

THE METRO

SPRING 2022 ISSUE 18 VOLUME 1



WHAT TO LOOK FOR IN THIS ISSUE

IBS - Legendary Lighting | Best in MS Awards
A Home for Brad | Sporting Clay Shoot | Cornhole Tournament

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HBAJ STAFF

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Director of Marketing Finance Events	Brandy Martin
Graphic Designer.....	Chris Brady
Permit Service Coordinator	Cathy McMillan

ON THE COVER

International Builder Show -
Kimberly Mistal, Copper Sculptures;
Kevin Troyer, Arrow Remodeling;
and Nick Davis, Copper Sculptures.



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A MESSAGE FROM OUR PRESIDENT



BRENT CLARK 2022 PRESIDENT
CLARK BUILDERS, INC.

What's new in 2022? We have a full calendar scheduled for this year. I'm inviting you to attend as many events that you can. The best way to get new business or to build that relationship with your customers is easy and convenient when you attend HBAJ events. So far, we've held a Key Connections event in January. HBAJ has created these to make it easy on Associate members to sell their products to Builders. As a Builder, I've gotten a lot out of this by becoming aware of new products, especially those with a shorter lead time, taking advantage of special pricing when offered and being able to meet with some of my current sales reps. We have one more Key Connections scheduled in August, so if you haven't participated before now, you can commit that to your schedule today. Let the office know you want to participate.

Our first After Hours was also held in January and we had about 20 teams that signed up to be in the Cornhole Tournament. This was a great time for both those involved in the tournament as well as those in attendance for the After Hours. Sarah Freeman (Amfed) and Brandy Martin did a great job coordinating the tournament. Thanks to our new 2022 Board of Directors who attended the first Board Meeting of the year. I appointed a few Board Members for a 1 year term.

February brought a Construction Round Table event, held at HBAJ, and the hot topic was the discussion of the new health insurance that Home Builders Association of Mississippi is bringing our members through a Blue Cross Blue Shield plan. Pat Nelson, Executive Officer of HBAM spoke to our group and answered questions about the plan. This is a great benefit for our members – and can be used as a tool for membership recruitment. If you know of someone that wants to shop health insurance, please direct them to Home Builders Association of Mississippi. The Sporting Clay Tournament at Magnolia Sporting Clays was also held in February. Mark Dungan (Dun-Rite Gutters) handles the coordination of this event and we had a great crowd in attendance. The International Builders Show was held in February at the Orlando Convention Center, and even though attendance was less than two years ago (prior to Covid announcement), it was held in person, unlike 2021 when it was a virtual show. We also held the second Board Meeting in February and continue to have great attendance and input into the Association business.

We are looking forward to the Crawfish Boil at the end of March. It's been HBAJ's signature event – with lots of members and guests in attendance and lots of crawfish. Also, we've scheduled a golf tournament at Caroline in April. We need for you to attend The Home Show. We've changed the location to hold the show at Clyde Muse Center. This conference center is great for business events and we won't be sharing the space with another show. The Home Show committee has been working on plans to improve the show by adding more of a festival atmosphere, including having a beer truck, food trucks, live bands and more interactive exhibitors including artists on sight creating paintings from Pacesetter Gallery in Flowood. The booth spaces are almost sold out. Your help in attending and/or marketing our show to your customers is appreciated. Our exhibitors spend a lot of time and money creating their spaces with new products to give ideas for building or remodeling to the public. At the end of May, we'll be holding an After Hours in Rankin County – at Mudbugs off Old Fannin Road. And, if that's not enough, see the full calendar posted in this magazine for events that are scheduled through December.

The reason why the Association creates all these events is so that our members have a place to not only have fun, but to build relationships with others in this business. You are not getting full advantage of your membership if you're not building relationships with other members. Let the Association be a resource for you. Make sure you are establishing relationships with members who can help you with your business. There are many builders that have been through tough times in their construction careers and are willing to help you. Same thing goes for our Associate Members. Our Association creates a bond between builders, associates, who are new and/or those that have a history in this business. If you need to be partnered with another Builder or a fellow Associate member, we'll find someone who will be a good fit for you.

I'm looking forward to seeing you at the next event!



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APRIL

- 12 Construction Round Table – 12-1:30pm – TBA
- 21 Spring Golf Outing Caroline – 11am – Caroline
- 26 Executive Committee – 3:30pm – HBAJ
- 28 Board of Directors – Emailed
- 30 The Home Show – Clyde Muse Center

MAY

- 1 The Home Show – Clyde Muse Center
- 24 Executive Committee – 3:30pm – HBAJ
- 24 After Hours – 5pm – Mudbugs
- 26 Board of Directors – Noon – HBAJ

JUNE

- 8-10 HBAM Convention - The Lodge of Gulf State Park
- 14 Construction Round Table – 12-1:30pm - Jimmie Lyles
- 18-19 Spring Parade of Homes 1-5pm
- 25-26 Spring Parade of Homes 1-5pm
- 28 Executive Committee – 3:30pm – HBAJ
- 30 Board of Directors – Noon - Emailed

JULY

- 19 Nominating Committee – 3:30pm – HBAJ
- 26 Executive Committee – 3:30pm – HBAJ
- 26 After Hours – Cornhole Tourney – 5pm
- 28 Board of Directors – Noon – HBAJ

**The Metro Home Builder Magazine Publishes*

AUGUST

- 9 Construction Round Table – 12-1:30pm
- 17 Key Connections – 9-11am – HBAJ
- 23 Executive Committee – 3:30pm – HBAJ
- 25 Board of Directors – Noon – HBAJ

SEPTEMBER

- 22 Fall Golf Outing – 11:00am – Patrick Farms
- 27 Executive Committee – 3:30pm – HBAJ
- 27 After Hours – 5pm – TBA
- 29 Board of Directors – Noon – HBAJ

OCTOBER

- 11 Construction Round Table – 12-1:30pm
- 19 Wade Quin Skeet Shoot – 11am – Capitol Gun Club
- 25 Executive Committee – 3:30pm – HBAJ
- 27 Board of Directors – Emailed

NOVEMBER

- 5-6 Fall Parade of Homes – 1-5pm – Metro Jackson
- 10 Chili Cook Off – 6pm – HBAJ
- 12-13 Fall Parade of Homes – 1-5pm – Metro Jackson
- 29 Executive Committee – 3:30pm – HBAJ

DECEMBER

- Board of Directors – Noon – HBAJ
- 1 Foundation Sponsor Event – TBA
- 2 Christmas Party – TBA
- 8 Construction Round Table – 12-1:30pm – HBAJ
- 13 Installation of Officers/Awards– Noon – HBAJ
- 15

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

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HBAJ MEMBER PROVES TO BE 'LEGENDARY' ACROSS THE US & CANADA



Walking through the aisles of the International Builders Show in Orlando, FL this year, I wanted to make sure to visit the Copper Sculptures/Legendary Lighting exhibit. They've been displaying their products at this show since I can remember. It occurs to me that it is unique that a Mississippi-based company is involved in such a renowned builders show. This year, I'm only aware of three member companies that exhibit at this largely attended event (over 100,000 attendees in previous years) with Copper Sculptures being one of them and the others being Atmos Energy and 84 Lumber.

Nick Davis, outside sales representative for Copper Sculptures/Legendary Lighting and Kimberly Mistal, Sales/Marketing/Design Manager handle the display and sales for the company at this show. Kevin Troyer, HBAJ Vice President and I discuss the show with Nick and Kimberly and they tell us that they have been marketing their products through this show for years with great results in national sales. In fact, Kathy Shook, co-founder with Bill Shook, created the sales and marketing direction in the very beginning of the creation of Copper Sculptures. Kimberly and Jeremy, Kathy and Bill's children, have grown up working in the business and continue to make the business their careers. After travelling back from the International Builders Show, I realize that Copper Sculptures would make a great feature story for the HBAJ Metro magazine and Nick graciously gave me time to come by the shop to take a tour and listen to their story. I'd like to share their story because I'm proud and impressed of what the Shook family has built. Even though they've always been a member of HBAJ and they've had their offices/shop in Flowood for decades, I believe the unique custom products that they create and sell fly under a radar in this market.

It's a family owned and operated business like most construction businesses in our Association. However, Copper Sculptures and Legendary Lighting create, sell and ship to most every state in the country and Canada. Copper Sculptures employees build more customized products with handcrafted welding. Legendary Lighting was created to be able to accommodate a volume of business but with a more limited menu of sizes and designs of specific products. Legendary products have riveted components instead of welded, for example. Finding out about how they built this business to this level takes going back to where they started. And that begins with Bill and Kathy Shook.

Bill began working for a Starkville, MS based company that sold grandfather clocks. Bill created wind chimes and fountains out of left-over parts from the store as a hobby. Bill is a true craftsman. And he's also a true entrepreneur. Kathy is a true marketer. She sold office equipment and brought a sketch of a customer's idea of an exterior lantern needed. She shared that idea with Bill and he created a work of art. Kathy began selling copper lanterns, basically, out of their garage – by word of mouth. Kathy recognized the enormity of what the future could bring and they began creating and selling furniture, fountains and other originals. The perfect match began to evolve by Bill's creativity in product creation and Kathy's marketing expertise to begin selling within home shows and setting up accounts retail locations in different markets. Kathy has gone so far to market their company in speaking to a crowd of a thousand attendees in Washington, D.C., at an American Gas Association conference, inspiring the group to continue to be creative, customer service friendly and innovative in the gas industry.



Bill Shook

Bill tells the story of working with developers on pricing for street signs and light posts within the developers' neighborhoods, giving them a discount if they added mailboxes purchased from Copper Sculptures in the covenants. Done. Mailboxes continue to be a residual business as Copper Sculptures provides for over 400 neighborhoods in the tri-county area but also pockets of neighborhoods across the country. Most locals think that mailboxes are their core product, however, I learned that mailboxes are only about 10% of their business.

Copper lighting is their flagship. All materials that they use to construct lighting products are created, welded and hand assembled in their shop. I noticed many American flags in the workshop and Jeremy Shook reminded me that everything is not only Mississippi-made but also American made. We discussed other companies that sell similar products and found that they are cheaper because they aren't using the same quality in products and are assembled outside of this country. Those products don't have anywhere close to the same character as the Shook family produces, welcoming the uniqueness of each product in the way it is created, washed for a unique finish and assembled to provide a fixture that is truly a work of art. Copper Sculptures welcomes customization of their products from their customers. With Kimberly and other designers on staff, they have taken ideas over the phone, in person and even hand-drafted ideas scratched out on a paper plate! True designers take those ideas and make sure that it can work as an end product. Many details go into making sure the design space ensures the functionality of the fixture. All their lighting is UL Listed in the United States and Canada, which means the product has been tested by Underwriters Laboratories for fire safety and electrical safety. A UL Listed lighting fixture is labeled to indicate the product has passed the specific safety requirements necessary to be used by consumers in their homes and in places of business. The company has extensive



Kathy Shook

experience with California's strict regulations concerning lighting safety.

A specific order was being gathered for delivery to a home in Montana. Customized exterior lighting was created for this 60,000 square foot home. Smaller versions of the same lighting package were created for a doll house that matches the home. Jeremy and Nick shared with me about many celebrities that have purchased Copper Sculptures' lighting products for their personal homes. The large order to Montana will be driven by a Copper Sculptures employee direct to the home. Customer service through Copper Sculptures sees no boundaries in providing the best quality for their customers.

Jeremy is responsible for operations and production. He shared with me information about the laser machine that they purchased several years ago. Its job is to cut out intricate designs in copper without having to use a die, which is a specialty iron piece used to stamp cut lines and details in copper. The laser allows them to be more creative in details and it's a time saver for production.

There is creativity in every aspect of their products. Jeremy designed a trademarked vortex design for the gas flame. When asked, Jeremy shared that the next step in technology for their company would be the use of robotics, but he didn't seem convinced that their business would adopt that any time soon. He added that you can use a robot, but then you would still need an employee to service the robot. All in all, some things need to remain intact to ensure the quality of the products. Between Copper Sculptures and Legendary Lighting, they employ 38 highly skilled team members. Most employees have over 20 years of tenure. Special thanks to Bill Shook, Kathy Shook, Jeremy Shook, Kimberly Mistal and Nick Davis for sharing the Shook family business story with me. And to Scott Ray, Amy Wilson, Janice Hunter, Freddie Bass, Becky McClellan, Candace Derryberry, Tina Holten, Tonya Thompson, John Simmons, Vanessa (?) and others for allowing me to snap a photo while they were working!

Recently, people have voted in Mississippi Makers Challenge, putting Copper Sculptures in the Top 16 Mississippi-made products. It's inspiring to see a company working off an idea that was created decades ago – somewhere in between the intersection of art and history.



Jeremy Shook and Nick Davis

METRO JACKSON PERMIT TOTALS

Single Family

AREA	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	TOTAL
BRANDON	1	1	0	-	-	-	-	-	-	-	-	-	2
BYRAM	4	3	0	-	-	-	-	-	-	-	-	-	7
CANTON	0	0	0	-	-	-	-	-	-	-	-	-	0
CLINTON	0	2	2	-	-	-	-	-	-	-	-	-	4
FLORA	0	0	0	-	-	-	-	-	-	-	-	-	0
FLORENCE	0	0	1	-	-	-	-	-	-	-	-	-	1
FLOWOOD	2	2	10	-	-	-	-	-	-	-	-	-	14
HINDS CO.	2	10	4	-	-	-	-	-	-	-	-	-	16
JACKSON	0	0	0	-	-	-	-	-	-	-	-	-	0
MADISON	3	2	6	-	-	-	-	-	-	-	-	-	11
MADISON CO.	34	57	40	-	-	-	-	-	-	-	-	-	131
PEARL	36	5	7	-	-	-	-	-	-	-	-	-	48
RANKIN CO.	22	38	19	-	-	-	-	-	-	-	-	-	79
RESERVOIR	13	1	4	-	-	-	-	-	-	-	-	-	18
RICHLAND	0	0	0	-	-	-	-	-	-	-	-	-	0
RIDGELAND	1	1	0	-	-	-	-	-	-	-	-	-	2
TOTALS													333
	118	122	93	-	-	-	-	-	-	-	-	-	

* Totals as of March 24, 2022

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WHAT'S UP? EVERYTHING, THAT'S WHAT'S UP.



By: Clyde X. Copeland, III
Jernigan Copeland Attorneys, PLLC

When I was a teenager, people would ask me “what’s up?” And I would try to be cute and respond, “the sky” or “the rent”. Now, I can honestly respond, “everything.” The problem is, that’s not too cute or funny.

So how do professionals in the construction world deal with the uncertainties of runaway costs for materials and labor caused, in part, because skyrocketing fuel costs, shortages in materials and scarcity of labor? It all goes back to your contracts. At the present time, there are no really easy poison pills to deal with this if you’re in the middle of a project. You are going to have to openly communicate with your owners and let them know the predicament that you’re in and that they are in with our current volatile price environment. But going forward, there are several things you can do.

First, if you are using a stipulated sum or guaranteed price contract, consider changing to cost-plus contract. With a stipulated sum contract, you, the builder, bears the risk for changes and increases in the cost of labor and materials, and the owner only bears those costs if you can get them to agree to a change order. With the cost-plus contract, however, the tables are turned and the owner is the party who bears the risk of increased costs. The traditional way that cost-plus contracts were written was that the builder took a percentage fee based on the total project cost. A way to make this a little bit more owner friendly is, instead of a percentage fee, a flat, fixed fee can be employed. This

is the best way to handle unpredictable increases in materials and labor prices.

The second best way to deal with our unpredictable price fluctuation environment, if you’re dead set on using stipulated sum contracts, is to use liberal allowances for those items which have experienced cost and price fluctuation. For instance, a large, national framing subcontractor client of mine has begun to use allowances in his stipulated sum contracts to handle the cost of lumber. When he bids the job, he bids a price for lumber, but it is subject to an allowance so that if the actual price of lumber exceeds the bid price, while he’s not entitled to receive a markup on those excess amounts, his contract provides that the quoted amount is an allowance, and that any overages in the cost of those items shall be borne by, and in his case, the general contractor and/or the owner, without change order. The same thing can be done for a residential general contract. Those items that are susceptible to fluctuating cost changes can be handled as allowance items, the item is bid as such, but it is noted within the contract that the owner shall automatically pay overages on all allowance items, without the need of a change order, but that the builder will not get a markup on those overages. This approach creates a hybrid between cost-plus and stipulated sum.

The final approach is to create an “escape hatch” within your contract that allows you and the owner to “walk away” if the price of the project exceeds a certain percentage. This would be in the terms of a force majeure clause, but related to cost. Traditionally, unforeseen and unexpected increases in the cost of labor and materials is not a force majeure, and the law presumes that the builder foresees them, even if they are technically, “unforeseeable”. To combat this, the builder should define force majeure within his contract to include an increase in material and labor costs over a set percentage. This would allow the builder to either pursue an automatic change order for those increase costs, or give the owner the opportunity to terminate the contract and “walk away”. Of course, this doesn’t work if the project is a custom-built. It would work better, however, in the case where the project started off as a spec house, the owners came in the middle of the project and bought the project, and the builder finishes it as a custom. This delivery method would allow the builder to finish the project and sell it on the open market and recapture the increase in costs, as opposed to “eating” them. A different version of this, for use in the case of a custom build, would simply require the change order, without allowing for the “escape hatch.”

In any event, the home builder needs to be prepared to protect himself in the event of rising costs, and place as much of the burden of those costs on his owner as he can, and as much as his owner will allow him to. At the end of the day, however, two principles must reign supreme: transparency as to costs and the increasing costs, and continuous communication between owner and contractor as to expectations and realities.

BEST IN MISSISSIPPI

CONGRATULATIONS TO ALL HBAJ MEMBERS RECEIVING RECOGNITION



2021 HBAM President, Steven Smith presents awards.



Carl Sandberg wins Best in MS award.



Kevin McBrayer wins Best in MS awards.



Trey Copeland named HBAM Associate of the Year, and Scott Shoemaker, winner of Best in MS award.



Chris Allen, CA Construction - HBAM Home Remodeler Member of the Year



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KEY CONNECTIONS

Key Connections is a business to business event that HBAJ coordinates with at least 10 Associate Members and Builder Members. Thanks to Trustmark for sponsoring our January 19th event! Builders that participated: Ryan & Cyndee Weaver, Rick Turner, Gary Lyles, Vince Hulitt, Andrew Forest, Anthony Thompson, Bailey Cummins, JD Carroll, Andre Ferrell, Javier Aguilar, Ben Bailey and Paul Graham. Associates that participated: Trustmark, Magnolia Lighting, Jimmie Lyles Flooring, Superior Foundations, BankFirst, ProSource, Centricity, Ridgeland Specialty Hardware and Sherwin Williams.



Key Connections participants doing business.



Gary Lyles and Michael Jacobs



Anthony Thompson and Chris Smith



Rick Turner and J.D. Carroll



Andre & Tika Ferrell and Cyndee & Ryan Weaver

If you're a new member and/or have not participated in this event, contact Brandy for more information. There is only one more Key Connections scheduled this year – August 17. Reserve your company to participate in this business to get new business!



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601-982-7381
brucek@kirklandprop.com

You can get involved too!

HBAJ is always looking for enthusiastic members to serve on our committees! If you would like to serve on one of the committees contact HBAJ at (601) 362-6501.

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ROUNDTABLE

APR12 | JUN14 | AUG09 | OCT11 | DEC13
12-1:30 PM 12-1:30 PM 12-1:30 PM 12-1:30 PM 12-1:30 PM

SPORTING CLAY

Thanks to our very own Mark Dungan/Dun-Rite Gutters for coordinating this great event we held, finally after a re-schedule, on Wednesday, February 16th at Magnolia Clays held on the grounds of Capitol Gun Club. We had 16 teams shoot and winning teams were 1st Place – KCB Construction, 2nd Place – BancorpSouth and 3rd Place – Amfed. Special thanks to our station pullers – Ley Smith, Ferguson, Bath, Kitchen & Lighting Gallery, Kasey Wilberding, BankFirst, Kim Jent, MS Housing Institute, Robyn Stevens, Community Bank and Rachel Williams, CleaResult.

Event Sponsors – 84 Lumber, AmFed, BancorpSouth, BankPlus, BankFirst, Capitol Hardware, CenterPoint Energy, Citizens National Bank, Community Bank, Constress, First Bank, HD Lang & Associates, L&W Supply, MS Housing Institute, MMC Materials, Old South Brick, NextHome Realty Experience, PriorityOne, ProSource, Renasant Bank and Trustmark.



Participants gather at Capitol Gun Club for the HBAJ Sporting Clay shoot.



IKON Homes Team



Renasant Bank Team



Kasey Wilberding, BankFirst, Wade Quin, and Kim Jent, MHI



Ley Smith, Ferguson Bath Kitchen & Lighting and Shoot Chairperson, Mark Dungan with Dun-Rite Gutters



Jon Derouren, 84 Lumber; Alan Wall, Renasant Bank; Kim Jent, MHI



James Swanner, AmFed



What a fun night at HBAJ's 2nd Corn Hole Tournament on Tuesday, January 25th at The Station. We had the best crowd and the Corn Hole Teams had a blast – very entertaining! 1st Place Team was Community Bank! Oh, and the bar tab was paid for Pat & Sally Nelson as they won for best team name!

Great job to our new HBAJ Graphic Designer Chris Brady on some great photos of the cornhole tournament!



Nick Gullette and Jeremy Rast



Richard Lee Sims and Casey Tebo



Lynn Herrington and Shari Kelly



Anthony Thompson and Landry Holloway



Jennifer and Carey Baker



Marvin Freeman, Zach Dawson, Sarah Freeman, Barry Stokes and Katie Thorne



Nary Neely Myers, Richard Lee Sims, Breanne McLendon, Justin Renfrow, and Ross Renfrow



Vicky Bratton, Blake Hoerman, and Brandy Martin



Caitlyn Embry, Chance Carter, and Robyn Stevens



Kim Jent, Kasey Wilberding, and Steven Smith



JD Carroll and Chris Allen



Nick Thomas and Bill Singletary

A HOME FOR BRAD



The Madison County Mississippi Sheriff's Department Benefit Association has begun a fund-raising project with the goal of building a home for injured Madison County Deputy Sheriff Brad Sullivan. Deputy Sullivan is still recovering from injuries he received on September 5, 2019, when he and other deputies were attempting to arrest a kidnapping suspect. The suspect shot Deputy Sullivan twice in the head, which resulted in numerous surgeries, continuing rehabilitation and paralysis to his left side. These injuries will require that Deputy Sullivan live in a home that can accommodate his physical limitations.

Madison County Sheriff's Department Deputies, Lt. Joey Butler and Dwayne Moak are spearheading the "A Home For Brad" project in hopes of building this special home for their co-worker and friend. The Home Builders Association of Jackson has stepped up to coordinate the construction of the home through Kirkland Development, Charter Homes, HouseWorks and other HBAJ companies.

All financial and service donations will be appreciated and are tax deductible. Checks should be made in the name of the Madison County Mississippi Sheriff's Department Benefit Association, Inc. (Madison SD Benefit Assoc.), 2941 Highway 51, Canton MS 39046.

Please note on all checks or correspondence the project name, "A Home for Brad".

Electronic donations may be made through PayPal at:



The donors name and address must be provided with the contribution in order to receive a tax donation receipt.

LEARN MORE AT:

Website: ahomeforbrad.org

Facebook: [@prayingfordeputybradsullivan](https://www.facebook.com/prayingfordeputybradsullivan)

Inquires may be directed to:

-A Home For Brad Project
support@ahomeforbrad.org

-LeeAnn Sanders

Madison County Sheriff's Department
601-855-0721

-Vicky Bratton

Home Builders Association of Jackson
vicky@hbajackson.com

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Trustmark Bank
Zach Waller — VP, Construction Lending

With Trustmark for 17 years, primarily working in Retail Banking, I joined the Residential Real Estate Team in October 2021. I've been married for 13 years to my wife Carrie Waller and we have one child, Ben.



Tech Connect, LLC
Dwayne Moak

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Trustmark Bank
Kristy Bradley — Residential Real Estate

I have been at Trustmark Bank for 26 years and have been lending for 15 years. I am married with one son, who attends Madison Middle School.



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