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02 EO'S MESSAGE 03 PRESIDENT'S MESSAGE 06 **GOLF OUTING AT REUNION** 80 SPORTING CLAY AT PROVIDENCE HILL FARM 2018 SPRING PARADE OF HOMES 09 12 BEST IN SHOW: 125 HERON'S CIRCLE 15 REEVES/THOMAS DRAW DOWN & **CRAWFISH BOIL** 16 **REAL ESTATE DISCLOSURE:** THE "RUSSIA PROBE PERJURY TRAP" FOR THE HOME BUILDER 19 FEATURED ARTICLE: PROSOURCE 21 CHILI COOK-OFF 23 REMODELING - ADDITIONS IN INPUT 2018 HOMESHOW REVIEW 24 **KEY CONNECTIONS** 27

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RENEW YOUR MEMBERSHIP. IT MATTERS.

It used to be part of the culture. The members of this organization that came before you had a sense of ownership to the Association because they created it. They had monthly meetings where there was always a steak dinner, drinks, stories and celebrating good times. They became a large part of each other's lives.

Before the Association was formed, each individual builder was on their own. They saw each other as competitors and I've heard they even stole material from each other. I was told that in order to keep the peace between builders, a few leaders stepped up to create the Home Builders Association of Jackson. They figured that old phrase, "if you can't beat 'em, join 'em." They formed a bond with each other whether they were looking for that or not. They became lifelong friends and saw each other through good and bad times. They brought their children to events and they grew up knowing everyone in the industry. And, the Association was the thread that kept this group together.

Fast forward to today. We communicate very differently now. Face to face meetings rarely happen and hand-written notes are few and far between. But, the same basis for membership is still there. You just need to take advantage of it. There are more events than ever created for members to see each other in person and accommodate just about anyone's schedule. The Association and its members are involved in decisions that are being made at the city and county level. Members can use the Association as a resource to fight issues that affect the construction industry.

A small shout out to our past leaders - you are still needed. Your experience is needed. The relationships that you've built all of these years help everyone in the business. Your experience helps all of us when city officials won't listen, when companies need feedback on their products and when we need to be directed back to our core values. The industry can't count on you if you're not a member.

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THE ASSOCIATION IS WORKING FOR YOU.

My term as President has come to a halfway mark and I'm proud of the things we have already accomplished. Your Executive Committee – DeFord Walker, John Michael Rainey, Alex Ross, Carl Sandberg and James Swanner – have worked together to make decisions for the Association and have put a lot of time and effort into making our Association great. I appreciate them for working with me this year.

Our builders (formed from the Builder Round Table) have been working on the final draft of the Addendum for the Property Disclosure Statement that the MS Real Estate Commission is now requiring for new construction transactions that involve a Realtor. The home builders and developer members have worked on this for over a year. It has been reviewed by an attorney member (Trey Copeland) and can be used by any of our members, if they choose.

For the first time in the history of the Association, we have formed a Remodeler's Committee. Kevin Troyer has stepped up to chair the committee and we look forward to growing this group of members.

We are working with Rankin County Board of Supervisors in hopes of changing their current Road Usage Ordinance. We have been promised to review a first draft of the new ordinance.

All of our events this year have been very well attended and have been supported by many sponsors. Our Foundation Sponsors (84 Lumber, AmFed, Atmos, BancorpSouth, BankPlus, Community Bank, Old South Brick, ProSource and Trustmark) are at an all-time high



in number of companies committing to spending over \$10,000 this year. We could use some extra effort in membership recruitment & retention. We have rolled out another membership drive and will give 5 more cruises away to the members that recruit the most new members. Congratulations to Cynde Ray, American Concrete Company, for starting us off right. She brought in 7 new members in the months of March and April. I am looking forward to seeing us hit the goal of over 60 new members this year. Your help in getting there is appreciated.

I'm looking forward to the next six months of serving you. We still have lots of events scheduled between now and the end of the year, including Summer Family Party at the Jackson Yacht Club, Wade Quin Skeet & Trap Shoot, Dove Hunt, Fall Parade, Fishing Summit, Installation of Officers and the Christmas Party.

We need you to attend. We need you to refer business to a member. We need you to encourage others to join the Association so that we can do more for you.

"Don't just list your home. Market your home!"





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On May 22nd HBAJ returned to Reunion for its annual Golf Outing. Winners this year were Larry Stacey, Cole Stacey, Todd Seymour & Scott Rhodes in 3rd; Ben Boteler, Jeff Jenkins, Brett Murray, Kevin McBrayer in 2nd; Brian Lott, Denny McLellan, Brian Leach & Rachael Elmore in 1st. The Closest to the Hole winners were Chris Wiseman on #4 and Blake Hoerman on #15. The Longest Drive on #10 was Mickey Parker.

FOR MORE PHOTOS VISIT HBAJ'S FACEBOOK PAGE.















- 1. Brooks Strength, Warren Watts, Jacob Dickerson and Rob Welch
- 2. Blaine Benson, Jim Harris, Bruce Plunkett and Carl Sandberg
- 3. Joey Hull, Todd Williams and Stan Brown
- 4. Shane, Parker and Timothy McLendon
- 5. Kevin McBrayer, Jeff Jenkins, Ben Boteler and Brett Murray
- 6. Gary Lyles, Dusty Lyles, Roddy Bridges and Robert Pitts
- 7. Mark Formby, Chris Barkhalter, Michele Harris, James Swanner and Michael Lee



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SPORTING CL XY

HBAJ headed to Providence Hill Farm on February 14th for the Sporting Clay Shoot. We had another great turn out for one of our favorite events of the year. HBAJ would like to thank Mark Dungan for being the chairperson for this event. We would also like to thank all our sponsors, volunteers and Providence Hill Farm for making this event a success. *FOR MORE PHOTOS VISIT HBAJ'S FACEBOOK PAGE*.







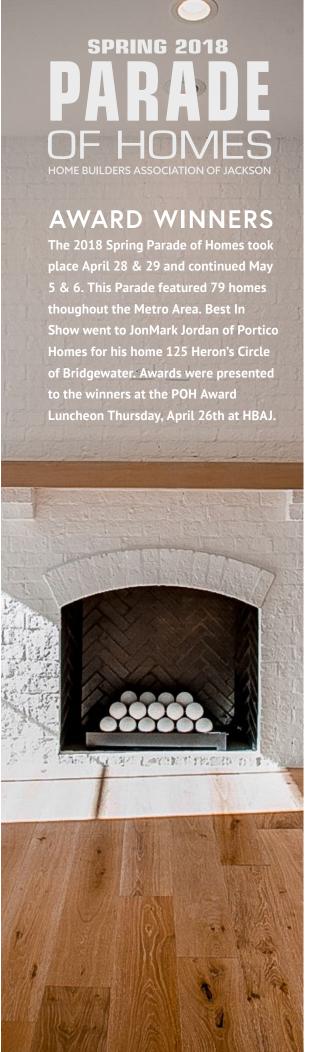








- 1. Walt Fagan and Jim Harris
- 2. Shane McLendon, Timmy McLendon, April McLendon, Brian Hawkins and Bill Gatlin
- 3. Billy Roberts, James Swanner and Michele Harris
- 4. A little networking before the shoot.
- 5. Cummins Appraisal Team
- 6. Jimmy Grant and Mark Dungan
- 7. Kevin Kinkade and Steven Smith



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320 CYPRESS CREEK ROAD

Castlewoods | Scott May, CPB



130 MAGNOLIA CIRCLE

Magnolia Place | Kelli Foster, Deford Walker



117 COVENTRY LANE

Coventry of Greenfield | Kelli Foster



100 TARA DRIVE

Tara | David Pyron



205 BUTTON WOOD LANE

Woodscape | Allen Kitchens

\$251,000 - \$300,000



425 ASHLEIGH COURT

Hastings | Scott May, CPB



421 ASHLEIGH COURT

Hastings | Scott May, CPB



312 TOULON STREET

Rosemont of Provonce | Scott May, CPB

\$301,000 - \$350,000



112 BLEU DRIVE

Maison Bleu | Chip Hutchingson, Jeane Herfurth



413 BRAZOS DRIVE

River Forest | Scott May, CPB



300 ROYAL POND CIRCLE

Kensington | Drew Henderson



317 BRISTLECONE COURT

Lost Pine | Chris Bond, CPB

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\$351,000 - \$400,000



106 LAKE VISTA COURT

Camden Lake of Caroline | Terry Hughes, CPB



411 BRAZOS DRIVE

River Forest | Scott May, CPB



739 CLOVER RIDGE WAY

Clover Valley | Kelli Foster, Deford Walker



109 CAMDEN LAKE DRIVE

Camden Lake of Caroline | Jeff Salmons, CPB; Radford Fedric, CPB



415 BRAZOS DRIVE

River Forest | Scott May, CPB

\$401,000 - \$450,000



120 GREENWAY LANE

Links V | JonMark Jordan, CPB



243 N. CENTRAL AVENUE

Olde Maple | JonMark Jordan, CPB



1109 SAPPHIRE CROSSING

Latter Rayne | Brian Burkley

\$500,000 \$451,000



187 CAVANAUGH WAY Wright's Mill | Scott Shoemaker, CPB, CGP, CAPS



302 WRENFIELD DRIVE

Wrenfield | Tim & Ryan Weaver



113 EAGLE COVE Eagles Nest of Caroline | Vernon Hearst



103 VENICE WAY

Fontanelle | Monica Saulters, CPB



121 CROSSVIEW PLACE

Crossview | Brian Burkley

\$501,000 - \$550,000



151 CAVANAUGH WAY

Wright's Mill | Scott Shoemaker, CPB, CGP, CAPS



111 BONNE VIE

Bonne Vie | Kevin Lofton, Chris Hinton



117 EAGLE COVE

Eagles Nest of Caroline | JonMark Jordan, CPB

\$551,000 - \$600,000



421 STONEWATER COVE

Saddlebrook | Zach Etheridge, John Burns



209 S. WOODCREEK ROAD Eastwood | Justin Ewing, CPB; Chauncey Nicholson



4240 BRUSSELS DRIVE

Ben Boteler

\$645,000 - \$705,000



125 HERON'S CIRCLE Heron's Landing of Bridgewater | JonMark Jordan, CPB



124 HONOURS DRIVE Reunion | Castlerock Properties



340 LAKE VILLAGE DRIVE Reunion | Castlerock Properties

OVER \$700,000



322 STONE LAKE COVE Stone Lake | Sundial Construction



154 REUNION DRIVE Reunion | Castlerock Properties



509 LONGLEAF COVE Longleaf | Brian Burkley





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SPRING 2018

BEST IN SHOW WINNER 125 HERON'S CIRCLE HERON'S LANDING OF BRIDGEWATER

JONMARK JORDAN, CPB | PORTICO HOMES, LLC











SIMPLY STUNNING

125 HERON'S CIRCLEHERON'S LANDING OF BRIDGEWATER

Walking through this BEST IN SHOW winner during the Parade was an impressive experience. The judges commented that the 3,400 square foot, modern farmhouse was stunning and received perfect scores in "Best Architectural Design and Best Interior Design" categories. Positive feedback from the crowd was heard first-hand from those who attended the first Saturday of the Parade.

This modern farmhouse home's exterior welcomes quests in a comfortable manner, complete with white painted brick, siding and modern columns. Copper awnings cover the front porch and with a country gas lantern and black painted accents for the front door and windows provided by Contractors Millwork, create the perfect accent. The home is light and airy with light oak flooring provided by ProSource Wholesale Flooring, painted white walls and rustic, natural beam accents. Walking onto the front porch and through the front door, you face an entry wall that is perfect for an original oil painting. You can walk to the left and immediately see the open dining room with unique iron chandelier, or walk around to the right under a rounded archway and step into a family gathering area complete with cozy fireplace. Many comments from the crowd remarked on these most contemporary fireplace stones or "cannon

balls," as the judges described. It sounds like a small detail, but seeing these rounded stones made for dispersing heat in the fireplace was an art form in itself. The brick backdrop of the fireplace was painted black and set in a herringbone pattern. The fireplace mantel is a simple wood beam and painted white brick is set to the ceiling. These details of the home were noticed and appreciated, along with wood beams above the entryways. The 12" baseboard throughout this home creates unmatched craftsmanship. Lakeside Moulding's materials are flawless.

Around the family room, glide into the simplistic kitchen where positive comments including "breathtaking" and "elegant" were used describing the marble kitchen counters and oak wood flooring. Impeccable workmanship has been produced to create the waterfall island in the kitchen. The marble is displayed on top of the counter but also continues on the sides and to the floor. The white and wood tone color palette used was described as "comfortable, crisp and clean." The picturesque window in the kitchen overlooks the expansive screened-in back porch and large wooded private back yard, both perfect for entertaining. A handsome couple was noting the convenience of another entry door for the guest side of the home from the screened-in living area.

Guest rooms, laundry, mud area and garage are located on this side of the home. The pop of porcelain tile design in the laundry was exclaimed by each visitor that entered. The flooring materials and design is simple enough to coordinate with the other materials but provided a perfect place to add character. The butcher block wooden countertops sealed the simplicity of the room, yet still repeating the color collection in the busiest room in the home.

The master bedroom has an added bonus behind the painted, modern, sliding barn doors made of shiplap. Behind the doors, you'll find a private room that could be used for an office, lounging area or cozy reading room. "I've never seen a private space like this in the master before," mentioned one of the home's visitors. It's refreshing to see this unique feature in a home. The master bathroom was described as "creative" by the Parade judges and has many unique features including a mirror turned into woodworking artistry by crafting the wood frame in an unconventional curved shape. The crowd went crazy over this feature, commenting that this was an unexpected feature in any home that they've ever seen. Quality Glass & Mirror provided some of their best products in this home.

Congratulations to the entire team at Portico Homes and JonMark Jordan, CPB, for building another award winning Parade home. We can't wait to see what else you have in store for us.





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REEVES/THOMAS DRAW DOWN 8 CRAWFISH BOIL

HBAJ held its Annual Crawfish Boil/ Draw Down on Thursday, April 5. We had a great turn out that night with roughly 200 in attendance. Cynde Ray, Dr. David Wadell, Jeff Jenkins and Andy Barksdale split the winnings from the Draw Down while Megan Barnes went home as winner of the raffle. A portion of the proceeds went to Ronald McDonald House Charities of MS. Thanks to everyone who participated in the Draw Down.

FOR MORE PHOTOS VISIT HBAJ'S FACEBOOK PAGE.





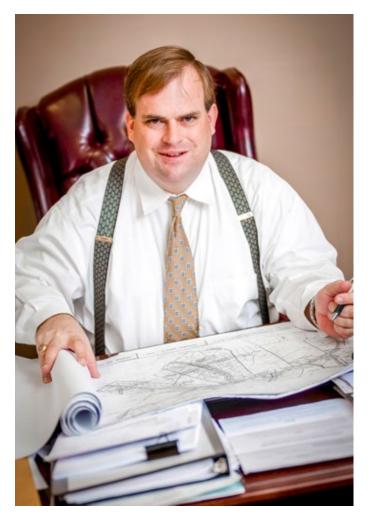








- 1. Vicky Bratton and Shane Mclendon presenting a check to Ruth Ann Allen and Hazel Gaines from The Ronald McDonald House Charities of MS.
- 2. Denny McClellan, James Worthy, Dr. David Waddell and Cynde Ray
- 3. Stephanie Cummins, Shellye Beach, Emily Sandberg, Dan Barnes, Kelli Foster and Jennifer Murray
- 4. Victoria Prowant, Amanda Hearst, Edwayne Hutton and Donovan Barnes
- 5. Justin Ketteringham, Kim Cole, Kevin Cole and Chris Smith
- 6. Sarah Watters and Marvin Freeman





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REAL ESTATE DISCLOSURE

THE "RUSSIA PROBE PERJURY TRAP"
FOR THE HOME BUILDER

In 1993, as applied to sales of residential real estate, Mississippi broke with the common-law rule of Caveat Emptor, or "buyer beware", and became a disclosure state with the adoption of the disclosure requirements set forth in Mississippi Code section 89–1–501, et seq.

Who then must disclose? Code section 89–1–501(1) states that the disclosure requirements, apply only with respect to transfers by sale, exchange, installment land sale contract, lease with an option to purchase, any other option to purchase or ground lease coupled with improvements, of real property on which a dwelling unit is located, or residential stock cooperative improved with or consisting of not less than one (1) nor more than four (4) dwelling units, when the execution of such transfers is by, or with the aid of, a duly licensed real estate broker or salesperson.

So why is this a problem? Isn't disclosure a good thing? Why is this a proverbial "perjury trap" for the homebuilder? Up until April 2017, it really was not. However, in April 2017, the Real Estate Commission promulgated a new and revised PCDS for use in all transactions where a PCDS would be required beginning in April one of 2017. This new PCDS is intended to be broader than the statutory form and DOES NOT WORK WELL FOR NEW CONSTRUCTION. The biggest problems deal with the issue of building codes, soils, water leaks for defects with said various systems. It would be one thing if these questions pertain to existing property owned by one person and being sold to another. It's an entirely different issue when the property is new construction. Yes, a roof may have leaked during the course of construction, or yes, straight-line winds may have blown certain portions of the roof decking or exterior sheathing off during construction, but all those issues were remedied prior to the issuance of certificate of occupancy. Why does that need to be disclosed?! Under the strict letter and reading of the PCDS, it does. But, that's not practical. Same thing about soils. Question 1., under section B., literally asks, "are you aware of any settlement/ heaving of soils or expansive soils or poorly compacted fill on the Property?" Well, there may be expansive soils on the lot, but not under the house. There may be expansive soils 10 feet below the house pad. Those questions are not asked. Likewise, is the question about an engineer's survey or recorded plat? The question is not asked does the builder have one; the question really asks is one available. Of course, in dealing with

a platted subdivision, the plat should be available in the Chancery Clerk's land records office. Does this mean that with the sale of every subdivided lot a copy of the plat has to be attached? This is not practical.

So how is a homebuilder who is required to provide a PCDS to answer these questions in an honest way, but not in a way to scare off any and every potential purchaser there is? How does the builder answer these questions in a practical way but also in a way that does not leave him "open" for a possible claim of non-disclosure down the road? As a result of this dilemma, HBAJ commissioned a group of builders, realtors, and, attorneys, to review the new PCDS, and come up with the common sense "addendum" that homebuilders can use in filling out this form and avoiding the proverbial "trap" that is likely to become. The result was the "New Construction Addendum" which most of you have already seen and may be putting to use.

The first thing you need to know in filling out the new PCDS is that you have to answer every question. The failure to answer any question can result in liability to the homebuilder/seller for actual damages caused by the failure to disclose. However, answers are not limited to yes or no, but may also include "N/A" or "unknown". That is where HBAJ's "New Construction Addendum" comes

into play. The New Construction Addendum provides that "any and all representations, statements and disclosures made herein or on the PCDS are and shall be made by the builder/owner/seller "as of' or after the date of completion of the dwelling or the date of the issuance of a certificate of occupancy, where applicable, and not before". This is important because many of the questions contained on the PCDS become a lot easier to answer if they are taken in the context of "after construction is completed or certificate of occupancy issued". The New Construction Addendum also provides a generic statement about soils instead of the misleading question contained in the PCDS. Therefore, the builder can respond to many of the "got you" questions in the PCDS by answering: "Yes, No, N/A, see New Construction Addendum". There's also a statement regarding "as built" versus "as designed" variations intended to help builders who may have made changes from house plans to meet specific needs during the course of construction.

While the New Construction Addendum is not perfect, it is intended to help the homebuilder avoid being stuck in a disclosure nightmare while trying to market and sell his house.

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Bill Bethany

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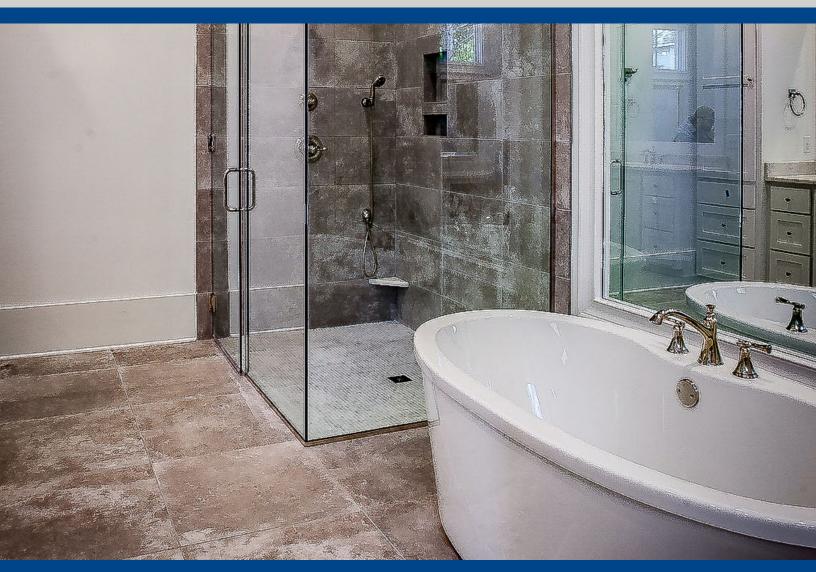


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The first and only of its kind in the area, this showroom offers the hottest, most popular and most unique products that can be offered for the brand new home or remodel. And, if by chance the Ridgeland location doesn't have the exact product that your customer wants, you can take advantage of eight other southeastern stores owned by Daniel Kennedy, Mississippi native, or stretch into a real volume resource by shopping ProSource's nationwide network of 140 stores across the United States. ProSource is proud to offer the best pricing and best selection because of this network.

The products aren't the only positive for ProSource. They have an absolutely unbeatable team when it comes to their

customer service. Mike Gray, Store Manager and Johnny Morgan, ProShop Operational Manager, relate their success to the rest of their team, beginning with their Account Managers, Leah Evilsizor, Leigh Anne Post, Jennifer Yagow, Taylor Reichert and have recently hired Stacie Yount, Account Manager. Stacie brings her interior design degree and almost 15 years of design experience to the team. But they are not the only winners. Account Expeditors, Amanda Rogers, Matthew McNutt, Tiffany Polk and Michelle Fisher, support each Account Manager down to every finest detail of service. Taking it a step further, they have recently hired a specialized Kitchen and Bath Designer, Kenny Johnson. Kenny uses the most technologically advanced industry software to provide a unique, step-by-step process in creating home spaces that completely satisfies customers. He enjoys designing new kitchens, master baths, home offices and changing rooms from its original purpose for a brand new use.

ProSource understands about partnering with the members of the Home Builders Association of Jackson. They have committed to being a Foundation Sponsor in 2018, which commits over \$10,000 in marketing and sponsorship dollars. You'll see the ProSource team members at just about every event throughout the year.





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The HBAJ Chili Cook-Off was held at the HBAJ Building on Feburary 22, 2018. Everyone had a great time networking and eating chili. The winners of the Cook-Off where Front Gate Realty in 3rd Place, Community Bank in 2nd Place and American Concrete Products taking home the grand prize. Thanks to our sponsors and everyone who participated. *FOR MORE PHOTOS VISIT HBAJ'S FACEBOOK PAGE*.















- Front Gate Realty Team
 "Bringing Home the Gold"
- 2. Emily and Carl Sandberg
- 3. Breanne McLendon, Cynde Ray and Shane McLendon
- 4. Willie Alexander and Amy King
- 5. Clay and Connor Sutherland
- 6. Community Bank Team "Sweet Southern Heat"
- 7. Ferguson Team "Dallas and the Chili Chicks"



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REMODELING ADDITIONS IN INPUT

By: Kevin Troyer, Arrow Remodeling

My father used to tell me that "it takes a village" and he was talking about people needing other people in life. I have figured that same saying also relates to HBAJ's new remodeling committee, as well.

Shane McLendon, HBAJ President, reached out to me last year to discuss starting a remodeling committee that would have the same resources that our builder group has for handling daily issues. I imagined it as a resource group where participants could bounce ideas off of each other, plan for speakers that could teach us new tricks of the trade and discuss how to deal with issues of the trade, like hiring good employees or determining overhead. Yes, lucky me, I was appointed Chair of the committee.

With three meetings under my belt, I can report that we are really getting this group rolling! We welcome any member (or any non-member) to join us for an open discussion on different topics that relate to remodelers. We meet 5 more times this year with varying topics on the agenda. Some meetings are scheduled as open discussion forums and others have guest speakers discussing various topics

including time management and new trends and products. In one of the last open discussions, we focused primarily on the need to hire good employees and discussed ways for the Association to communicate this to our community. The very next meeting included Blaise King from Madison Career & Technical Center speaking to our group about the school's Construction Technology program and partnering with the construction community to share real world experiences with high school students.

We are continuing to build our remodeling committee. We welcome individuals who want to grow their business by learning from others and provide their input about their own successes. This group has begun to solve problems with like minds and we look forward to growing the participation in order to learn even more.

Join us at a future Remodeler's Forum and share your knowledge and maybe learn something from others in our industry.

NEXT SCHEDULED REMODELERS MEETINGS: JULY 17, AUGUST 28, OCTOBER 9, NOVEMBER 13, DECEMBER 18.

OMESHOW

WHERE BUILDING MEETS DESIGN.
2018

The Home Show welcomed about 4,000 attendees to this year's show! Special thanks to our Corporate Sponsors, *Atmos Energy, BancorpSouth, MS Media, WAPT and Watson Quality Ford*, who made this event successful! Over 200 exhibitors showcased thousands of products for your home.

The 7th annual BUILDER CHALLENGE with Outdoor Living Spaces was created by 4 creative home builders: Micheal Moak, DeFord Walker, Diane Neyland and Jeff Salmons/Rad Fedric. The 4 outdoor living spaces were constructed in the middle of the MS Trade Mart. Although all 4 spaces were creative and unique, the People's Choice award was given to Micheal Moak, Moak Construction, for his "Chillin' and Grillin'" themed back patio. Micheal and his wife, Donna, spared no expense in showcasing an outdoor kitchen complete with grill, custom built cabinets and shelving, wicker rockers, sofa and coffee table, flat screen television hung over a flat screen fireplace. The details of the room included antique style ceiling fan, landscaping and ready to serve sweet tea.

A special thank you for our sponsors of the Builders Challenge: *Trustmark and Frierson Bailey Lumber*

KIM COLE – CONTRACTORS MILLWORK – Thanks for your countless hours working with us on the 2018 show. Thanks to The Home Show committee: Bill Bethany, Mildred Nelson, Susan Hogue, Joe Robertson, Stephanie Cummins, Michael Harkins, Neal Mashburn, Billy Ray, Hunter Lee, Mike Blaisdell, Olivia Barq, Brian Hughes, Jerry Breedlove, Chris Harless and Kim Jent, for working on the show all year long.

BEST IN SHOW WINNER

Simmons Landscaping

























Sunbelt Lighting

THE BUILDER CHALLENGE











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On January 23, 2018 HBAJ hosted a number of Builders and Associates for Key Connections. This event allows suppliers and associates an opportunity to sit down with 15 builders and pitch their new products. We believe that this event was a success and that many connections were made. Thanks to all the participants and sponsors. *FOR MORE PHOTOS VISIT HBAJ'S FACEBOOK PAGE*.















- 1. Mary Nell Reno and John Michael Rainey
- 2. Shane McLendon, Olivia Barq, Daniel Wilson and Ric Turner
- 3. The great turnout for Key Connections!
- 4. Christian Cowan and Wilson Day
- 5. Steve Roth and Alex Ross
- 6. Kevin Troyer, Landry Holloway and Blake Hoerman
- 7. John Walden and Cliff Decker



FAREWELL AMY KING

Amy began her career with HBAJ three years ago at The Home Show. During that work week, Amy showed her willingness to adapt to challenges on the job under a timeline pressure. She was graduating from MS State University that May with a Marketing major and was the perfect fit as a staff member for the Association. Since then, Amy has excelled as Membership Director, working with the Membership Committee in coordinating membership drives and doing a great job of closing prospective members for our committee, Board Members and others. Her job description has expanded to handling the coordination of all HBAJ events from room set-up to catering orders. She also created another niche in her position by handling the Association's communication on social media.

She will join Yates Construction in Atlanta, GA as Executive Assistant to their corporate office President. We wish Amy well in her new endeavors!







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CRUISE DETAILS:

- Royal Caribbean Cruise Vision of the Seas Key West & Bahamas from New Orleans, LA
- 7 Night Cruise: January 26 February 2, 2019 (HBAJ Winners Cruise Together!)

GOAL:

60 NEW MEMBERS DURING MARCH 1 - SEPTEMBER 30 by 4:00 pm ALL NEW MEMBERS BROUGHT IN BY SEPTEMBER 30TH WILL COUNT TOWARDS THE CRUISE. DON'T WAIT - BRING IN YOUR MEMBERS TODAY!

• Top 5 Recruiters win a Cruise for 2

SPECIFICS:

- New members calculated from March 1 September 30 by 4:00 pm
- New members are contacts that are not currently in HBAJ database system (see Amy)
- New member credit is given to the member that is listed on the "Recommended by" blank on the application if you are working with a prospect be sure to ask them for your recommendation
- Full dues payment must be received with the application to count towards membership drive

PERSONAL EXPENSES:

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