

Where Are They Now?

1968 HBA President
E.B. Williams

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HBAWF Fall Golf
Tournament 2020

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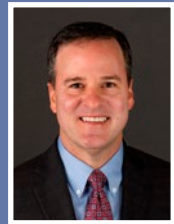
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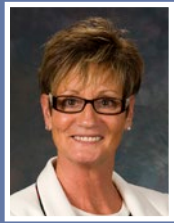
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Next Issue:
January 2021

Edit: December 4, 2020
Space: December 13, 2020
Materials: December 20, 2020

Magazine Design & Layout by
warren wight - graphic designer
www.warrenworld.com

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Cornerstone, the monthly publication of the Home Builders Association of West Florida serving Escambia and Santa Rosa Counties, is published monthly, twelve (12x) per year. Send address changes to HBA of West Florida, 4400 Bayou Boulevard, Suite 45, Pensacola, Florida 32503-1910. Cornerstone is published in the interests of all segments of the home building industry and is distributed to its members and others associated with the HBA of West Florida. HBA of West Florida and Richard K. Nicholson Pub., Inc. does not accept responsibility for, or endorse any statement or claims made by advertisers or authors of any articles. Every effort has been made to assure accuracy of information, but authenticity cannot be guaranteed. No part of this publication may be reproduced without the written consent of Home Builders Association of West Florida. Copyright ©, 4400 Bayou Boulevard, Suite 45, Pensacola, Florida 32503-1910, 850.476.0318. Advertisers and advertorials in Cornerstone do not constitute an offer for sale in states where prohibited by law.

It Was So Nice, I'll Serve as Your HBA President Twice!

Although the Godfather III movie probably should not have been made, there is a line said by Michael Corleone that is fitting today: "Just when I thought I was out they pull me back in!" This would normally be my final article in Cornerstone as President of the HBA. However, with the year of COVID 19, the HBA Board of Directors voted to keep all officers, directors and committee chairs in place for 2021. This means you will have me for another year, and frankly, I am proud to serve. Since 2020 was such a weird year, we are hopeful that in 2021 we can get back to somewhat of normalcy.

Even though we didn't have a regular year, we still had many issues and the work of the HBA to do.

As you know, our HBA scored a huge win on July 2 when Santa Rosa County Circuit Court Judge Darlene Dickey granted a temporary injunction against further collection of school impact fees on new homes permitted in the county. The impact fee ordinance went into effect May 1, 2020, with charges of \$5,000 per single-family home and \$2,750 per multi-family unit. The fees already collected will be held in escrow until the case is finally decided. We are encouraged that the court validated the concerns we had not just about the calculation and structure of the fees, but the question of whether they are needed at all. In her ruling, Judge Dickey wrote: "The County failed to meet its burden of proof in establishing the calculation of the School Impact Fee was based on the most recent and localized data for both the costs of school facility construction and the cost of land." She assailed the county's rationale for the fee, writing: "The study that was used to calculate the impact fees used inconsistent data from several different years, had multiple mathematical errors and contained gross generalizations about the area's population growth and the specific need for new schools." This impact fee case is still tied up in court because the School Board has appealed the decision to the District Court of Appeals. One has to wonder if they really need the funds for impact fees now, why would they tie this up in court?

Residential Designer Doug Whitfield led the Cost & Codes Committee. Doug is a tremendous asset to our association, and he continues to help HBA members understand the massive Statewide Building Code. He's always willing to lend a helping hand and his knowledge and experience helps the HBA throughout the year.

Under the direction of Dax Campbell, of Campbell Construction and Company, and Financial Officer Josh Peden of Hudson Peden and Associates, they worked hard to make sure that our association ran as efficient as possible. I am truly thankful for the work of Josh who is extremely busy in his accounting business, yet he continued to help the HBA and work closely with our great bookkeeper Charlotte Hooks.

The HBA completed its 62nd Annual Parade of Homes and Thomas Westerheim of Westerheim Properties built a fantastic Dream Home that sold quickly in East Pensacola Heights. They worked well with suppliers who understood the mission of the Dream Home. The proceeds from the home cannot be underestimated in that we need every dollar to keep our HBA running and fighting for housing issues. We certainly could not have made an impact for our HBA without the support of our members who generously give to the Dream Home. Thank you.

continues on page 06



BLAIN FLYNN

"Since 2020 was such a weird year, we are hopeful that in 2021 we can get back to somewhat of normalcy."

Where are they now?

1968 HBA President E.B. Williams

By DAVID PEADEN

Editor's Note: Over the rich history of the Home Builders Association, we have been fortunate to have members who make a difference in the construction industry. One of those member is E.B. Williams who served as HBA president in 1968. We believe it is important to remember those who have been paved the way for others to make a living in this industry. It is for that reason that the HBA is pleased to highlight our friend, E.B. Williams.

Fifty-two years ago Elwood Bernard Williams was the president of the Home Builders Association of West Florida. He was very involved in the home building community and a highly respected businessman in the Pensacola area. He participated in countless Parade of Homes, and gave jobs to many people who today own their own building company. Builders and developers around that time included Glenn Brantley, Handsel Butts, Irvin and Jerome Kelly, James Keltner, Arnold Tomblin, Jim Fopiano, Alvin Chavis, Bruce Hartsfield, Dean-Larkin and Baggett Regan, just to name a few.

Born in the Brent area of Pensacola, Williams started working at a young age. He had one of the biggest paper routes in Pensacola where he earned \$60-\$70 a week. His work ethic was gleaned from his father who worked at the Navy Yard for 30 years, and his mother, who tended to their three boys.

Just two doors down lived his future wife, Frances. "She was just a pest," said Williams. "We attended Brent Junior High and we were married when she was 18 and I was 22, in 1959." Williams

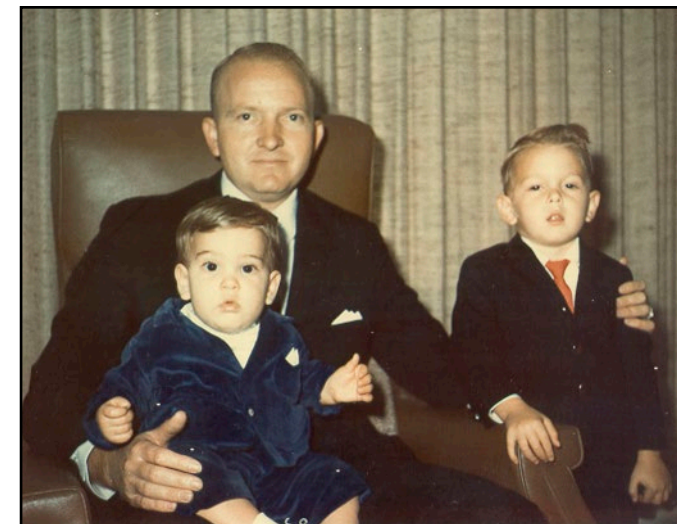


"Williams built his first contract home off of Burgess Road in Pensacola where the average house was 900 square-feet to 1,600 square-feet, and cost \$9 to \$10 a square-foot."

served in the Naval Reserves while at Pensacola High School and would later serve in the Navy from 1956-1958.

Williams studied real estate during his time in the Navy, and studied Business Management at Pensacola Junior College. He worked at night in the Pensacola News Journal's mailroom where he'd get the newspapers ready for delivery routes the next day. He then went to work for Welbilt Homes, owned by Pensacola builders Glenn Brantley and Woody Creel. He worked as a draftsman and sold homes when customers came into the office. He also coordinated subcontractors on homes being built. His nickname at the time was, "Woody." That was a problem for some in the Welbilt office because they already had a Woody. So Glenn and Woody and others started calling him E.B, and he's been called E.B. ever since.

The real estate market hit a bad time in 1959, and he was put on commission. "I wasn't making any money," said Williams. "I'd sit in the office and we didn't have any



E.B. Williams with his sons Dean and Monte

customers. At the time, I lived where Interstate 10 is located. The government bought my house as well as my neighbors to make way for it. This was a good thing for me, looking back on it."

Williams continued, "It gave me an opportunity to start my own company by building a new house for me as well as four

of my neighbors. Back then, all you needed was a handshake and you'd build someone a home."

Williams built his first contract home off of Burgess Road in Pensacola where the average house was 900 square-feet to 1,600 square-feet, and cost \$9 to \$10 a square-foot. Homes were relatively easy to build. A building permit wasn't required, and the home had plumbing and electrical inspections only.

In 1962, Ouida Baggett asked him to join the Home Builders Association of West Florida (HBA). "Back then, you were invited to join," said Williams. "You couldn't just join on your own. It was an honor to be asked." In 1965, he served on the Board of Directors, and in 1968, he served as HBA President. He would go on to serve as a State Director for the Florida Home Builders Association for 15 years.

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It Was So Nice, I'll Serve as Your HBA President Twice!

from page 05

Our Councils and Committees also played an important role within the association:

The Tradesmen Education Council, led by Chair Mary Weaver, of Gulf Coast Insurance, continued to work on a broad-based approach to creating a pathway into our industry. The Council has taken an active role in the HBA's Construction Academy at Pine Forest High School, and the council plans to expand its scholarship program to schools in Escambia and Santa Rosa Counties. It is wonderful that they are getting involved in supporting the students and the construction trades.

The Sales & Marketing Council, led by Lindy Hurd of First International Title, hosted Zoom meetings. Lindy has been active with the HBA for a very long time and she is a quality person who always works hard for the betterment

of the industry.

The Membership Committee, led by Suzanne Pollard-Spann of Gulf Coast Insurance, worked on two golf tournaments that were sold out. They also kept membership on the forefront by making calls and following up with existing members. The whole membership committee works hard for the HBA and I appreciate it very much.

Special thanks to the Senior Officer team of First Vice President Chad Edgar, Financial Officer Josh Peaden, Treasurer Dax Campbell, Secretary Amir Fooladi, Second Vice President Alex Niedermayer, Third Vice President Marty Rich, Immediate Past 2nd Vice President Bruce Carpenter, and longtime HBA Legal Counsel Stephen Moorhead. These dedicated professionals have been a joy to work with and I will look forward to working with them again.



From left at an HBA reunion: HBA Past Presidents E.B. Williams (1968), Max Dickson (1977), Betty Evans (1982), Carlton Bowers (1983), Ray Lemon (1987)

Where are they now?

1968 HBA President E.B. Williams from page 07

During his presidency, Williams and the HBA took on the Navy.

"Navy housing was big business on the base," said Williams. "At the time, the Navy was spending hundreds of thousands of dollars building its own homes on base. This was hurting the sales of our local housing market."

HBA Executive Officer John Appleyard and Board member Jim Keltner and Williams traveled to Washington, D.C. on two occasions and met with Senator Bob Sikes and told him that the local folks could build them for much less. It took a little time but Senator Sikes was able to get changes made that enabled local contractors to build Navy homes. It was a win-win for everyone involved.

When asked about the benefit of being in the HBA, Williams pointed out that he was able to "build in the Parade of Homes," which has potential to help a builders' business and is an opportunity to showcase your work. "It was also a place of mentoring," said Williams. "There was a lot of integrity and the opportunity to learn."

Williams also thinks that "people need to be more involved in the HBA," especially home builders in the area. Being a member of the HBA not only gives people an opportunity to grow their business, but it offers a chance to learn from others and grow personally as well. Over the years, Williams built somewhere in the range of 2,500-3,000 homes. Home building is something he truly enjoyed. "I really like to work with my hands," said Williams.

"When E.B. comes to mind, I think of the word, consistent. He didn't risk too much or too little, he just remained steady,

and it served him well. E.B. was always with his wife, Frances. They enjoyed one another and traveled the world together," said Jim Cronley, of Terhaar Cronley General Contractors and 1978 HBA President.

"E.B. taught his sons, Dean and Monte, his nephew Danny and me everything about the building Business. I started off sweeping floors for E.E, and was a superintendent before E.B. helped me start my own business. If you look up the word integrity in the dictionary, you'll find E.B.'s name next to it. He is truly a class act and one of my most favorite people in the world," said Kevin Ward of K.W. Homes.

Today, Williams is retired from the home building business, and is dealing with some health issues. He still looks after Little Creek

Properties Management, his rental business where he leases out several properties around the Pensacola area.

He is proud of his sons, Dean and Monte, who have been successful in the building business. They started out with cleaning out homes, and digging foundations. Work like this helps people to "learn the business from the ground up," said Williams.

Dean Williams, of Panhandle Homes and Panhandle Inspection Services, who followed in his father's footsteps and served as President of the HBA in 2004, said of his dad, "He's always been a man of his word and a true leader in the home building industry. I am fortunate to have learned from the best." Monte Williams, Vice President of Celebrity Home Builders said, "I couldn't have asked for a better father as a man of character of faith. He taught me a lot about life and the building business. I'm grateful to my parents for setting an example for all family members to follow."

With all of his many accomplishments in the home building business, when asked what he is most proud, Williams doesn't talk about the large number of homes he has built, or being president of the HBA. Instead, E.B. openly says that, above all else, "I am most proud of my family."

"When E.B. comes to mind, I think of the word, consistent. He didn't risk too much or too little, he just remained steady, and it served him well."

Jim Cronley, of Terhaar Cronley General Contractors and 1978 HBA President

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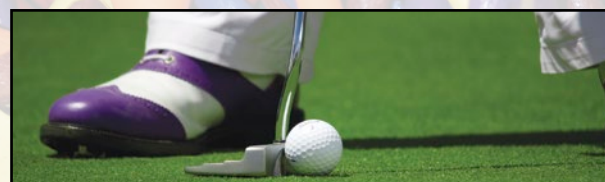
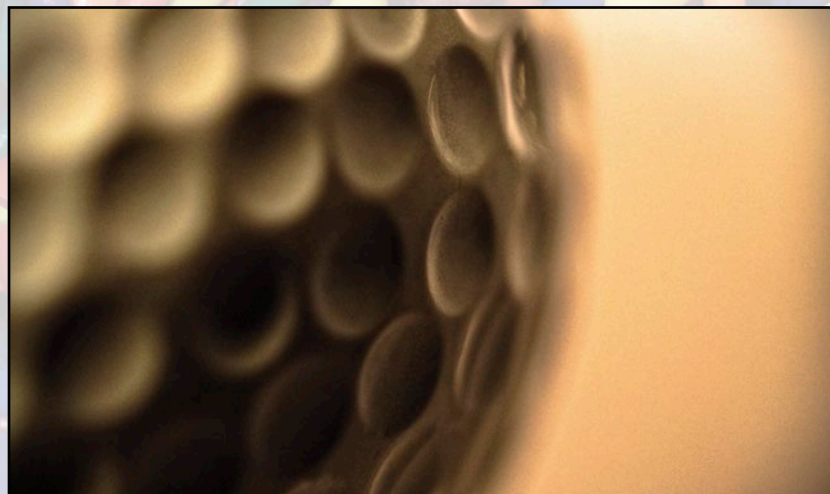
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More Pictures on Page 16

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Construction Wages Top the National Average

Half of payroll workers in construction earn more than \$49,030 and the top 25% make at least \$68,690, according to the 2019 Bureau of Labor Statistics Occupational Employment Statistics (OES) Survey data and analysis by NAHB. In comparison, the U.S. median wage is \$39,810, while the top quartile (top 25%) makes at least \$64,240.

Year over year, median wages in construction outpaced the national median wages, 3.7% vs 3%. Median wages of various construction trades rose even faster. Terrazzo workers and finishes registered a jump in median wages of more than 20%. Median wages of stonemasons and tapers increased by over 7%. Roofers saw their wages rise by 5.6%. Median wages of insulation workers rose 5.4%, while plasterers and stucco masons posted a 5% gain.

Wages of multiple entry-level construction trades showed rapid growth as well. Median wages of carpenters' helpers increased by over 7%. The wage gains by brick masons and roofers helpers averaged 6% and 5.6%, respectively.

Historically, subcontractor bids increase faster than construction wages,

adding more inflationary fuel to housing prices. These findings are consistent with high labor shortages reported by NAHB that are causing builders to pay higher wages and subcontractor bids and forcing them to increase home prices.

Among construction trades, elevator installers top the median wages list with half of them earning over \$84,230 a year, and the top 25% making at least \$104,770. First-line supervisors of construction trades are next on the list, with half of them making over \$65,790 and the top quartile earning at least \$84,890. Boilermakers are the third-highest paid construction craft. Half of these craftsmen working in construction earn over \$65,540, and the highest paid 25% bring in at least \$78,250.

In general, construction trades that require more years of formal education, specialized training or licensing tend to offer higher annual wages. Median wages of construction and building inspec-



tors are \$62,580 and the wages in the top quartile of the pay scale exceed \$84,010. Half of plumbers in construction earn over \$54,880, with the top quartile making over \$73,850. Wages for electricians are similarly high.

Carpenters are one of the most prevalent construction trades in the industry. The trade requires less formal education. Nevertheless, the median wages of carpenters exceed the national median. Half of carpenters working in construction earn over \$48,550, and the highest paid 25% earn at least \$63,310 annually.



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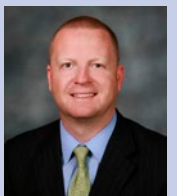


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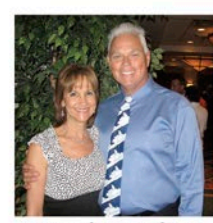


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In construction, a spike is a steel object that is essential to making a building strong. As in construction, the HBA of West Florida sees a Spike as someone that works to keep our association strong. Spikes work on the recruitment and retention of members in addition to keeping members active with the association. Anyone is eligible for Spike status. On Spike credit is awarded for each new member recruited and an additional credit is awarded for that new member's renewal on or before their anniversary date. If you help to retain a member, you are eligible to receive a half point for each member.

Spike Club Levels

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Spike Club Members and their credits as of 10/31/2020.

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