


THE METRO

IN THIS ISSUE

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PARADE
OF HOMES
BEST IN SHOW WINNER

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HBAJ STAFF

Executive Officer	Vicky Bratton
Director of Marketing Finance Events	Brandy Martin
Membership Coordinator	Lauren Odom
Permit Service Coordinator	Joyce Evans
Graphic Designer	Jeremy Childress

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THANK YOU

A MESSAGE FROM OUR OUTGOING PRESIDENT

Thank you for allowing me to serve as your 2019 President! We kicked off 2019 by attending the International Builders Show in Las Vegas, where I was amazed at the size and intensity of the show! It snowed twice in Vegas, which is very rare to happen, while we were there. The crew that went was amazing and it was a great way to get motivated for the year. If you haven't been to the Builders Show, please put it on your bucket list – the 2020 show is planned for January 21-23, 2020.

Both of our Parade of Homes were successful this year – Fall Parade ended up with more participation and revenue than Spring this year, probably due to all the rain in the 1st quarter of the year. Parade is an excellent way to promote new homes for sale and at very little cost. Both award lunches are well attended and are a great way to meet the builders that are participating.

We scheduled three shooting events but had to cancel our dove hunt. We'll be working on another location to hold that event. We still plan to hold a February sporting clay shoot and then, of course, the Wade Quin Skeet Shoot at Capitol Gun Club being held in October next year.

A group of us met earlier in the year with the Rankin County Supervisors and their attorneys regarding their new Road Ordinance. I attended a public hearing meeting where HBAJ members came together to oppose this ordinance. HBAJ members do a great job in staying abreast of local issues and voicing their concerns. That's one of the things that I mention when I'm talking to someone about joining the Association. HBAJ and their members watch out for issues that affect all of our member's bottom line.

I have been honored to meet and get to know you this year. Special thanks to 84 Lumber, Amfed, Atmos Energy, BancorpSouth, BankPlus, Community Bank, MMC Materials, Old South Brick, ProSource and Trustmark for their Foundation Sponsorships in 2019. It helps having companies like these to support the Association.

I'll be serving as Immediate Past President for 2020 and will give John Michael Rainey his time to serve as President! Thank you for allowing me to serve you.

DEFORD
WALKER

2019 HBAJ President • Southern Heritage Construction



BOARD OF DIRECTORS 2019

- | | | | |
|-------------------|-----------------------|-------------------|------------------|
| • Steven Bailey | • Andrew Johnson | • Cynde Ray | • Kevin Stringer |
| • Andy Barksdale | • Bruce Kirkland | • Bobby Rayburn | • Mark Stovall |
| • Bill Bethany | • Hunter Lee | • Terry Reeves | • James Swanner |
| • Chris Bond | • Neal Mashburn | • Steve Rimmer | • Kevin Troyer |
| • Brent Clark | • Scott May | • Thomas Robb | • DeFord Walker |
| • Kevin Cole | • Shane McLendon | • Alex Ross | • Tim Weaver |
| • Christian Cowan | • Jason McNeel | • Jeff Salmons | • James Worthy |
| • Eddie Duran | • Bruce Plunkett | • Carl Sandberg | |
| • Marvin Freeman | • Wade Quin | • Todd Sandridge | |
| • Vernon Hearst | • John Michael Rainey | • Scott Shoemaker | |
| • Drew Henderson | • Billy Ray | • Steven Smith | |

GOLD KEY CLUB 2019

- | | | |
|-----------------------------|-----------------------------------|--|
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| • AmFed | • Constress | • McGraw Rental & Supply |
| • Atmos Energy | • Cowboy Maloney's Electric City | • MMC Materials |
| • BancorpSouth | • Delta Industries | • Mississippi Roofing Supply |
| • BankPlus | • Design Studio | • Old South Brick & Supply |
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| • Climate Masters | • Lakeside Moulding | |

MEMBERSHIP

A MESSAGE FROM OUR INCOMING PRESIDENT

BOARD OF DIRECTORS 2020

- Chris Allen
- Gary Lyles
- Jeff Salmons
- Brent Clark
- Neal Mashburn
- Todd Sandridge
- Christian Cowan
- Scott May
- Scott Shoemaker
- Lewis Deel
- Matt McDonald
- Steven Smith
- Eddie Duran
- Bruce Plunkett
- James Swanner
- Marvin Freeman
- Wade Quin
- Kevin Troyer
- Sarah Freeman
- John M. Rainey
- DeFord Walker
- Drew Henderson
- Cynde Ray
- Tim Weaver
- Andrew Johnson
- Terry Reeves
- Rachel Williams
- Bruce Kirkland
- Thomas Robb
- Adam Woods

Thanks to my new team for joining forces with me for the 2020 year – Bruce Kirkland, Brent Clark, Kevin Troyer, Marvin Freeman and DeFord Walker – I'll be relying on your expertise in making decisions for HBAJ in 2020.

My background has been home building since I can remember. I joined the Association as an Affiliate Member about six years ago under Wade Quin Construction. I'm grateful that both of my parents have careers in the construction industry – Wade Quin (Builder & HBAJ Past President – twice) and Janie Quin (Quin Realty/Real Estate Agent). In the last couple of years, I opened Tailored South Homes on my own and am currently building and developing in the Madison County area.

We had a 2020 planning meeting back in September and my team discussed challenges and opportunities for the Association. Membership has been very volatile in the last several years and I hope that you will help me recruit companies that you do business with that are not members. HBAJ promotes new construction all year and tries to stay on top of issues that affect all of those in the construction industry. If you experience an issue that may affect others in the industry, please make sure to let me or the HBAJ staff know about it so we can pool our resources together to help.

Don't forget to DO BUSINESS WITH A MEMBER. Our Association is built on that philosophy and we want to continue that unity to fight issues that affect us negatively. The strength of our Association is in numbers and we need all home building and supplier companies to join to increase that strength.

Thanks for your confidence in electing me as President for 2020.

JOHN MICHAEL RAINEY

2020 HBAJ President • Tailored South Homes



INSTALLATION OF OFFICERS & AWARDS

The Home Builders Association of Jackson held its Installation of Officers and Awards Luncheon on November 14 at the HBAJ Office building. We welcomed our new officers for 2020 and recognized the members that made 2019 special. Thank you to our Installation sponsors AmFed, Atmos Energy, BancorpSouth, BankPlus, Capitol Building Products, Community Bank, MMC Materials, PriorityOne Bank, PriorityOne Mortgage, ProSource and Trustmark.

HBAJ members had an outstanding year in 2019. We had good attendance for most events and meetings, none of which would be possible without the support of our many sponsors throughout the year. Yet, like every year, we want to recognize those companies that gave the most and those are our Foundation Sponsors. Thank you 84 Lumber, AmFed, Atmos Energy, BancorpSouth, BankPlus, Community Bank, MMC Materials, Old South Brick & Co., ProSource and Trustmark for supporting the Association by being a 2019 Foundation Sponsor.

In 2019, we had an amazing group of men lead the Home Builders Association of Jackson. Their support and dedication to this Association is greatly appreciated. Our 2019 HBAJ President, DeFord Walker, did an outstanding job leading the way for the Association this past year. DeFord and his team supported the members of this Association with their time and efforts all year long. They could be seen at our many events throughout the year, as well as, battling local government for fair laws and regulations for all our members. We can't thank them enough for all they did for us. Thank you DeFord Walker, John Michael Rainey, Bruce Kirkland, Brent Clark, James Swanner and Shane McLendon. Most of these men will return for another year under a new position, but 2019 was the last year for James Swanner, our 2018-19 Associate Vice President. James did an amazing job these past two years in office. He is very passionate in supporting HBAJ and its' members. He was very active during his term as Associate Vice President and we don't expect that to change moving forward. Thank you, James, for all you've done for this Association as Associate Vice President.

We are excited to have such an amazing group of men leading our Association in 2020. Leading the way is your 2020 HBAJ President John Michael Rainey. The rest of our 2020 Officers include: Vice President - Bruce Kirkland, Secretary/Treasurer - Brent Clark, Builder Vice President - Kevin Troyer, Associate Vice President - Marvin Freeman and Immediate Past President - DeFord Walker.

We had many outstanding members in 2019 who did a lot to support the Association, but these members went above and beyond in 2019 with their involvement and support. Congratulations to Builder Member of the Year/Big Spike Winner - DeFord Walker, Associate Member of the Year - Bill Bethany, Remodeler Member of the Year - Kevin Troyer and Rising Star Award Winner - Rachel Williams.

Our 2019 Lifetime Achievement Award was presented to Terry Reeves of Climate Masters. Terry has been a member of the Home Builders Association of Jackson for over 40 years. He has been a constant presence at our events throughout the years. Not only that, he has been a big supporter of the Association and has helped out on many committees and government affairs. We are so excited to have been able to give this award to Terry. He is very deserving of this award and we can't begin to tell you how appreciative HBAJ is to have him as a member.

2019 was a good year for the Home Builders Association of Jackson, but with the help of our new leadership team and all our outstanding members, we are sure to have an even better year in 2020.



2019 FOUNDATION SPONSORS

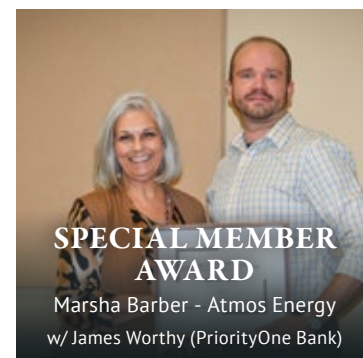
BACK ROW (LtoR): Matt McDonald - **MMC Materials**,
Terry Williams - **Old South Brick & Supply Co.**,
Wilson Eatherly - **BankPlus**, Bill Bethany - **Community Bank**,
Blake Hoerman - **84 Lumber** and Marvin Freeman - **Trustmark**

FRONT ROW (LtoR): Sarah Freeman - **AmFed**, Allison Impastato - **BancorpSouth**,
Mildred Nelson - **Atmos Energy** and Kim Cole - **ProSource**



2020 HBAJ OFFICERS

President John Michael Rainey, Vice President Bruce Kirkland,
Secretary/Treasurer Brent Clark, Immediate Past President DeFord Walker,
Builder Vice President Kevin Troyer and Associate Vice President Marvin Freeman



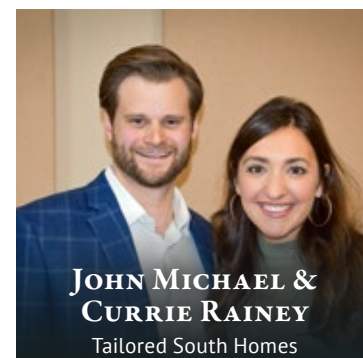
SPECIAL MEMBER AWARD

Marsha Barber - Atmos Energy
w/ James Worthy (PriorityOne Bank)



REMODELER OF THE YEAR AWARD

Kevin Troyer - Arrow Remodeling
w/ James Worthy (PriorityOne Bank)



JOHN MICHAEL & CURRIE RAINEY

Tailored South Homes



BUILDER OF THE YEAR AWARD

DeFord Walker -
Southern Herritage Construction
w/ James Worthy (PriorityOne Bank)



LIFETIME ACHIEVMENT AWARD RECIPIENT

Vicky Bratton - HBAJ Executive Officer and Terry Reeves - Climate Masters



INSTALLING OUR 2020 PRESIDENT

Wade Quin (Wade Quin Builder)
and John Michael Rainey (Tailored South Homes)



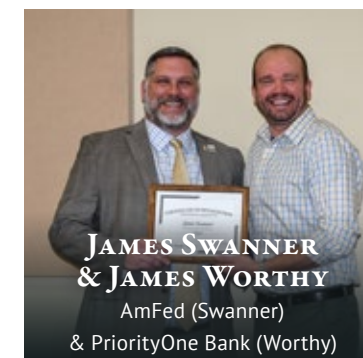
LEE DAVIS & BLAKE HOERMAN

84 Lumber



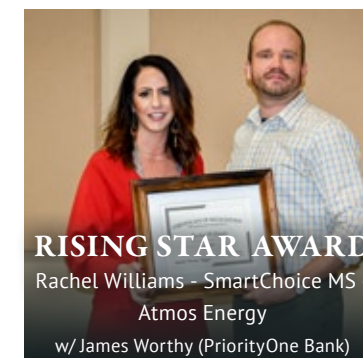
ASSOCIATE OF THE YEAR AWARD

Bill Bethany - Community Bank
w/ James Worthy (PriorityOne Bank)



JAMES SWANNER & JAMES WORTHY

AmFed (Swanner)
& PriorityOne Bank (Worthy)



RISING STAR AWARD

Rachel Williams - SmartChoice MS -
Atmos Energy
w/ James Worthy (PriorityOne Bank)



MARVIN & SARAH FREEMAN

Marvin (Trustmark) & Sarah (AmFed)



MILDRED NELSON & RACHEL WILLIAMS

Atmos Energy

ALL FOR FALL

The 2019 Fall Parade of Homes

The Fall Parade of Homes, which was held October 19, 20, 26 & 27, was a great success. We had 68 homes that entered in the Fall Parade of Homes. Congratulations to all of the winners.

Our judges were Ann Daniel, AKBD of Ann Daniel Design and Lauren Harris of M Design. Ann, a veteran to judging the Parade, is returned again after judging in the 2019 Spring Parade of Homes. Lauren also returned for another year after judging the 2019 Spring 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 Fall Parade of Homes Award Luncheon was held on October 17 at the HBAJ office. This Parade Luncheon theme was All for Fall and was well attended. We crowned a new Best In Show winner this Fall. Congratulations to Yves Van Der Schoot of BE.ST Concept, LLC on winning this Parade of Homes' Best In Show with your home, 181 Dover Lane of New Castle V. Thank you to our awards sponsors BancorpSouth and Three Rivers Real Estate, our lunch sponsors BankPlus, Capitol Building Products, CenterPoint Energy, Constress, First Bank, Simply Realty - Ken Allen and Trustmark & our sign pick-up sponsors MMC Materials and Community Bank.

Home Builders Association of Jackson would like to thank all the participants and advertisers in the Fall Parade of Homes. Thank you to our Corporate Sponsor, Atmos Energy, for all your support. We hope to see even more beautiful homes next Spring!

\$276,000 - \$300,000



302 Morningstar Cove
Abundance Pointe • Chris Bond



217 Ironwood Place
Ironwood Estates • Scott May



113 Sylvia's Place
Sylvia's Place • Scott May

\$301,000 - \$325,000



119 Long Leaf Way
Lost Pine • Chris Bond



415 Ashleigh Court
Hastings • Scott May



312 Driftwood Lane
Driftwood Estates • Scott May

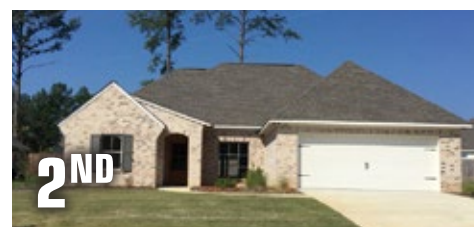


221 Ironwood Place
Ironwood Estates • Scott May

UP TO \$275,000



353 Emerald Way
Gardens of Manship • William White



116 Hampstead Drive
Hampton Ridge of Caroline • John Michael Rainey



208 Cowan Creek Drive
Cowan Creek • Christian Cowan

\$326,000 - \$350,000



304 Driftwood Lane
Driftwood Estates • Scott May



411 Ashleigh Court
Hastings • Scott May



308 Driftwood Lane
Driftwood Estates • Scott May

\$351,000 – \$400,000



122 Coventry Lane
Coventry • Jade Reese



330 Wellstone Place
Thornberry • JonMark Jordan



303 Moaring Circle
Northshore Landing • Carl Sandberg



200 Reservoir Way
Northshore Landing • DeFord Walker & Kelli Foster

ALL FOR FALL

The 2019 Fall Parade of Homes

\$401,000 – \$475,000



142 Dogwood Place
Dogwood • DeFord Walker & Kelli Foster



128 Camden Lake Circle
Camden Lake of Caroline • Terry & Lori Hughes



407 Crossvine Place
Thornberry • Presley Pettit

\$476,000 – \$600,000



181 Dover Lane
New Castle V • Yves Van Der Schoot



106 Mississippi Street
Lost Rabbit • Todd Carter



119 Eagles Cove
Eagles Nest of Caroline • JonMark Jordan

OVER \$600,000



327 Penrose Place
Whittington • Shannon Hahn



120 North Natchez Drive
Lost Rabbit • Ryan Weaver



335 Penrose Place
Whittington • Norman Cannady



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Belgian Style Meets Southern Comfort



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European architecture traditionally retains the historical features of a home or commercial building and then the designer adds contrasts of something new and modern. The design style that prevails is a unique and fresh combination of textures and shapes while providing clean lines and natural light.

Yves Van Der Schoot and his wife, Cathy, moved from Belgium to Madison, MS in 2016 to be able to work and spend time with family. The home building business name – BE.ST Concept was created by the couple to incorporate a Belgian Style Concept – BE.ST. Yves brings a unique style to quality construction in this local market with over 13 years of experience building abroad. Yves typically manages the entire structure and Cathy handles all interior design features. It's a unique team that brings very unique features to their homes. They are concentrating their home building business in the New Castle neighborhood off Hwy 463 in Madison.

From Hwy 463 in Madison, New Castle is located in a convenient and popular area across the street from Reunion neighborhood. Dover Lane begins with a quaint, wooded, split boulevard entrance on your way to this Best in Show home. The view from the front of this four bedroom, four and one half bath home shows an expansive floor plan, 3550 square feet, with off-white painted and natural brick with gray and taupe tones perfectly placed on an acre lot. The driveway entrance is around the corner with parking pad, garage and friendship entrance.

Walking through the glass paneled front door into the foyer is where the European flavor takes off. The chrome, contemporary foyer fixture is atomium in shape – totally unique, contemporary and inspiring, supplied by Sunbelt Lighting. You'll notice the light colors chosen for the home and natural light that is allowed inside, along with first of many natural headers added to cased openings throughout the home. First room to the right is an office/sitting room with front lawn view. The dining room is open to the foyer and has a large paned window for natural light and front lawn view. Walk through the dining room to access an amazing gourmet kitchen.

The kitchen is artistic. Beginning with the quality manufactured cabinets from WoodMode, everything has a super clean line and then there's the Belgian blue! The backsplash is simple as it can be in off-white tile with barely enough of a grout line to even show. Simple, white and grey quartz counters are a perfect balance to the blue lower cabinets. Picturesque window designed over the kitchen sink with a front yard view. Plumbing and lighting fixtures paired with appliances aren't completely duplicated in finishes, but combine black, chrome and a silver/rose gold in such a unique and planned way that blends exceptionally together. This huge, kitchen island allows for plenty of room to prep meals and still holds seating for four. All drawers and cabinets provide a soft close feature and corner cabinets contain lazy susan-style moving shelves to find exactly what you're looking for. State of the art appliances were chosen from Cowboy's Kitchens, including extremely modern vent-a-hood. There's another, more casual and comfortable, dining area open to the kitchen and located near a see-through fireplace.

The family room is located on the other side of the see-through fireplace, which is stunning in both rooms. Both sides of the fireplace have identical mantels, which are made of simple, painted wood with stone inset around fireplaces. You'll see natural wood headers from family room to kitchen. Step outside from this room to the outdoor back covered patio and back lawn view or walk up the stairs to a sitting area with circular window which serves as a focal point of the home from the outside front view and two bedrooms with Jack and Jill shared full bath with independent vanities, designed very sleek and simple with white and greys and an occasional black accent. The stairs and back drop wall is contemporary, matching natural wood risers with a custom designed, industrial-style, hand rail, custom-built by Oliver Ornamental Ironworks. The open shelving at the height of this room impresses any guest.

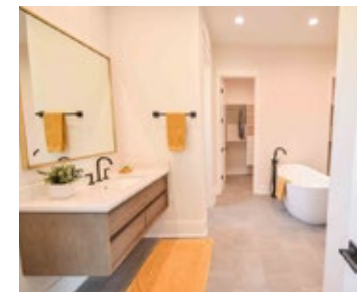
Maybe not mentioned enough are the elements of design in this home that complement natural wood and light with an almost industrial accent. The way this home presents itself could only come from a home builder and designer with their European background. Yves and Cathy have balanced that perfectly for this market.

Back downstairs to the friendship entry, drop zone area, laundry and powder room as they work in tandem to create a perfect space designed for entering the home. The powder room has a simple, round, black framed mirror and elegant plumbing and lighting fixtures with minimalistic features, yet elegant. The black and white star patterned floor has the edge it needs for a little attention. The laundry has a hanging wet clothes area, which is a great feature for delicate clothing.

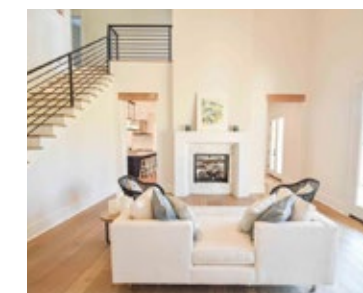
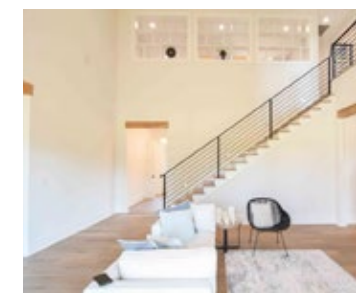
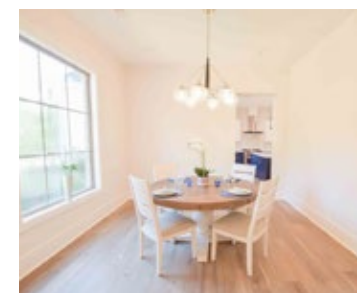
A guest bedroom is located around the corner from the powder room, offering convenience to the friend's entry. There is a guest full bath with silver and rose gold finishes on fixtures and soft grey and white tile features for flooring and bathing area.

The master bedroom with trey ceiling is located off the family room in the back of the home and has a private entrance to the covered patio and beautiful view through three panes of windows into the back lawn. The master bathroom has a European style by showcasing floating vanities and cabinets with stand-alone contemporary tub. The separate shower has a custom tile design in vertical, horizontal and diamond-shaped tile – comes together perfectly. All the Brizo plumbing fixtures were purchased at Carr Plumbing and complement details of gold and bronze in the master bath. His and hers entry into the massive closet make this area fit for a king and queen. Master bath vanities were specialty ordered from Restoration Hardware. A few other features to note include that there is no crown molding in this home, which is unusual for this market. Molding around doorways and windows and then shoe molding throughout the home is enough and lends itself to clean lines. Other details that are included downstairs include the natural wood beam headers that were custom built and stained and are positioned at every room entry way.

This Best in Show winner came as a complete surprise to our Parade of Home judges. They could tell that there was a new home builder in town! Congratulations, Yves and Cathy, for bringing your style to the Madison area.



PARADE OF HOMES
BEST IN SHOW WINNER





The Home Builders Association of Jackson held its first ever Deep Fried Fest on August 22nd. It was a fun night with a ton of great food. Our 5 teams were Jeff Sullivan - Mid-South Heating & Cooling, John Michael Rainey - Tailored South Homes & Wade Quin - Wade Quin Construction on one team, James Swanner - AmFed, DeFord Walker - Southern Heritage Construction, Brian Lott - NOLA Lending and Matt McDonald & Ben Lindsey - MMC Materials. Congrats to Jeff, John Michael and Wade for winning the *Best Fry Daddy* award. We would also like to thank our sponsors, 84 Lumber, AmFed, Atmos, BancorpSouth, BankPlus, CenterPoint Energy, Cowboy Maloney's, First Bank, MMC Materials and Trustmark, for making this a great event.



1. Jeff Sullivan, John Michael Rainey and Wade Quin
2. Matt McDonald, Ben Lindsey, Cynde Ray and Kenny Martin
3. Alan Wall and Michael Bishop
4. DeFord Walker preparing to cook
5. Nash McLendon, James Swanner and Nathan Smith
6. John Michael Rainey and Currie Rainey
7. Breanne McLendon, Shane McLendon and Nash McLendon
8. Mildred Nelson
9. Tony Bahou and Brian Lott



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Jernigan Copeland Attorneys, PLLC
Chair of the 2018 HBAJ Education Committee



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HOW TO KEEP FROM GETTING SUED

An Education Article by Trey Copeland

I was asked recently by a builder client, “How do I keep from getting sued?” My short, tongue-in-cheek answer was, “Lock yourself in your room and never go out”. The bottom line is that we live in a litigious society brought about by our fundamental ideals that the individual is more important than the collective. In English, that means that we, as a country, have ingrained in us that we have rights and that if somebody messes with those rights, we have a system that is intent on “making us whole”. You can almost call the American Revolution, the first lawsuit, with the complaint being the Declaration of Independence. So, litigation is in the American psyche and to avoid litigation, you almost have to avoid other people.

Okay, that’s not practical, because if we avoid other people, we can’t do business. That doesn’t work. So, how do we lessen our chances of litigation? That really is the question. The answer is not so simple. I’ve found in my 20+ years of experience in construction law the contractors who find themselves in litigation all share one or more the following: lack of customer service, lack of good contract documents, and/or lack of good customer underwriting. Let me explain this.

Lack of customer service. One of my first jobs was with the retail outdoor camping and clothing store in Jackson. My boss instilled in me the attitude that the “customer is always right”. He took that mantra to a fault. We would accept things on returns or exchanges that we didn’t even sell, just to ensure that the customer, when leaving our store, left happy or satisfied, at the very least. Returning phone calls, responding to emails, and making customers feel that they’re being heard are all traits of good customer service. Putting everything in writing, making sure that the customer knows, on the front end, what their changes are going to cost them and how it’s going to affect the bottom line of the project. Yes, written contracts, putting everything in front of the customer so they know, on the front end, what they are getting into and avoiding, at all cost, surprises at the end. All of these are traits are characteristics of good customer service. Also, handling complaints, handling fickle and ever-changing whims, in a professional manner that will protect you as the builder, but also lets the customer know they’re not being ignored. Again, informing the customer on the front end about warranties, warranty procedures, punch lists, punch list procedures, and yes, written change orders are all important pieces to this part of the puzzle. This will not keep you from getting sued, but many of the lawsuits that I defend (and, when the stars align, prosecute) start when an owner reaches out to a builder and either gets no response or is basically told “pound sand”. I’m not saying that builders need to bend over backwards to the detriment of themselves, to make owners happy. Builders do need to make sure that their clients are informed as to what they are entitled to, and what they’re not entitled to on the front end, as much as possible. More so, throughout this process, is the necessity to communicate, but communicate in a way that can be memorialized.

Lack of good contract documents. This is something I’ve been preaching for years. A good set of contract documents will not keep you from getting sued, but will put you in the best position that you can be, from the standpoint of defenses, then without one. I still see builders who resist putting anything in writing, wanting to believe that if they promised something to someone, that they will deliver. The problem is that you may know your own integrity, but you cannot control or actually know the integrity of another person. The bottom line is this, “if

it’s not in writing, it doesn’t exist.” Therefore, a good set of contract documents that outlines your scope of work, change order procedures, dispute resolution mechanisms, punch list procedures, and warranty procedures is a must. In addition, a good set of contract documents with subcontractors that sets forth the rights of indemnification and contribution, insurance requirements and additional insured requirements is also a must. Very few general contractors that I know actually self-perform much of their work and 99% of the work is subcontracted out. Then, why do you take on 100% of the liability for somebody else? I’ve never understood that. Again, a good set of contract documents may not keep you from getting sued, but will give you rights that may not exist at common law and should put you in a better position than you would be without them.

Lastly, lack of good customer underwriting. I’ve told the story before that I had a client come to me with a contract that a customer marked up. I made my changes to the markups and sent it back, and a few days later got another version back. This went on for two weeks. Two thousand dollars later, we finally decided we had to have a face-to-face meeting, which we did. The result of that meeting was a contract that everybody could live with. Before going into the meeting, I asked the client “Do you really want to do this? Do you really want to do business with these people who seem so difficult to deal with at the front end of the job?” The response was something to the order of yes, it was a good job and he could bring forth other good jobs. I warned the client, at that time, that the customer was so difficult to deal with at the front end, when typically, new homeowners are fairly euphoric. Think of how they would be at the backend, during punch out or warranty, when they are much less so. About a year went by and this client called me up and said, “you are a prophet.” Then the client went on to tell me how this

owner gave him a 200-item punch list at the end of the job, a month after they were supposed to under the contract and were already threatening suit. We came up with a solution and it worked in the short term, but in the long term a lawsuit was eventually filed, litigated and concluded. From where I sit, the cheap seats, that litigation was wholly avoidable. In my mind, it was clear that these are unreasonable people, who could not be made happy, and who had to exercise control or dominance over the builder, and apparently did so from beginning to end. The builder who is willing to walk away from a customer like this, likely walks away from litigation. Be able to size up and underwrite your potential customers. If they look like trouble and act like trouble, then they are trouble. Run away. You’ll make as much, or more, profit on the next job with easier customers and with a whole lot less headache. Let someone else deal with them. Believe me, discretion is always the better part of valor.

Again, as I said above, nothing can keep you from getting sued. I’ve said more than once that there was only one perfect carpenter, and he lived 2000 years ago, and we have now recently celebrated his birth. The rest of us just do the best we can with what we have. So, there will be mistakes, there will be defects, and there will be customers who are not happy when the largest investment they’ve ever made in their life has problems. It is how you handle those customers from the inception of the relationship, to the very end, that has some bearing on whether they end up filing suit against you are not. Even then, the builder who has the best customer service, the strongest and tightest contract documents, and a filter for crazy, still can get sued. The difference, however, is that that builder is easier to defend and more likely to get the lawsuit resolved than the one who lacks in these three areas.





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The Home Builders Association of Jackson held the annual Wade Quin Skeet & Trap Shoot on October 23rd. It was a pleasant change, from our normal time in August, as 15 teams competed on a beautiful, cool day in October. The winners this year were Renfrow (1st), Brandon Lighting (2nd) and Amfed (3rd). This year we raffled off a Winchester Shotgun. The winner of the raffle was Andrew Johnson. We want to thank James Swanner of AmFed for grilling lunch for the event. We would also like to thank our sponsors, 84 Lumber, AmFed, Atmos, BancorpSouth, BankPlus, Capitol Building Products, CenterPointe Energy, Community Bank, Constress, First Bank, MMC Materials, ProSource, Pryon Group Insurance, Simply Realty - Ken Allen and Trustmark. Also, thanks to Jeff Sullivan and all his volunteers for coordinating this event.



1. Garrison Toole, Scott Meadows, Blake Carroll, Rick Turner and Alan Walters
2. Terry Hawkins, Kent Moore, Nathan Copeland, Franklin Cross and Ross Renfrow
3. Broadhead Building Supplies enjoying the day.
4. John Michael Rainey and James Swanner
5. Jeremy Childress, Alyson Barksdale, James Swanner and Cameron McPhail
6. Ken Allen, Rick Turner and Jimmy Gentry
7. Alan Wall, Lauren Odom, Vicky Bratton and Jeff Sullivan
8. Wade Quin and Marvin Freeman
9. Matt McDonald, Jeff Salmons, Kenny Martin, Ben Lindsey and Matthew Hodem



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Our colorful charts will provide you with an overview of the city/county and subdivisions for the year.

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Year end report ranking contractors by total value of individual permitted projects.

NUMBER REPORT \$200

Year end report ranking contractors by number of permits annually & percentages.

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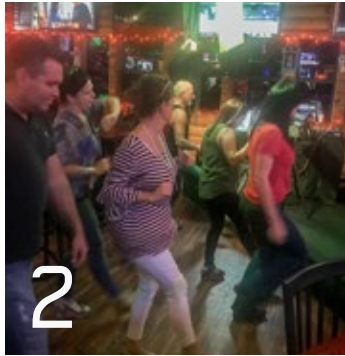
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AFTERHOURS

The Home Builders Association of Jackson branched out for After Hours this year and one of the favorite spots was at Shucker's Oyster Bar. We would like to thank Shucker's for hosting our bunch on November 12. We had so much fun and the food was absolutely amazing. Thanks to everyone who came out to all the After Hours this past year. We hope that you were able to meet a bunch of members that you may have not known was part of the Association. Be sure to attend next year's After Hours events.



- 1. Lewis Deel and DeFord Walker
- 2. Dancing and having fun at Shuckers
- 3. The incredible spread provided by Shuckers
- 4. Bill Singletary, Nick Thomas , Wade Quin, Jeff Sullivan, Candace Broussard and Jeff Jenkins
- 5. TJ Burnham, Kenny Martin, Kristy Nguyen, Lauren Odom, Cameron Widdig and Mary Widdig
- 6. Barry Stokes and Brandy Martin
- 7. Drew Henderson and Thomas Robb
- 8. Lauren Harris, Breanne McLendon and Shane McLendon



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JANUARY

- 01 HBAJ Office Closed – New Year’s Day
- 14 Executive Committee – 3:30pm – HBAJ Office
- 16 Board of Directors – 12pm – HBAJ Office
- 19-23 International Builder Show – Las Vegas, NV
- 25-26 The Home Show – 10am–5pm – MS Trade Mart

FEBRUARY

- 04 Construction Round Table – 12–1:30pm – HBAJ Office
- 12-13 HBAM Winter Conference & Best In MS
- 18 Executive Committee – 3:30pm – HBAJ Office
- 20 Board of Directors – 12pm – HBAJ Office
- 25 Key Connections – 1–5pm – HBAJ Office
- 25 After Hours – 5pm – HBAJ Office
- TBA 2020 Home Show (Recap) Committee Meeting

MARCH

- 05 Sporting Clay – 11:30am – Turcotte
- 17 Executive Committee – 3:30pm – HBAJ Office
- 19 Board of Directors – 12pm – HBAJ Office
- 26 Crawfish Boil/Reeves Thomas Draw Down – HBAJ Office
- TBA Spring Parade of Homes Committee Meeting

APRIL

- 07 Construction Round Table – 12–1:30pm – Cowboy’s Kitchens
- 21 Executive Committee – 3:30pm – HBAJ Office
- 21 After Hours – 5pm – TBA
- 23 Board of Directors – Emailed
- 24 Spring Parade of Homes Awards Lunch – 11am – HBAJ Office
- 25-26 Spring Parade of Homes – 1–5pm
- 30 Golf Outing – 11am – Caroline

MAY

- 02-03 Spring Parade of Homes – 1–5pm
- 19 Executive Committee – 3:30pm – HBAJ Office
- 19 After Hours – 5pm – TBA
- 21 Board of Directors – 12pm – HBAJ Office

JUNE

- 02 Construction Round Table – 12–1:30pm – ProSource
- 16-20 NAHB Spring Leadership – Washington D.C.
- 23 Executive Committee – 3:30pm – HBAJ Office
- 25 Board of Directors – Emailed
- TBA *The Metro Magazine* Publishes

JULY

- 15-17 HBAM State Convention – The Grand, Point Clear, AL
- 20 Nominating Committee – 3:30pm – HBAJ Office
- 21 Executive Committee – 3:30pm – HBAJ Office
- 23 Board of Directors – 12pm – HBAJ Office
- TBA 2021 Home Show Committee Meeting

AUGUST

- 04 Construction Round Table – 12–1:30pm – Ferguson’s Bath, Kitchen & Lighting Gallery
- 18 Executive Committee – 3:30pm – HBAJ Office
- 20 Board of Directors – 12pm – HBAJ Office
- TBA 2021 Home Show Committee Meeting

SEPTEMBER

- 15 Exec. Committee/Leadership Planning – 3:30pm – HBAJ Office
- 15 After Hours – 5pm – TBA
- 17 Board of Directors – 12pm – HBAJ Office
- TBA 2021 Home Show Committee Meeting
- TBA Fall Parade of Homes Committee Meeting

OCTOBER

- 06 Construction Round Table – 12–1:30pm – Contractor’s Millwork
- 16 Fall Parade of Homes Awards Lunch – 11am – HBAJ Office
- 17-18 Fall Parade of Homes – 1–5pm
- 20-22 NAHB Fall Leadership – Kansas City, MO
- 24-25 Fall Parade of Homes – 1–5pm
- 27 Executive Committee – 3:30pm – HBAJ Office
- 28 Wade Quin Skeet Shoot – Scheduled Times – Capitol Gun Club
- 29 Board of Directors – Emailed
- TBA 2021 Home Show Committee Meeting

NOVEMBER

- 12 Chili Cook Off – 6pm – HBAJ Office
- 17 Executive Committee – 3:30pm – HBAJ Office
- 19 Board of Directors (Nov/Dec) – 12pm – HBAJ Office

DECEMBER

- 03 Foundation Sponsor Lunch – 11:30am – HBAJ Office
- 08 Construction Round Table – 12–1:30pm – Earthscape Supply
- 08 Christmas Party After Hours – 5pm – Kathryn’s
- 10 Installation of Officers/Awards– 11:30am – HBAJ Office
- TBA *The Metro Magazine* Publishes



Our Remodeler’s Forum has been a great event this past year and we couldn’t have done it without Kevin Troyer, owner of Arrow Remodeling. Despite having his own business and being busy with remodeling homes, he always finds the time to support HBAH and the Remodeler’s Committee. This is his last year as chairman and he will be handing it over to Chris Allen, owner of CA Construction, next year. Thank you, Kevin, for everything you have done in making the Remodeler’s Forum such a success!

Thank you to our 2019 sponsors, Atmos Energy, Community Bank and ProSource, for your support in the Remodeler’s Forum.

In 2020, we are changing the name to Construction Round Table to open it up to everyone in the construction industry. Five out of six of our luncheons will be offsite at different HBAJ members’ businesses so come support and learn all the tricks and trades you may need! 2020 dates listed below.

Contact Lauren Odom at Lauren@hbajackson.com or 601-540-7755 for more information.

FEBRUARY 4
HBAJ OFFICE

APRIL 7
COWBOY’S KITCHENS

JUNE 2
PROSOURCE

AUGUST 4
FERGUSON’S BATH, KITCHEN
& LIGHTING GALLERY

OCTOBER 6
CONTRACTOR’S MILLWORK

DECEMBER 8
EARTHSCAPE SUPPLY



HBAJ was at Kathryn's on December 10 for the annual Christmas Party. We had a great turn out for our final event of 2019! Our members kicked off the season right by bringing a ton of toys to donate to the children of The Ronald McDonald House Charities of MS. This was a great way to close out the 2019 HBAJ event calendar. We had a lot of members that came that struggle to make a lot of the events throughout the year, so we are happy that they were able to make it to catch up and mingle with their fellow members. Thanks to our sponsors Atmos Energy, AmFed and First Bank and special thanks to Kathryn's for hosting and providing the awesome food and drinks. We hope to see everyone at all our awesome events in 2020.



- 1. John Duease and Lyle Strickland
- 2. Chris Smith and DeFord Walker
- 3. Bill Singletary, Larry Stacy and Todd Seymour
- 4. John Michael Rainey presenting donations to Ruth Ann Allen and Wade Overstreet of Ronald McDonald House Charities of MS
- 5. Jeff Salmons and Matt McDonald
- 6. Terry Reeves and Uriel Pineda
- 7. The wonderful spread provided by Kathryn's
- 8. Ben Lindsey and John Michael Rainey

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Marsha Barber

ENJOY RETIREMENT

Well over ten years ago, Marsha Barber began representing Atmos Energy and focused marketing support in the Home Builders Association of Jackson. She has served on just about every committee but began as a member of the Associates Council back in 2007. Also, when HBAJ had a “Green Building Committee,” she was part of the group back in 2008. Through many International Builders Shows, as Atmos Energy has graciously invited HBAJ members to some of the best shows in Las Vegas, NV and Orlando, FL, Marsha was the best host personally inviting and gathering her “people” to enjoy themselves as members attended these shows over the years. Marsha was so supportive of HBAJ events and volunteerism, she was awarded the “Associate of the Year” in 2009.

When HBAJ purchased The Home Show from HBAM, Marsha volunteered to chair the committee – and that was a huge year for the show and for volunteerism. Many memories of Marsha co-emceeing the Taste of Home Cooking Show (at The Home Show 2012), painting walls (until midnight or so) for a Designer Challenge and setting up the Atmos booths, as well as serving as official spokesperson for The Home Show. Marsha’s willingness to help HBAJ has been so above and beyond with no limits as to what she was willing to do. The staff at HBAJ has followed her lead for years in brainstorming ideas that worked and following through the details to make sure it, in fact, DID work.

In 2013, Marsha was asked to serve as an HBAJ officer, Associate Vice President, where she could make long lasting decisions for the local association. She has continued to encourage all of her employees to be involved in the Association and HBAJ currently benefits from the volunteerism that Neal Mashburn, Willie Alexander, Chip Shotts and Mildred Nelson give.

We are appreciative of John Duease moving back to the Jackson market. John was promoted through Atmos to serve as current Marketing Vice President of the Mississippi division, but many years back, worked for MS Valley Gas and a long time member, Burlon Crocker.

HBAJ congratulates Marsha Barber for her service with Atmos Energy and for many years of volunteerism and support of the Home Builders Association of Jackson.

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JOE ROBERTSON

Joe Robertson worked for BancorpSouth and was a very dedicated member for many years. He was honored with Associate of the Year award in 2005, and most recently, Joe was awarded HBAJ's Lifetime Achievement award in November of 2018 and HBAM's Hall of Fame in June 2019. Joe was respected at the local, state and national levels for his outstanding service and dedication to the construction industry. Joe passed away in October, leaving many family, friends and members with an immeasurable loss.



CATHERINE DAVID

Catherine David and her husband, Sydney, opened their business, David Glass & Mirror, where Sydney was instrumental in giving his time and efforts into the local association in the 1950's and beyond! After Sydney's passing, Catherine and her beautiful daughters, Jeanine, Beth and Jamie, continued operating the business and their involvement with HBAJ. Catherine passed away in August, with her daughters by her side. We will miss Catherine very much – she was a class act and a true lady!

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