of installers. The ProShop offers everything from wet saws to spacers and is conveniently open on Saturday from 9:00 AM until Noon, as well as Monday through Friday from 7:00 AM until 5:00 PM. The 15,000 square foot enclosed ProSource Slab Warehouse is under construction, which will house hundreds of slabs. It will have the ability to unload full containers with an overhead crane.

ProSource is a wholesale provider of cabinets, cabinet hardware, wood, tile, carpet, stone, laminate, vinyl plank, granite slabs and quartz slabs. ProSource is constantly leaving no stone unturned by adding products and services. Their newest addition is a floor removal service that can remove old tile, hardwood, vinyl, VCT or carpet. In-house credit is offered to meet all their builder's needs, as well as local job site delivery. It's also impressive that

they offer members with their ProKey option for 24-hour, seven-day-a-week access to their showroom. When visiting ProSource's showroom, you'll find kitchen and bath vignettes with cabinets, countertops, flooring and plumbing selections to help visualize finishes firsthand. A customer service representative can walk with you through the showroom to ease the process of choosing products among the thousands of selections. Several areas are also available to spread out floor plans and samples to discuss choices. ProSource also has designers on staff as well as a kitchen and bath designer. Be sure to stop by ProSource for your next project!



Kim Cole is the most recent addition to the ProSource team and is an Interior Designer!



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JOE ROBERTSON 2019 HBAM HALL OF FAME

The Home Builders Association of Mississippi Housing Hall of Fame honors men and women who have made significant and lasting contributions to housing in Mississippi, the building industry and Home Builders Association of Mississippi. Joe was presented the Hall of Fame award at the HBAM Convention in Point Clear, AL. He joins fellow local members in receiving this award in the past including Bob McKay, Terry Reeves, George Gunn, Wade Quin, Charles Porter, Eddie Duran, Hollis Shoemaker, J.E. Carter, George Edwards, Jim Carney, Sidney David, Fred Griffin, Albert Moore, Bobby Rayburn, Lloyd "Bulldog" Burton, Tommy Harkins and Bennie Kirkland.

Joe Robertson has been involved in the construction industry and actively involved in HBAJ, HBAM and NAHB since he began his career in 1975. He was awarded Associate of the Year in 2005 for both the local and state home builder associations. He was also elected as Life Director in 2015 for ten years of active involvement at the national level. He was also awarded the Life Time Achievement Award from HBAJ in 2018.

Joe is very deserving of this award and HBAJ members are proud of this recognition for him!

The Home Builders Association of Jackson went to Providence Hill Farms on February 13th for the annual Sporting Clay Shoot. It was a beautiful day and we had a good turn out this year. HBAJ would like to thank all our volunteers and the Providence Hill staff for all the help. We would also like to thank our sponsors, 84 Lumber, AmFed, Atmos, BancorpSouth, BankPlus, Community Bank, CenterPoint Energy, Constress, Frierson-Bailey Lumber, MMC Materials, ProSource and Trustmark, for making this a great event. Congrats to our winners: Team AmFed (1st), Individual Team (2nd) and Team Quality Glass (3rd).



1. Greg McLemore and Cameron McPhail
2. Mildred Nelson and Rachel B. Williams
3. John Polles, Thomas Robb and Alan Wall
4. Blake Carroll, Rick Turner, Jason McNeel and Derek McGuire (2nd)
5. Keith Brown, Chris Prestage, Landon Prestage, JD Chisolm and David Hobart (3rd)
6. Fountain Barksdale, Scott Shoemaker, Shane McLendon, Andy Barksdale and Carl Sandberg
7. Derek McGuire, Jeff Sullivan and Wally Cummins
8. Colby Mason, Terry Hawkins, James Swanner, Stephen Fountain and Brent Huber (1st)



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1. Vicky Bratton, Waverly Harkins, Michael Harkins, Sarah Freeman, Lauren Odom, James Swanner and Jeff Sullivan
2. Bruce Kirkland and Amanda Kirkland (Winner of Best Derby Hat Contest)
3. Shane McLendon, Gabe Klish and Greg Parsons
4. DeFord Walker and Marvin Freeman
5. Shane McLendon, Breanne McLendon and Joe Robertson
6. Billy Ray and James Swanner

REMODELERS FORUM

AUG 13 12-1:30 **OCT 08** 12-1:30 **DEC 17** 12-1:30



From January 2018 to now, our Remodeler's Forum has really grown and seemed to get a lot more attendance and involvement! We have had more people WANT to speak at our meetings and have had a lot more interaction with the attendees during the luncheon.

Not only remodeler's can come to this meeting, we encourage builders and associate members to come and enjoy the fellowship of everyone there. This is also a chance for our current members to attend and bring in prospective members to our Association!

Also, a big thanks to Kevin Troyer with Arrow Remodeling for being our Committee Chair for Remodeler's Forum for the past two years. He has created and coordinated everything for this committee as well as established a great format for business exchange, not to mention, all meetings have been very informative!

Try to make a point to attend our upcoming Remodeler's Forum and help show support to the committee and learn something about these topics.

*For 2020, please share any topics that you would be interested in, whether it be to speak on or what you would like hear about.

Contact Lauren Odom at lauren@hbajackson.com or 601.362.6501 for more info.

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KEY CONNECTIONS

Key Connections was held on January 23 at the Home Builders Association of Jackson. We filled every Associate spot with some left on the waiting list. Each builder said that they gained a lot from each meeting and some Associates said they even gained new business because of the event. We would like to thank Atmos Energy, BancorpSouth, BankPlus, Community Bank, Trustmark and ProSource for sponsoring this event.



1. Eddie Duran (Duran Homes)
2. Bob Dodson (Maitland Construction, LLC)
3. Brent Clark (Clark Builders, Inc.)
4. Wes Starnes (Starnes Construction & Renovation, LLC)
5. Mack Ferguson (Riverstone Properties, LLC)
6. Shane McLendon (Shane McLendon Builder, LLC)
7. Gary Lyles (Lyles Signature Homes)
8. Paul Graham (Paul Graham Homes, LLC)

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STANLEY MANGUM

A TRIBUTE FROM MMC MATERIALS

When talking with new members about how to get involved in HBAJ, I have used the example of Stanley Mangum's company philosophy while working at MMC Materials. The philosophy was to encourage the staff to be involved in their community – both in a professional sense and a personal sense. Stanley not only encouraged his team at MMC to attend events at HBAJ (at one time they must have had over 8 active members just in HBAJ), but to also be as involved as possible by volunteering their time on a committee, as a Board Member, frying fish for an event, shooting/golfing/making chili, etc. He expected his team to show up and to show up as a team – and he would participate as well. He believed in using the Association as a resource to form close, personal relationships. He wanted any and all of the MMC Materials team to make friends with members in the organization. He came from the age where people met people in person, they enjoyed meals together, talked about their families and got to know one another by sharing personal experiences not just talking about business. He told me that the business part would come once you were friends with someone. Stanley believed in people. And that was his passion.

Like many other companies, MMC has streamlined their business. The MMC Materials' members that are active currently include Ben Lindsey, Glen Weldon, Matt McDonald and Mark Stovall. They attend events for HBAJ, as well as other professional associations. Ben and Matt serve on the concrete sales team and have built great relationships with many builder members and other supplier company members. Customer service is their highest priority. Glen Weldon serves on the concrete sales team and has a special emphasis serving on the commercial side of their business. Mark Stovall serves as Area Manager for Central Mississippi after serving in North Mississippi as Quality Control Manager for MMC. Mark serves on the 2019 HBAJ Board of Directors for a 3 year term.

Many of our home builders have relied on MMC for concrete products and service, but also their support of the Home Builders Association of Jackson. MMC has been a Foundation Sponsor, which means they are within an elite group of companies that support the Association annually.

We all lost Stanley Mangum in April of this year. He had been fighting the cancer battle for a good length of time but even during the battle, Stanley and his wife, Stacey, attended The Home Show in March, where Stanley was visiting with people and companies that were exhibiting at the show – still encouraging others to participate in HBAJ events. His visitation and funeral service was a reflection for thousands of family, friends and members of business organizations to remember a man that meant so much to so many. If I heard it once, I heard it a thousand times, Stanley was a role model and mentor to all. He is missed by all that knew him.



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