

# Georgia

## BUILDER

Speaking for Georgia's Housing Industry  
November/December 2010

## 2011 HBAG President Doug Tumlin

Ready to Steer the Association  
Out of the Storm

Builder Profile  
Camdur Building Group

Fall Board Highlights



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president's  
perspective

**Backs against the wall, back to basics**

It is my honor to be addressing you as the newest president of the Home Builders Association of Georgia. I want to thank those of you that made it to our fall board meeting in Destin and helped us welcome a new group of senior officers. My message in Florida was about bringing our members together and getting back to some normal operating procedures, because the last few years have been like navigating a stormy sea. It is time to settle back in to the fundamentals that will make our association strong again, and only by working closely together as 36 tightly knit locals can our state succeed.



**Doug Tumlin**  
2011 HBAG  
President

What doesn't kill you will make you stronger, and that is exactly how I feel about the current crisis our many members are fighting. Our backs are indeed against the wall, but these hard times have also reminded us of the importance of housing in our economy. It is an excellent time for each of us to look at ourselves as an ambassador to the community at large and once again promote the positive effect we have on cities and counties throughout the state.

If you have ever had the opportunity to bring Elliott Eisenberg, NAHB economist, into your community to speak, you know the amazing impact that housing has, not only on the direct beneficiaries of subcontractors and suppliers, but also on other businesses such as restaurants, dry cleaners, pharmacies, and on and on. When housing and property values struggle, so will the community at large.

So it has been a wake up call for many around the state, and unfortunately many of our peers have not made it through. Those that have and remain with our association today will lead the next turnaround that will eventually come. It has been so inspiring to see many of the local associations complete impressive membership drives in the face of adversity. By focusing on your membership, you support a group of people locally, along with those in Atlanta and Washington, that fight for our industry everyday. I know it may not seem like it at times, but we are having frequent successes that would not be possible without collectively coming together to be represented as a whole. In Georgia, we will be welcoming a new governor and many new legislators in 2011, and we all need to reach out to build positive relationships with our elected officials. Your membership ensures that HBAG will be there for you.

This time has made us all look at smarter and more efficient ways of doing business, which will be critical for the future. Our state association has experienced what many of you have in your business, and we are learning to do more with less. New modes of communication are available that make it easier for us to come together, such as web conferencing and webinars. With an internet connection, computer, and phone, you can be tapped in to an informative session that doesn't take your whole day — without ever leaving your desk.

In the coming year, more Government Affairs Committee (GAC) meetings will utilize this medium, affording members in outlying areas of the state the opportunity to stay informed and contribute to weekly legislative discussions happening at the Capitol. Through social media outlets such as Facebook, our association is creating a virtual community where information is easy to find and our 5,000 members can easily communicate. If you are not receiving our bi-monthly e-mail newsletter or following us on Facebook, I would encourage you to do so.

One of the most anticipated programs for HBAG is our new HBAG Health Plan, which we are rolling out for 2011. It will be available only to HBAG members and it has been almost two years in the making. When you renew your health insurance policy in 2011, be sure to ask your insurance agent or HBA executive officer about pricing the HBAG Health Plan. I want to thank the unpaid Trustees who have volunteered much of their time in getting the program set up, and I know this will be another great benefit to offer our members.

I am honored and hope to serve you to the best of my abilities. I ask for your help. Let's look to the light at the end of the tunnel together. ☺

**Mission Statement**

The Home Builders Association of Georgia is a trade organization dedicated to creating, promoting and protecting an ongoing successful environment for affordable housing in order to benefit its members and the citizens of Georgia. The association is committed to offering opportunities for members to improve their abilities to conduct business with integrity. The association encourages member involvement in assisting communities to meet the need for affordable, quality housing.



# 2011 HBAG President Doug Tumlin

Doug Tumlin of Pilot Builders is ready to steer the association, and its members, back to a calm, stable and cohesive environment.



by Jennifer McDermitt

**D**oug Tumlin, 2011 Home Builders Association of Georgia (HBAG) president, is a true pilot at heart. Whether flying planes as a hobby, running his design/build custom home business (the aptly titled Pilot Builders) or serving his local, the Lake Oconee Area Home Builders Association, Tumlin is familiar with taking the reins. His newest adventure, heading up HBAG, is another time when Tumlin will need to display his piloting skills, especially during the challenging economic environment that has plagued the industry the last few years.

According to Tumlin, the key to leading the association during this time is restoring calm. "It's tempting to want to come in and shake things up, but what we really need is stability. Everyone is tired of worrying about what's going to happen next, and we are all ready for a little calm," he said.

## Practicing What He Preaches

Doug Tumlin founded Pilot Builders with his business partner, Chris Hillsman, and the company is currently celebrating its 12th year. He has served on his local's Executive Council for the past 10 years, serving as president in 2003-2004 and again in 2006-2007. Tumlin is also active with a National Association of Home Builders Builder 20 Club, serving as chairman of his club in 2008.

Education is important to Tumlin. He is a 1991 graduate of the University of Georgia and participates in continuing education with industry seminars throughout the year, such as the Energy and Environmental Builders Association (EEBA), International Builders Show, and Custom Builder Symposium put on by the National Association of Home Builders.

Tumlin lives in the Lake Oconee area with his wife Michelle and their two dogs. He enjoys playing drums in what he terms "a middle-aged garage band." Tumlin made it his goal a couple years ago to get into shape and now competes in triathlons. He hopes to bring that message of good health to members, when he helps roll out the association's MEWA health insurance program.

"Health insurance is one of the things members ask about most; it's a big issue for many in our industry," he said.

## After the Storm

Tumlin has experienced his own share of challenges the last few years, which makes him more eager to reach out to the membership. In his acceptance speech, Tumlin said, "I've had doubts about my abilities to lead in such a challenging time, but I finally came to the conclusion that I represent what a vast majority in our association are today: small builders and members struggling to get through this time; wanting to hang on to employees, but sometimes having to say goodbye to our trusted friends ... I will be more appreciative of better times that I know will come back around."

Part of getting back to business for Tumlin is restoring cohesiveness between the local and state associations. He hopes that members will recognize the value of their membership even during these tough times. "Many of us start to question things during a crisis, but involvement in the association is important now more than ever," he said. "We all need to band together to get through this. It's going to be a slow process, and business will likely never be the same as it once was, but together, we will come out stronger." ☺

