

# The Blueprint

Your guide for success.

### 2011 Officers

Micheal Grantland-President  
Danny Hill- Vice President  
Stephen Pate - Treasurer  
Billy Raley-Secretary  
Jeremiah Frost-Past President  
Stevi Price-Executive Officer

### 2011 Board of Directors

Adam Davidson  
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Darren Osborn  
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Lynn McLemore  
Mary Ann Scott  
Phil Hall  
Philip Shelton  
Ron Ray  
Steve Blake  
Steve Reeves  
Tammy Snider  
Todd Witt  
Tony Hopkins  
Vernon Lane

### State Directors

Philip Shelton, Lynn McLemore,  
Danny Hill, Phil Hall, & Todd Witt

### State Alternate Directors

Jeremiah Frost & Steve Reeves

### National Directors

Phil Hall & Steve Reeves

### National Alternate Directors

Lynn McLemore & Darren Osborne

A publication of The Greater Morgan County Builders Association.

## 4TH ANNUAL JANUARY JAM

Come Celebrate the 4th Annual January Jam with GMCHBA and MCAOR.

### Sponsorship Levels

#### Gold \$751-\$1,000

- a. Logo on Power Point
- b. Logo on Programs on each dinner table.
- c. Name on welcome sign at entrance
- d. Four tickets to event

#### Silver \$501-\$750

- a. Logo Power Point
- b. Name on welcome sign at entrance
- c. Two tickets to event

#### Bronze \$250-\$500

- a. Logo on Power Point

**When:** Friday, January 14th, from 6:30-9:30 pm

**Where:** Sykes Place on Bank  
(726 Bank Street, Decatur, AL 35601)

**Cost:** \$25 Per Person (Pre-Pay or Pay at the Door)

**Dress:** Business Casual

Heavy Hors d'oeuvres and Cash Bar  
Entertainment by the Sly Groove Band

Chance to win \$1500 during the Draw Down

If you have any questions, please contact our office at 350- 4594.

## NAIL DOWN THESE DATES

Calendar Available [www.gmcba.org](http://www.gmcba.org)

### ◆ Board Meeting

Thursday, January 13th, from 4:30-5:30 pm, at the GMCBA office.

### ◆ January Jam

Friday, January 14th, at Sykes Place on Bank, from 6:30-9:30.

### ◆ Office Hours

Office is **closed** December 31st for the New Year's holiday.

Office is **closed** January 17th for Martin Luther King Day.



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# JANUARY MEMBERSHIP RENEWALS

**Associates:** Anderton Plumbing, Bank Independent, Building Material Wholesale, Copperworks  
Decatur Chamber of Commerce, Jenkins Electric, Roman Custom Trim & Tile

## *IT'S TIME TO GET BACK TO BASICS IN THE CONSTRUCTION INDUSTRY*

By Dana Borowka, MA

There seems to be a great amount of underlying fear and tension in the Construction industry right now. You can see it by watching the news or talking with people. Many individuals are asking, 'Am I doing enough to prove my worth?', 'Will we make it through these tough economic times?' and the questions go on and on. A long time friend and experienced business person once told me that when things aren't working like they used to, then something needs to change. He shared the definition of insanity: Doing the same thing over and over again and expecting different results. Sometimes by just making a minor change or seeing things from a different perspective can make all the difference in the world.

In today's business environment, we always need to take a fresh look at how we do things or service our market place. It doesn't take a big budget to do so. Many times just going back to the basics can provide new ideas. Here are a few ideas on how you can do so with your company:

1. **FOCUS** - Instead of focusing on the fear, be open and brainstorm with others on how to be more efficient, to reach out to others internally or in the market place in order to do the best job we can do and then go beyond norm. Focus on what is the primary need today and also be flexible at the same time to see what might be needed 6-12 months down the road.
2. **APPRECIATION** - A simple thank you can go a long way. Showing appreciation for others can help them to feel valued and encourage them to open up so that they can share valuable ideas that they have to offer.
3. **CUSTOMER SERVICE** - Always keep your customer in mind. The process always needs to first meet the customer's needs! We need to work really hard at providing really great experiences.
4. **HIGH QUALITY** - Whether you are in the service industry or manufacturing, everything we do is of the utmost importance. It reflects pride, respect, honor, and trust when providing a service or product.

## WELCOME GMCBA'S NEWEST MEMBER



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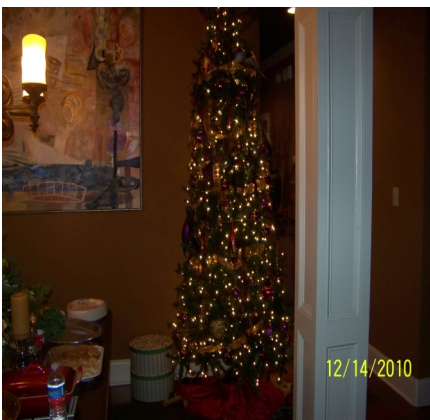
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Email: E92547@bellsouth.net  
1950 Central Parkway  
Decatur, AL. 35601

## THE ANNUAL MEMBERSHIP MEETING 2010

The Annual Membership Meeting was held on December 14th, 2010 at the home of our own Lynn McLemore. When I arrived there, I was blown away by the beauty of the decorations, the food, and by the hostess herself. With help from Lynn, Debra Willis, and Steve Reeves, there was homemade spinach dip, cheese and crackers, biscuits, smoked pork tenderloin, and many other delicious morsels! We got to mix and mingle with new members and with past members while Christmas music played in the back ground.

After everyone had gotten a bite to eat and had a chance to visit with other guests, we handed out the awards for 2010 and recognized the officers for 2010. The Builder of the Year for 2010 went to Michael Grantland. The Remodeler of the Year for 2010 went to Phillip Shelton. The Associate of the Year for 2010 went to Darren Osborne.

The awards were met with applause and bragging rights until next year when we will vote again! The night continued with more food and drink until some members had bid their farewells and call it night. All in all it was a successful and fun-filled night! I just hope next year we might have a karaoke machine for an impromptu concert!





## NEWS FLASH FOR JANUARY 2011

January Jam Draw Down Tickets are still available!!! Each book has 5 draw down tickets. That is five chances to win up to \$1500. However, you must be present to win. Each draw down ticket cost \$25. If you are interested in selling some tickets or if you simply want to purchase them, please come by the office (1501 4th Ave. SE, Decatur, AL 35602).

\*\* Reminder the \$25 does not include the cost of admission to the event. It is an additional \$25 at the door or you can pre-pay.

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### Contact Information

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