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FEATURES

08 GHBA Scholarship Program: A Stepping Stone to Careers in Homebuilding
The home building industry is currently in a crisis. There is a massive shortage of labor. With this in mind, the board of directors is working to expand the GHBA Scholarship Program and focus the scholarships within our own industry. This is an opportunity to inspire students at a critical time as they begin to make career choices.

10 Government Affairs: GHBA Joins Formal Coalition to Push Flood Solutions
Harris Plus Flood Solutions, of which GHBA is a founding member, is working towards a comprehensive regional flood control plan, along with supporting public advocacy and education about the initiatives.

14 Contracting Practices for a Post-Harvey World
In light of the recent devastation caused by Hurricane Harvey, builders and contractors should be aware of best practices and laws that apply to the industry for disaster remediation services.

16 Economic Forecast 2018—Like 2017 but Slightly Better
Economist Dr. Elliot Eisenberg offers an economic forecast for housing starts, GDP, employment, inflation, mortgage volume, interest rates, autos and more, plus the impact the recently passed Republican tax cut will have on the economy.

22 GHBA’s Q417 Report Card
The GHBA staff, councils, divisions and committees have been busy lately! In case you missed it, here are a few highlights and successes from the fourth quarter of 2017.

24 Land Tejas is Record-Setter for Benefit Home Lot Donations
Since 1998, Land Tejas has remained one of the largest contributors to the GHBA Benefit Homes Project, donating 15 lots with an estimated value of over $1 million.

26 Take a Minute for HomeAid Houston
Spotlight on the upcoming HomeAid Houston charity golf tournament, end of year donations from generous companies, and a farewell to Paige Shugart Hayes, assistant director of operations and events.

37 City of Hutto Adopts Green Built Gulf Coast Program
GHBA is proud to announce that the City of Hutto, Texas has adopted its Green Built Gulf Coast (GBGC) program as an approved alternative for building code compliance.

A Building Tradition
The Detering Company, a GHBA Platinum Partner, is a fourth generation family-owned company with deep roots right here in Houston. From trim to brick and stone, cabinets, windows and doors to beams and flooring, Detering is partnering with builders and remodelers to rebuild our city from the ground up. #HoustonStrong See pg 19

Departments
8 President’s Message
10 Government Affairs
12 HOME-PAC Roster
18 Sustaining Associate Members (SAMs)
24 Benefit Homes Project
26 HomeAid Houston
28 Education Department
30 New Members & Renewals
34 Associate Council
36 Custom Builders Council
37 Green Built Gulf Coast
38 Montgomery County Division
39 GHBA Partnerships
40 Remodelers Council
42 Sales & Marketing Council
44 Officers & Leadership
45 Calendar of Events
46 The Network

Upcoming Events
13 Houston’s Best PRISM Awards Call for Entries
20 SMC Million Dollar Circle Awards
29 President’s Reception & Member Orientation
33 Spring Golf Tournament
35 Annual Chili Cookoff
41 Remodelers Speed Selling
43 SMC Battle of the Builders

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Contact Brittany Feldmann at (832) 215-7232 or bfeldmann@ghba.org. Houston Builder encourages members to submit articles for publication. Articles should relate to members and to the homebuilding industry. For questions or to submit a letter to the editor, email bfeldmann@ghba.org.
Congratulations to the GHBA “Of the Year” and Citation Award Winners!

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HOW THE NATION’S BEST BUILDERS PROTECT THEIR BUYERS.
The home building industry is currently in a crisis. There is a massive shortage of labor. The NAHB found shortages of some construction trades are at their worst level since 2000. They found more than 70 percent of builders reported difficulty in hiring carpenters, 63 percent had trouble in attracting masons and more than half experienced challenges in finding roofers, plumbers, painters, and electricians.

The labor shortage has been further exacerbated by Hurricane Harvey which threw somewhere over 100,000 homes into the remodel pool along with other damaged business structures.

The trades mainly affected include drywall, paint, trim, and cabinets.

The current administration’s policy of restricted borders and animosity toward the nationalities who are most helpful in getting homes built in Houston, have further caused restriction in the labor supply.

With this in mind, a large part of my mission this year is to help expand the Associate Council’s GHBA Scholarship Program, and with the board’s agreement, focus the scholarships within our own industry, whether it's on the labor side or management. I can’t think of a more relevant time when the greatest threat to homebuilding is the labor needed to build our homes.

The GHBA Scholarship Program can offer a gateway to career development for qualified candidates who will be trained in a broad range of skill sets and crafts.

Fields of study can include trade schools for HVAC, plumbing, and residential electricians. Other areas include construction science, engineering—both civil and structural, marketing, business, architecture, design, management and more. It would also be a way to award scholarships to applicants who have a need for funds and would otherwise not be able to attend schools to advance their education.

Generally, these scholarships are made possible by donations from generous GHBA members. The amounts for scholarships have already been expanded by the auction that was held at the Installation Celebration last month.

The GHBA is also working in partnership with the Jones Futures Academy.

JFA is part of the Houston Independent School District offering Academy of Architecture & Construction Technology to district students. It is a dual enrollment model that enables students to fulfill high school graduation requirements while simultaneously earning industry certifications, college credits, and/or an Associate of Arts by the end of their senior year. The Academy of Architecture & Construction Technology prepares students for real-world career opportunities, and that's where our industry fits within this model.

We have a number of members who have volunteered to "mentor" students by hosting them at their offices to see the administrative side of what we do and by taking them to job sites for a first-hand look at what home construction looks like.

This is an opportunity for us to help create awareness about our industry and to inspire students at a critical time as they begin to make career choices. Let’s help build critical resources that in the long run help us build houses!
Since our doors opened in 1971, Tamlyn has been family owned and operated but we wouldn’t be where we are today without our employees. After 18 years of hard work, dedication and commitment, Ron Leonard is moving on. We wish him nothing but the best as he begins a new chapter in his career.

Raul Peralta has been with Tamlyn since 2007 in a variety of sales and operations positions and will be taking Ron Leonard’s place as the Builder Accounts Manager. He is eager to work with you to build better homes thru “Reliable Innovation” with Tamlyn products.

Raul Peralta
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Following Hurricane Harvey and negative media coverage about the development community, the GHBA engaged other development stakeholders to proactively draft a plan of flood control and mitigation projects that would help alleviate flood damage during future storms and share it with our local, state and federal elected officials.

Since those early weeks following the storm, the coalition has been active in refining that plan and meeting with federal, state and local elected officials and bureaucrats to educate them on our efforts and get their support.

That plan includes restoring and increasing capacity in the Addicks and Barker reservoirs, increased bayou conveyance, strategic property buyouts, the coastal spine, a third reservoir, improvements to the Montgomery County reservoir system and the Fort Bend County Brazos River restoration.

Early in January, the group formally incorporated as Harris Plus Flood Solutions (HPFS). The original group of five organizations has grown to 16, including broader business association support, with additional members being recruited and joining every month.

The GHBA is a founding member and, in addition, GHBA Executive Vice President and CEO Casey Morgan was voted to serve on the board of directors and as vice chair of the group.

The first action of HPFS was to create a public advocacy and education campaign called Houston Stronger. The focus of that campaign will be to push for a $3.1 billion Harris County bond election for May or July to help fund a comprehensive regional flood control plan.

A major flood control plan will cost billions of dollars and a majority of that money will come from the federal government, but all will require a local match and our elected officials will need our industry’s support to help pass bond packages that will fund that match.

While all Houstonians can agree that our region needs major flood improvement projects, the question is how to fund it. Most Houstonians would accept a small increase in property taxes to help realize actual flood relief, but some will be opposed to any degree of tax increase. Also, once there is a funding structure in place there will be pushback on what projects are initiated and where and when those occur.

Continued on next page >>>

By BRADLEY PEPPER, Director of Government Affairs

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Houston Stronger will publicly support our elected officials as they push for funding, as well as educate our community about the bond election and a regional flood control plan.

Our coalition and the GHBA have already been active in pushing Congress for approval of $81 billion in disaster relief funding by sending letters directly to members of the House of Representatives prior to Christmas and to Senate Appropriations Committee members in January. At the time of printing, the House had passed HR 4667 which supports that appropriation and the measure was waiting action by the Senate Appropriations Committee.

Get Engaged, Join HOME-PAC

With the primary election roughly a month away, we are in another significant election cycle that will see us vote on numerous federal, state, county and judicial level races, including all of our statewide elected officials like governor, lieutenant governor and comptroller. This will be an active year in politics and the GHBA HOME-PAC will be involved in state and local races from the primaries in March through the general election in November.

This month, the GHBA HOME-PAC will begin actively screening candidates to endorse in a variety of state and local races. Additionally, we will have further rounds of screening in advance of the runoff and the general elections later in the year. By contributing at a council level, you can participate in voting for who the GHBA endorses in these races.

There is a lot at stake during this election cycle, particularly in the post-Harvey political climate, and the candidates elected will have a significant impact on the homebuilding industry moving forward. Your continued commitment to HOME-PAC is vital to the homebuilding industry and protecting housing affordability and consumer choices. Through HOME-PAC, we are able to pool our resources and unite to support the best qualified, pro-housing candidates for local and state office.

For more information on membership requirements, contact Bradley Pepper at bpepper@ghba.org or (281) 664-1430.

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Changes in state and local law or regulations could be detrimental to your business and bottom line. Your contribution to the PAC is an investment in the future of our industry and one of the most affordable options for political involvement. Renew your commitment today!

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HOME-PAC, GHBA’s Political Action Committee, directs financial support of the homebuilding industry and is committed to protecting housing affordability and consumer choices. Through your contribution to PAC, we are able to pool our resources and unite to support the best qualified, pro-housing candidates for local and state offices.

HOME-PAC works to ensure that the voice of the home building and development industry is heard by lawmakers. The strength and ability of our industry to impact public policy decisions affecting your business depends solely on your participation and contributions. Donate to HOME-PAC today.

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*As of print date.
In light of the recent devastation caused by Hurricane Harvey, we want to remind builders and contractors of certain best practices and laws that apply to the industry as a whole and specifically for disaster remediation services.

In 2011, wildfires ravaged over 40,000 acres of Texas land located in Bastrop and Grimes counties. In addition to those wildfires, Texas has experienced tornadoes, hail storms, floods and hurricanes on a regular basis. As a result, residential, commercial and industrial properties and structures required construction remediation. While many honest and hardworking Texas construction companies were there to help, some communities were plagued by unscrupulous contractors, referred to as “storm chasers” who took money up front and failed to perform services as promised.

In response to the misdeeds of these storm chasers, the Texas Legislature enacted the Disaster Remediation Contracts Statute which affects contractors who engage in remediation construction projects stemming from a natural disaster.

The law was passed in 2011 by the Texas Legislature and is included in Chapter 58 of the Texas Business & Commerce Code. The law applies to disaster remediation contractors, which are identified as those engaged in the removal, cleaning, sanitizing, demolition, reconstruction, or other treatment of improvements to real property performed because of damage or destruction to that property caused by a natural disaster. A natural disaster is defined as widespread or severe damage, injury, or loss of life or property related to any natural cause, including fire, flood, earthquake, wind, storm, or wave action, that results in a disaster declaration by the governor or respective county judge.

This means that any construction remediation project related to a natural disaster falls under this law. After Hurricane Harvey landed, Governor Abbott declared at least 43 counties as disaster areas. As such, the law impacts a significant and large area of Texas and the contractors that are in and near these counties.

While the law was designed to protect homeowners and consumers, often it is the builder, remodeler and contractor that needs assistance, guidance and direction in such challenging circumstances. The construction industry has made a concerted effort to render aid and assist many homeowners and families, and yet even in these times of need, it is recommended that a clear and direct line of communication (as well as terms) be confirmed before the project begins. Here are several areas to take into consideration:

1. Builders, remodelers and contractors would be well served to follow the regular and normal industry procedures such as using the TAB form contracts. While

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**ABOUT THE AUTHOR**

Ian P. Faria is a construction lawyer and office managing partner for Bradley Arant Boult and Cummings, LLP in Houston and serves clients throughout Texas, Oklahoma and several other states. He volunteers as outside general counsel for the GHBA and is active in the construction industry.
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Greater Houston Builders Association – Building a Better Future | Houston Builder | February 2018
Economic Forecast 2018: Like 2017 But Slightly Better

The combination of solid, widespread global growth; strong labor markets; low inflation; improving commodity prices; a slightly weaker dollar; and continued easy monetary policy from most central banks sets the stage for a good year. Moreover, the recently passed front-loaded tax cuts here in the U.S. will help by adding a pleasant tailwind to the domestic economy. The possibility of increases in infrastructure and defense spending, along with the continued deregulatory efforts of the Trump administration, make the domestic economic landscape heading into 2018 as strong as it has been since the end of the Great Recession.

However, there are also economic headwinds. The fear of inflation could spook the Federal Reserve to raise rates more rapidly than expected, which would slow growth and unsettle financial markets. A large confidence-shattering drop in the stock market, for any number of reasons, might hurt the economy. With the now low tax rate on repatriated earnings, American firms might bring back substantial profits from abroad, and in the process, boost the dollar, which will hurt manufacturing activity. Lastly, geopolitical problems always lurk and could easily have negative growth implications.

With all this in mind, I expect full-year 2018 GDP to come in at 2.6%, slightly higher than the 2.3% growth experienced last year and the 2.1% average rate of growth since the end of the Great Recession. Headline inflation looks to pick up from roughly 2% to 2.3% in 2018, while core inflation (which excludes food and energy) will edge up only slightly. Because of the slow rise in core inflation, the Federal Reserve will probably have the luxury of time to raise the federal funds rate from where it is now, at 1.375%, to 2.125% by year’s end, with a quarter-point rate increase roughly every three or four months, with the first one in March.

Turning our attention to the labor market, I expect net new monthly job growth to average 150,000 per month, which, while down from 167,000 per month in 2017, is excellent given that we are late in the business cycle and few potential workers remain on the sidelines. The unemployment rate will fall from 4.1% today to 3.6% or even 3.5% by year end, a rate...
Throughout 2018, HomeAid Houston is celebrating its 15th anniversary of building hope and homes for the homeless of Houston. In that time, what is most remarkable is the number 50.

Fifty projects in 15 years. Fifty projects that are changing the lives of men, women, children, families and veterans from all walks of life. Fifty projects of all shapes and sizes. Fifty projects that continue to enhance lives and in many cases, save lives. Fifty projects that will add over 465 beds and 14 million dollars in real estate construction and improvements to Houston’s homeless community. Fifty projects in 15 years that will serve over 21,000 people annually who once faced homelessness.

Thank you GHBA, for being the foundation of hope for HomeAid and for so many of Houston’s homeless families, children and veterans.
not seen since the late 1960s! As the labor market tightens, nominal wage growth should increase in 2018, with average annual wage increases rising from 2.4% to 2.75% and as much as 3% by the end of the year: a healthy rise.

Because of faster GDP growth and the falling unemployment rate, 10-year Treasuries will end 2018 at 2.75%, and the rate on 30-year mortgages will be at or near 4.40%. However, continued easing of credit conditions and rising consumer spending due to continued strong employment growth and better wage growth will keep the economy and housing market on track.

Despite passage of the new tax bill, which is likely to modestly slow home sales and house price appreciation in some high-cost areas because of the reduced benefits of homeownership, housing starts should increase by about 7%, to 1.29 million. Single-family starts will likely total 930,000, up from 850,000, while multifamily starts should flatline at about 360,000. New and existing home sales should collectively rise by about 3% and end the year at 6.35 million, with mortgage purchase volume advancing by $100 billion, and refinance activity falling by about $200 billion due to the rise in mortgage rates. Housing inventories will, regrettably, remain unchanged, and combined with limited new home building, home prices will rise by 5%. Motor vehicle sales will slip to 16.5 million from 17.1 million and the chances of a recession in 2018 is low given the very solid global economic conditions that currently prevail. I peg the chances of a recession in 2018 at just 15%.

“Economic Forecast,” continued from pg. 16

Article by Elliot Eisenberg, Ph.D., president of GraphsandLaughs LLC. His daily economics and policy blog can be found at www.econ70.com.
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We have all seen the landscape of our hometown change over the years. We have seen good times and bad, we have seen companies come in, seen them merge, and seen them go, but through it all Detering has remained with both a solid foundation and deep roots in our beloved Houston. You won't find a chain of Deterings anywhere; we are one-of-a-kind and one in our own, and we like it that way. We are here to serve YOU -- our friends, customers, and fellow Houstonians.

Hurricane Harvey might have thrown all of us a curve ball, but as we have shown both the nation and the world: No one messes with Houstonians. At Detering we are helping to rebuild from the ground up, and our city will be even better than before. We are #HoustonStrong!

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**Contact:** Mel Audain: maudain@ghba.org or 281-664-1428

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**Hyatt Regency Houston Galleria**

2626 Sage Rd., Houston, TX 77056

6-9PM

Sold! Sold! Sold!
Q4 2017 @ GHBA
IN CASE YOU MISSED IT... HERE ARE A FEW HIGHLIGHTS FROM THE FOURTH QUARTER

EDUCATION
7 CLASSES W/ 465 TOTAL ATTENDANCE

GROWING RANKS
124 NEW MEMBERS!
- Associates (57.26%)
- Single Family Builders (30.65%)
- Developer (0.81%)
- Remodelers (11.29%)

LARGE EVENTS
- The Remodelers raised a record-breaking $30,000 (net) at the Texas Home & Garden Show. Proceeds benefit the 2018 Charity project at Crossroads Community Day Center.
- More than 850 guests enjoyed a fabulous "Night in Monte Carlo" for the Houston’s Best PRISM Awards, hosted by SMC.
- 110 Exhibitors and more than 500 builders & remodelers made the 15th Annual Product Expo a success. Several builders went home with cash prizes and vacation packages from Southwest Airlines.
- 16 Teams competed at the annual BBQ Cook-Off held at Rock Materials. Over 1,800 tickets sold!
- The Frank Aranza “Adopt-a-Family” Program: 40 Families were adopted and over $4,000 in gift cards were collected for Family Promise Lake Houston.
- The Remodelers Council celebrated their own at the annual Holiday Networking event. Cassie Milam of the Detering Co. was named Associate of the Year. Several other members were awarded presidential citations and awards Leo Meerman Scholarship recipients were also celebrated.
- Young Professionals held a networking event at Café Adobe that was attended by nearly 40 young professionals.
- The Volume Builders Clay Shoot connected 22 builder companies with associate station hosts.
- The 7th Annual Montgomery County Builders & Developers Division's Golf Tournament was a sell-out at Lake Walden Golf Club.
- The SMC Top Producers event at The Cadillac Bar had nearly 200 guests to honor the 52 Top producers from 17 companies.

GOING GREEN
GREEN BUILT GULF COAST (GBGC) CERTIFIED 508 HOMES IN 2017 +
THE CITY OF HUTTO RECENTLY ADOPTED THE GBGC PROGRAM

508 New Homes Certified
COUNCILS

LUNCHEON ATTENDANCE

GHBA’s monthly council luncheons are the perfect opportunity to connect with like-minded members, network and learn. Fourth quarter meetings covered timely topics ranging from the electrical code and Hurricane Harvey restoration to a homebuilding market outlook and flood insights from local meteorologists. (The majority of GHBA’s councils and committees take a holiday hiatus in December.)

GOVERNMENT AFFAIRS

GOVERNMENT AFFAIRS COMMITTEE (GAC)

- Provided updates on the 85th regular and special legislative sessions
- Participated in post-Harvey working groups and task forces with the City of Houston and Harris County on floodplain regulations and drainage
- Joined with local stakeholder associations in ongoing outreach to state and federal delegations for support of regional flood mitigation projects
- Participated in the City of Houston’s Chief Resilience Officer (Flood Czar) Steve Costello’s taskforce of stakeholders on a list of initial policy changes
- Participated in a series of meetings with the Harris County Department of Engineering to address and revise some floodplain mitigation regulation changes

DEVELOPERS COUNCIL

- Hosted staff from the Texas Commission on Environmental Quality (TCEQ) who discussed pre-purchase inspections, interpretation of rules, implementation of new state laws, and staffing by TCEQ to fulfill their mission and timely delivery of staff memos
- Discussed meetings of the Harris County Engineering Department’s Hurricane Harvey Regulations Workshop and proposed draft revised Floodplain Management Regulations. Changes represent stricter development rules for certain properties in Harris County.
- Michael Bloom, P.E. with RG Miller Engineers Inc., presented The ATLAS 14 Study that will become the basis for new 100 & 500 year floodplain maps in Harris County.

HOME-PAC

- HOME-PAC Trustees met to make recommendations for Nov. 2017 ballot measures including, State of Texas constitutional amendments, City of Houston bond proposals, and regional flood mitigation proposals.
- GHBA HOME-PAC hosted a private fundraiser for City of Houston Mayor Sylvester Turner. Event provided a great opportunity for us to have an audience with the Mayor, especially as the City considers post-Harvey regulation changes.

HURRICANE HARVEY RESPONSE

- Finalized new video on dealing with the aftermath of Harvey for the GHBA website and social media
- Fielded 10-15 calls/week from homeowners requesting action/info on rebuilding
- Fielded approximately 10 media calls a week on Harvey topics
- Identified new government related info to post on the GHBA website for the public
- GHBA HSDB hosts the weekly Harris County Drainage Taskforce led by Houston Flood Czar Steve Costello
- The GHBA has become founding member of Harris Plus Flood Solutions, along with other industry-related organizations, in order to advocate to elected officials and educate the public on a number of flood mitigation projects.

TO GET INVOLVED IN 2018, VISIT GHBA.ORG OR CALL US AT 281.970.8970
Land Tejas is Record-Setter for Benefit Home Lot Donations

The Greater Houston Builders Association’s charity fundraiser, the Benefit Homes Project has been working with Houston’s homebuilders, developers, trades, suppliers and vendors for 38 years to raise funds for local charities, and there have been many outstanding milestones during this time.

Records continue to be broken by many of these builders who recruit a growing list of vendors to donate materials and labor for construction of their Benefit Home. Sales continue to climb, and several Benefit Homes builders have donated construction management multiple times.

One huge achievement stands out. Since 1998, Land Tejas has donated 15 lots to the Benefit Homes Project.

From the first lot in its Canyon Gate Community of Northpointe, to the most recent donated lot in its new community of Lago Mar, Land Tejas has been a constant within the Benefit Homes team. These lot donations have an estimated total value of a whopping $1.08 million.

"This figure is a huge factor in why the GHBA’s annual charity fundraiser has been so successful," said Cindy Hinson, chairman of the Project. "Al Brende, co-owner of Land Tejas has shared the vision of the Benefit Homes Project for two decades. His generosity has served the Benefit Homes charities well, beginning with Texas Children’s Cancer Center, the Alzheimer’s Association, HomeAid Houston and for the first time in 2017, Operation Finally Home. We can’t thank Land Tejas enough."

Each year, two homes are built for the Benefit Homes Project with donated materials, labor and services from...
GHBA members in prime communities throughout the Houston area. The homes are sold at market value and the homebuyer purchases a luxury home with amenities not often found in other homes with similar pricing.

Since the project began, over $10 million has been raised.

“One of the very first things we did when setting up Land Tejas was to develop a partnership with the GHBA,” said Brende. “When they approached us with the first Benefit Homes opportunity in 1998, we jumped at the chance. Not only does this cause help the greater Houston community, but it strengthens our bond with the builders who have been so loyal to us over the years. It is extremely gratifying to witness the impact the Benefit Homes project has made by helping those in need.”

Brende, who founded Houston-based Land Tejas Cos. in 1997, was determined to develop the affordable gated-community concept. He was one of the first major developers to include community-wide amenities such as parks, splash pads, walking trails and community centers. He also helped pioneer the “smart home” technology that has become a standard feature in many homes.

Completed developments such as Canyon Gate at Cinco Ranch, Canyon Gate at Northpointe, Canyon Village at Cypress Springs, Sterling Lakes and many others represent years of development that launched in 1997 and continue today. With more than 10,000 acres of developed land across 20 communities, Land Tejas has shaped the Greater Houston landscape.

At the recent GHBA Installation event Land Tejas was recognized with a Presidential Citation from outgoing GHBA president, Bo Butler for their outstanding contributions over the years to the GHBA Benefit Homes Project. In its 38 years, the Benefit Homes Project has donated $10 million to local charities.

INFO: Contact Terry Swenson at (281) 382-9977 or terryswenson21@gmail.com for more information on how you can participate as a Benefit Home builder/developer or donate labor/materials as a Project vendor.
Tee Time is on the Horizon for 12th Annual HomeAid Charity Golf Tournament

The 12th annual HomeAid Charity Golf Tournament and Silent Auction is guaranteed to be a hole-in-one as plans are in their final stages. The tournament and silent auction will be held at the prestigious Tour 18 Course on April 12.

This HomeAid fundraiser is becoming legendary among HomeAid Houston friends and supporters.

AUCTION ITEMS NEEDED!

Kendall McDermott with RoofTec is heading up the online auction, and Greg Madrey with Builders Post-Tension and George Guattare with Bank of America are the tournament co-chairs. The team is sending a call out for more auction items to help break the record from last year.

Auction item donors receive several benefits including:

- Recognition on the HomeAid Houston website
- Listing on the auction donor golf tournament signage
- Thanks in the Houston Builder Magazine following the golf tournament
- Listing with your name or logo throughout the weeklong bidding process

"We are ready for those donated items to make the 2018 tournament and auction a record-breaker," said Kendall. "We have a number of items already on the roster, but more are needed. The Charity Golf auction has become a huge source of funds that go toward HomeAid's commitment to better the lives of so many. We are asking for as many items as possible to complete the list."

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www.homeaidhouston.org
HomeAid Thanks Paige Shugart Hayes

HomeAid Houston thanks newlywed, Paige Shugart Hayes as she embarks on her new life in Dallas with her husband Tyler Hayes. Fresh from college life, Paige joined HomeAid three years ago and quickly became an important contributor to HomeAid’s mission. Paige developed her talents and skills as she supported the HomeAid board, committees and staff. She helped develop the Community Outreach Committee and its initiatives, as well as HomeAid’s social media forum. Paige also worked with the GHBA on special events and volunteered whenever there was a need. Paige was often called HomeAid’s “cup of sunshine” and will be missed by all.

"As the assistant director of operations and events, Paige was invaluable to our busy team," said Bette Moser. "We wish her all the best as she and Tyler begin their new life together."

End of Year Donations Make a Difference for HomeAid

Finch Properties, a HomeAid Houston supporter, served up more than crispy fried fish at its Charity Fish Fry. In addition to the $4,000 raised at the annual event in September 2017, Stephanie Finch, Finch Properties owner, also announced that Finch Properties would be donating 5 percent of its revenues, from the date of the event to the end of the year, to HomeAid.

The last week in 2017, HomeAid received an additional $9,950.

The initial $4,000 was designated for HomeAid’s Hurricane Harvey initiative, "Roofs Over Houston’s Homeless." This program provided repairs to homeless care agencies that experienced hurricane damage and was led by GHBA member, RoofTec. The additional funds will go to HomeAid’s mission—to build new lives for homeless families and individuals through housing community outreach.

Finch Properties, a boutique style real estate brokerage firm located in the Heights, focuses its expertise within the 610 Loop.

"As my company has grown since its inception in 2014," said Stephanie Finch, "it has been my goal to work alongside a worthy organization in Houston to help those less fortunate. HomeAid Houston resonated with me and my team as we saw the work they do to provide transitional housing for homeless men, women and children. I knew there was no better fit than that."

Breah Campbell presented a check to HomeAid for $5,000. Breah and her colleagues heard about HomeAid when they attended the HALO luncheon in November. Every year the company makes a contribution to a non-profit, as a holiday thank you to its customers. After learning about HomeAid and its mission, EDP decided to make the agency its charity of choice for its end-of-year giving.

“It was an honor to be able to donate funds to HomeAid Houston,” said Breah, Fort Bend general manager of EDP. “Their vision and mission to serve the homeless of Houston through housing, inspired our team at HomeAid’s annual fundraiser, HALO. We were moved by the stories we heard of rebuilding lives, and were happy to contribute to the agency’s work in 2018.”

Like us on Facebook! Visit www.facebook.com/HomeAidHouston today.
Land Acquisition & Development Finance

Instructor: Ed Harrison, GMB
Date: Wednesday, February 21
Time: 9 am to 5 pm
Fee: $220 members / $330 non-members

Content: No development can succeed without the right match of site, plan, and market. Finance is the invisible infrastructure without which no earth is ever turned, no concrete ever poured, no frame ever hammered. This course demonstrates how developers assess markets, acquire land, and devise site plans that are most likely to attract financing on optimal terms.

Who should attend? Land developers, accountants, architects, planners, designers, engineers, and residential builders of all sizes

Designations: GMB
Continuing Ed. Credits: CAPS, CGA, CGB, CGR, GMB

Estimating & Scheduling for Profitable Business Operations

Instructor: Jeff Hunt, CGR, GMB, CAPS, CGP, GMR
Date: Wednesday, February 28
Time: 9 am to 5 pm
Fee: $220 members / $330 non-members

Content: The ability to effectively prepare for a project is vital to the success of any business. Project preparation consists of multiple processes that work together and, when performed effectively, enable you to increase your efficiency, achieve greater client satisfaction, enhance team and vendor relationships and protect profitability. This course provides you with the knowledge and skills to perform two of the critical processes in project preparation: estimating costs and creating the schedule to complete the project.

As a graduate of this course, participants will be able to:
• Illustrate how estimating and scheduling work together to effectively set up the project
• Identify the fundamentals of estimating to identify the costs (not the selling price)
• Use spreadsheets and packaged estimating systems
• Identify the fundamentals of scheduling
• Illustrate the schedule as a key communication tool

Designations: CGA, CGB, CGR
Course Qualifies For: 6 AIA/CES LU, 6 CE for AIBD, 6 CE for all NAHB designations except HCCP

To learn more and go further, visit ghba.org/education
Education Corner

GENERAL EDUCATION
(Not for designations)

Framing Seminar

ABC’S OF HOME BUILDING SERIES

SPONSORED BY:

Instructor: Dave Yelovich, CGB, CGP
Date: Tuesday, February 20
Time: 4 pm to 6 pm
Fee: $35 members / $50 non-members

Content: Join us as we discuss all aspects of framing a house. From string lines to tilting up walls, joists, rafters, stairways and arches, this two-hour course will cover all the bases. Once the home is up, how do you properly punch it out? Course will also discuss at green framing techniques.

Design and Construction of Residential Foundations

Instructor: David Eastwood, PE, Geotech Engineering
Thursday, February 22
Time: 1 pm to 5:30 pm
Fee: $45 members / $60 non-members

Content: This seminar is a must-see for builders, architects, structural engineers and developers. After taking this course, you will understand the basics and importance of geotechnical, materials and forensic engineering as it relates to residential design and construction.

Eastwood will discuss:
• Geotechnical field studies, laboratory testing, data analysis
• Expansive soils and how to treat them for residential design
• Foundation types, including slab-on-grade, post-tensioned, drilled footings, and helical pile systems
• Foundations risks, the effects of trees, quality control and soil stabilization
• Design of beach houses in places such as Galveston
• A forensic evaluation of distressed residences in Houston, focusing on design, construction, materials, environmental conditions and wear and tear
• Causations for foundation distress and repair techniques
• Inground swimming pool design
• Houston faults and how to build homes near them

Who should attend? Remodelers, land developers, architects, planners, designers, residential builders, commercial contractors, engineers, real estate brokers and agents, subcontractors, specialty trades, manufacturers and suppliers, financial services professionals.

YOU’RE INVITED

PRESIDENT’S RECEPTION & NEW MEMBER ORIENTATION

THURSDAY, MARCH 1

4 p.m. - Orientation
5 p.m. - President’s Reception & Networking

GHBA EDUCATION CENTER
9511 W Sam Houston Pkwy N
Houston, TX 77064

Register at ghba.org/calendar

THIS EVENT IS IDEAL FOR:
★ New GHBA members
★ Anyone would like to be more involved

Need help deciding which councils and committees would be most beneficial to your company? Or determining which sponsorship opportunities make the best use of your marketing dollars and put you in front of your target audience?

GHBA members have so many opportunities. Where do you know where to start? Come hear from seasoned members of the Associate Council, Remodelers Council, Bay Area Builders Association, Montgomery County Builders & Developers Division and many others about how they have made their GHBA membership work.

Afterwards, stay and network with 2018 GHBA President Don Klein and the board of directors!
If you are interested in helping recruit members, the GHBA Membership/ Ambassador Committee invites you to the next committee meeting and lunch on Wednesday, Feb. 7, at 11:30 a.m. at the GHBA. Please RSVP to Cynthia at 281-664-1425 or cfagan@ghba.org.

GHBA would like to welcome all our newest members. By joining the GHBA, you’ve made a significant investment in both the building industry and your own business. Now that you are a member of the GHBA, we invite you to stay actively involved in the association events and activities.

Getting the most out of your membership means getting involved. We invite you to attend events, join a committee or council, start working toward a NAHB designation or volunteer for a charity project. The GHBA hosts over 200 networking events annually, including 100 industry-specific education classes, and has 14 council, committees and divisions in which to participate. Association involvement will lead you to that pivotal next step in building relationships within the industry.

Visit ghba.org for information on all upcoming events or contact the Membership Department at (281) 664-1425 to get involved and put your membership to work!

If you have been a GHBA member for awhile, please take a minute to extend a warm “hello” and congratulate our newest members for supporting the building industry. And remember, “When doing business, call on a member first!”

2017 SPIKE OF THE YEAR

BRIAN STEVENSON
The Stevenson Group / One Digital

2017 RETENTION SPIKES OF THE YEAR

ALLEN LUSK
Texas American Title Co.

DEBBIE PAGE
1st Infiniti Enterprises Inc.

WELCOME NEW MEMBERS

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RSFM Inc.
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www.rsfminc.com

REMODELERS

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2017 SPIKE OF THE YEAR

BRIAN STEVENSON
The Stevenson Group / One Digital

2017 RETENTION SPIKES OF THE YEAR

ALLEN LUSK
Texas American Title Co.

DEBBIE PAGE
1st Infiniti Enterprises Inc.
MEMBER PROFILE

The KIKGARD Shield was invented and patented by J.R. Hudson to solve the security problem with wooden doorjambs. The idea came from 36 years of service as a Houston police officer, crime prevention specialist and a certified locksmith.

While doors and locks have made great improvements over the years, the doorjamb has gone virtually unchanged. The unique design of the Kikgard Shield makes it extremely strong, low cost, invisible, and conveniently installed at the door shop. Now every door can come with an effective doorjamb reinforce that completes the door locking system. The builder simply requests the Kikgard Shield on their next door order and the doors arrive on the jobsite with the Kikgard completely installed.

Builders can increase their home's security package, protect the home during construction phase and the life of their new homeowners. The Kikgard Shield has a lifetime warranty and is transferable to future homeowners.

There is no better or more cost effective way to solve the doorjamb problem. Many home builders and multi-family builders are already using the Kikgard Shield.

To learn more, visit www.kikgard.com or contact J.R. Hudson, president, at (713) 557-6278; sales@kikgard.com.

MEMBER PROFILE

HTX MOLD CONSULTING is a company dedicated to the detection and prevention of mold and other microbial contaminants in indoor environments throughout the Greater Houston area and Gulf Coast region. HTX provides professional services for mold inspection, mold and allergen testing and preventive maintenance — whether you are remodeling, renovating, buying, selling, renting properties, or just want to ensure your present home or building is toxigenic free. All inspections are conducted by a Texas Licensed Mold Assessment Consultant that includes a complete evaluation of both the interior and exterior of your property. (Texas License # MAC1458)

To learn more, visit www.htxconsultingservices.com or contact Justin Soliz at (832) 889-9489; justin@htxconsultingservices.com.

MEMBER PROFILE

The SOUTHERN FOREST PRODUCTS ASSOCIATION (SFPA), based in suburban New Orleans, represents manufacturers of Southern Pine lumber. Since 1915, SFPA has been the leading source of information about Southern Pine products for design-build professionals and consumers. Today, SFPA promotes are focused on building raised wood floor foundations, providing reduced flood risk, enhanced curb appeal and many other benefits to both builders and homebuyers using renewable, sustainable Southern Pine materials.

SFPA's dedicated website, RaisedFloorLiving.com, is a comprehensive resource for builders wanting to discover this proven foundation system. SouthernPine.com offers span tables, design values, plus a product locator.

To learn more, contact Tami Kessler at (504) 443-4464; mail@sfpa.org.

MEMBER PROFILE

LOCKE LORD LLP is a full-service, international law firm of 20 offices designed to meet clients' needs around the world. The firm has a history that spans more than 130 years and is a worldwide leader in the middle market sector. Locke Lord advises clients across a broad spectrum of industries including energy, financial services, fund formation, health care, insurance and reinsurance, private equity and venture capital, public finance, real estate, and technology, media and telecommunications, while providing a wealth of experience through its complex litigation, intellectual property, tax, regulatory and transactional teams.

To learn more, visit www.lockelord.com or contact Robert D. Miller at (713) 226-1186; rmiller@lockelord.com.

MEMBER PROFILE

HOMEWISE REALTY COMPANY, LLC specializes in a customized service approach to meet the needs of property buyers and sellers. We help you identify the property best suited to your budget, and the house plan layout best adapted to your lifestyle and family dynamics. Over the years, we have clients coming back to trust us with their investment in properties just because they like the way we do business. To get your repeat business, your recommendation and trust is what we strive for. That equates only to excellence and integrity.

To learn more, visit www.har.com/homewiserealty or contact Selina Ponniah at (281) 352-4712; selinapon@gmail.com.
MEMBERSHIP

RENEWALS

The following companies have shown their commitment to the industry by renewing their memberships. Companies in bold have supported the association for 10 years or more. Thank you!

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>MEMBER NAME</th>
<th>JOIN DATE</th>
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<tr>
<td>Alair Homes Houston</td>
<td>Christopher Bolio</td>
<td>2007</td>
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<td>Ashlar Development LLC</td>
<td>Mike Miller</td>
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<td>Ausmus Homes, LLC</td>
<td>Wayne Ausmus</td>
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<td>BGT Interior Solutions</td>
<td>Keith Wagner</td>
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<td>Bell and McCoy Integrated Solutions</td>
<td>Sarena Lindsey</td>
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<td>Blue River Custom Builders, Inc</td>
<td>Tylor Hearn</td>
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<td>Byer Builders, Inc.</td>
<td>Tom Byer</td>
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<td>Cabinet Innovations</td>
<td>Lindsey Kana</td>
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<td>Cambria</td>
<td>Sarah Jo Snell</td>
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<td>CitySide Homes, LLC</td>
<td>Sami Daoud</td>
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<td>Classic Glass Block</td>
<td>Larry Curbello</td>
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<td>Conald LLC</td>
<td>Gary Frierson</td>
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<td>Concourse Development</td>
<td>Harry Masterson</td>
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<td>Contractors Paving Supply, LLC</td>
<td>Steve Albritton</td>
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<td>Corbett, Wingard-Ray</td>
<td>Daniel Brown</td>
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<td>Cutting Edge Closets Inc</td>
<td>Mark Holdsworth</td>
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<td>DWP Architects, LLC</td>
<td>David Patterson</td>
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<td>Enhanced Revenue Solutions, LLC</td>
<td>Kristeen Coronado</td>
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<td>Fuller Services Inc.</td>
<td>Bill Fuller</td>
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<td>Heritage Construction Services</td>
<td>Jeff Hunt, CGR, GMB,</td>
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<td>CAPS, CGP, GMR</td>
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<td>HAR - Martha Turner Sotheby's International</td>
<td>Beverly Jordan, ABR,</td>
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<td>MOIE, ALHS</td>
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<td>HAR - KW Metropolitan</td>
<td>Arnie Altsuler</td>
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<td>Kurtin Fine Homes, Kurtin Real Estate &amp;</td>
<td>Tim Kurtin</td>
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<td>Development Inc.</td>
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<td>LBDHouse GmbH</td>
<td>Paul Benz</td>
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<td>LJA Engineering Inc.</td>
<td>Karina Moreno</td>
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<td>Land Advisors Organization</td>
<td>Kirk Laguarta</td>
<td>2003</td>
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<td>Manhard Consulting</td>
<td>Mike Christopher</td>
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<td>Matt Powers Custom Homes and Renovations</td>
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<td>James McVaugh</td>
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<td>Mission Custom Builders, LLC</td>
<td>Jason Penberthy</td>
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<td>Oliver Homes, LP</td>
<td>William Cropper</td>
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<td>Richard Price Custom Homes, Ltd</td>
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<td>S. Gentry Custom Homes</td>
<td>Scott Gentry</td>
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<td>Sonderfan Construction, LLC</td>
<td>Paul Sonderfan</td>
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<td>Stahlman Lumber Company</td>
<td>Theresa Word</td>
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<td>Sterling Classic Homes, LTD.</td>
<td>Tom Neyland</td>
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<td>Stetzer Builders Inc.</td>
<td>Erin Stetzer</td>
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<td>Sugar Creek, Ltd.</td>
<td>Brian Foster</td>
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<td>TXU Energy</td>
<td>James Gomez</td>
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<td>Texas Remodel Team</td>
<td>Timothy Fox</td>
<td>2015</td>
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<td>Thomas Garage Door</td>
<td>John Thomas</td>
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<td>Trophy Estimates, Inc.</td>
<td>Dale Strickland</td>
<td>2009</td>
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<td>Vanburg Project Management</td>
<td>Sean Schwartzenburg</td>
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<td>Veronica Mullenix Real Estate Group</td>
<td>Veronica Mullenix</td>
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<td>Vertika Structural Engineers, LLC</td>
<td>Vilmal Pandhi</td>
<td>2015</td>
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<td>Wells Custom Homes, Inc.</td>
<td>Brian Wells</td>
<td>2013</td>
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<td>Wyatt Resources Inc.</td>
<td>Deborah Beaty</td>
<td>2016</td>
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<td>Zander Homes, LLC</td>
<td>Justin Henry, CGB, CGP</td>
<td>2014</td>
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Know who you're doing business with?

When you do business with a fellow association member, you know who you are dealing with. Your mutual success is important to the viability of your industry and of your association.

Call on a member first!

Start your search at www.ghba.org
**PAR WARS**

**MAY THE COURSE BE WITH YOU**

---

**2018 Spring Golf Tournament**

**GREATER HOUSTON BUILDERS ASSOCIATION**

**Thurs., Mar. 22, 2018**
Quail Valley Golf Course
9:00 am Shotgun Start

**RESERVE YOUR SPONSORSHIP NOW!**

Contact Peggy Means at pmeans@ghba.org or 281-664-1431 for more info.

---

**2018 Spring Golf Tournament; PLEASE RESPOND NO LATER THAN FRIDAY, MARCH 9, 2018 FOR SPONSORSHIP.**

I would like to participate as a __________________________ SPONSOR for $ ____________

NAME: ____________________________
PHONE: ____________________________ EMAIL: ____________________________

Company Name: ____________________________

(EXACTLY AS YOU WOULD LIKE IT TO APPEAR ON SIGNAGE)

_____ YES, PLEASE RESERVE A CART FOR ME ($25)  _____ NO, I WILL NOT NEED A CART.

☐ Check Enclosed  ☐ Charge my Credit Card: ☐ AMEX  ☐ VISA  ☐ MC

Card #: ____________________________ Exp: ____________________________

Name on Card: ____________________________

Signature: ____________________________

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**BEVERAGE CART SPONSOR: (SOLD OUT)**
Thank you to: ACHS Builders Warranty, Environments for Living, Ferguson Bath, Kitchen & Lighting Gallery, Ironwood Connection and Suncoast Post-Tension, Ltd.

**GOLF CART SPONSOR: (SOLD OUT)**
Thank you to: Trendmaker Homes and Roy O. Martin /JSB, LLC.

**CLOSEST TO THE PIN SPONSOR: (SOLD OUT)**
Thank you to: Goodman Manufacturing Company, Inc. and Sherwin Williams Paint Company

**LONGEST DRIVE SPONSOR: (SOLD OUT)**
Thank you to: Builders Post-Tension and Legends Architectural Stone

**STRAIGHTEST DRIVE SPONSOR: (SOLD OUT)**
Thank you to: Huber Engineering Woods

**GOLF BALL SPONSOR: (SOLD OUT)**
Thank you to: SRS Stairs

**TROPHY SPONSOR: (SOLD OUT)**
Thank you to: Sherwin-Williams Paint Company

**TOWEL SPONSOR: (SOLD OUT)**
Thank you to: Perfection Supply

**KOOZIE SPONSOR: (SOLD OUT)**
Thank you to: DataSmart/Duncan Security, DuPure

**BREAKFAST SPONSOR: (SOLD OUT)**
Thank you to: DPS Engineering, LLC

**TEE SPONSOR: (SOLD OUT)**
Thank you to: America’s Home Place

**THE PIN FLAG SPONSOR: $200 (17 Opportunities Available)**
Logo on souvenir flag at a putting green. Thank you to: America’s Home Place

**HOLES SPONSORSHIPS:**
Each of the following Hole Sponsorship include signage and the opportunity for a representative from your company to spot the hole. (Please provide your own tent, chairs, etc. Golf cart rentals available.)

- **INDIVIDUAL HOLE - $300 (7 Available)**
  Thank you to: Centrify-Formerly Bonded Builders Warranty Group, Compliance Resources, Inc., Keller Williams Signature Realty, Mingers Window & Doors and The Stevenson Group/One Digital

- **LUNCH SPONSOR - $1,200 (Available)**
  $15,000 HOLE IN ONE SPONSOR - $1,000 (Available)
  $5,000 PUTTING CONTEST SPONSOR - $500 (Available)

- **DRIVING RANGE SPONSOR - $350 (Available)**

- **DOOR PRIZE SPONSOR - $100 (Unlimited)**
A Productive Year Ahead

2018 is off and running and one resolution topping everyone’s list is to have a strong and productive year. The New Year always brings a renewed sense of optimism, but there is an added sense of determination this year resonating throughout the industry. If the backbone of resiliency is determination, then it is not surprising why Houston’s housing market continues to lead the country despite recent events.

The Associate Council’s January meeting was another huge success, and we would like to sincerely thank Lennar Homes and Meritage Homes for participating in a hard-fought round of “Builder Jeopardy.” The trivia questions were tough this year, but the Lennar Homes team, led by Marco Cordon, emerged victorious. Thank you to our master of ceremonies, Dave Yelovich, for keeping the builder teams on their toes.

We also swore in the 2018 Associate Council board of directors, and I’m very excited and honored to work alongside an amazing group of people this year! I’d like to recognize Megan Starnes for her outstanding job as 2017 Associate Council president, and extend my appreciation for her time and dedication to our association. Joining Greg Madrey and Pat Wilson on the leadership ladder is Jennifer Mills. All three have selflessly dedicated their time to the Associate Council and various committees. Thank you for all that you do. We would like to encourage all associate members interested in getting more involved to reach out and start a conversation. The more, the merrier!

We look forward to hosting incoming GHBA President Don Klein at the Associate Council luncheon on February 1, and I encourage all associate members to attend and show your support for Don. Don has been a respected member of the GHBA for many years, and it’s our opportunity to thank him and also hear what’s ahead for the association and industry this year. If you haven’t signed up for the Chili Cookoff on February 9 then you need to hurry! This year’s theme is “Texas Strong” and teams will compete for trophies and bragging rights in six different categories: Red Chili, Green Chili, “Anything Goes” Chili, Red Salsa, Green Salsa, and Chuck Wagon Dessert. As always, GHBA builders will be our judges and we’re all looking forward to an afternoon of chili, beverages and fun! Contact Peggy with the GHBA to sign up or learn more about the event.

The annual Associate Council Spring Golf Tournament is coming up soon. Register your teams and secure your sponsorships today for our golf outing on March 22 at Quail Valley. This event sells out quickly, so reach out to Peggy Means with any questions you have.

I’m looking forward to a fun-filled February and I hope to see you at all of our Associate Council events this month.

COMING UP:

ASSOCIATE COUNCIL MONTHLY LUNCHEON

Thursday, February 1
11:30 a.m. at GHBA Education Center
9511 W Sam Houston Parkway N
Houston, TX 77064

Cost: $20 earlybird; $25 after Jan. 30

Featuring: GHBA President Don Klein

2018 CHILI COOKOFF

Friday, February 9
12 noon to 8 p.m. at Tri-Tech

Sponsorships & booth space available now!

ASSOCIATE COUNCIL MONTHLY LUNCHEON

Thursday, March 1
11:30 a.m. at GHBA Education Center
9511 W Sam Houston Parkway N
Houston, TX 77064

Cost: $20 earlybird; $25 after Feb. 27

Featuring: Purchasing Manager Panel

Sponsored by:
# Chili & Salsa Cook-Off 2018

**2018 Cook-Off Teams:**
Sign Up Your Teams Now!

**TEAM ENTRIES ARE DUE NO LATER THAN FEBRUARY 2, 2018**

| COMPANY: ___________________________ | Team Name: ___________________________
<table>
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<tr>
<td>Team Captain: ______________________</td>
<td>Email: _______________________________</td>
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<tr>
<td>Team Members: 1. ___________________</td>
<td>2. ____________________________</td>
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<td>3. ____________________________</td>
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**PLEASE CHECK THE CATEGORIES YOU WISH TO ENTER:**
- Red Chili
- Green Chili
- Red Salsa
- Green Salsa
- Best Red Chili
- Best Green Chili
- Best “Anything Goes” Chili
- Best Red Salsa
- Best Green Salsa
- Best Chuck Wagon Dessert
- And, Trus Joist Washer Tournament!

**SPONSORSHIPS STILL AVAILABLE!**

**Thank you sponsors!**
- All-Points
- Sherwin-Williams Paint Company
- ConnectOne Security
- Suncoat Post-Tension
- Keller Williams Signature Realty
- Ray O’Martin / Corrigan OSB
- DPIS Engineering
- BEC Engineers and Consultants
- Suncoast Post-Tension
- DPR Engineering
- Builders Post-Tension
- WRANGLER SPONSORS:
  - Carrier Corporation
  - DataSmart/ Duncan Security
  - DuPure
  - Ironwood Connection
  - Legends Architectural Stone

**Fri., Feb. 9th**
**Noon to 8 PM**

**1ST, 2ND & 3RD PLACE IN EACH CATEGORY**

- Best Red Chili
- Best Green Chili
- Best “Anything Goes” Chili
- Best Red Salsa
- Best Green Salsa
- Best Chuck Wagon Dessert
- And, Trus Joist Washer Tournament!

**TEAM FEE: $300** (To be added to your total charge.)

**TICKETS:**
- $15 each (pre-sale): Number of tickets: ______ at $15 ea. = ______ TOTAL
- [Tickets are $20. at door.]
  - **SAVE: Buy 25 tickets or more for only $10 each!** Number of tickets: ______ at $10 ea. = ______ TOTAL

- Check Enclosed
- Charge my Credit Card:  ○AMEX  ○VISA  ○MC

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**LOCATION:**

**TRI-TECH**
10401 Westoffice HOU., TX. 77042

**Fri., Feb. 9th**
**Noon to 8 PM**

**LOCATIONS:**
- All-Points - Apron Sponsor
- Sherwin-Williams Paint Company - Awards Sponsor
- ConnectOne Security - Chuck Wagon Sponsor
- Suncoat Post-Tension - Pony Express Sponsor
- Keller Williams Signature Realty - Red Hot Chili Pepper Sponsor
- Ray O’Martin / Corrigan OSB - Bandana Sponsor
- DPIS Engineering - Bandana Sponsor
- BEC Engineers and Consultants - Boot Scootin’ Boogie Sponsor
- Suncoast Post-Tension - Watering Hole Sponsor

**enter the Chuck Wagon Dessert category for $100 (All proceeds are donated to HomeAid Houston.)**

**WANTED:**
- Check Enclosed
- Charge my Credit Card:  ○AMEX  ○VISA  ○MC

**FAX REGISTRATION WITH PAYMENT TO (281) 970-8971 FOR MORE INFO. CONTACT PEGGY MEANS (281) 664-1431 or pmeans@ghba.org**
The Custom Builders Council came out of the gate with a bang with more than 90 builders and 100 associates attending the first luncheon of the year. Stephen Costello, the City of Houston “Flood Tsar,” and Harris County’s Joshua Stuckey discussed the latest Harvey statistics.

For example, they shared that, of the 75,000+ homes built in unincorporated Harris County developed in 2009 and later utilizing the current infrastructure requirements for drainage and extreme event flow analysis, only 467 flooded during Harvey. Both Costello and Stuckey commended the builders on their homes and how effective building to the IRC has been for our city.

Stuckey gave updated information on the newly adopted flood plain management regulations regarding conforming subdivisions and how the permits would be issued. Stephen Costello is currently working with a group of stakeholders from the GHBA and other associations to ensure we have a voice on changes to the flood plain management regulations.

In February, the Council will bring back the ever-popular commodity update with Thom Black of BMC. Following Harvey, many building materials are in short supply, and prices have been on the rise. New tariffs on Canadian lumber also pose challenges to affordability. With that in mind, you won’t want to miss Thom’s insider insights.

March’s Realtor panel will discuss current housing market trends and how to best poise your properties to sell for top dollar.

The council also has several other events planned for the year in addition to its monthly luncheons. Watch for more information about the annual charity project, networking events, and the popular speed selling at Bowlmor Lanes.

Participation is vital to accomplishing our council’s mission. Getting involved with the CBC is a great opportunity personally and professionally and we hope you see you at 2018 meetings and events.
City of Hutto Adopts GBGC Program

The Greater Houston Builders Association is proud to announce that the City of Hutto, Texas has adopted its Green Built Gulf Coast (GBGC) program as an approved alternative for building code compliance. The city previously had two options for green building compliance and now welcomes GBGC as the third.

The City of Hutto determined that, in many ways, GBGC provided more green strategies than programs adopted in previous years.

“The Green Built Gulf Coast program is designed to make environmentally conscientious living accessible to all homeowners. And it provides a simple and attainable path for compliance for builders. GBGC makes it easy to be environmentally conscious,” said Rae Sanchez, Energy Code Compliance HERS Rater, DPIS Builder Services.

The association would like to extend a huge thanks to DPIS Builder Services, a longtime GHBA member and verifier for the GBGC program. The company is a strong advocate for the GBGC program, and the City of Hutto approval process could not have happened without the hard work and diligence of the DPIS team.

“DPIS has long been a partner of the GBGC program and we are glad to expand its footprint in the marketplace,” Sanchez added. “There are not many green programs we would put our name behind, but GBGC is certainly one of them.”

The goal of GBGC is to take a builder that wants to be green and help them achieve that with ease and common sense. The Green Built Gulf Coast program is Green That Makes Sense.

“The program enables builders to design and construct a home that exceeds buyer expectations in quality, energy and resource efficiency, and durability all while being cost cognoscente,” said Nicole Keown, Green Built Gulf Coast program chair, Sandcastle Homes. “The program not only gives the homeowner a peace of mind, but it instills confidence in us as the builder that our product is at the forefront in the Gulf Coast region. Sandcastle Homes is proud to build to the GBGC criteria.”

ABOUT GREEN BUILT GULF COAST

The Greater Houston Builders Association adopted the Green Built Gulf Coast program as its green rating system because we believe certifying your home as environmentally friendly should be about more than checking boxes.

Our GBGC program is proof of a truly green home!

GBGC qualified homes are verified by an independent third party to ensure they meet the required performance level. Buyers can trust green homes and products that come with the GBGC discriminating certification. GBGC adheres to the 2012 National Green Building Standard ICC 700. When consumers see the GBGC certification, they can be confident that the product has undergone strict, third party verification for compliance with these rigorous national standards.

Green Built Gulf Coast is tailored to place priority on green features that address concerns specific to the greater Houston area’s unique environment. Extreme heat, humidity, foundation issues and more contribute to the necessity for a program like ours, to ensure GBGC homebuyers get the green features that will make the biggest difference in our unique climate.

Learn more at greenbuiltgulfcoast.org.
Folks, the days are starting to warm, the rodeo kicks off at the end of the month, local gardeners are preparing, and candidates for office are amid primary season. Another spring in Montgomery County is here. Having recently purchased a new home from a local builder, my intention for 2018 was to work on my “green thumb” by planting some fruit and vegetables for the summer. This entire endeavor has meant several trips to my local hardware store and nursery, a mini crash course in horticulture, and extensive planning—from understanding the germination process (it’s long), the watering schedule, and what part of our lot gets the best sun.

I’d like to give an example of a successful “gardener” here in Montgomery County. George Mitchell is considered the father of hydraulic fracturing as well as the driving force for the development of The Woodlands. Mr. Mitchell had a vision for what The Woodlands could be and was committed to the process. The process started in 1974 with the opening of The Woodlands and has borne serious fruit.

In 1970, 49,000 people lived in Montgomery County. 40 years later, there are estimates 11 times that number. Further north, Conroe is recognized as the fastest growing city in the nation according to the U.S. Census Bureau.

I’ve taken the time to regale with you this story to say, the success of a garden is less a function of chance or money rather, the success of the garden will depend on having an earnest gardener who is willing to have a vision and manage the process to get to that vision.

With primary season upon us, the question I have is what kind of garden are the candidates in Montgomery County looking to grow?

The growth of Montgomery County has created many issues for elected officials to manage and resolve. I’ll highlight a few below:

**Road & Water Infrastructure** – The expansion of the Grand Parkway has opened southern Montgomery County for development. Small country roads like Hufsmith Kohrville are experiencing high traffic counts due to their connection to 99. Cities like Magnolia and Conroe are experiencing significant growth within the city limits and their surrounding areas. The ability to adequately serve current residents needs to be prioritized, with an eye for the future with an estimated 1.1 million residents projected to live in Montgomery County by 2040.

**Flood Planning** – There are six major watersheds that run throughout Montgomery County. Each of these watersheds has its own characteristics which need to be planned for and in some cases mitigated. In recent days, officials from Harris and Montgomery Counties have vowed cooperation on drainage studies, which will hopefully materialize over time into a cohesive and comprehensive approach to flood planning and protection.

**Economic Development** – George Mitchell had a vision that there would be a “job for every home.” With another 600,000 people on the way in the next 20 years, our elected officials need to start thinking of ways to continue enticing businesses to come to Montgomery County. Some of those key points will be affordable housing stock, strong interconnected transportation infrastructure, a large workforce diverse in skill and education, and continued development of entertainment options beyond Lake Conroe and Cynthia Woods Pavilion.

When you start thinking about who you want to vote for this spring, consider which candidates are best able to plant the seeds that will bear fruit for the future of Montgomery County.

COMING UP:

**MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON**

Wednesday, February 28 at 11:30 a.m.

Holiday Inn & Suites Shenandoah-The Woodlands, Main Ballroom

19333 David Memorial Dr.

Shenandoah, TX 77385

Cost: $40 earlybird; $50 after Feb. 21

SPONSORED BY:
94% RENEWAL RATE

Our members see the value in their GHBA partnerships, with nearly all of them returning as partners year after year.

1,200% GROWTH

From humble beginnings, the program has grown from just 3 partners in 2007 to 40 in 2018!

67% Associates make up two-thirds of the GHBA membership and through their extra sponsorship commitments, they finance a large portion of the advocacy and ongoing work on behalf of the housing industry.

200+ EVENTS ANNUALLY

GHBA partner sponsorships make our events work. From large events and educational seminars, to luncheons and networking, they cannot happen without our sponsors. Thank you!
With January under our belts, the Remodelers Council is ready to take on the year.

Many of the Remodelers Council members attended the International Builders Show last month in Orlando, where they were able to participate in education workshops and visit with suppliers to see the latest and greatest in deals, helping businesses keep up with the times and stay ahead of the competition.

RMC’s February meeting will highlight design trends and updates from the International Builders Show. Join us for lunch on Tuesday, February 13, and find out what’s new in the industry.

Be sure to mark your calendars for the Texas Home and Garden Show, which will run February 9-11. The show will present you with your first opportunity to volunteer, as we will need plenty of support to run the council’s booth. For nearly 40 years, the Texas Home & Garden Show series has connected home and garden professionals and consumers. These events are Texas homeowner’s best resource for expert advice, money saving tips, remodeling ideas, landscape features and everything you need for your home and garden!

Please come out and help us represent the best in the business by volunteering at the Home and Garden Show. Contact Kevin Bertelsman at kevin@mainlandstoneworks.com for details.

Sign up now for the Remodelers Council’s Annual Speed Selling event at Karbach Brewery. This interactive event will pair remodelers and associates, with associates receiving one-on-one time with each remodeler. The event is limited to Remodelers Council members only and the event is categorically exclusive, so sign up today! For more information on participating in the Remodelers Council’s annual Speed Selling, contact Donna Buenik at dbuenik@ghba.org.

Congratulations to Kevin Vick, CGR, CAPS, CGP president of Vick Construction & Remodeling, who was named the GHBA Remodeler of the Year for 2017. Kevin served as president of the Remodelers Council in 2017, and was also named the September 2017 NAHB Remodeler of the month. Way to go Kevin!

Get Published!

Attention members of the Remodelers Council. Take advantage of the opportunity to be published in the Houston Chronicle! Articles must be between 300 – 500 words and include an attached high-resolution project photo. Articles should be educational in nature and not be self-promoting. Send to lorraine@idealconsulting.net. Don’t miss out on this extraordinary opportunity to promote your brand and your council!

COMING UP:

TEXAS HOME AND GARDEN SHOW
Friday, February 9: 2 p.m. to 7 p.m.
Saturday, February 10: 10 a.m. to 7 p.m.
Sunday, February 11: 11 a.m. to 5 p.m.
at NRG Center, 1 NRG Park, Houston, TX 77054
RMC Volunteers needed!

REMODELERS COUNCIL MONTHLY LUNCHEON
Tuesday, February 13
11:30 a.m. at Houston Racquet Club
10709 Memorial Dr., Houston, TX 77024
Topic: Design Trends from IBS 2018
Cost: $45 earlybird; $55 after February 9
SPONSORED BY:

TABLETOPS:

REMODELERS COUNCIL MONTHLY LUNCHEON
Tuesday, March 13
11:30 a.m. at Houston Racquet Club
10709 Memorial Dr., Houston, TX 77024
Cost: $45 earlybird; $55 after February 9
SPONSORED BY:

TABLETOPS:
CONFIRMED REMODELERS TO DATE:
Abbott Contracting, Divine Renovation, Greymark Construction,
TriFection Remodeling & Construction, SHR Remodeling,
Vick Construction & Remodeling, Whodid It Designs, LLC

TUESDAY, MARCH 27
2PM TO 6PM
KARBACH BREWING COMPANY
2032 KARBACH ST, HOUSTON, TX 77092

Join us at Karbach Brewery for selling at the speed of business! Take advantage of this exciting and productive event. Get one-on-one time with each remodeler in attendance all while enjoying craft beer.

Remodelers Council Associates - $750

Not a member of the council? You can join at the time of registration. Dues are $110 for a 12-month period.

INFO/SPONSORSHIPS:
Contact Donna Buenik at (281) 664-1429 or email dbuenik@ghba.org

We’ll have approximately 20 remodelers participating. (Please note that remodeler participation is voluntary, and we cannot guarantee their attendance.)
Did you know Houston was named the seventh hottest place for Americans to move in 2017 by a recent Updater moving app ranking based on relocation data?

After the show of class following Hurricane Harvey and the worldwide spotlight on our city during the tremendous run from our Houston Astros, outsiders are now starting to see what, as a native Houstonian, I already knew. From walkable street fairs on Washington, the greatest culinary experiences worldwide, and the unlimited options of social scenes, Houston is making its mark.

But what is it about Houston that makes our housing and building industry so dynamic?

Let’s take a look.

**Population Growth:** The phrase, “I wasn’t born in Texas but I got here as fast as I could,” rings true for roughly one million households over the last eight years. And 2018 is expected to see a 2.2 percent increase. (Meyers Research Market Report Jan. 11, 2018)

**Jobs:** With Houston’s well planned traffic corridors and low employer taxes, our city continues to attract new companies like Exxon and Amazon. While we saw an increase of 1.6% year over year in 2017 we still expect to see over 2% increase again in 2018.

**Best Places to Live:** Houston ranked as the No. 20 “Best Places to Live” in 2017 by USNews for our cost of living compared to the median annual salary, as well as for the growth due to net migration. Not to mention, Houston boasts 10 of the top selling master planned communities in the nation with Riverstone topping the Houston charts at No. 25 (John Burns Top Selling Master Planned Communities 2017).

The list for Houston’s notoriety goes on and on but we can take liberty of the Astros World Series slogan and be proud that we have truly “Earned History” in 2017 and are unquestionably going to do the same this year.

Be sure to register your top sales superstars and attend the upcoming Million Dollar Circle Awards event on February 13 at the Hyatt Regency in the Galleria.
SAVE-THE-DATE

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THE 2018 SALES & MARKETING COUNCIL BRINGS YOU

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MAE6384110: Stay informed and connected at association meetings and events.

February

MEETINGS AND EVENTS
Thursday, February 1
9 a.m. - Education Committee
11:30 a.m. - Associate Council Luncheon

Tuesday, February 6
11:30 a.m. - Bay Area Builders Association Luncheon, at La Brisa, 501 N Wesley, 77573

Thursday, February 8
10:30 a.m. - Joint Meeting of the Developers, Volume Builders & Government Affairs Committee with Harris County Engineer John Blount

Friday, February 9
12 noon to 6 p.m. - Annual Chili Cookoff

Tuesday, February 13
11:30 a.m. - Remodelers Council Luncheon, at Houston Racquet Club, 10709 Memorial Dr, 77024
6 p.m. to 10 p.m. - SMC Million Dollar Circle Awards

Thursday, February 15
11:30 a.m. - Custom Builders Council, at Houston Racquet Club, 10709 Memorial (at Voss)

Tuesday, February 20
2 p.m. to 4 p.m. - Framing (ABCs of Home Building Series)

Wednesday, February 21
9 a.m. to 5 p.m. - Land Acquisition & Development Finance (NAHB Course)

Thursday, February 22
1 p.m. to 5 p.m. - Custom Builders Speed Selling

Wednesday, February 28
11:30 a.m. - Montgomery County Builders & Developers Luncheon, at Holiday Inn & Suites Shenandoah-The Woodlands, Main Ballroom, 19333 David Memorial Dr., Shenandoah, TX 77385

EDUCATION COURSES
Tuesday, February 20
2 p.m. to 4 p.m. - Plumbing (ABCs of Home Building Series)

Wednesday, March 7
1:30 a.m. - Developers Council

Tuesday, March 13
11:30 a.m. - Remodelers Council Luncheon, at Houston Racquet Club, 10709 Memorial Dr, 77024

Thursday, March 15
11:30 a.m. - Custom Builders Council, at Houston Racquet Club, 10709 Memorial (at Voss)

Thursday, March 22
9 a.m. to 5 p.m. - Associate Council's Annual Spring Golf Tournament, Quail Valley Golf Course

Tuesday, March 27
2 p.m. to 5 p.m. - Remodelers Speed Selling

Wednesday, March 28
11:30 a.m. - Montgomery County Builders & Developers Luncheon, at Holiday Inn & Suites Shenandoah-The Woodlands, Main Ballroom, 19333 David Memorial Dr., Shenandoah, TX 77385

May

MEETINGS AND EVENTS
Tuesday, May 1
11:30 a.m. - Bay Area Builders Association "Mid-Year Forecast," at La Brisa, 501 N Wesley, 77573
6 p.m. to 8:30 p.m. - SMC Networking & Top Producer Awards

Wednesday, May 2
11:30 a.m. - Joint Meeting of the Developers, Volume Builders & Government Affairs Committee with Harris County Engineer John Blount

Thursday, May 3
9 a.m. - Education Committee
11:30 a.m. - Volume Builders Committee Quarterly Meeting

Tuesday, May 8
11:30 a.m. - Remodelers Council Luncheon, at Houston Racquet Club, 10709 Memorial Dr, 77024

Thursday, May 17
11:30 a.m. - Custom Builders Council, at Houston Racquet Club, 10709 Memorial (at Voss)

Friday, May 18
6 a.m. to 6 p.m. - BABA Fishing Tournament & Crawfish Boil, at Floyd’s on the Water

Wednesday, May 23
11:30 a.m. - Montgomery County Builders & Developers Luncheon, at Holiday Inn & Suites Shenandoah-The Woodlands, Main Ballroom, 19333 David Memorial Dr., Shenandoah, TX 77385

EDUCATION COURSES
Tuesday, May 15
2 p.m. to 4 p.m. - The Building Envelope (ABCs of Home Building Series)
# Index to Advertisers

<table>
<thead>
<tr>
<th>Advertiser</th>
<th>Page</th>
<th>Website/Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>2-10 Home Buyers Warranty</td>
<td>46</td>
<td><a href="http://www.2-10.com">www.2-10.com</a></td>
</tr>
<tr>
<td>ACES Builders' Warranty</td>
<td>46</td>
<td><a href="http://www.AcesBuildersWarranty.com">www.AcesBuildersWarranty.com</a></td>
</tr>
<tr>
<td>Acme Brick</td>
<td>46</td>
<td><a href="http://www.brick.com">www.brick.com</a></td>
</tr>
<tr>
<td>Builders Post-Tension Inc.</td>
<td>47</td>
<td><a href="http://www.builderspt.com">www.builderspt.com</a></td>
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<td>Centricity</td>
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<td>46</td>
<td><a href="http://www.ckilock.com">www.ckilock.com</a></td>
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<tr>
<td>Cornerstone Overhead Garage Door, LLC</td>
<td>46</td>
<td><a href="http://www.surfacesystemsoftexas.com">www.surfacesystemsoftexas.com</a></td>
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<tr>
<td>Fox Energy Specialists</td>
<td>47</td>
<td><a href="http://www.foxenergyspecialists.com">www.foxenergyspecialists.com</a></td>
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<tr>
<td>Framecrafters Inc.</td>
<td>47</td>
<td><a href="http://www.framecraftersinc.com">www.framecraftersinc.com</a></td>
</tr>
<tr>
<td>Glasscraft Door Co.</td>
<td>4</td>
<td><a href="http://www.glasscraft.com">www.glasscraft.com</a></td>
</tr>
<tr>
<td>Hotchkiss Insurance Agency</td>
<td>10</td>
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<td>Houston Post Tension</td>
<td>46</td>
<td><a href="http://www.houstonposttension.com">www.houstonposttension.com</a></td>
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<tr>
<td>Kraftsmann Playgrounds and Waterparks</td>
<td>16</td>
<td><a href="http://www.kppe.com">www.kppe.com</a></td>
</tr>
<tr>
<td>Norbord</td>
<td>5</td>
<td>norbord.com/NA</td>
</tr>
<tr>
<td>Scholl Lumber</td>
<td>3</td>
<td>713.329.5300</td>
</tr>
<tr>
<td>Southern Forest Products Association</td>
<td>11</td>
<td><a href="http://www.raisedfloorliving.com">www.raisedfloorliving.com</a></td>
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<tr>
<td>Stevenson Group, The / One Digital</td>
<td>14</td>
<td><a href="http://www.onedigital.com">www.onedigital.com</a></td>
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<tr>
<td>Surface Systems of Texas</td>
<td>11</td>
<td><a href="http://www.surfacesystemsof">www.surfacesystemsof</a> texas.com</td>
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<tr>
<td>Tamlyn.</td>
<td>9</td>
<td>800.334.1676</td>
</tr>
<tr>
<td>Thomas Garage Door</td>
<td>2</td>
<td><a href="http://www.thomasdoor.com">www.thomasdoor.com</a></td>
</tr>
<tr>
<td>Trustmark</td>
<td>15</td>
<td>713.827.4240</td>
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<td>46</td>
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