

HOME BUILDERS ASSOCIATION OF JACKSON

THE METRO



SPRING 2024 VOL. 21 ISSUE 1

IN THIS ISSUE

Message from Gary Lyles, HBAJ Events, Best in MS,
St. Jude Home, and more



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You can get involved too!

HBAJ is always looking for enthusiastic members to serve on our committees. If you would like to serve on a committee, please contact HBAJ at (601) 362-6501.

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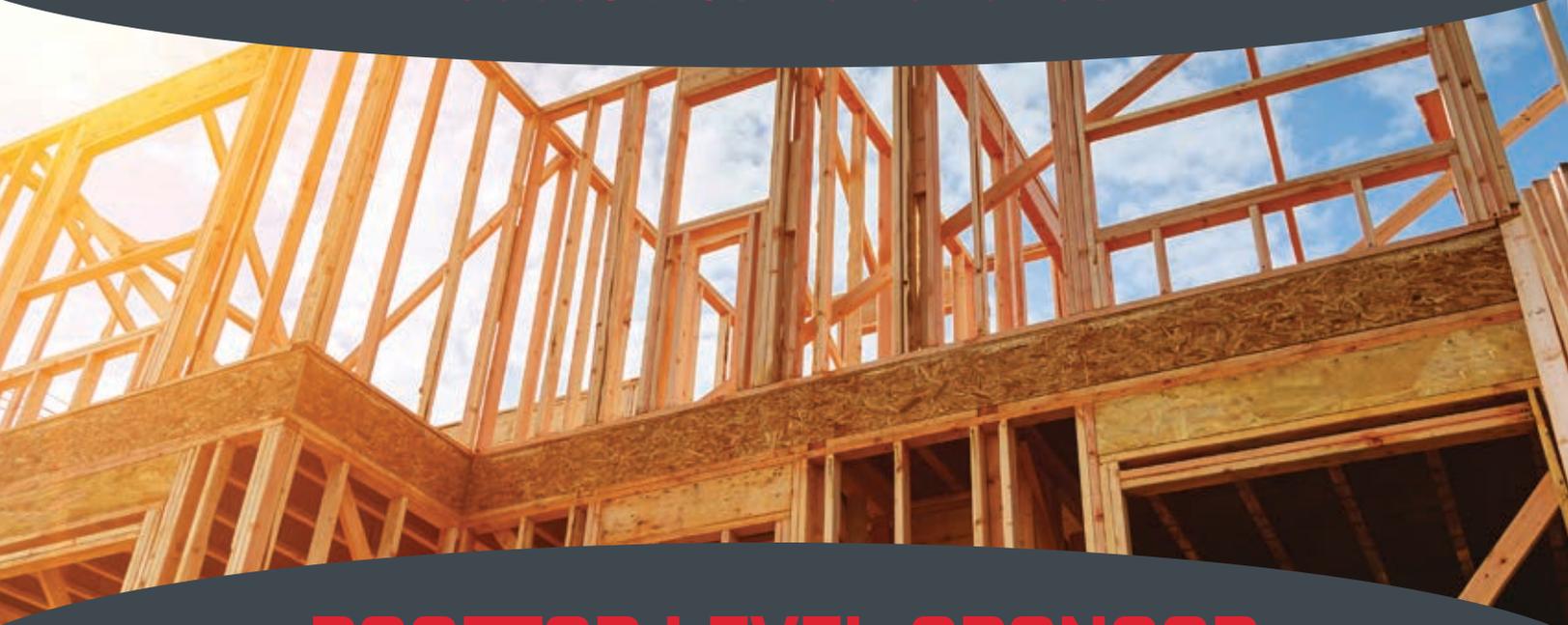
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Bobby Tebo
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A MESSAGE FROM

OUR PRESIDENT



Gary Lyles

2024 HBAJ President,
Lyles Signature Homes

We're off to a great start! Since January, we've been busy working on new and traditional events for our membership. To begin the new year, we held a Trivia Night After Hours, which was our very first attempt at bringing out the scholars! It was more competitive and more fun than we expected and will bring that back at some point soon. Members may not have realized that teams could be formed after they showed up. It was a great team building event!

In February, we had a well-attended sporting clay shoot at Magnolia Clays. Also, the Construction Round Table brought in more people than usual with a panel of speakers created by those in attendance in December. The month ended

up with a great trip to Las Vegas for the International Builders Show, where we experienced 3 full days of seeing the latest in building products and trends, but also had the chance to visit with other members that attended from Mississippi and met plenty of other home builder members from all over the country.

Immediately after flying home from the Builders Show, I attended the Home Show at Clyde Muse in Pearl. Thanks to all the exhibitors we had, I enjoyed talking with each of you about your businesses and products. I've been told that the audience that attended the show were very interested in exhibitor's products and that they were going to be remodeling, building, or buying

a home this year. In March, we also had our golf tournament at Patrick Farms with a full field of golfers. This is a great way to invite your customers and discuss business outside of the office.

The next 3 quarters of the year continue to hold all types of events for you to attend. If you're a new member, try to attend as many events as possible. We create these events to be fun, but don't feel guilty, it is work! Meeting new people can bring new business to you. Continuing to see people that you've already met creates a relationship for future business.

Let me know if the HBAJ staff or I can help you with your business. That's why we're here!

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HBAJ MEMBER SPOTLIGHT

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Jackie and Stacey Warren

Jackie and Stacey Warren are the quintessential embodiment of a power couple. Married for 31 years, the couple still lives in Rankin County, where they have both spent their entire lives. Together, they own Paul Davis Restoration of Central Mississippi. "We acquired the franchise 18 years ago," says Jackie.

Paul Davis Restoration is a national company with 300 franchises in the United States and Canada. "The company was started in the 1960's by Paul Davis," says Jackie. "He had a passion for helping people who had experienced disasters to their properties."

The company provides cleanup and repair of damage to residential and commercial properties due to water, fire, mold, storm, or other disasters. The company is headquartered in Jacksonville, Florida, where Paul Davis professionals from across the country are certified in the areas of emergency restoration, reconstruction, and remodeling, putting people and property first throughout the recovery process.

Warren's Paul Davis franchise is a testament to the company's

heritage—a fusion of innovation, determination, and impeccable customer service. Jackie and Stacey's pride in their business and their exceptional team resonates deeply. Their ambition extends beyond profitability; they aspire to become the employer of choice in their region, nurturing and empowering their talented employees.

"We currently have 23 employees," says Jackie. "Because we are a general contractor we can provide a full spectrum of services, and we usually have our own in-house tradesmen." That is good news for homeowners, business owners, and builders who need to keep things on track. "We have several cases where we are called on after inspection to tackle a punch list. From roof repair, electrical, plumbing leaks, and more, we can handle things promptly."

The company also does kitchen and bath renovations, porch or patio additions, as well as mold and water mitigation, content manipulation and storage, fire restoration and much more.

Stacey, the artisanal

craftsman, delved into the realms of trim work and cabinetry before acquiring a general contractor's license in remodeling and construction. He has left his mark on their current and previous homes, a testament to his skill and dedication. His experience lent itself perfectly to owning a Paul Davis franchise.

Jackie came into this business with a wealth of experience. Her professional journey weaves through significant milestones. Her expertise bloomed during her 13-year tenure at Mercury Communications, later acquired by AT&T Wireless. Transitioning to Nancy Lane Commercial Real Estate, she honed her managerial prowess before embarking on an entrepreneurial quest with Stacey. Their dream crystallized when they acquired Paul Davis, recognizing the perfect blend of Jackie's managerial finesse and Stacey's construction expertise.

Their story isn't just about entrepreneurship; it's about family, community, and an unwavering commitment to excellence. Their familial legacy extends proudly to their son, Hunter Warren, and daughter, McKayla Warren.

Hunter is married to Jenny Dear from Florence, and they have given Jackie and Stacey two adorable grandchildren, Reece, a bubbly 2-year-old, and the newest addition, Fisher, who graced their lives just five months ago. McKayla, married to Michael Moore from Brandon,

is an accomplished registered nurse, pursuing her studies in the CRNA program at the University of Southern Mississippi.

The tight-knit clan, epitomizing the warmth of family bonds, stands as a testament to Jackie and Stacey's dedication and pride. Their pack extends beyond humans; three furry companions - Delta, Charlie, and Rocko - complete their household, adding joyful moments to their daily lives.

In addition to being a businesswoman, Jackie is an avid gardener, a baking aficionado, a canning expert, and a traveler who cherishes every moment spent exploring. Her passion for these hobbies stems from her upbringing, learning culinary and gardening secrets passed down from her mother, Janette Martin. She dreams of imparting this knowledge to her children, nurturing a family tradition destined to endure.

Stacey has a passion for hunting, fishing along the riverbanks, tinkering with vintage vehicles, and navigating mountainsides on his side-by-side. He finds solace in the shared moments with Jackie and their cherished family.

Jackie and Stacey Warren are not just building a business; they're nurturing a legacy grounded in quality, service, and a profound sense of belonging within Central Mississippi.



SPORTING CLAY

SHOOT 2024

Mark Dungan pulled off another great day for our member shooters on **February 8**. It's a great way to network with fellow members but also to work on your shooting skills. Lots of **company teams** invite their builders to join their team and spend the afternoon on the shooting field with lunch, networking and hitting those orange targets.



1ST PLACE

Dun Rite Gutters Team - Tommy Draughn, Arthur Noble



BankPlus Team - Benny Kirkland, Hunter Matherne, Chip Hutchison and John Granger



2ND PLACE

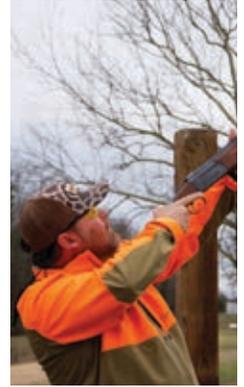
Cadence Bank Team - Scott Shoemaker, John Polles, Todd Seymour, and Andy Barksdale



Mark Dungan, Dun-Rite Gutters



Chip Hutchison and Hunter Matherne



DeFord Walker, Southern Heritage Construction



3RD PLACE

ProChemical Soil Stabilization Team - Bobby Tebo and Anthony Thompson



The Stone Source Team - Dale Pruitt, Troy Burnett, Carl Sandberg, and Nick Gullette

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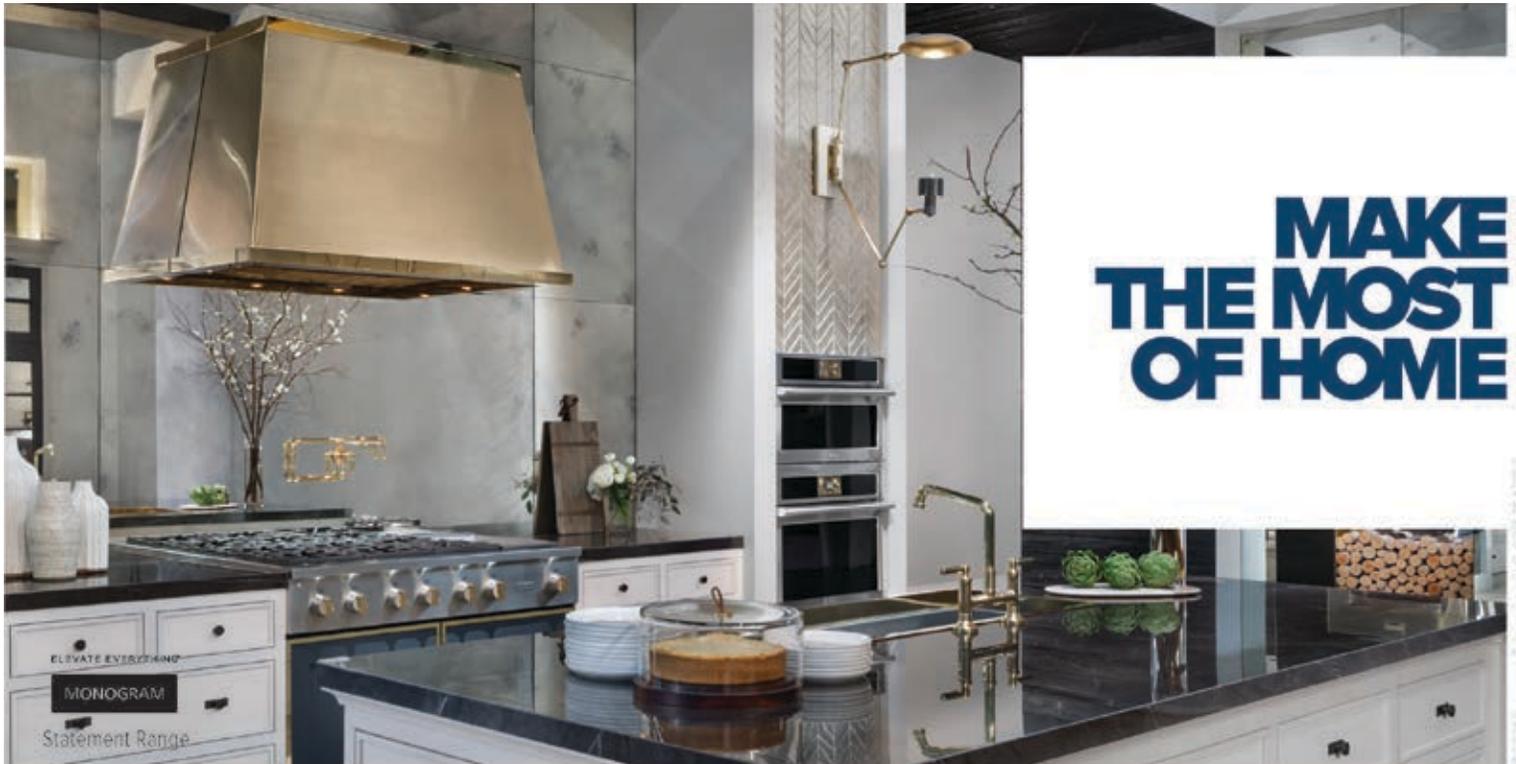


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MEET HELMUT MUNDT

HBA Builders Risk Program

Helmut Mundt joined his local Home Builders Association in New Orleans, LA back in 2008. Getting involved in his local association afforded other opportunities to learn and grow his business. He attended the International Builders Show soon after joining and realized these connections could not only help his business, but he would also benefit personally from learning experiences associated with the local, state, and national entities. After diving into his builders' risk business in New Orleans, he continued to expand the business into Alabama and Mississippi in 2012. Since then, Helmut has added operations to the states of Tennessee, Georgia, South Carolina, and Michigan. He currently belongs to twenty-five local home builder associations across 7 states, including of course, Home Builders Associa-

tion of Jackson, and continues to expand.

Helmut attended the National Association of Home Builders' Spring Board Meeting in Washington D.C. He realized the need to be involved to help the industry. He was appointed to the NAHB Membership Committee, where he served 4 years and then committed to serve on the ladder to be Chair of the Membership Committee. Helmut also served as Chairman of the Associates Committee in 2021. He currently serves as National Associate Chairman for 2023/2024 term. He represents the over 70,000 Associate Members from across the county and has regular discussions with senior officers at NAHB. All to say that Helmut is an approachable person to communicate your ideas in bettering the industry. You'll find Helmut



Helmut Mundt and Kenneth Estes

at most HBAM State Convention meetings and attends local Board Meetings when it doesn't conflict with his travels over the rest of the country.

Awards and accolades have been awarded to Helmut, including being inducted into the Louisiana Home Builders Association Hall of Fame in 2019. In 2022, Helmut was awarded the National Association of Home Builders Associate Member of the Year and achieved NAHB Life Delegate which consists of his hard work in attending a minimum of 2 NAHB meetings per year for 10 consecutive years. He makes it look so easy, but he's put in the work for all of it. His wife asks him when he will retire and his answer is, "I will have plenty of time to rest once I pass, until then, I will keep going." He calls himself a workaholic, but he enjoys what he does, so he says it's easy.

He advises that the insurance industry is going through significant changes in covering for risk exposure. Carriers are changing their guidelines and he and his colleagues have and continue to work to develop new relationships with other carriers and brokers to find new products they can offer to builder customers. Recently, they have launched a new General

Liability product, a Professional Liability product for residential contractors, and an opportunity to quote limits outside of their current carrier with multiple providers that specialize in Builders Risk coverage. His in-house team is made up of Helmut and 3 program assistants, plus their website developer, who makes it easy for customers to apply for coverage. He will continue to expand the program in other states, striving for growth.

Personally, Helmut enjoys spending time with his family, and wife, Giselle. He loves to fish, I guess so! He does live in Louisiana, of course! And he has the love and talent to be a competitive shooter, attending matches, as well as continuing with range training.

A big shout out to Michael LeCorgne, who was instrumental in encouraging Helmut to get involved in the local, state, and national association of home builders. Helmut shared his appreciation to Michael, as well as all his friends he's made from across the country, as they have also encouraged him to grow within the HBA community. Again, the big takeaway regarding Helmut is if you are interested in being involved at the national level, he will show you kindness in helping you with your efforts!



Helmut Mundt, Cynde Ray, and Billy Ray



2024
CONSTRUCTION
• ROUNDTABLE •

Our first **Construction Round Table** of 2024 was held on **Tuesday, February 6** at the HBAJ office. Thanks to Kevin Troyer for working on our Construction Round Table as Committee Chair. February's meeting was a roundup of speakers informing the group about various subjects in the construction industry.



Mark Maxwell



Rick Turner, RE Turner Construction & Anthony Thompson, Clark Builders



Carson Law Firm



Martha Hill, Earthscape Supply, and Brad Benton, Cadence Bank



Tony Bahou, Exit New Door Realty



Jodie Morgan, Jodie Morgan Construction



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TRIVIA Night

Tuesday, January 16, HBAJ members began the year with the first ever Trivia Night! Some members built their teams before the evening and some members formed their teams that night. Everyone was ALL IN as they competed for the most educated in random information title! Cheers to **Bobby and Stacy Tebo** and **Anthony Thompson** who wound up with 1st place. Great pics. Great time. Join us next time!



Fun group for Trivia Night - Smart, too!



Tass & JD Carroll



Kevin Troyer, Arrow Remodeling and Mark Griffin, Shoreline Construction



Bobby Tebo, Stacy Tebo, and Anthony Thompson



Bobby Armstrong



Whitney Allen and Chris Allen



JR Crowell, Harrison Bounds, Ben Branson, and Lindsey Bounds



Barry Stokes, Jay Thompson, Ben Bailey, and Joey Hull



They got that one right!





Atmos Energy Team

HBAJ MEMBERS AWARDED AT

Best in Mississippi Annual Banquet

Once a year, the statewide HBA membership gathers to celebrate the quality craftsmanship of single-family homes and remodeling projects that our builder members have created in the past year. It's a great event for all to see the photographs from those projects and congratulate those who won awards. Our cover photo features a winning combination of talents from Kevin McBrayer and J.D. Chisolm for their five thousand square foot remodel in Bridgewater neighborhood under Progressive Homes.

J.D Chisolm obtained a degree in Construction Engineering and founded his construction company in 2011. He's married to wife, Britney (featured on cover.) Kevin has over 28 years of experience in Mississippi as a home builder, Certified Professional Builder, real estate broker and developer. He's married to wife, Lynette (also featured on the cover.)

Other awards presented by Chris Smith, BankFirst, who was 2022 Associate Member of the Year include Best Kitchen, Custom Single Family New Construction in the 2,800 – 3,600 square foot category

by 3S Homes (Carl Sandberg) for his craftsmanship in the Foreman Residence. Also, Design Studio (Lacey McCombs) was presented a Best award for the home plan design for a Custom Single Family New Construction in the 5,000+ square foot category. Congratulations to our home entry winners.

We are proud to recognize Rachel Williams, CleaResult/Smart Choice MS, with the 2023 Associate Member of the Year award. Rachel is no stranger to any statewide member, as she has educated our members not only about receiving benefits from building energy efficient homes, but also has presented topics, such as Social Media Marketing and others to fellow members. Rachel volunteers for every event that is held locally. Rachel has served and continues to serve on HBAJ's Board of Directors and many other committees and gives valuable input to every event for its success. All HBAJ members should congratulate Rachel as she represents HBAJ in such a positive light. Thanks so much for all your work to help us become a better Association!

Congratulations to all Best in Mississippi Award Winners!



Rachel Williams and Billy Ray



Best in MS - Emily Sandberg and Carl Sandberg



Best in MS - Entergy Group



Best in MS Design Studio, Uriel Pineda, Lacey and Derek McCombs



Best in MS - JD Chisolm, Carl Sandberg, and Kevin McBrayer



Best in MS - Chris Smith, BankFirst & Hilary



Kevin and Lynette McBrayer, Brittany and JD Chisolm



Keith Canfield, Brandy Martin, Rachel Williams, and John Thompson

NAHB **IBS** INTERNATIONAL BUILDERS SHOW LAS VEGAS, NEVADA

HBAJ members traveled to **Las Vegas** at the end of February to attend **NAHB's annual builder show**. This mega show has construction products from companies all over the world. It's the best place to see the latest in construction products, but also, it's a great way to share the experience with fellow members. Thanks to **Atmos Energy** for always providing the best time at their event held at the newest entertainment venue, **The Sphere!** A great group of members attended and a few on their first visit to the show.



First Row: Vicky Bratton, Connie Bouslay, Gary Lyles, and Chip Hutchison
Back Row: Libby Lapekas, Chris Allen, Whitney Allen, and Jill Hutchison



Builder Show Products



Chris Allen, Carl Sandberg, and Chris Smith



Connie Bouslay and Gary Lyles



Jill Hutchison and Connie Bouslay



Builder Show Products



Builder Show Products



John Michael Rainey, Chip Hutchison, and Whitney Allen

84 LUMBER

2024 GOLF OUTING

84 Lumber held a customer appreciation golf outing at Canton Country Club on April 4. A great time was had by all.



84 Lumber Team



John Polles, Polles Properties and Vince Martello, Shoemaker Homes



Landry Holloway, 84 Lumber and Deford Walker, Southern Heritage Construction



Chris Cook, Chris Cook Construction, John Manning and Brady Bodan, 84 Lumber



Anthony Thompson, Clark Builders and Watt Whatley, Dougle Eagle Concrete Placement



Matt Watkins, 84 Lumber and Greg Clements, James Hardie



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F. Russell Brabec

Everyone knows the importance of maintaining commercial general liability ("CGL") insurance. However, simply purchasing a CGL policy and paying your premium is no longer sufficient in terms of protecting yourself from claims or liability. It is more important now than ever to actually know the terms of your CGL policy and to implement them in your business. If not, you are running the risk of having no insurance coverage when you need it.

There is a recent trend with CGL policies that include certain requirements of the contractor which must be met before the insurance company has any obligation to defend or indemnify the contractor. In other words, the question of whether the insurance company will pay for your defense or resolve a claim on your behalf could completely rely on whether you have met these so-called "conditions precedent."

These requirements may surprise you as they

Basics of Commercial General Liability Insurance: What are You Required to Do?

are not common in the residential construction industry. For example, in my experience, written subcontracts on residential construction jobs are rare, if not nonexistent. However, some CGL policies require the contractor to enter into written agreements with all subcontractors requiring hold harmless language and indemnification obligations from the subcontractor. If a contractor fails to require these written agreements, he runs the risk of having no insurance coverage if a claim is made on that job or finding his available coverage may be less than the actual policy limits. For example, we recently came across a policy which had this written subcontract/indemnification requirements, and, thus, a condition precedent that if the contractor failed to secure those subcontracts/indemnification, then the available insurance, rather than being \$1,000,000, was subject to a sub-limit of only \$25,000 in total coverage.

Other requirements concern certificates of insurance. In my experience, it is more common for homebuilders to require certificates of insurance ("COI's") from their subcontractors, but simply requiring the COI's may not be enough. Some CGL policies require that (a) the homebuilder be named as an additional insured on the COI, and (b) the subcontractor

maintain minimum policy limits of particular amounts. These amounts may vary from policy to policy. Along the same lines, some CGL policies require proof of workers compensation insurance from the subcontractor.

Some additional examples of CGL requirements include obtaining proof that a subcontractor is properly licensed if that subcontractor's scope of work requires some sort of licensure and maintaining proof of your compliance

with these conditions for a certain period of time. Your CGL may also contain sub-limits or reductions in the policy amounts due to these conditions precedent, so it is imperative that you not only read, but also comply with, your CGL policy.

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ST. JUDE DREAM HOME

Giveaway Update

On **April 9**, the St. Jude Dream Home Giveaway held a **Floor Signing Party**. This event was an opportunity for contributors of the project to write well wishes to the future winner of the house along with a fun paint activity inspired by St. Jude patient art.

The 2024 St. Jude Dream Home is being built by **Clark Builders** and is located at 265 Bronson Bend, Flowood, MS 39232. Tickets are on sale now... go to dreamhome.org to purchase ticket.



Anthony Thompson, Clark Builders and Alex Pope, Ferguson Bath, Kitchen & Lighting Gallery



Chris Cockrell, Miller, Ann Lousie and little McNamara - Jimmie Lyles Flooring



Stephen Nettles, Lisa Graves, Alexis Ramsey and Susan Hogue - Stages Mississippi



Anthony Thompson, Clark Builders, Nic Meeks, Great Southern Homes, Trey Murtagh, Trey Murtagh Construction, and Brent Clark, Clark Builders



The **first weekend in March**, HBAJ held The Home Show at Clyde Muse Center in Pearl with about **1500 in attendance**. Exhibitors reported a successful show and booth space was sold out.



BEST IN SHOW

Bath Fitter



BEST EXTERIOR DESIGN

Schoggenscapes



BEST PLANNED SPACE

Home Show Chair Michael Jacobs, Sara Carr and Meagan Magee, Carr-Magee Interiors



BEST PRODUCT DISPLAY

Jason Giavotella, MS Epoxy with Home Show Chair Michael Jacobs, Ridgeland Specialty Hardware



BEST VISUAL DESIGN

Jimmie Lyles Flooring, Chris Cockrell and Home Show Chair, Michael Jacobs, Ridgeland Specialty Hardware



MOST ENGAGING SPACE

Cutco Cutlery



BEST NEW BOOTH
CREATIVE USE OF SPACE

Lavallee Electrical Services



BEST TECHNOLOGY

MS Smart Homes, Jake Manning with Home Show Chair Michael Jacobs, Ridgeland Specialty Hardware



J.R. Crowell, Steady Home Maintenance with Harrison Bounds, Tri County Roofing and Construction



Keri Davis & Michael Jacobs



MidSouth Crawl Space Solutions



Jimmie Lyles Flooring Team



Michael Harkins and Spence Tribble, Old South Brick with attendee



- 84 Lumber
- ABC Block and Brick
- Atmos Energy
- BankFirst
- BankPlus
- Beacon Building Supply
- Builder's Specialties
- Cadence Bank
- Capitol Building Products
- Cherokee Brick
- Citizens National Bank
- Climate Masters
- Constress
- Cowboy Maloney's Electric City
- Crescent Title
- Design Studio
- Elcon Electrical Contractors
- Exit New Door Realty
- Ferguson Bath, Kitchen & Lighting Gallery
- First Bank
- First Commercial Bank
- H.D. Lang & Associates
- Interior/Exterior Building Products
- Jernigan Copeland Attorneys
- Lakeside Moulding
- Leo's Painting
- Magnolia Lighting
- MMC Materials
- Miller Lumber
- Old South Brick & Supply
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GOLF OUTING

A beautiful day of golf at **Patrick Farms in Pearl** brought over 100 golfers to the HBAJ Golf Outing. Plenty of sponsors provided extra perks and prizes. Even a hole in one was made by **Watt Whatley**. Fantastic day with several members also attending the After Hours at Mud Bugs 042. Winners not pictured: Closest to the pin #4 - **Johnny Davidson**, Closest to the pin #11 - **Ryan Carr**.



1ST PLACE

Double Eagle Concrete - Josh Martin, Carter Collins, Watt Whatley, and Anthony Thompson



Dale Pruitt



Alan Wall and Emily Clayton



2ND PLACE

Renfrow Decorative Center - Justin Renfrow pictured with Bill Singletary



3RD PLACE

Southern Bath and Kitchen - Tim McNair and Brandon Wyrick



Marvin Freeman, DeFord Walker, Chris Wiseman, and Kevin Stringer



HOLE IN ONE

Watt Whatley, Double Eagle Concrete



LONGEST DRIVE #9

Bill Singletary, Builders Specialties



J.D. Chisolm, J.D. Chisolm Construction and Ley Smith, Ferguson Bath, Kitchen & Lighting Gallery



Randy Robertson & Johnny Toler, 1st Choice Concrete Pumping



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