2020 FALL
BEST-IN-SHOW
136 WESTLAKE CIRCLE • WESTLAKE • MAYFIELD HOMES

WINTER 2020 ISSUE 16 VOLUME 2

THE METRO

HB

WHAT TO LOOK FOR IN THIS ISSUE

Article on ProSource's New Granite Shop | Message from the 2021 President | Fall Parade of Homes Winners
2021 Calendar of Events | 2020 Permit Totals | Construction Roundtable Recap

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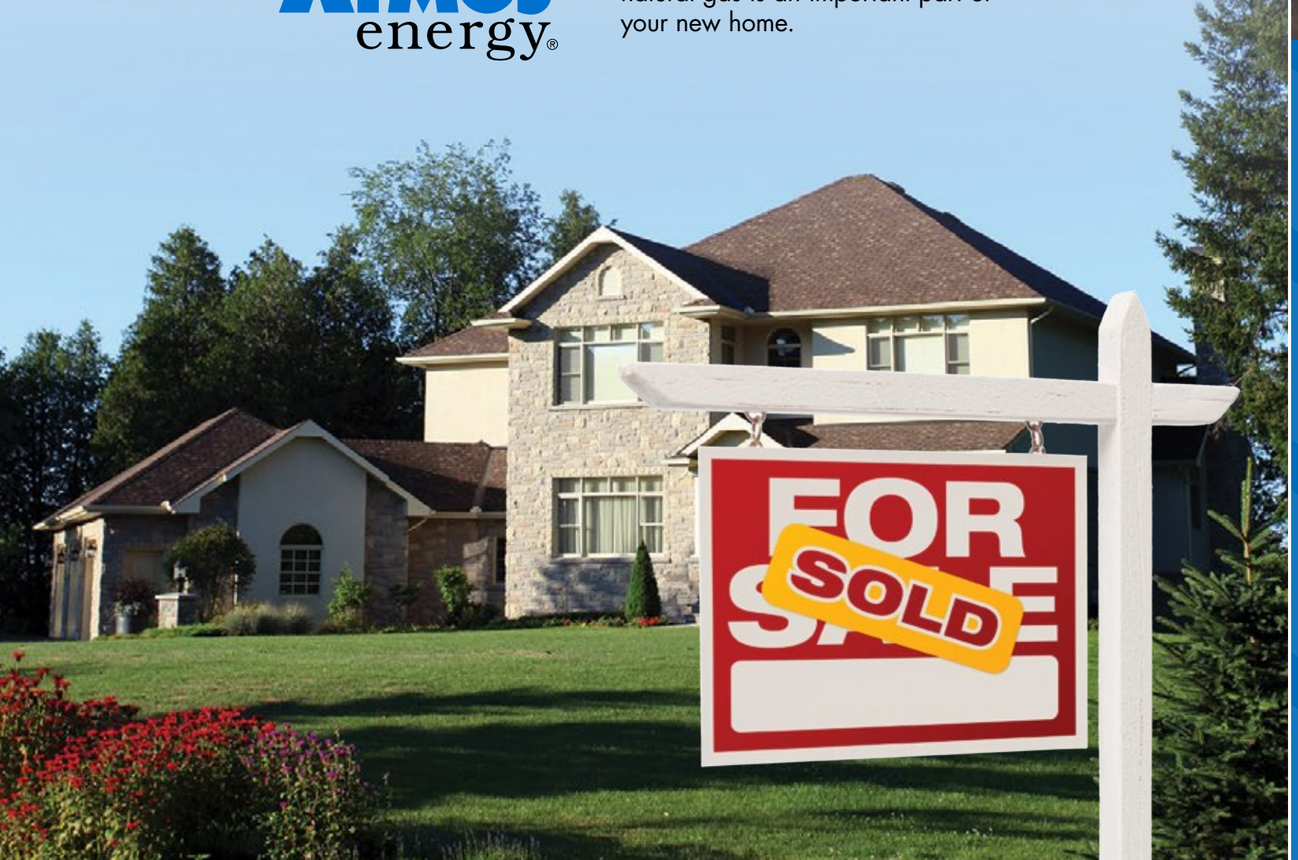

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HBAJ STAFF

Executive Officer ..... Vicky Bratton

Director of Marketing | Finance | Events ..... Brandy Martin

Membership Coordinator ..... Lauren Odom

Permit Service Coordinator ..... Cathy McMillan

Graphic Designer ..... Jeremy Childress

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ONE FOR THE BOOKS

BUILDING INTO 2021

2020 HAS BEEN ONE FOR THE HISTORY BOOKS. THANKS TO THE HBAJ LEADERS WHO HAVE HELPED ME THIS YEAR.

Thanks so much for trusting me to serve as your President in 2020. Even though this year has definitely been different – it has forced us to do things differently, truly transforming every event and project to continue to grow as an Association. Being President has had its challenges with social aspects of being a member of the Association, however, it really makes all of us appreciate those times that we've had in the past and will have in the future to build relationships. It's sort of ironic that 2020 has been lucrative for the construction industry – I've heard from many home builders that 2020 will be a record year for them. You would have thought that between COVID, lumber prices and supply shortages of materials that it would be a lot worse than it is – but, just like in the past, the construction industry really keeps America going, and it's more prevalent to me now more than ever.

I appreciate the work of the Executive Officers I had working beside me in 2020 – Bruce, Brent, Kevin, Marvin & DeFord – they continued to meet every month to make decisions for the Association and they have spent more time than any other to make sure the Association continues to support our members. It is more important now than ever for our builder leaders to do business with a member. Our supplier companies have continued providing products for new home construction, and all indications are that this will continue through 2021.

It has been my pleasure to serve the membership as President. I've grown up in this industry and will continue to bring new ideas to the Association to help our members. I need you to be involved in the Association with me. Thanks for all of your support this year. I look forward to continue working with Bruce as he serves as President next year.

JOHN MICHAEL
RAINEY
2020 PRESIDENT | TAILORED SOUTH HOMES

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Thank you to our 2020 Foundation Sponsors! Without you HBAJ wouldn't be the association our members deserve.

LOOKING AHEAD

TO 2021 AND BEYOND

AS 2020 COMES TO AN END, THE ASSOCIATION LOOKS FORWARD TO 2021 WITH A STRONG LEADERSHIP TEAM DEDICATED TO GROWTH AND STABILITY.

First of all, I would like to thank you for your confidence in me and all of the officers that have come before me. I have been a member of this Association since about 1990, but only a few years ago I was challenged to be involved on the Board as an Officer. John Michael Rainey and DeFord Walker – thank you for your leadership over the last couple of years so that I could learn more about the Association.

> "I am passionate about this Association and intend to **give it my very best** this year."

I have roots in this Association. My father, Bennie Kirkland, was President of HBAJ in 1968! I was brought up in the construction industry. Those Presidents that served around the time that my Dad served were close, family friends. I still have the most respect for those guys. Along the way in history, our Association has continued to promote new construction every year to help with home sales. Our Association also gets involved in issues that have the potential to harm everyone in the industry and the Association speaks on behalf of all our builders so that each one doesn't have to fight on their own. I have always had a lot of respect for these principles and will work to keep this going.

In planning for 2021, we met for several hours in September and discussed ways to be successful even with obstacles that are out of our control. Other plans for 2021 are that we will add features to our Permit Reporting Service, add an issue to our Metro magazine to feature more members since we may not be allowed to get together as often as we would like. We will feature the next issue of the Development Guide and we'll continue with as many events as possible by having things outdoors, scheduled times or come and go's. We're also trying to improve events that have been successful for years, including adding more tickets to the Draw Down and increasing the prize money, among other things.

Our top priority is growing our membership. I need all of your help with that. If you've been asked to serve on the Board for 2021, I need you to take that position seriously. We want our membership to grow and will be working to make that happen.

The companies that have held our Association together this year, as well as every other year, are HBAJ's Foundation Sponsors. Your willingness to continue to support our industry and our Association is humbling.

Thank you to the 2020 FOUNDATION SPONSORS:
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5) BankPlus
6) Community Bank
7) Cowboy's Kitchens
8) Ferguson Bath, Kitchen & Lighting Gallery
9) MMC Materials
10) Old South Brick
11) ProSource
12) Trustmark

You've certainly been appreciated in the past but we can't imagine this year without your huge support.

I'll be reaching out to you to help with membership growth in 2021. We need to come together to build this Association into a better reflection of our successful industry. I can tell you from my own experience how important the friendships are that you develop while being a member in this Association. These are benefits that go way beyond the cost. Once again, thank you for your confidence. This is a great Association and I will work hard as your President.

BRUCE KIRKLAND
2021 PRESIDENT | KIRKLAND DEVELOPMENT

BOARD OF DIRECTORS

2021

- Chris Allen
- Bill Bethany
- Brent Clark
- Kevin Cole
- Christian Cowan
- Lewis Deel
- Eddie Duran
- Marvin Freeman
- Sarah Freeman
- Bruce Kirkland
- Gary Lyles
- Neal Mashburn
- Matt McDonald
- Shane McLendon
- Bruce Plunkett
- Wade Quin
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- Cynde Ray
- Terry Reeves
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Installation of Officers & Awards

With 2020 coming to a close, the Home Builders Association of Jackson recognized the members who have helped the Association through one of the strangest years in recent memory, as well as, installed the 2021 Executive Officers on December 10, 2020. Just like 2020 has been an unprecedented year for everyone, the Installation of Officers & Awards event had its own share of interesting features. It wouldn't be a 2020 event or meeting without the use of Zoom. Bruce Kirkland, HBAJ 2021 President, was installed remotely via Zoom this year.

The Home Builders Association of Jackson appreciates the continued support from our Foundation Sponsors, Board of Directors, the Executive Officers, event sponsors and the members who gave their time on committees throughout the year. HBAJ is looking forward to a successful 2021 that hopefully will start to feel like normal. We have a great group of men who have agreed to serve the Association on the Executive Leadership team *(see below)*, as well as, the men and women who have agreed to serve on the 2021 Board of Directors *(see previous page)*. Again, thank you to everyone who has helped make 2020 memorable. We look forward to an even better 2021!

2021 Officers

President
Bruce Kirkland *(Kirkland Development)*

Vice President
Brent Clark *(Clark Builders)*

Secretary/Treasurer
Kevin Troyer *(Arrow Remodeling)*

Builder Vice President
Gary Lyles *(Lyles Signature Homes)*

Associate Vice President
Marvin Freeman *(Trustmark National Bank)*

Immediate Past President
John Michael Rainey *(Tailored South Homes)*

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2021 HBAJ President
Bruce Kirkland

Big Spike Member of the Year
DeFord Walker w/ Brandon Nicholson

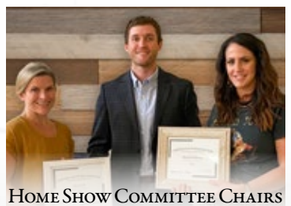
Associate Member of the Year
Matt McDonald w/ Brandon Nicholson

Builder Member of the Year
John Michael Rainey w/ Brandon Nicholson

Remodelers Committee Chair
Chris Allen w/ Brandon Nicholson

Skeet & Trap Committee Chair
Wade Quin w/ Brandon Nicholson

2021 HBAJ Past President Pinning
John Michael Rainey w/ Marvin Freeman



Home Show Committee Chairs
Kim Cole & Rachel Williams w/ Brandon Nicholson

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2020 HBAJ Executive Officers
Marvin Freeman, DeFord Walker, Kevin Troyer, Brent Clark & John Michael Rainey

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PARADE OF HOMES

AWARD WINNERS

The Fall Parade of Homes was held November 7, 8, 14 & 15. We went into this Parade knowing that it was a buyers market. Homes were selling faster than we could put them in the Parade. That's awesome news for our builder members. The Parade just gave our builders another opportunity to showcase their work with the buyers. From the feedback we received from participants, we know that the Fall Parade had tons of visitors. We want to thank everyone who participated in the Fall Parade and congratulate all of the winners who had beautiful homes in this Parade.

Our judge for the Parade was Lauren Harris of LRH Design Co. Lauren, a veteran to judging the Parade, has returned again after judging in the 2020 Spring Parade of Homes. We look forward to having her judge future Parade of Homes and also want to thank her for her time and participation over the two days of judging. For more info about her, visit *paradeofhomesjackson.com*.

The Fall Parade of Homes Award Lunch was a little bit different this time. In order to keep with social distancing rules, we arranged Green Ghost Tacos to set up their food truck in order to provide lunch to our builders and guests. The food and atmosphere were great. Many guests expressed their pleasure with the new way we were handling the Awards Lunch during these challenging times. We crowned a new Best In Show winner this Fall. Congratulations to Jared Mayfield (Mayfield Homes) on winning this Parade of Homes' Best In Show with your beautiful home, 136 Westlake Circle of Westlake! Thank you to our lunch, awards & sign pick up sponsors BancorpSouth, Bankplus, Capitol Building Products, Constress, L&W Supply and Trustmark.

Special thanks to the members of the Parade of Homes committee: Neal Mashburn (Atmos Energy), Mildred Nelson (Atmos Energy), James Worthy (Origin Bank), and Kevin Kinkade (Trustmark).

Another special thanks goes to our 2020 Parade Chair, Chris Bond (Bond Properties) and to our Corporate Sponsor, Atmos Energy, for all your support.

Again, Home Builders Association of Jackson would like to thank all the participants and advertisers in the Fall Parade of Homes. We look forward to having you be a part of the 2021 Spring & Fall Parade of Homes.

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802 LONG LEAF CIRCLE
LONG LEAF
Scott May • S&S Builders of MS

268 BUTTONWOOD LANE
WOODSCAPE OF OAKFIELD
Steve Houck • Kirkland Development

610 WILD HORSE LANE
SPEERS CROSSING
Scott May • S&S Builders of MS

$301,000 – $350,000

128 LONG LEAF WAY
LOST PINE
Jade Reese • Luxe Homes

810 LONG LEAF CIRCLE
LONG LEAF
Chandler May • C&M Homes

805 LONG LEAF CIRCLE
LONG LEAF
Scott May • S&S Builders of MS

244 NORTH MAPLE STREET
OLDE MAPLE
JonMark Jordan • Portico Homes

$351,000 – $400,000

176 GRACE DRIVE
ABUNDANCE POINTE
Gary Lyles & Wayne Lyles • Lyles Signature Homes

113 CORNERSTONE DRIVE
CORNERSTONE
Brian Sartain • Sartain Associates

1236 CUTTER LANE
NORTHSHORE LANDING
Gary Lyles & Wayne Lyles • Lyles Signature Homes

$401,000 – $500,000

902 BALD EAGLE DRIVE
ARBOR LANDING
Robbie Pierce • 3B Contracting

113 LOUISIANA STREET
LOST RABBIT
Todd Carter • Cedarstone Construction

210 RESERVOIR WAY
NORTHSHORE LANDING
Gary Lyles & Wayne Lyles • Lyles Signature Homes

$501,000 – $600,000

241 WESTLAKE CIRCLE
WESTLAKE
JonMark Jordan • Portico Homes

204 SOUTH WOODCREEK ROAD
EASTWOOD
Todd Carter • Cedarstone Construction

141 SELBY DRIVE
ADDERLEY GARDENS
Bruce Kirkland, CPB • Kirkland Development

OVER $700,000

136 WESTLAKE CIRCLE
WESTLAKE
Jared Mayfield • Mayfield Homes

989 HOLLY BUSH ROAD
CLARK CREEK FARMS
Brian Burkley • Deep South Custom Homes

236 WESTLAKE CIRCLE
WESTLAKE
Michael Tate • Tate Homes

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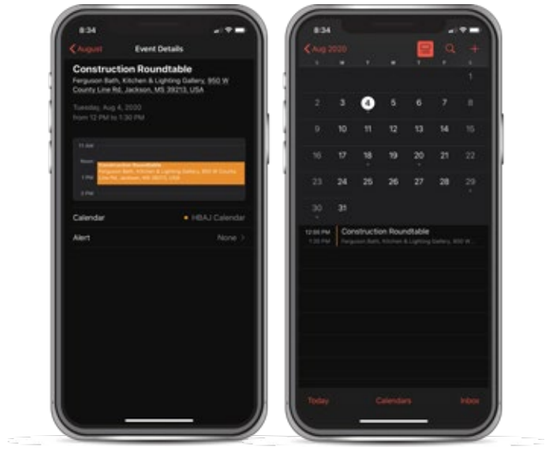

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NEW MEMBER STEALS THE SHOW

Mayfield Homes joined Home Builders Association of Jackson in October 2020. The Fall Parade is the very first Parade they have entered a home! It seems Jared and Betsy Mayfield know what it takes to build a phenomenal home as well as building a Parade of Homes Best in Show winner.

Choosing a beautiful lot on the water in Westlake was the first step in building this fantastic home. Westlake is a brand new neighborhood off Dewees Road in Madison County developed by fellow members Matt Jensen and Scott Gideon.

Driving up to this 4,018 square foot, four bedroom, four and one half bath, farmhouse style home, you'll notice plenty of guest parking including visitor parking pad and convenient sidewalk to the front entrance. There is also space around the right side of the home. You'll find an extremely large parking area outside of the 3-car garage with storage bay. The space can handle 20+ vehicles for parking, even without adding the garage space.

Walking to the front entry, standing seam metal awnings and gas lanterns cover windows and the front patio. The entrance shows off painted white brick with an arched walkway. Once inside, another smooth arched entry leads the way from foyer to family room. Wire brushed oak floors begin in the foyer and extend throughout the home. The foyer also boasts a unique, white and gold lighting fixture accentuating exposed beams on the ceiling of both the foyer and dining room. The dining room has a complementary golden, boxed lighting fixture and a convenient view of the front porch sitting area.

Another arched entry is found from the dining room to the family room.
The best feature of the family room is the awesome view of the outdoor living area including the brick, arched fireplace with wooden mantel and two brick storage compartments for real wood and the water view of the lake. You see this through three extremely large and wide window panes from the family room. White marble tiles surround the interior fireplace with an ecru painted mantel found in the family room. A contemporary ceiling fan, custom floating wooden shelving and cabinets with golden hardware fill the room with natural textures and clean lines.

You'll find a half bath conveniently located around the corner from the foyer and family room with painted, paneled walls. Golden trim sink with gold, exposed legs compliment golden plumbing fixture and starburst lighting fixture in gold and glass – definitely a feature that is contemporary in style and a unique find. Solid stained wood paneled door completes the half bath.

One guest bedroom and bath is located downstairs in addition to the master suite. There's handmade vertical tile in the bath/walk-in shower combination and an interesting, oblique shaped tile floor. Smooth, white quartz counters can be seen with natural light from the window positioned over the bathtub.

The master bedroom is located off the family room and has a spectacular lake view through two large windows. Wooden doors with antique glass panels and glass door knobs on silver bases create an entrance to the master bathroom where you'll focus on the golden chandelier over the stand-alone bathtub with a panel painted backdrop. There are vertical tile walls in the shower with three shower heads. The double vanities with white, quartz counters feature unique transom mirrors and built-in laundry hampers.

The master walk-in closet has 12 built-in drawers, four smaller open cabinets for shelves, two full length clothes hanger spaces, full length matching mirrors on cabinet faces with shelving inside – makes great use out of a large space, but gives the homeowner plenty of space for clothing in custom built areas not counting the furniture that will be arranged in the bedroom.

Outdoor living in this home takes on a comfortable setting which includes refrigerator, sink, black countertop and painted arched brick with inset space that holds a built-in Coyote grill and vent-a-hood. The outdoor fireplace is the focal point with natural wood mantel and beautiful view of Westlake with access from the backyard.

Convenient to the covered outdoor living space and positioned between the family room and kitchen, you'll find an entertainment wet bar with hammered, silver sink, silver faucet and gold knobs on glass front cabinets. The wet bar back splash is a vertical, marble tile and there is under cabinet lighting.

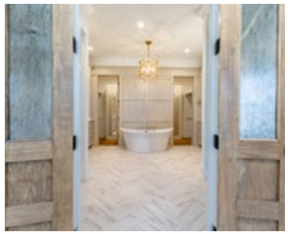
The kitchen has a keeping room with an outdoor back yard view through three large windows and then side yard view through three more large windows. The huge island has a shimmering white and grey marble top. There's seating space for five guests around the island. Over the island, there's a nautical styled, white, copper and gold lighting fixture. White farmhouse sink with window view, 6 burner Thor range with griddle and double ovens add to the Café brand dishwasher, double ovens and pot filler on the stove.

The pantry is conveniently located within the kitchen space. There's a custom wood door, wood countertops, plenty of drawers and open shelving complete with custom wine rack. This is located underneath the stairs leading upstairs as to make full use of space.

The laundry is around the corner from the kitchen with a sliding natural wood door entry. You'll find a wooden island with folding area and wooden counters next to a white, farmhouse-style, rectangular, utility sink with window at eye level for another beautiful outdoor view. There's open, adjustable shelving and plenty of cabinets, laundry hamper and broom closet.

Stairs lead to the second level of the home where you'll find a comfortable living space with open shelving to hold accessories for an office area, gaming space or media room. The two bedrooms each have their own full bathrooms and walk-in closets. And then there's that beautiful lake view from the 2nd bedroom! All rooms are furnished with matching tile and flooring as the downstairs rooms. Walk-in attic space is easily accessed through wooden door entry. Walking downstairs, you'll notice glass and silver sconces with shades for lighting.

The details of quality in this home received high points on the judge's scale for the Fall Parade of Homes. Fellow HBAJ members that helped Mayfield Homes with this home include BankPlus (financing), L&W Supply (roofing & drywall), Cowboy's Kitchens (appliances). Great job, Mayfield Homes, for your first Parade entry! We look forward to more award winning homes.



2020 FALL
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136 WESTLAKE CIRCLE • WESTLAKE • MAYFIELD HOMES

CHILI COOK OFF 9TH ANNUAL

On November 12, 2020 the Home Builders Association of Jackson held its 9th Annual Chili Cook Off outside at HBAJ. Everyone had a great time networking and eating some really good chili. Congratulations to Renfrow Decrotive Center on winning 1st place, NextHome Realty Experience on winning 2nd place and Community Bank on winning 3rd place. Special thanks to our sponsors: Atmos Energy, AmFed, BancorpSouth, BankPlus, Community Bank, First Bank, MMC Materials and Trustmark.

1. Justin Renfrow, David Huffman, Ross Renfrow and MaryNeely Myers

2. Dustin Lunceford, Candy Whitehead, Ryan Porter, Shonda Watkins and Dewayne Watkins

3. Robyn Stevens and the Community Bank team

4. Bruce Kirkland and Todd Seymour
5. DeFord Walker, Johnny Toler, John Travis and Matt McDonald

6. Chris Allen, Kevin Troyer, Wes Starnes, Lauren Odom, Marcel Ebner and Bob Dodson

7. Layla Reese and John Michael Rainey

8. Lauren Harris and Terri Jackson

REEVES/THOMAS DRAW DOWN LIVE

It's fair to say that 2020 has been different. Because of everything that has been going on, many events have been moved and redone in a new way. For the first time ever we didn't have guests at our Draw Down. Instead we hosted our very own Live broadcast on Facebook August 27, 2020. It was a completely new experience for us and big thanks to Jackie Meck and his crew on helping us with the broadcast. We didn't actually know what to expect when it came to viewers, but we welcomed tons of members that evening via Facebook. John Michael Rainey and Michael Jacobs (*on the top right*) hosted the event and both did an amazing job at entertaining our viewers. We had many winners throughout the night but our big winners were Robyn Stevens (*pic bottom right*) who won the $1,000 side raffle and Bruce Kirkland who won the $5,000 as the last person drawn that night. Given that we had to reschedule and change how we did things, we had a very good Draw Down. Thanks to our sponsors: 84 Lumber, AmFed, Atmos Energy, BancorpSouth, BankPlus, CenterPoint Energy, Community Bank, Cowboy's Kitchens, Ferguson Bath, Kitchen & Lighting Gallery, First Bank, MMC Materials, Old South Brick, PriorityOne Bank, ProSource and Trustmark.

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WHAT YOU SHOULD KNOW ABOUT CLOSINGS

AN ARTICLE BY: CLYDE "TREY" COPELAND, III, ESQ

Why would you need the Owner Title Insurance policy? This is an optional fee. A lot would say this is not necessary, but here are a few good reasons why:

A Land title is the evidence that shows a person has ownership of the Land. When your title is examined, the title examiner may fail to uncover such items as unpaid taxes, easements, restrictions and more. All items that affect the title are not in a single book or office. This could cause problems when you want to refinance or sell the Land. The title policy does not guarantee that the title is perfect – however it is a contract of insurance through which you can protect yourself from serious financial loss if a problem should arise which challenges your title. When the Owner Title Policy is purchased at closing, since the LENDER IS REQUIRED to have Lender Title Insurance, you will receive a simultaneous issue rate on the Owner Title Insurance premium.

There are 2 Owner Policy options. The Homeowner Policy is the most comprehensive as far as coverage. This includes coverage against losses for zoning violations, subdivision law violations, building permit violations, and much more. We are here to discuss all of these options with you.

Just because your lot is in a platted subdivision, do not assume that the title is good. If there are defects in the original title taken by the developer, those will translate to the subdivided lots, whether on an accepted plat or not.

We aspire to achieve successful closings. Tips for new construction closings are something that we specialize in. Some helpful tips include:

Be sure that all vendors and subcontractors have been paid prior to the closing of the house. The Owners and Contractors Affidavit and Agreement will be a requirement for the loan title policies to be issued. In this Affidavit, you are swearing, under oath, that the only liens that exist on the property are being paid at the closing. Title insurers will sometimes require you to get statutory lien releases from vendors and subcontractors and present them at closing. Remember, the penalty for filing a false affidavit to secure payment (or a closing) may result in a penalty against you for up to 3 times the amount owed to the aggrieved vendor or subcontractor.

If you do have a lien from a vendor or subcontractor that you dispute, it does not have to blow up your closing. The new Lien Law (6 years new) allows you to "bond off" liens if you put up a paid surety bond or a cash bond in the amount of 110% of the lien amount with the Chancery Clerk of the County where the property may be found. This is not the same thing as "giving in", but under the Lien Law, the lien is "discharged" from the property and attaches to the bond. This frees up the property so you can go ahead and close on the sale of the property and fight the lien fight another day.

Make sure that you or your owner that you are building for actually owns the lot that you are building on. Sounds silly, but it has happened more than once. The penalty for building on a lot that you or your owner does not own is that the structure must be removed, demolished, at the builder's expense.

Make sure that you have a good contract, one that protects you past the closing. If your house is a custom house, make sure that you have a good custom contract, in writing, in place. If your house is a "spec" house, don't just rely on the Realtor's form purchase and sale agreement. Those are not written to protect you. Instead insist that you have a rider attached that provides protection to you and has provisions like: limitations of warranties, limitations of consequential damages, limitations on the number of "punch lists" that can be had (we recommend only one), attorney's fees provisions in the event of a dispute, and an arbitration provision that applies to you, not just the Realtor or the Broker.

Make sure that you have filled out the PCDS correctly and that you have used the New Construction Addendum that HBAM put together. A copy can be obtained from either HBAJ, HBAM or from our offices.

Make sure that you provide your new owners with a Notice of the New Home Warranty Act. For custom owners, make it a part of your contract. If your agent or the buyers' agent does not provide it, make sure that your closer includes it as part of the closing documents. A signed copy, dated on the date of closing, is best. The notice is effective as long as you provide the owners with a copy of the New Home Warranty Act. The signed and dated notice is just extra protection for you so that you can "prove" that you actually did provide it. Why go to these lengths? Because if you do not, the 1-year warranty will not start to run until you do. As one of our clients learned the hard way, if you don't provide it at closing, your 1-year warranty may become 2-years.

Clyde "Trey" Copeland, III, ESQ
Jernigan Copeland Attorneys, PLLC

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Together we have 40 years in Mortgage Lending/Closing Experience.

We are experienced in all residential and commercial loans and financing transactions and look forward to serving all of your title and closing needs.

PLUS, we have Clyde "Trey" Copeland, III, ESQ, Jernigan Copeland Attorneys, PLLC, who specializes in construction Law. Trey has approximately 25 years in experience and currently serves at the General Council for Home Builders Association of MS.

Cathy Finch
601-427-0015
cfinch@jctitlellc.com

Guilbert Gibson
601-427-0029
ggibson@jctitlellc.com

JERNIGAN COPELAND TITLE LLC
970 Ebenezer Boulevard, Madison, MS

WADE QUIN SKEET & TRAP SHOOT

On October 7, 2020 the Home Builders Association of Jackson held the Wade Quin Skeet & Trap Shoot at Capitol Gun Club. Thanks to James Swanner with AmFed who smoked up some chicken for lunch. Congratulations to Brandon Lighting on winning 1st Place, AmFed for winning 2nd Place and Renfrow Decorative Center for winning 3rd Place. Special thanks to our sponsors: 84 Lumber, AmFed, BancorpSouth, BankPlus, Caliber Home Loans, Capitol Building Products, CenterPoint Energy, Community Bank, Constress, Dun-Rite Gutters, Ferguson Bath, Kitchen & Lighting Gallery, First Bank, L&W Supply, MMC Materials, Old South Brick, PriorityOne Bank, ProSource and Trustmark

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1. Ben Lindsey, Vicky Bratton, Jeremy Childress, James Swanner, Lauren Odom, Lauren Harris and John Michael Rainey

2. Jason McNeel, DeFord Walker and Bill Bethany

3. Matt McDonald, James Swanner and Ben Lindsey

4. Wade Quin and James Swanner

5. Justin Renfrow, Heath Hodges, Hunter McNeer, Rick Turner and Ross Renfrow

6. 1st Place Winner: Team Brandon Lighting

7. Wilson Eatherly and Jerome Curro

8. John Michael Rainey and Andrew Johnson

Photography by: Beck Photography

NEW IS BETTER

JUST ASK PROSOURCE

Fellow member, Stages Mississippi, recently spotlighted ProSource in the Winter 2020/2021 issue because of their recently constructed granite warehouse. Stages Mississippi sat down with Mike Gray, Manager at ProSource, and Leigh Anne Post, Assistant Manager, to discuss this new addition to their product lines. Leigh Anne remarks,

> "We can now offer a **larger variety of solid surface** slabs for our clients. We also guarantee that we will have the lowest prices."

The staff at ProSource, located in Ridgeland, is proudly standing in their new solid surface slab warehouse in the photograph to the right. The 12,000 square foot enclosed building has an overhead crane to unload bundles and it allows easy access for customers to view slabs for selection. Mike Gray adds, "Our goal for our granite warehouse is to have a minimum of 1,000 slabs of quartz, granite and marble on site for immediate delivery at all times." Alfonzo Rattler, Operations Manager for the granite warehouse demonstrates the use of the overhead crane in the photo above. This equipment makes it easy to move these large slabs around to show ProSource's customers different varieties of granite.

Other than the newly added granite shop, ProSource serves as a one-stop shop for home builders, interior designers, installers and residential and commercial contractors, so they can easily manage their projects. ProSource provides cabinets, cabinet hardware, wood, tile, carpet, stone laminate, vinyl plank, granite, marble and quartz slabs. They offer a flooring removal service and even a local job site delivery.

ProSource has been a member of Home Builders Association of Jackson for many years and their staff continues to be involved in events as well as supporting HBAJ as a Foundation Level Annual Sponsor.

Photography by: Beck Photography

Pictured L to R: Samantha Bauer, Leah Evilsizor, Mike Gray, Michelle Fisher, Amanda Rogers, Jennifer Yagow-Beard, Leigh Anne Post, Kim Cole, Alfonzo Rattler and Donna Courtney

Photography by: Beck Photography

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SPORTING CLAY
@ TURCOTTE SHOOTING RANGE

The Home Builders Association of Jackson held its annual Sporting Clay Shoot at Turcotte Shooting Range on September 10, 2020. Originally scheduled for March we had to move it back due to gathering restrictions. Once we were able to gather though, we had scheduled times and a blast. Thanks to our sponsors: 84 Lumber, AmFed, BancorpSouth, BankPlus, The Blind Lady, Capitol Building Products, CenterPoint Energy, Community Bank, Constress, Ferguson Bath, Kitchen & Lighting Gallery, First Bank, HD Lang & Associates, James Hardie, Law Firm of Jason Bush, L&W Supply, MMC Materials, Old South Brick, ProSource, Pyron Group Insurance and Trustmark.

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1. Steven Smith, Jeff Salmons and Bill Bethany

2. Mark Dungan going over saftey rules with shooters

3. James Swanner, Colby Mason and Kent Moore

4. David Pyron and Zac Little

5. Kevin Stringer, Marvin Freeman and Jeff Terry

6. Ben Lindsey, DeFord Walker and Matt McDonald

7. Chris Smith and Shirley Owens

8. John Polles, Andy Barksdale and Brian Sartain

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2020 CONSTRUCTION ROUNDTABLE

Despite all the hardships that 2020 threw at us, our Construction Roundtable events were still a success! With the help of our Remodeler chair, Chris Allen with CA Construction, and our Associate members that hosted CRT, our members & non-members that attended the meetings were able to learn new tips and tricks!

Thank you to our Construction Roundtable sponsors: 84 Lumber, Atmos Energy, and ProSource! Also, huge shoutout to our Associate members that hosted: ProSource, Renfrow Decorative Center, Contractor's Millwork, and Earthscape Supply. The food was great and the information given was even better! We look forward to 2021!

2021 Construction Roundtable Schedule

FEBRUARY 09 | 12-1:30PM
Home Builders Association of Jackson

APRIL 06 | 12-1:30PM
Ridgeland Specialty Hardware

JUNE 08 | 12-1:30PM
Cowboy's Kitchens

AUGUST 03 | 12-1:30PM
TBA

OCTOBER 05 | 12-1:30PM
Ferguson Bath, Kitchen & Lighting Gallery

DECEMBER 07 | 12-1:30PM
Home Builders Association of Jackson

Guest enjoying lunch at Earthscape Supply

DeFord Walker, Kevin Troyer & Chris Allen

Brant Bower, Vicky Bratton, Rachel Williams & John Michael Rainey

Schluter Systems speaking at Renfrow Decorative Center

Martha Hill speaking to guest at Earthscape Supply

Kevin Cole & Shannon Armstrong

Eddie Martin, MaryNeely Myers, Justin Renfrow, Lauren Odom, Chris Allen & Ross Renfrow

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PERMIT TOTALS

Single Family

2020

AREA	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
BRANDON	5	0	5	1	20	2
BYRAM	1	0	7	1	3	0
CLINTON	2	4	2	3	5	3
FLORENCE	1	6	18	3	0	0
FLOWOOD	5	0	7	3	3	4
HINDS CO.	9	2	8	8	3	7
MADISON	8	4	2	11	6	4
MADISON CO.	72	26	40	56	19	35
PEARL	5	13	10	6	1	14
RANKIN CO.	25	77	53	29	60	31
RESERVOIR	3	0	1	0	2	2
RICHLAND	1	0	2	0	14	0
RIDGELAND	3	0	2	4	2	0
TOTALS	**140**	**132**	**157**	**125**	**138**	**102**

794

** Totals as of December 31, 2020*

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HOME BUILDERS ASSOCIATION OF JACKSON

2021 EVENT CALENDAR

JANUARY

16-17 ..... The Home Show – MS Trade Mart
26 ..... Executive Committee – 3:30pm – HBAJ Office
28 ..... Board of Directors – 12pm – HBAJ Office

FEBRUARY

03 ..... Sporting Clay – Scheduled Times - Magnolia Sporting Clays
09 ..... Construction Round Table – 12-1:30pm - HBAJ Office
9-11 ..... International Builders Show – Virtual
16 ..... Executive Committee – 3:30pm – HBAJ Office
18 ..... Board of Directors – Emailed
24-25 ..... HBAM Winter Conference & Best-In-MS

MARCH

04 ..... Key Connections – 9-11am – HBAJ Office
23 ..... Executive Committee – 3:30pm – HBAJ Office
25 ..... Board of Directors – 12pm – HBAJ Office
TBA ..... The Metro Magazine Publishes – People Magazine
(PICS from 2019) to be mailed to Prospective Members

APRIL

06 ..... Construction Round Table – 12-1:30pm – Ridgeland Specialty Hardware
08 ..... Reeves/Thomas Draw Down/Crawfish Boil – 6-8pm - HBAJ Office
20 ..... Executive Committee – 3:30pm – HBAJ Office
20 ..... After Hours – 5pm – McB's Bar & Grill
22 ..... Board of Directors – 12pm – HBAJ Office
29 ..... Golf Outing – 11:00am – Caroline

MAY

14 ..... Spring Parade of Homes Awards Lunch – 11am – HBAJ Office
15-16 ..... Spring Parade of Homes – 10am–5pm
22-23 ..... Spring Parade of Homes – 10am–5pm
25 ..... Executive Committee – 3:30pm – HBAJ Office
25 ..... After Hours – 5pm – McB's Bar & Grill
27 ..... Board of Directors – 12pm – HBAJ Office

JUNE

03 ..... Key Connections – 9-11am – HBAJ Office
08 ..... Construction Round Table – 12-1:30pm – TBA
15 ..... Executive Committee – 3:30pm – HBAJ Office
15 ..... After Hours – 5pm – McB's Bar & Grill
17 ..... Board of Directors – Emailed
23-25 ..... HBAM State Convention – Margaritaville/Golden Nugget, Biloxi

JULY

19 ..... Nominating Committee – 3:30pm – HBAJ Office
27 ..... Executive Committee – 3:30pm – HBAJ Office
29 ..... Board of Directors – 12pm – HBAJ Office
TBA ..... The Metro Magazine Publishes

AUGUST

03 ..... Construction Round Table – 12-1:30pm – Cowboy's Kitchens
24 ..... Executive Committee – 3:30pm – HBAJ Office
26 ..... Board of Directors – 12pm – HBAJ Office
TBA ..... The Development Guide Publishes

SEPTEMBER

09 ..... Key Connections – 9-11am – HBAJ Office
23 ..... Golf Outing – 11:00am – Patrick Farms
28 ..... Executive Committee/Leadership Planning – 3:30pm – HBAJ Office
28 ..... After Hours – 5pm – McB's Bar & Grill
30 ..... Board of Directors – 12pm – HBAJ Office

OCTOBER

05 ..... Construction Round Table – 12-1:30pm – Ferguson Bath, Kitchen & Lighting Gallery
15 ..... Fall Parade of Homes Awards Lunch – 11am – HBAJ Office
16-17 ..... Fall Parade of Homes – 10am–5pm
23-24 ..... Fall Parade of Homes – 10am–5pm
26 ..... Executive Committee – 3:30pm – HBAJ Office
27 ..... Wade Quin Skeet Shoot – Scheduled Times – Capitol Gun Club
28 ..... Board of Directors – Emailed

NOVEMBER

04 ..... Key Connections – 9-11am – HBAJ Office
11 ..... Chili Cook Off – 5pm – HBAJ Office
16 ..... Executive Committee – 3:30pm – HBAJ Office
18 ..... Board of Directors (Nov/Dec) – 12pm – HBAJ Office

DECEMBER

02 ..... Foundation Sponsor Lunch – 11:30am – HBAJ Office
02 ..... Christmas Party After Hours – 5pm – McB's Bar & Grill
07 ..... Construction Round Table – 12–1:30pm – HBAJ Office
09 ..... Installation of Officers/Awards– 11:30am – HBAJ Office
TBA ..... *The Metro Magazine* Publishes

Call 601-362-6501 for more information.

** All dates and times are subject to change based on the State of Mississippi's regulations or mandates.

ENJOY RETIREMENT

MILDRED NELSON & SHIRLEY OWENS

MILDRED NELSON WITH ATMOS ENERGY RETIRES WITH 36 YEARS OF SERVICE

Congratulations and appreciation goes to Mildred for working with Atmos Energy and HBAJ for 36 years! Most recently, Mildred served as a Marketing Analyst for the Mississippi Division of Atmos. Many years prior to that, she worked the Jackson Capitol Street merchandise sales floor for Atmos. As part of the marketing position, Mildred worked with home builders and other members of the Association to help build relationships between Atmos and HBAJ members. Mildred has volunteered and served on most every committee for HBAJ and has always gone above and beyond in helping HBAJ staff with behind the scenes challenges! Mildred's hometown is Clarksdale, MS, is a team bowler, loves to work in her flower beds and pots and she is a huge Jackson State University fan. We will miss Mildred for being a huge asset to our Association!

SHIRLEY OWENS WITH THE CLARION LEDGER RETIRES DECEMBER 2020

Thanks, Shirley, for many years helping HBAJ produce the Parade of Homes publication, Parade of Homes advertising, The Home Show advertising, supporting HBAJ with sponsorships and advertising in the Association events. And, most recently, even supported our clay target shoot at the Turcotte facility by shooting on a team! Congratulations on your hard work over the years. We certainly wish you safe and healthy new adventures!

2020 TACKY CHRISTMAS PARTY

On December 8, 2020 the Home Builders Association of Jackson held its annual Christmas Party/After Hours at McB's Bar & Grill. McB's provided some amazing food and entertainment for our guests. HBAJ members came dressed in their tackiest looking Christmas attire and brought toys to give to Toys-4-Tots. Thanks to everyone who came and helped us say goodbye to 2020 in style. Special thanks to our sponsors: Atmos Energy, Ferguson Bath, Kitchen & Lighting Gallery, MMC Materials, Old South Brick & Supply Co. and Trustmark.

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1. Thanks to everyone who brought toys for Toys-4-Tots

2. Alysia Byers, Preston Byers, Kevin Troyer and Michael Jacobs

3. Brent Clark, Jeremy Childress, Lauren Odom, DeFord Walker and Vicky Bratton

4. Wade Quin and Janie Quin

5. Craig Boyette and Susan Houge

6. Thanks McB's for the great atmosphere!

7. Whitney Allen and Chris Allen

8. Bill Singletary singing *Folsom Prison Blues*

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