

FEBRUARY 2018

HOUSTON Builder



#HOUSTONSTRONG for Four Generations

Local company partners with builders,
remodelers to rise above Harvey

pg 19

THE **DETERING** CO.
BUILDING MATERIALS
— EST. 1926 —



**WORKING EXCLUSIVELY WITH HOME BUILDERS
TO ENSURE CUSTOMER SATISFACTION**



The compliment of Architectural design.

Visit our Product Gallery and Shop Doors at
www.jthomasdoor.com
713-725-8787



Kiln-dried,

Weather treated lumber atop of durable 25ga commercial steel,

Use of commercial hardware used to insure proper working order,

Thick vinyl-back insulation used to regulate inside garage temperature.

Numerous custom configurations of quality

Elements of style with extra curb appeal

Guaranteed to 1 year!



Doors with the strength and durability of a modern steel door combined with the aesthetics of woodcustom quality that only comes with **40 years** of experience,



CUSTOM BUILDERS' FIRST CHOICE FOR
HIGH QUALITY LUMBER... FAST!

NEXT DAY DELIVERY ON FRAME PACKAGES,
SAME DAY ON FILL-IN ORDERS

NEED IT YESTERDAY?

FAMILY OWNED & OPERATED FOR
SIX GENERATIONS



WE CARRY:



...AND MORE!

NOW AVAILABLE!



Call **(713) 329-5300**



FRAMING LUMBER PLYWOOD & OSB TREATED LUMBER ANTHONY POWER BEAMS SIDING & TRIM CUSTOM FLOOR TRUSSES

SCHOLL LUMBER | 6202 N HOUSTON ROSSLYN ROAD | HOUSTON, TX 77091 | SCHOLLUMBER.COM



**Introducing: FiberCraft Composite
Double Arch Lite Entry Doors & more**

Don't miss the new FiberCraft, ThermaPlus, BarnCraft and more!

See how these unique door products from GlassCraft can make the stunning difference in your next home building project.

- First ever Arch Top Double Composite Doors on the market. Coming soon April 2018!
- Thermally broken and field-trimmable steel composite ThermaPlus doors priced 40% less than most premium steel entry doors. Many new designs coming soon!
- Iron Plank, MDF and Quick Ship products for BarnCraft Rolling Doors & Hardware.
- Plugless frames on FiberCraft Composite entry doors.

GlassCraft products are available at your leading millwork distributors and dealers nationwide. Contact us for details: 713-690-8282 | 2002 Brittmoore Rd., Houston TX 77043

FiberCraft Composite



BarnCraft



ThermaPlus



40th
ANNIVERSARY
1978-2018

GLASSCRAFT
DOOR COMPANY

www.glasscraft.com

TEXAS BUILDERS DO IT RIGHT!



SOLARBORD
RADIANT BARRIER SHEATHING

- Reduce HVAC by as much as 1/2 ton
- Attic temperatures cooled by up to 30°

Trubord
SHEATHING

- 4x8 Square Edge
- 25-Year Warranty

TruFlor
SUB-FLOORING

- Great Value
- 25-Year Warranty
- High Quality and Performance

PINNACLE
PREMIUM SUB-FLOORING SUSTAINABLE PERFORMANCE

- Best Value
- 50-Year Warranty
- 100-Day No-Sand guarantee

Pinnacle and TruFlor are available in both $2\frac{3}{32}$ " and $1\frac{1}{8}$ "



**DON'T HAVE
TIME TO READ?**

Listen to Norbord Builder Insights Podcasts www.Norbord.com/podcast

ENERGY SAVINGS START WITH THE FRAMING

LEARN MORE: VISIT NORBORD.COM/NA

HOUSTON Builder

The Official Magazine of the Greater Houston Builders Association

February 2018 | Volume 31 | Number 02

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



Greater Houston Builders Association Mission

To provide advocacy, education, professional development, and valuable services to its members and the homebuilding industry.

9511 West Sam Houston Pkwy North, Houston, TX 77064
(281) 970-8970 phone; (281) 970-8971 fax

Advertising/Editorial Information:

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!

Custom Builder – Royal Design Build
Volume Builder – Taylor Morrison/Darling
Developer – The Signorelli Company
Remodeler – Vick Construction & Remodeling
Associate – Jeff Solomon, Allpoints
Young Professional – Kendall McDermott, Rooftec
Spike – Brian Stevenson, The Stevenson Group/One Digital
Retention – Allen Lusk, Texas American Title and Debbie Page, 1st Infiniti Enterprises

PRESIDENTIAL CITATION WINNERS

Dan Bawden of Legal Eagle Contractors Company
Jim Russ of EHRA Engineering
Land Tejas
Patrick Mayhan of Westin Homes
Toner Kersting



STRUCSURE
HOME WARRANTY

**CONTACT ME TODAY TO LEARN WHY STRUCSURE HOME WARRANTY IS THE
NUMBER ONE PROVIDER OF NEW-HOME WARRANTIES IN TEXAS.**



Contact me to learn more about StrucSure's insurance-backed, new-home warranties and how you can get the best coverage available on workmanship and materials; wiring, piping and ductwork; and structural components.

D'ANN BROWN, CGA, CGP

Insurance Agent License #1755172

832.814.3942 | dbrown@strucsure.com | www.strucsure.com

REINSURED BY

LLOYD'S

HOW THE NATION'S BEST BUILDERS PROTECT THEIR BUYERS.

GHBA Scholarship Program

A Stepping Stone to Careers in Homebuilding



By **GHBA President DON KLEIN**,
Chesmar Homes

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
Builder Accounts Manager



Superior Innovation!

TamlynWrap® Drainable Wrap is an industry leading, moisture management product from Tamlyn. It's 1.5 mm, polypropylene filaments, are non-compressible and effectively eliminate excess moisture that cause mold and rot. Our patented design creates a cavity between the sheathing and the cladding material, that allows faster drying and draining. When used with our complete line of flashings and double sided seam tape, TamlynWrap® is backed by a 25 year limited warranty.

TamlynWrap®
Drainable Wrap

The Better is in the Details

For more information visit us www.tamlynwrap.com or call (800) 334-1676.



GHBA Joins Formal Coalition to Push Flood Solutions



By **BRADLEY PEPPER**, Director of Government Affairs

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 >>>



"Providing insurance protection to Texas Builders for over 40 years."

Call us to learn more about the many options we have for builders

Kena Armstrong, CIC **713.292.5729**



www.hiallc.com



BUILD TO A HIGHER STANDARD



Download this comprehensive design & construction guide from the Publications page of SouthernPine.com

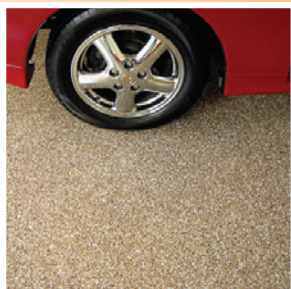
Make the right choice for your new home. Discover the benefits of a raised wood floor system constructed of strong **Southern Pine** lumber.

- Reduced flood risk
- Enhanced curb appeal
- Classic elegance

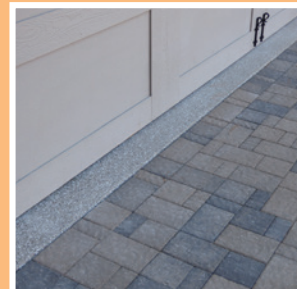


WHY LEAVE THE GARAGE UNFINISHED?

Increase your gross and give your buyers a floor they will love... complete before move-in!



**25%
OFF!**
**YOUR FIRST
FLOOR COATING**



- 5-year "no-peel" warranty
- Colors and styles not found anywhere else
- Surface meets ADA for slip resistance
- A beautiful remedy for concrete imperfections
- 15+ years experience... with excellent references from local builders & interior decorators!

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. ■

MAKE YOUR VOICE HEARD. RENEW YOUR COMMITMENT FOR 2018.

CAN YOU AFFORD
NOT TO PARTICIPATE?

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!

STRENGTH IN NUMBERS

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.

YES, I WILL SUPPORT HOME-PAC 2018 AS A ...

VOTING TRUSTEE: Voting trustees may make payment in as many as four installments, but may not vote until fully paid. Chairman's, President's, Governor's, Capitol and Council Club Trustees receive one vote.

- ☐ Chairman's Club (\$10,000 +)
☐ President's Club (\$5,000 +) ☐ Governor's Club (\$3,000 - \$4,999)
☐ Capitol Club (\$2,000 - \$2,999) ☐ Council Club (\$1,000 - \$1,999)

NON-VOTING MEMBER:

- ☐ Sustaining (\$250 - \$999) ☐ Foundation (\$1 - \$249)

Total Amount \$ _____

Name _____

Company _____

Email _____ Phone _____

Address _____

Payment Method:

- ☐ PERSONAL check enclosed ☐ Charge my PERSONAL credit card

Card # _____ Exp _____

Name on Card _____

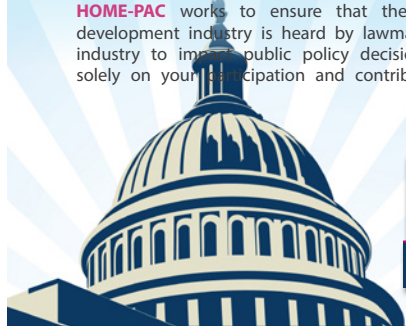
Signature _____

No corporate donations accepted.

Please make personal checks payable to HOME-PAC and mail to:

9511 W. Sam Houston Parkway N., Houston, TX 77064

Political contributions must be personal and are not tax deductible for tax purposes.



HOME
PAC

281.970.8970 | ghba.org/homepac

CALL FOR ENTRIES

MARCH 1ST - APRIL 12TH



STETSONS & Stilettos

OCTOBER 6, 2018

ROYAL SONESTA HOUSTON
UPTOWN GALLERIA AREA

Register for the
**HOW TO
ENTER
FORUM**
Wed., Mar. 7th
GHBA Education Room

**SPONSORSHIPS
AVAILABLE**

ghbaprismawards.com

**Early Bird Entry Fee
ENDS 3-22-18**

Thank you to our current sponsors!*



WINNER'S GUIDE
SPONSOR



CENTERPIECE
SPONSOR



PHOTO BOOTH
SPONSOR



PHOTOGRAPHY
SPONSOR



DESSERT
SPONSOR



BOOT SHINE
SPONSOR



Clearly the best.
VALET
SPONSOR

DIAMOND LEVEL SPONSORS: CHASE | DataSmart | RoofTec

GOLD LEVEL SPONSORS: ConnectOne | Sherwin Williams Paint Company

*As of print date.

Become a Sponsor! Contact Mel Audain at maudain@ghba.org or 281-664-1428

Contracting Practices for a **Post-Harvey** WORLD



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



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.

homeowners are in a rush to get the work begun, it is recommended that a written contract be executed by both contractors/homeowners prior to the commencement of work to ensure that you do not waive your lien rights on the homestead.

2. The scope of work should be clearly outlined and the liabilities assumed clearly defined in the written contract. For instance, a builder, remodeler or contractor should be careful to avoid assuming mold testing and mold remediation when they are only performing reconstruction services. In that regard, the use of the special addendum to the written contract is a good way to clearly establish which party will be responsible for the clearance testing before the reconstruction begins, and what representations are being relied upon and by whom.

3. Another recommended practice is to ensure that a good escalation clause is included in any contract; the TAB form contracts contain such clauses. It is currently unknown what will happen to the price and supply of building materials (such as concrete, sheetrock, insulation, etc.) but the pricing could radically increase based on demand. Some of the anecdotal evidence shows that process may increase by at least 20 percent in the near future.

4. Additionally, labor and manpower may be scarce. It is recommended that strong independent contractor



agreements be used and insurance programs verified before retaining any laborers or subcontractors.

Finally, construction projects are often plagued with hard feelings and emotions. Strong and repeated communication with the contractors and/or homeowners is encouraged. Clear communication on timelines and scope of work can manage expectations and mitigate against disputes. With that in mind, there are many other good practices to consider in remediation construction projects and, therefore, contractors are encouraged to contact their attorney or trade organizations to obtain guidance. ■

A *true* financial partner, makes your dreams possible.

As a true financial partner, Trustmark has helped individuals and families with home financing solutions for generations. When you are ready to take that step, we will be here to provide mortgage options for any situation or stage in life. Discover why we are more than just another bank. Call or visit us today to learn more. **People you trust. Advice that works.**

945 Bunker Hill, Suite 200 | Houston, TX | 713.827.4240



trustmark.com



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




Water Play Equipment, Playground Equipment, Skate Parks, Site Amenities, Fabric Shade Covers, Park Pavilions, Sporting Equipment, Safety Fall Surfaces, Design Assistance Services, Equipment Installation

KRAFTSMAN
WE BUILD FUN!
www.kppe.com
1-800-451-4869

Complete project management working hand and hand with architects and city planners
From initial designs to complete installation and everything in between, Kraftsman has over 28 years experience to do the job right.

800.451.4869
281.353.9599
www.kppe.com

Houston
Dallas
Austin
San Antonio
Corpus Christi

Proudly serving Texas & Louisiana

Continued on next page >>>



Celebrating 50 Projects in 15 Years

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%. ■



Article by Elliot Eisenberg, Ph.D., president of GraphsandLaughs LLC. His daily economics and policy blog can be found at www.econ70.com.

stand out with SAM!

Associates make up about two-thirds of the GHBA membership and through extra financial commitments from sponsorships, they finance a large portion of the advocacy and ongoing work on behalf of the housing industry.

The Sustaining Associate Member Program (SAM) is just our way of saying "thanks!" SAMs receive additional recognition throughout the year in *Houston Builder* magazine,

with distinguishing ribbons at events, signage at the GHBA building, and more!

Our SAMs really go the extra mile for the GHBA. If you see one of these superstar associates, please take a minute to say thank you. Learn more about the SAM program at www.ghba.org/sponsorships.

2018 GRAND (\$10,000+)

ACES Builders Warranty
BMC
Builders Post-Tension
Benchmark Mortgage
Carrier Corporation
Centricity
DataSmart/Duncan Security
Detering Co. of Houston
DuPure
Environments for Living,
Topbuild Home Services
Expressions Home Gallery

Ferguson Bath, Kitchen & Lighting Gallery
Fox Energy Specialists
GlassCraft Door Co.
Goodman Manufacturing Co.
Hotchkiss Insurance Agency
Ironwood Connection
Keller Williams – The Icon Team
Legends Architectural Stone
Milgard Windows & Doors
Norbord Industries
Perfection Supply
Rooftec

Sherwin Williams Paint Co.
SRG Stairs
The Stevenson Group/
One Digital
Strucsure Home Warranty
Suncoast Post-Tension

2018 PREMIER (\$5,000+)

ConnectOne Security
DPIS Engineering LLC
Huber Engineered Woods
Merit Professional Services
Pella Windows & Doors
RoyOMartin/Corrigan OSB
Texas Builders Finance
Trendmaker Homes
Venetian Stairs/Indital USA
Wells Fargo Home Mortgage



Join the 2018 SAM list!

Call Donna at (281) 664-1429 to find out more.

A BUILDING TRADITION

since
1926



YOUR LOCAL AND FAMILY OWNED DESTINATION FOR:

Millwork | Hardwoods | Doors | Windows | Cabinets | Brick & Stone | Custom Manufacturing



ON THE
COVER

The Detering Company is a fourth generation, family-owned company serving Houston and its surrounding communities. Carl Detering, Sr. started the company in 1926 and today it is owned by Carl Detering, Jr. along with the help of his two children, Carlos Detering, III and Cassie Milam. To say that we love what we do would be an understatement. We are proud beyond measure to have served this city for over 90 years, and we are excitedly looking toward the next 90.

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!

From trim to brick and stone, cabinets, windows and doors to beams and flooring we have it all, and we will work with you to make your project the best it can be. We look forward to helping you make your house a home.

MILLION DOLLAR CIRCLE AWARDS 2018



FAT TUES

FEB
13TH

6-9PM

HYATT REGENCY
HOUSTON GALLERIA

2626 Sage Rd., Hou.,
TX77056

MDC2018
MARDI
GRAS

Thank you to
**OUR CURRENT
SPONSORS***



PHOTOGRAPHY
SPONSOR



CERTIFICATE
SPONSOR



CENTERPIECE
SPONSOR

Omni Media

PHOTO BOOTH
SPONSOR

MILLION DOLLAR
SPONSOR:

ConnectOne Security
The Flory Team

DINNER & AWARDS PRESENTATION

INCLUDING OUR

*Fabulous
Silent Auction*



Recognize Your Company. Recognize Your People.

Awarding Sales Associates, Sales Managers and REALTORS® who closed over \$1 million worth of new single family homes, townhomes or patio homes during the 2017 calendar year.

Attendance: 400+
Sales & Marketing Professionals

MILLION DOLLAR CIRCLE AWARDS

Annual event recognizing new home sales achievement in the Houston building industry.

Exclusive sponsorships include the following: Company name or logo listed on GHBA website, in all event marketing and promotional materials, social media, and in on-screen presentations, event programs and signage (as applicable).

Plus, company recognition as a Sponsor during the event (as applicable).

Grand Marshall Title Sponsor – \$4,000

- On stage opportunity to show promotional company video
- Ten (10) tickets to the event

Crescent City Centerpiece Sponsor – \$2,500

- Company logo on all centerpiece
- Eight (8) tickets to the event

French Quarter Dinner Sponsor – \$2,500

- (2 opportunities)
- Company logo on dinner menu
- Eight (8) tickets to the event

Masqueraders Program Sponsor – \$2,000

- Company name or logo on booklet (as applicable)
- Six (6) tickets to the event

Les Saintes Silent Auction Sponsor – \$2,000

- Logo on all bidding forms and auction item displays
- Six (6) tickets to the event

Bourbon Street Decor Sponsor – \$2,000

- Company logo displayed in ballroom
- Six (6) tickets to the event

Royale Dessert Sponsor – \$2,000

- (2 opportunities)
- Company name or logo on dessert picks placed in each dessert served
- Six (6) tickets to the event

“Bon Temps” Photo Booth Sponsor – \$2,000

- Logo on photos taken in photo booth
- Six (6) tickets to the event

Mardi Gras Cocktail Sponsor – \$2,000

- (2 opportunities)
- Company name or logo on swizzle sticks or napkins placed at bars
- Six (6) tickets to the event

Mardi Gras Mask Sponsor – \$1,750

- Sponsor has opportunity to pass out Mardi Gras masks to guests
- Four (4) tickets to the event

Laignappe Toast Sponsor – \$1,750

- Opportunity to propose a toast on stage
- Four (4) tickets to the event

Chocolate Doubloon Favor Sponsor – \$1,750

- Company name or logo on a sweet “something extra” favor
- Four (4) tickets to the event

“Toss Me Some” Beads Sponsor – \$1,750

- Sponsor has opportunity to pass out Mardi Gras beads. Beads also at all tables.
- Four (4) tickets to the event

Fleur De Lis Certificate Sponsor – \$1,750

- Company name or logo printed on each award certificate
- Opportunity to congratulate award recipients as they exit the stage with their certificates
- Four (4) tickets to the event.

Million Dollar Sponsor – \$750 Unlimited

- Tabletop is provided to sponsor for displaying company collateral
- Company listing on all marketing
- Two (2) tickets to the event

BECOME A SPONSOR!

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

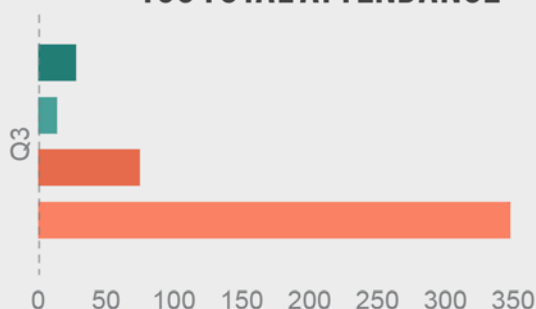
Q4 2017 @ GHBA

IN CASE YOU MISSED IT... HERE ARE A FEW HIGHLIGHTS FROM THE FOURTH QUARTER



EDUCATION

7 CLASSES W/
465 TOTAL ATTENDANCE



- Sticks & Bricks of Sales
- NAHB Designation Courses
- General Education Courses
- Lstiburek Building Science

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

+

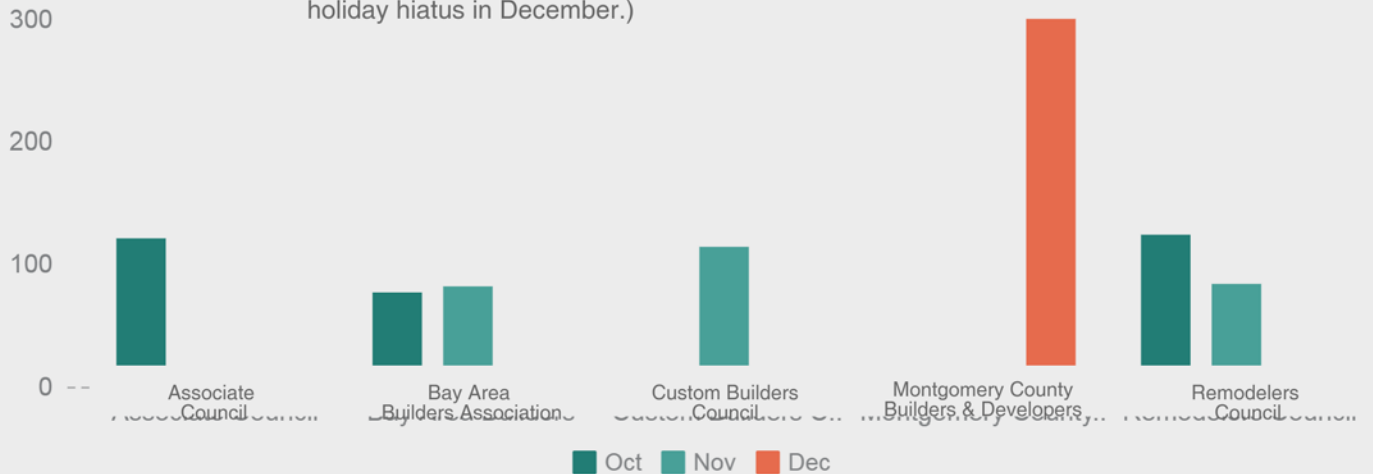
THE CITY OF HUTTON RECENTLY
ADOPTED THE GBGC PROGRAM



■ 508 New Homes Certified

COUNCILS

LUNCHEON ATTENDANCE



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.

CHARITY



BENEFIT HOMES PROJECT

Westin Benefit Home
Construction complete and on the market.

2018 Chair: Cindy Hinson

New 2018 Builders:
Highland Homes (developer partner TBD)
Taylor Morrison & Darling Homes (will be donating one of their own lots)

\$10 MILLION

DONATED TO LOCAL CHARITIES

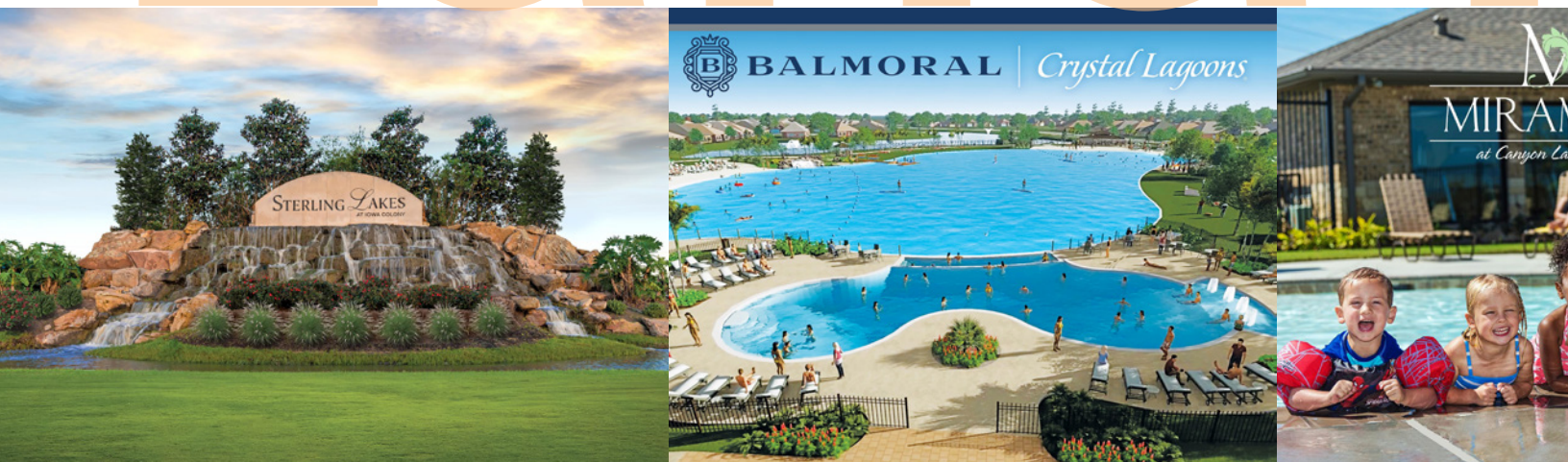


HURRICANE HARVEY RESPONSE

- 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 members served on the City of Houston's 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



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.

"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."

— AL BRENDE, LAND TEJAS COMPANIES

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

eijas



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.

BUILDER/DEVELOPER TEAMS



OUR CHARITIES



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 HomeAid Houston **12th ANNUAL** Charity Golf Tournament
April 12, 2018 at Tour 18



www.homeaidhouston.org

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."

THANK YOU

Platinum Title Sponsors

84 LUMBER
GLASS CRAFT DOOR COMPANY
ENVIRONMENTS FOR LIVING - TOPBUILD

Gold Dinner Sponsor

BMC

Gold Awards Sponsor

BUILDERS POST-TENSION

Gold Cart Sponsor

WEYERHAEUSER

Gold Bar Sponsor

SAMSUNG ELECTRONICS

Gold Auction Sponsor

BANK OF AMERICA

Silver Towel Sponsor

TRENDMAKER HOMES

Silver Hat Sponsor

HBA-CONSTRUCTION LAW
NEWLAND COMMUNITIES

Silver Beverage Cart Sponsor

STONE SYSTEMS OF HOUSTON

Silver Breakfast Sponsor

ELECTROLUX

Bronze Sponsors

CROSSFIRST BANK
JP HART LUMBER
ROYAL BATH
HAYNES AND BOONE, LLP
DÉCOR BUILDERS HARDWARE
ROCK MATERIALS
BEC ENGINEERS AND CONSULTANTS

Putting Contest Sponsor

SHERWIN-WILLIAMS PAINT CO.

Hole in One Sponsor

HOUSTON NEWCOMER GUIDES
IES RESIDENTIAL

Hole & Pin Flag Sponsor

GE APPLIANCES
HOME OF TEXAS
THE HANOVER COMPANY

Foursome Sponsors

TRENDMAKER
BMC
WEYERHAEUSER
EMPIRE COMMUNITES
BAYOU CITY RISK
SANGALANG DEVELOPMENT SERVICES
TEXAS AMERICAN TITLE
BEC ENGINEERS AND CONSULTANTS
RVI PLANNING + LANDSCAPE ARCHITECTURE

Goodie Bag Sponsor

2-10 HOME BUYERS WARRANTY

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."

Year-end funds were also presented to HomeAid by Environmental Development Partners, (EDP). EDP's

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.



Education Corner UPCOMING COURSES

DESIGNATION COURSES

(NAHB University of Housing Courses)

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



ACES Builders Warranty, Inc.

Builders Post-Tension

Environments for Living, Topbuild
Home Services

Fox Energy Specialists

Huber Engineered Woods

Legends Architectural Stone

Milgard Windows & Doors

Perfection Supply

Roy O. Martin/Corrigan OSB, LLC

Sherwin-Williams Paint Co.

StrucSure Home Warranty

Suncoast Post-Tension Ltd.

2018 GHBA EDUCATION PARTNERS




GENERAL EDUCATION

(Not for designations)

Framing Seminar

ABC'S OF HOME BUILDING SERIES

SPONSORED BY:  **SUNCOAST
POST-TENSION**
A KELLER COMPANY

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!



2018 Membership Chair
D'ANN BROWN

Strucsure Home Warranty

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

BUILDERS

BOZEMAN design | build
David Bozeman
4134 Bluebonnet, Suite 116
Stafford, TX 77477
(281) 201-8431
david.bozeman@bozemandesignbuild.com

Earl Tisdale Homes, LLC
Earl Tisdale
9502 Musical Ct
Houston, TX 77040
(888) 788-9788
earl@earltisdalehomes.com

RSFM Inc.
Matthew Grauvogl
15720 Park Row, Suite 200
Houston, TX 77084
(281) 731-3669
matt@rsfminc.com
www.rsfminc.com

Watermark Builders
Gary Lee
5959 West Loop S, Ste. 377
Bellaire, TX 77401
(713) 665-2263
garyleebuilder@yahoo.com

REMODELERS

Hestia Home Services
Hannah Valentine
950 Echo Ln, Ste. 2093
Houston, TX 77024
(832) 871-5577
support@hestiahomeservices.com
hestiahomeservices.com

Hopfe Construction LLC DBA Champions Remodeling
Greg Hopfe
13121 Louetta Rd. Suite 1460
Cypress, TX 77429
(832) 900-4761
ghopfe@comcast.net

ASSOCIATES

ARC Management, LLC
James Springfield
10235 West Little York Rd.
Suite 170
Houston, TX 77040
(713) 290-0950
jspringfield@arcremgmt.com
www.arcremgmt.com

All Dry USA

Bobby Hooks
3130 Fry Road, Ste. 100
Katy, TX 77449
(561) 670-5487
bobbyh@alldryusa.com

Anne's Permit, Inc.

Anne Yankovich
2617C W. Holcombe Blvd.
Box 483
Houston, TX 77030
(713) 927-3879
fireflyliu@sbcglobal.net

BASF Corporation

Ron Heidt
19330 Camellia Bend Circle
Spring, TX 77379
(704) 307-8468
ron.heidt@basf.com
www.basf.com

Construct Air & Heat, LLC

Edward Fuentes
1611 Elmview, Building D
Houston, TX 77080
(713) 937-6600
tfuentes@constructairheat.com
www.constructairheat.com

Excell Foundation LLC

Kyle Hoegemeyer
8515 Highway 242 Suite A5
Conroe, TX 77385
(936) 321-1060
kyleh@excellfoundation.com

Fulshear Hardware L.L.C.

Michael Hopfe
8411 FM 359 S., Ste. A
Fulshear, TX 77441
(281) 533-8571
mikehopfe@gmail.com

GC Engineering, Inc.

A. Mahendra Drodrido
2505 Park Avenue, Suite A
Pearland, TX 77581
(281) 412-7008
mrodrido@gc-engineering.com
www.gc-engineering.com

Kwikset

Dianna Grotenhuis
18003 Moss Cove Ct
Humble, TX 77346
(281) 222-2581
dianna.grotenhuis@spectrumbrands.com
www.kwikset.com

Locke Lord LLP

Robert Miller
600 Travis, Suite 2800
Houston, TX 77002
(713) 226-1186
rmiller@lockelord.com

Merit Professional Services LLC

Cory Vinson
P.O. Box 271712
Flower Mound, TX 75028
(972) 874-1545
cvinson@meritprofessional.com

Nationserve-Wayne Dalton

Al Tolentino
419 Century Plaza, Ste. 230
Houston, TX 77073-6004
(281) 821-8572
atolentino@wayne-dalton.com
www.nationservehouston.com

Robert W. Baird & Co.

Stephen Eustis
1331 Lamar, Suite 1360
Houston, TX 77010
(713) 230-6131
seustis@rwbaird.com

Texas Geotechnical Consultants, LLC

Jay Vaghela
4300 South Wayside, Suite 108
Houston, TX 77087
(281) 407-6335
info@texasgeotechnical.com
www.texasgeotechnical.com

AFFILIATES

ASID - Sandra Smith Designs

Sandra Smith
3011 Rosemary Park Ln
Houston, TX 77082
(832) 279-8041
sss.designstudio@gmail.com
www.sandrasmithdesigns.com

HAR - Correa Properties

Jenny Correa
11242 FM 1960 Rd W, Ste 109
Houston, TX 77065
(281) 935-4838
jenny@correa.properties
www.correa.properties

RSFM Inc.

Maggie Baladez-Ortiz
15720 Park Row, Suite 200
Houston, TX 77084
(281) 731-3669
maggie@rsfminc.com
www.rsfminc.com

MEMBERPROFILE

The **KIKGARD** Shield was invented and patented by J.R. Hudson to solve the security problem with wooden doorjamb. 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.



MEMBERPROFILE

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 promotions 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.



MEMBERPROFILE



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.

MEMBERPROFILE

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.

MEMBERPROFILE

HOMEWISER 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.

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!

COMPANY	MEMBER NAME	JOIN DATE
Alair Homes Houston	Christopher Bolio	2007
Ashlar Development LLC	Mike Miller	2013
Ausmus Homes, LLC	Wayne Ausmus	2016
BGT Interior Solutions	Keith Wagner	2016
Bell and McCoy Integrated Solutions	Sarena Lindsey	2016
Blue River Custom Builders, Inc	Tylor Hearn	2006
Byer Builders, Inc.	Tom Byer	1997
Cabinet Innovations	Lindsey Kana	2009
Cambria	Sarah Jo Snell	2015
CitySide Homes, LLC	Sami Daoud	2012
Classic Glass Block	Larry Curbello	2009
Conad LLC	Gary Frierson	2016
Concourse Development	Harry Masterson	2011
Contractors Paving Supply, LLC	Steve Albritton	2015
Corbett, Wingard-Ray	Daniel Brown	2016
Cutting Edge Closets Inc	Mark Holdsworth	2009
DWP Architects, LLC	David Patterson	2009
Enhanced Revenue Solutions, LLC	Kristeen Coronado	2014
Fuller Services Inc.	Bill Fuller	2014
Heritage Construction Services	Jeff Hunt, CGR, GMB, CAPS, CGP, GMR	2010
HAR - Martha Turner Sotheby's International Realty	Beverly Jordan, ABR, MCNE, ALHS	2014
HAR - KW Metropolitan	Arnie Altsuler	2015
Kurtin Fine Homes, Kurtin Real Estate & Development Inc.	Tim Kurtin	1998

COMPANY	MEMBER NAME	JOIN DATE
LBDHouse GmbH	Paul Benz	2016
LJA Engineering Inc.	Karina Moreno	1999
Land Advisors Organization	Kirk Laguarta	2003
Manhard Consulting	Mike Christopher	2016
Matt Powers Custom Homes and Renovations	Matt Powers	2004
McVaugh Custom Homes	James McVaugh	1998
Mission Custom Builders, LLC	Jason Penberthy	2013
Oliver Homes, LP	William Cropper	2000
Richard Price Custom Homes, Ltd	Richard Price	1982
S. Gentry Custom Homes	Scott Gentry	2016
Sonderfan Construction, LLC	Paul Sonderfan	2014
Stahlman Lumber Company	Theresa Word	2012
Sterling Classic Homes, LTD.	Tom Neyland	1989
Stetzer Builders Inc.	Erin Stetzer	2016
Sugar Creek, Ltd.	Brian Foster	2004
TXU Energy	James Gomez	2006
Texas Remodel Team	Timothy Fox	2015
Thomas Garage Door	John Thomas	2006
Trophy Estimates, Inc.	Dale Strickland	2009
Vanburg Project Management	Sean Schwartzenburg	2015
Veronica Mullenix Real Estate Group	Veronica Mullenix	2008
Vertika Structural Engineers, LLC	Vilma Parikh	2015
Wells Custom Homes, Inc.	Brian Wells	2013
Wyatt Resources Inc.	Deborah Beatty	2016
Zander Homes, LLC	Justin Henry, CGB, CGP	2014

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 MAY THE COURSE BE WITH YOU WARS



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.



BEVERAGE CART SPONSOR: (SOLD OUT)
Thank you to: ACES 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 / OSB, 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: SRG 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: DPIS 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: Centricity-Formerly Bonded Builders Warranty
Group, Compliance Resources, Inc., Keller Williams
Signature Realty, Milgard Window & Doors and
The Stevenson Group/One Digital

LUNCH SPONSOR - \$1,200 (Available)

\$15,000 HOLE IN ONE SPONSOR - \$1,000 (Avail.)

\$5,000 PUTTING CONTEST SPONSOR - \$500 (Avail.)

DRIVING RANGE SPONSOR - \$350 (Available)

DOOR PRIZE SPONSOR - \$100 (Unlimited)

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

MAKE CHECK PAYABLE TO:
Greater Houston
Homebuilders Assoc. - GHBA

Card # _____ Exp: _____

Name on Card: _____

Signature: _____

GOLD



LEGENDS
ARCHITECTURAL STONE

SILVER



dupure



ASSOCIATE COUNCIL BOARD

President

Kim Lawrence, CGA, CSP
ConnectOne, A Smart Home Co.

Vice President

Greg Madrey
Builders Post-Tension

Secretary

Pat Wilson
Legends Architectural Stone

Treasurer

Jennifer Mills
Ironwood Connection

Past President

Megan Padua
Allpoints Services

ASSOCIATE COUNCIL INFO AND SPONSORSHIPS:

Contact Peggy Means
(281) 664-1431
pmeans@ghba.org



2018 Associate Council Chair

KIMBERLY LAWRENCE, CGA, CSP

ConnectOne, A Smart Home Company



ASSOCIATE COUNCIL

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. We are actively seeking more members to get involved in the different committees and events. 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

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!

Thank you sponsors!*

All-Points

-Apron Sponsor

Sherwin-Williams Paint Company

-Awards Sponsor

ConnectOne Security

-Chuck Wagon Sponsor

Suncoast Post-Tension

-Pony Express Sponsor

Keller Williams Signature Realty

-Red Hot Chili Pepper Sponsor

Roy O'Martin / Corrigan OSB

-Bandana Sponsor

DPIS Engineering

-Bandito Sponsor

BEC Engineers and Consultants

-Boot Scootin' Boogie Sponsor

Builders Post-Tension

-Watering Hole Sponsor

WRANGLER SPONSORS:

- Carrier Corporation
- DataSmart/ Duncan Security
- DuPure
- Ironwood Connection
- Legends Architectural Stone

**SPONSORSHIPS
STILL AVAILABLE!**

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



LOCATION:

TEAM ENTRIES ARE DUE NO LATER THAN FEBRUARY 2, 2018

*As of print date.

COMPANY: _____ Team Name: _____

Team Captain: _____ Email: _____ Phone: _____

Team Members: 1. _____ 2. _____

3. _____ 4. _____

PLEASE CHECK THE CATAGORIES YOU WISH TO ENTER: ☐ Red Chili ☐ Green Chili ☐ Red Salsa ☐ Green Salsa

☐ Enter the Chuck Wagon Dessert category for \$100 (All proceeds are donated to HomeAid Houston.)

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

Card # _____ Exp: _____

Name on Card: _____ Signature: _____

PLATINUM



DIAMOND



GOLD



SILVER



2018 Custom Builders Council Chair

Matt Sneller, CGP, GMB, CAPS

Sneller Custom Homes and Remodeling, LLC

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.

▼ **PHOTOS:** The Custom Builders Council honors its outgoing 2017 board members (top) and welcomes the 2018 board.



COMING UP:

CBC MONTHLY LUNCHEON

Thursday, February 15

11:30 a.m. at Houston Racquet Club
10709 Memorial Drive, Houston

Cost: \$45 earlybird; \$55 after Feb. 9

TOPIC: Commodity Update

featuring Thom Black, BMC

SPONSORED BY:

TABLETOPS:



CBC MONTHLY LUNCHEON

Thursday, March 15

11:30 a.m. at Houston Racquet Club
10709 Memorial Drive, Houston

Cost: \$45 earlybird; \$55 after March 9

TOPIC: Realtor Panel

SPONSORED BY:

TABLETOPS:



CUSTOM BUILDERS COUNCIL INFO AND SPONSORSHIPS:

Contact Donna Buenik
(281) 664-1429
dbuenik@ghba.org

Go green with confidence...

GBGC Code Spotlight

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.



2018 ANNUAL SPONSORS



PLATINUM



GOLD



SILVER



Builders Post-Tension



MONTGOMERY COUNTY INFO AND SPONSORSHIPS:

Contact Mel Audain
(281) 664-1428
maudain@ghba.org



2018 Montgomery County Division Chair

ALEX KAMKAR

Toll Brothers

Cultivating Montgomery County's Future

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:



2018 GHBA PARTNERS

THANK YOU FOR YOUR SUPPORT

PINNACLE PARTNERS



Builders Post-Tension



PLATINUM PARTNERS



DIAMOND PARTNERS



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!

200+
EVENTS ANNUALLY

GHBA PARTNER SPONSORSHIPS MAKE OUR EVENTS WORK! FROM LARGE EVENTS AND EDUCATIONAL SEMINARS, TO LUNCHEONS AND NETWORKINGS, THEY CANNOT HAPPEN WITHOUT OUR SPONSORS. THANK YOU!

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.

GOLD PARTNERS

SILVER PARTNERS



PLATINUM



DIAMOND



GOLD



SILVER



REMODELERS COUNCIL INFO AND SPONSORSHIPS:

Contact Donna Buenik
(281) 664-1429
dbuenik@ghba.org



2018 Remodelers Council President

LARRY ABBOTT, CAPS, RCS, CGR

Abbott Contracting LLC

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 Remodelers Council booth. Get face to face interaction with some of the guests and help us out by volunteering for 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: **ACES**
BUILDERS' WARRANTY

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: **INNOVATIVE**
SKYLIGHTS & ATTICS

TABLETOPS:



REMODELER SPEED SELLING

selling... at the speed of business!

PRESENTING SPONSOR:



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

CONFIRMED REMODELERS TO DATE:

Abbott Contracting, Divine Renovation, Greymark Construction,
TriFaction Remodeling & Construction, SHR Remodeling,
Vick Construction & Remodeling, Whodid It Designs, LLC

REMODELERS
C O U N C I L

We'll have approximately 20 remodelers participating. (Please note that remodeler participation is voluntary, and we cannot guarantee their attendance.)

PLATINUM



Open the Possibilities™



GOLD



SILVER



SALES & MARKETING
COUNCIL INFO AND
SPONSORSHIPS:

Contact Mel Audain
(281) 664-1428
maudain@ghba.org



SALES & MARKETING
COUNCIL
GREATER HOUSTON BUILDERS ASSOCIATION



2018 Sales & Marketing Council President

LIZ THOMPSON

Taylor Morrison

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.

**Put Your NAHB
Membership
to Work Now.**

Money-saving discounts
that benefit you, your
business, and your family

nahb.org/MA



and many more.



— SAVE-THE-DATE —



WED. APR. 18th ■ 4-8pm
DOWNTOWN AT



1820 Franklin St.
(NE side of Minute Maid Park)

FREE PARKING! FOOD TRUCKS!

COSTUME CONTESTS!

THE 2018 SALES & MARKETING COUNCIL BRINGS YOU

GAME OF HOMES

Built to Kilt

AN INDOOR GAMES & NETWORKING EVENT

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



THANK YOU TO OUR CURRENT SPONSORS*

EXCLUSIVE SPONSORS*

Newmark
Homes Houston
Ye Olde Welcome Dragon Sponsor



Coat of Arms Koozie Sponsor

EXCLUSIVE SPONSORSHIPS AVAILABLE!

GAME STATION SPONSORS*

CORE
DETAILS
MARKETING'S CLIMATE GROUP

dupure

FERGUSON
Bath, Kitchen & Lighting Gallery



Secure a GAME STATION Sponsorship today —
Hurry, Only 5 Remaining!

COMPETING TEAMS*

Ashton Woods
ComCast
Coventry Homes / Plantation Homes
DPIS Engineering, LLC
Legend/Princeton Classic Homes
Newmark Homes
Taylor Morrison
The Seth Brothers Team
Trendmaker Homes
Westin Homes

Secure a Team Spot Today!

*As of print date.



DON KLEIN
PRESIDENT



JOHN WILLIAMS
VICE PRESIDENT



ROCKY FLORES
ASSOCIATE V.P.



ROB HELLYER
SECRETARY



JOHN MADSEN, CPA
TREASURER



IAN FARIA
LEGAL COUNSEL



BO BUTLER
PAST PRESIDENT



CASEY MORGAN
EXECUTIVE VP & CEO

OFFICERS AND LEADERSHIP

GHBA BOARD OF DIRECTORS

Larry Abbott, CAPS, RCS, CGR, Abbott Contacting
Kena Armstrong, CIC, Hotchkiss Insurance
Adam Aschmann, Tilson Homes
Bo Butler, Butler Brothers Construction
Yvonne Cummins, Morning Star Builders
Marco Cordon, GMB, Lennar/Village Builders
Ian Faria, Bradley Law Firm
Rocky Flores, DataSmart/Duncan Security
Russel Garrison, Loyd Russel Homes
Katy Hawes, Jamestown Estate Homes
Rob Hellyer, CGR, GMB, CAPS, Premier Remodeling & Construction
Randy Jones, Terra Visions
Alex Kamkar, Toll Brothers
Jennifer Keller, Land Tejas
Don Klein, Chesmar Homes
Kim Lawrence, CGA, CSP, Connect One, A Smart Home Company
Keith Luechtefeld, Shea Homes
John Madsen, Bentley, Bratcher & Associates
Sharone Mayberry, Mayberry Homes
Patrick Mayhan, Westin Homes
Dustin O'Neal, Costello Inc.
Lindy Oliva, PulteGroup
Bill Riley, CGB, GMB, CGR, CGP, Bicycle Bungalows
Ron Rohrbacher, Perry Homes
Jim Russ, EHRA Engineering
Kunal Seth, The Seth Brothers
Ed Taravella, TARACORP
Liz Thompson, Taylor Morrison
Rena Turnbaugh, Carrier Corporation
Matt Sneller, CGP, GMB, CAPS, Sneller Custom Homes and Remodeling
John Williams, K. Hovnanian Homes

GHBA'S TAB DIRECTORS

Adam Aschmann
D'Ann Brown
Lisa Clark
Gonzalo Garcia
Allen Griffin
Stephen Hann
Victoria Hawes
Sean Hodge
Randy Jones
Leslie King
Don Klein
Matthew Reibenstein
Ron Rohrbacher
Ed Taravella
John Williams

TAB ALTERNATE DIRECTOR

Kena Looker-Armstrong

TAB LIFE DIRECTORS

Adam Bakir, P.E., GMB
Randy Bayer, GMB
Suzi Bayer, CGA, CSP, CGB
Randy Birdwell
Ronny Carroll
Jonathon Casada, GMB
KC Cox, CGA, CAPS, CGP
Mike Dishberger, GMB
Jim Frankel, GMB
Russel Garrison
Kathy Howard
Jeff Hunt, GMB, CGR, CAPS, CGP
Barry Kahn
Andy Loyd
Eddie Martin
Keith Rodgers, CGA, CSP
Bill Shaw, CGR, GMB, CAPS
Kathleen Stadler



GHBA'S NAHB DIRECTORS

Adam Aschmann
Bo Butler
Clayton Farmer, CGP, HERS, LEED AP,
GBV, GBE, CEA, LEED-H GR, IECC, GBI
Victoria Hawes
Kathy Howard
Leslie King, GMB, CGR, CAPS
Don Klein
John Williams

NAHB LIFE DIRECTORS

Dan Bawden, JD
Randy Bayer, GMB
Suzi Bayer, CGA, CSP, GMB
Jonathon Casada, GMB, CAPS
KC Cox, CGA, CAPS, CGP
Mike Dishberger, GMB
Stephen Hann, CGR, GMB, GMR, CGP
Jeff Hunt, GMB, CGR, CAPS, CGP
Barry Kahn
Charles Leyendecker
Mike Manners
Eddie Martin
Tom Richey, CMP, MIRM
David Walton

NAHB SENIOR LIFE DIRECTORS

Randy Birdwell
J.S. Norman, Jr.



COUNCIL PRESIDENTS & COMMITTEE CHAIRS

Ambassador/Membership Committee – D'Ann Brown
Associate Council – Kim Lawrence
Benefit Homes Committee – Cindy Hinson
Community Developers Council – Ed Taravella
Custom Builders Council – Matt Sneller
Education Committee – Dave Yelovich
Government Affairs Committee – Mike Dishberger
Green Built Gulf Coast – Nicole Keown & Jim Spurgeon
HomeAid Board President – Bill Dalton
HOME-PAC – Jim Holcomb
Past President's Council – Bo Butler
Retention Committee – Toner Kersting
Remodelers Council – Larry Abbott
Sales & Marketing Council – Liz Thompson
Volume Builders Committee – Jeff Dye

GHBA DIVISION PRESIDENTS

Bay Area Builders Association – Patrick Mayhan
Montgomery County Division – Alex Kamkar

GHBA STAFF

Executive Vice President and CEO
Casey Watts Morgan - (281) 664-1432
CMorgan@ghba.org
Director of Government Affairs
Bradley Pepper - (281) 664-1430
BPepper@ghba.org
Government Affairs Coordinator
Alisa Merritt - (281) 664-1433
AMerritt@ghba.org
Director of Builder Programs
Donna Buenik - (281) 664-1429
DBuenik@ghba.org
Publisher - Print & Web
Brittany Feldmann - (832) 215-7232
BFeldmann@ghba.org
Director of Membership/Marketing
Cynthia Fagan - (281) 664-1425
CFagan@ghba.org
Membership Coordinator
Vilma Bonilla - (281) 664-1426
VBonilla@ghba.org
Special Events Director
Melvina Audain - (281) 664-1428
MAudain@ghba.org
Education and Career Services Director
Peggy Means, CGA - (281) 664-1431
PMeans@ghba.org
Controller
Griff Godwin, CPA - (281) 664-1427
GGodwin@ghba.org
Accountant
Lincoya Ferguson - (281) 664-1434
LFerguson@ghba.org
Administration & Builder Programs Coordinator
Simone Castille - (281) 664-1439
scastille@ghba.org
Office Manager
Janet Todd - (281) 664-1424
JTodd@ghba.org
Public Relations Director
Terry Swenson - (281) 382-9977
TerrySwenson21@gmail.com
HomeAid Houston Executive Director and CEO
Bette Moser, CAPS, CGP, CGA - (281) 664-1436
BetteMoser@homeaidhouston.org
HomeAid Director of Development
Sheri Douglass - (281) 664-1435
SDouglass@homeaidhouston.org

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 8 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 27

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. - 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 5:30 p.m. - Residential Foundations: Soils and Materials Testing (General Course)

Wednesday, February 28

9 a.m. to 5 p.m. - Estimating & Scheduling for Profitable Business Operations (NAHB Course)

March

MEETINGS AND EVENTS

Thursday, March 1

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

4 p.m. - GHBA Board Meeting

4 p.m. to 6 p.m. - President's Reception, New Member Orientation & Networking with the 2018 GHBA Board of Directors

Tuesday, March 6

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

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

EDUCATION COURSES

Tuesday, March 20

2 p.m. to 4 p.m. - Plumbing (ABCs of Home Building Series)

Wednesday, March 28

9 a.m. to 5 p.m. - Financial Management (NAHB/GMB Course, Discounted for National Designation Month!)

April

MEETINGS AND EVENTS

Tuesday, April 3

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

Wednesday, April 4

1:30 a.m. - Developers Council

Thursday, April 5

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

Tuesday, April 10

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

Wednesday, April 18

4 p.m. to 8 p.m. - SMC Battle of the Builders at Joystix Classic Games, 1820 Franklin St 77002

Thursday, April 19

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

Wednesday, April 25

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

Thursday, April 26

12 noon to 1:30 p.m. - Volume Builders Committee Quarterly Meeting

2 p.m. to 6:30 p.m. - Volume Builders Top Golf Speed Selling Event

EDUCATION COURSES

Tuesday, April 17

2 p.m. to 4 p.m. - The Electrical System (ABCs of Home Building Series)

Monday - Wednesday, April 23-25

9 a.m. to 5 p.m. - CAPS I, II and III (Certified Aging in Place Specialist Designation Courses)

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

1:30 a.m. - Developers Council

Thursday, May 3

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

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)



CORNERSTONE OVERHEAD GARAGE DOORS

- Best Prices
- Fastest Lead Times

Visit our gallery at
cornerstoneoverheaddoor.com

O: 832-528-8407
C: 832-681-1867

**INSURANCE-BACKED
STRUCTURAL WARRANTY**

McCalle Fryar
BUILDER SOLUTION SPECIALIST
832.428.5504 | mfryar@2-10.com

2-10 HOME BUYERS WARRANTY
LONG LIVE HAPPY HOMES® **2-10.com**



STRUCSURE
HOME WARRANTY

D'ANN BROWN, CGA, CGP
VP of Sales, South Texas
832.814.3942 (c) • 1.877.806.8777 (o)
dbrown@strucsure.com • www.strucsure.com

REINSURED BY
LLOYD'S

ONE-YEAR WORKMANSHIP & MATERIALS; TWO-YEAR WIRING, PIPING, & DUCTWORK; & 10-YEAR STRUCTURAL HOME WARRANTIES

\$\$\$ Million? DOLLAR PRODUCER 2013-2016



W.R. WATSON, INC.
CUSTOM COUNTERTOPS
Granite • Quartz • Laminate • Solid Surface

WADE WATSON
President

12902 Mula Lane
Stafford, Texas 77477
www.wrwatson.com

GHBA
GREATER HOUSTON BUILDERS ASSOCIATION

Tel 281-495-2800
Fax 713-583-0676
wwatson@wrwatson.com

C.K.I. WHOLESALE LOCK SUPPLY INC.
Beautiful homes are made by small details ...
Serving the multi-housing industry since 1974



EMTEK • Millock • SCHLAGE • PRIMO • SIMPLEX • WOOD LOCK • LITE • ALCO • BALLYWIN • AMERLOCK • RESOURCES

10020 Sussex
Houston, TX 77041
MAIN: 713.462.0704
FAX: 713.462.7130
FREE: 1.800.445.5230
www.CKILOCK.COM

GHBA
GREATER HOUSTON BUILDERS ASSOCIATION



ACES BUILDERS' WARRANTY

25511 Budde Rd. Ste. 801
The Woodlands, TX 77380
(281) 804-3073 cell
(281) 362-5413 office
(281) 362-5432 fax

Leslie Woods
Senior Vice President

BBB
Awards for Excellence
Winner of Excellence 2016

lwoods@acesbuilderswarranty.com
www.acesbuilderswarranty.com



Kristen Harshman
Outside Sales

☎ 210-273-8326
✉ kharshman@houstonposttension.com

Turnkey & Material Piece Mill
Foundation Services, Bulk Rebar

www.HoustonPostTension.com

pti **GHBA**
Building a GREATER Houston

Advertise here for as little as \$99/month!

Call 832.215.7232 or email
bfeldmann@ghba.org for rates



Builders Post-Tension



Brian Q. Conley
Vice President




403 RICHEY RD.
HOUSTON, TX 77090
bconley@builderspt.com
www.builderspt.com

281-873-9500
Fax: 281-873-9600
Cell: 281-541-4204

(713) 937-6060

Green Begins with Energy Efficiency.®



Certified Energy Raters & Energy Code Inspectors

www.FoxEnergySpecialists.com



Sean Vitelli, GMB, MBA
Regional Sales Manager

centricity.com

direct 800.345.6282 x4748
mobile 281.850.3378
email svitelli@centricity.com

formerly Bonded Builders
and Bankers Warranty Group

FRAMECRAFTERS, INC.
UNLIMITED ART AND FRAMED MIRRORS



VISIT OUR SHOWROOM AT
1410 CAMPBELL RD, HOUSTON, TX 77055
(713) 973-1333 • www.framecraftersinc.com




INDEX TO ADVERTISERS

2-10 Home Buyers Warranty.46 866.795.9758 www.2-10.com	Kraftsman Playgrounds and Waterparks16 800.451.4869 www.kppe.com
ACES Builders' Warranty46 281.362.5413 www.AcesBuildersWarranty.com	Norbord 5 norbord.com/NA
Acme Brick. back cover 713.681.4651 www.brick.com	Scholl Lumber 3 713.329.5300
Builders Post-Tension Inc.47 281.873.9500 www.builderspt.com	Southern Forest Products Association11 www.raisedfloorliving.com
Centricity.47 281.850.3378 svitelli@centricity.com	Stevenson Group, The / One Digital14 713.752.9300 www.onedigital.com
CKI Wholesale Lock Supply Inc..46 713.462.0704 www.ckilock.com	StrucSure Home Warranty46 832.814.3942 www.strucsure.com
Cornerstone Overhead Garage Door, LLC46 832.528.8407 cornerstoneoverheaddoor.com	Surface Systems of Texas.11 281.776.5111 www.surfacesystemsoftexas.com
Fox Energy Specialists47 713.937.6060 www.foxenergyspecialists.com	Tamlyn.. . . . 9 800.334.1676 tamlynwrap.com
Framecrafters Inc.47 713.973.1333 www.framecraftersinc.com	Thomas Garage Door 2 713.725.8787 www.jthomasdoor.com
Glasscraft Door Co.. 4 www.glasscraft.com	Trustmark15 713.827.4240 www.trustmark.com
Hotchkiss Insurance Agency10 713.292.5723 www.hiallc.com	W.R. Watson Inc.46 281.495.2800 x14 www.wrwatson.us
Houston Post Tension.46 713.702.8899 www.houstonposttension.com	

HOUSTON BUILDER, FEBRUARY 2018, VOLUME 31, ISSUE 02

HOUSTON BUILDER (ISSN 044-0402, USPS 218260) is published monthly by the Greater Houston Builders Association in the interest of furthering and improving the home building industry in the metropolitan areas of Houston including Harris and nine surrounding counties. Advertisements and opinions expressed are those of the advertisers, authors or persons quoted and not necessarily those of GHBA. Reproduction in whole or in part is prohibited without written authorization.

Periodicals postage is paid at Houston, Texas. Offices are located at 9511 West Sam Houston Parkway North, Houston, TX 77064; phone is (281) 970-8970.

One subscription of HOUSTON BUILDER is provided with each membership; \$15 of the membership dues are used for that purpose. Additional subscriptions are available to members only at a rate of \$15 per year.

For display advertising contact the Publisher at (832) 215-7232 or bfeldmann@ghba.org.

Postmaster: Send address changes to HOUSTON BUILDER, 9511 West Sam Houston Parkway North, Houston, TX 77064.



Building a
GREATER Houston
Since 1941



Now it's simple to bring the beauty of Acme Brick inside.

Now your homes can be even more appealing to prospective homebuyers with beautiful brick interior walls and backsplashes of Acme thinBRIK™. This real brick product is adhered to the wall, finished with real mortar and available in any Acme facebrick color.

Because of thinBRIK's light weight, no additional footing or other support is normally required so installation is fast and simple. And any member of your team can do the job saving more time and money.

So how will you choose to add the distinctive beauty, durability and warmth of real Acme brick to your new homes' interiors? Decisions, decisions. Get started at www.brick.com/thinbrik.



**ACME
BRICK**
brick.com