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# HOUSTON Builder

The Official Magazine of the Greater Houston Builders Association

March 2017 | Volume 30 | Number 03

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- 10 Government Affairs: Advocacy Report**  
On February 22, homebuilders from across the state descended on the Capitol for the biennial Rally Day event. Rally Day is a special opportunity for our members to meet and directly engage with state delegation members on issues and legislation that affect the housing industry. Learn more about the pending legislation that could affect housing and how your government affairs team is working for you.
- 14 GHBA Names "Of the Year" Award Winners for 2016**  
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HomeAid and Boys and Girls Country recently broke ground for a new 8,100 sq. ft. home. HomeAid Houston and Lennar/Village Builders are partners in the construction that will soon house eight children and their "teaching parents" at Hamill Cottage.



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### Advertising/Editorial Information:

Contact Brittany Feldmann at (832) 215-7232 or [bfeldmann@ghba.org](mailto: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](mailto:bfeldmann@ghba.org).



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# Good News All Around

Article by **GHBA President BO BUTLER**, Butler Brothers Construction

Wow! The first quarter of 2017 is turning out to be something pretty memorable, for so many reasons. Some of the biggest being a new United States President, an economy looking like it is moving again, and a firestorm of media frenzy! You must admit, life seems a little crazy right now in the home building community as we anticipate what the housing market will bring for the remainder of 2017.

That fact was brought to light at GHBA's Economic Forecast Luncheon held at the beautiful new Marriott Marquis. If you weren't one of the 900 or so guests that day, you missed three top economists who shared current industry figures. It was an informative panel presentation featuring Robert Jankowski, Greater Houston Partnership; Scott Davis, Meyers Research; and Elizabeth Simas, University of Houston.

The sold-out crowd was on the edge of its collective seat waiting to hear: that the City of Houston gained 77,400 jobs in non-energy related businesses, current oil prices are around \$50+/- barrel up from a low of \$26/barrel, and our rig count is up to 655 from a low of around 400. We were also delighted with the news that Houston is once again creating jobs and the long term trend is on an upswing, with Houston forecasted to create 30,000 jobs in 2017, up from 15,000 in 2015.

I also had the pleasure of attending a number of events in the past few months where I am getting very positive feedback about 2017 from our builders.

My schedule included attending a HomeAid and Lennar/Village Builders charity project groundbreaking at Boys and Girls Country; the Chesmar Benefit

Homes groundbreaking in Elyson, Newland Communities' newest development; and the Associate Council's annual Chili Cookoff held at TriTech Surveying/BEC-LIN Engineering. Attendance was also very high at these events, which in itself reflects an overall positive feeling about the economic climate.

I have also visited all of the GHBA councils and attended their board meetings. I am so impressed with the dedication and professionalism the councils put forward to make sure they represent their council members. I also had the honor of swearing in the new boards of the GHBA councils.

At the recent BABA Luncheon in February, there was an obvious feeling that our home building community is a large family, and that bond and commitment are an important part of our economy, culture and country. This was highlighted when the Operation Finally Home recipient spoke, thanking everyone who had helped make the home possible.

Operation Finally Home is a non-profit organization that provides mortgage-free homes to injured veterans and the widows of the fallen. The charity originated right here in the Bay Area. It was a moving experience to know that as GHBA members, we play a part in helping our national heroes.

As I am writing this, it is still only February. Look how much your association is doing, has accomplished, and is giving back to our community! This year is indeed shaping up very nicely, and I am proud to be right there with you.



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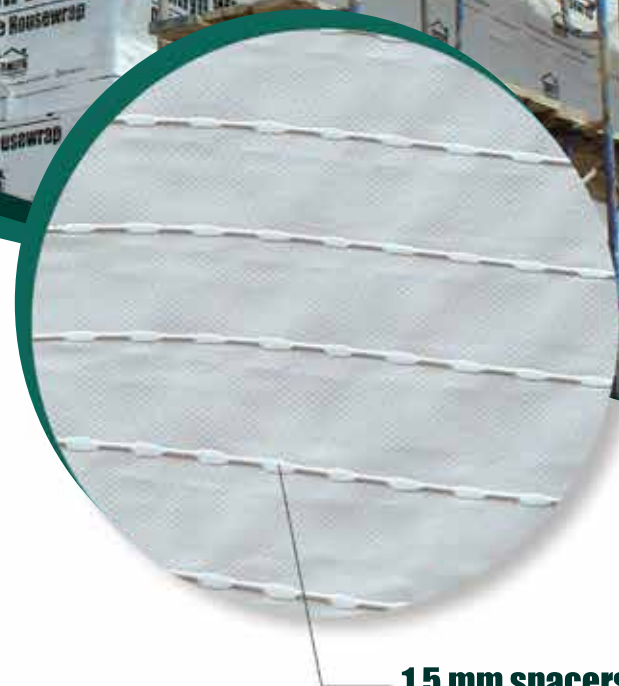
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By **BRADLEY PEPPER**, Director of Government Affairs

*“Housing affordability and a predictable regulatory environment are key drivers in the success of the Texas economy.”*

If you have questions about this article or would like to get involved on the Government Affairs Committee, contact Bradley Pepper at (281) 664-1430 or [bpepper@ghba.org](mailto:bpepper@ghba.org).

# GHBA Dominates Rally Day in Austin!

On the morning of February 22, GHBA members left Houston to make their way to Austin to participate in the Texas Association of Builders’ (TAB) biennial Rally Day at the Texas Capitol. Each session, Rally Day is a special opportunity for our members to meet and directly engage with state delegation members on issues and legislation that affect the housing industry.

Once in Austin, the day started with Comptroller Glenn Hegar addressing over 800 HBA members from around the state on the Capitol steps. Comptroller Hegar’s message was simple: housing affordability and a predictable regulatory environment are key drivers in the success of the Texas economy—which is the tenth largest economy in the world.

Following lunch, our groups made their way to the Capitol for an afternoon of meetings with our 46-member delegation. After successfully spreading the GHBA’s message of safeguarding housing affordability, reducing regulation and opposing any unnecessary fees, the participants boarded buses and made their way back to Houston.

The 2017 Rally Day was a major success and the turnout was indicative of the positive feedback we receive from our delegation’s members and staff, as well as the value that our GHBA members feel the experience provides.

Houston was recognized by TAB as once again having the largest presence at Rally Day—nearly 170 members! Our voices were heard!





## TAB and GHBA Supported Bills

### *House Bill 1449 and Senate Bill 852*

In February, Representative Ron Simmons (R-Carrollton) and Senator Jane Nelson (R-Flower Mound) filed HB 1449 and SB 852, respectively, to prohibit cities from mandating linkage fees. Linkage fees are imposed by cities in some other states on new residential and commercial development projects to subsidize low- and moderate-income housing.

States that currently assess linkage fees have some of the most expensive housing markets in the country. The success of the Texas economy depends in large part on maintaining the availability of reasonably-priced housing; the addition of linkage fees would drastically reduce that availability.

While there are no cities in Texas currently imposing linkage fees, there are Texas cities that are looking into it, including Austin. These bills would preempt any city from having the authority to impose that type of fee.

### *House Bill 1704 and Senate Bill 787*

On February 9, Representative John Kuempel (R-Seguin) and Senator Joan Huffman (R-Houston) filed bills HB 1704 and SB 787, respectively, which allow courts the discretion to award costs and reasonable attorney fees to either party in vested rights actions.

Vested rights ensure a property is grandfathered against new regulatory regulations upon the filing of a development application for a permit. Vested rights are an



Continued on next page ➡

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important tool to protect property owners from cities that try to change regulatory requirements and rules on property owners once development and/or construction has begun. Even though cities are prohibited from doing it, they will often attempt to force property owners and developers to comply with newly adopted requirements after a project has been permitted under a previous set of regulations.

This will allow, at the court's discretion, for property owners to recoup their attorney's fees when they take action against a city that violates vested rights.

#### *House Bill 2052 and Senate Bill 744*

In February, Representative Dade Phelan (R-Beaumont) and Senator Lois Kolkhorst (R-Brenham) filed HB 2052 and SB 744, respectively, which will require that cities that impose tree mitigation fees for trees removed during development give property owners credits for trees planted.

In an effort to protect the removal of trees by property owners, many cities will require prohibitive tree mitigation fees. This is both an infringement on property rights and a harm to the affordability of housing by adding to the cost of development.

These bills will require that cities that impose tree mitigation fees give property owners credits for trees that they plant to replace ones they have removed. These credits will help to both stimulate the planting of more trees and offset the amount of the mitigation fee. This bill will also help those cities determine where new trees need to be planted by giving them the authority to choose sites and areas in their city.

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# GHBA Names "Of the Year" Award Winners for 2016

INDUSTRY'S FINEST HONORED AT 76TH ANNIVERSARY CELEBRATION & BOARD INSTALLATION



▲ GHBA'S 2016 OF THE YEAR AWARD WINNERS. PICTURED LEFT TO RIGHT: JASON LONGO, LENNAR HOMES OF TEXAS/VILLAGE BUILDERS; ADAM ASCHMANN, TILSON HOME CORPORATION; DEBBIE PAGE, 1ST INFINITI ENTERPRISES; MARK KILKENNY, MISCHER INVESTMENTS; MATT SNELLER, SNELLER CUSTOM HOMES AND REMODELING; AND STEPHEN MCNEIL, CREATIVE PROPERTY RESTORATION.

The GHBA recently announced the 2016 "Of the Year Awards" for the coveted Bud Inscho Associate, Young Professional, Developer, Custom Builder, Remodeler, and Builder of the Year at the GHBA's 2017 Installation Celebration, "Tackling the Future," a football themed event held at River Oaks Country Club on January 28, 2017.

The evening featured the formal installation ceremony for the incoming GHBA president, Bo Butler with Butler Brothers Construction and the new board of directors before a crowd of over 300. Toner Kersting with Snyder Energy Services and a GHBA presidential appointee, was the master of ceremonies.

The annual 'Of the Year' award winners are selected by industry peers. The 2016 winners are:

**Bud Inscho Associate of the Year: Debbie Page, 1st Infiniti Enterprises**

This award was presented to Debbie Page, an associate who supports a variety of councils and committees,



including support of HomeAid Houston. Her contributions are usually behind-the-scenes and significant and she never demands accolades.

**Young Professional of the Year:  
Adam Aschmann, Tilson Home  
Corporation**

Adam Aschmann is active with the GHBA Young Professionals, has served on the TAB YP Committee and was recently installed as the NAHB Young Professionals Committee Chair for 2017. Despite his young age, he has been a leader on local, state and federal government affairs issues and continuously supports the GHBA at all levels.

**Developer of the Year:  
Mark Kilkenny, Mischer  
Investments**

Mark Kilkenny has been heavily involved with the Developers Council, Government Affairs Committee, and HOME-PAC for a number of years. He has served on many GHBA task force

groups, as well as local commissions. This past year, when the EPA proposed its devastating Waters of the US rule, this developer led the call to challenge the agency for its over-reaching and onerous actions by creating a local stakeholder group, TARGET. GHBA is a proud member of TARGET and followed this developer's direction as other stakeholders joined together to fight the EPA. Our association is indebted to this developer's leadership and service.

**Custom Builder of the Year:  
Matt Sneller, Sneller Custom Homes  
and Remodeling**

Matt Sneller has been actively involved with the Custom Builders Council since 2014, serving on the board as well as builder captain of CBC charity projects. Under his charity project leadership, the CBC has been named Outstanding Group Volunteer by Casa de Esperanza. In addition to attending all CBC events, this builder supports the

GHBA by attending major association events and represents the GHBA at TAB and NAHB builder shows. He has established a reputation of providing quality products to customers as well as serving as a dedicated representative of the GHBA.

**Remodeler of the Year:  
Stephen McNeil, Creative Property  
Restoration**

A member since 2009, Stephen has been active in the Remodelers Council, served on the Government Affairs Committee and on the GHBA board. Under his leadership, the Remodelers Council raised \$17,000 at its annual garage sale to dedicate to the 2017 charity project, saw record attendance at meetings, and won an NAHB Council Award for Demonstrating Remodeling Excellence (CADRE) for the 2016 charity project.

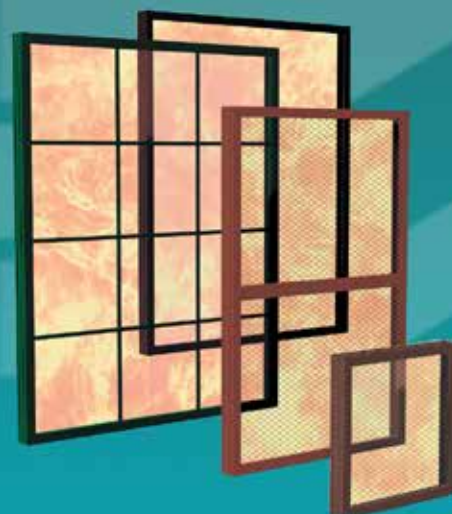
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▲ PRESIDENTIAL CITATIONS (L TO R): 2016 GHBA PRESIDENT PARKE PATTERSON, GREG TOMLINSON, AMY ROBINSON, AND CHRIS HAWKINS



▲ JOHN MADSEN (LEFT) ACCEPTS THE 2016 PRESIDENTIAL CITATION



▲ KENA LOOKER-ARMSTRONG (RIGHT) HONORED BY 2016 GHBA PRESIDENT



▲ LISA CLARK (LEFT) RECEIVES A PRESIDENTIAL CITATION FROM PARKE PATTERSON (RIGHT)

## Builder of the Year: Lennar/Village Builders

Lennar/Village Builders has long been a fixture at the GHBA. The leadership team has been involved in the Volume Builders Committee, the Government Affairs Committee and HomeAid. In fact, a member of the company's leadership team dedicated her time this past year generously serving as HomeAid president. This year, Lennar/Village Builders has committed to serve as a builder captain for a large HomeAid project at Boys & Girls Country, a home for at-risk youth in Hockley. Not only does this builder set the industry standard for charitable giving, but also for association involvement and industry-wide respect among peers and consumers.

## Presidential Citations

Six members of the Executive Committee were selected for going above and beyond and consistently supporting the GHBA. They are:

**Chris Hawkins, Bayou City Risk**

**Amy Robinson,  
Fort Bend Publishing Group**

**Greg Tomlinson,  
Builders Post-Tension**

**John Madsen,  
Bentley Bratcher & Associates**

**Kena Looker-Armstrong,  
Hotchkiss Insurance**

**Lisa Clark, Ryko Development**



▲ 2017 GHBA EXECUTIVE COMMITTEE (L TO R): OUTGOING PRESIDENT PARKE PATTERSON; LEGAL COUNSEL, IAN FARIA; TREASURER JOHN MADSEN; VICE PRESIDENT DON KLEIN; ASSOCIATE VICE PRESIDENT D'ANN BROWN; PRESIDENT BO BUTLER; CEO CASEY MORGAN; AND SECRETARY JOHN WILLIAMS



▲ BO BUTLER OFFICIALLY "PINNED" AS THE 2017 GHBA PRESIDENT BY HIS WIFE CHRIS. SHE ALSO SERVED AS THE INSTALLING OFFICER.



▲ THE ENTIRE FAMILY CAME OUT TO SUPPORT BO BUTLER AT HIS GHBA INSTALLATION CEREMONY. PICTURED ARE HIS FATHER JOHN BUTLER, BO, AND HIS SONS BLAKE AND REED.



▲ OUTGOING PRESIDENT PARKE PATTERSON RECEIVES A SCRAPBOOK IN HONOR OF HIS YEAR OF SERVICE. PICTURED WITH HIS FIANCÉ ANGIE WILSON.



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**DEADLINE DATES:**

- Early Bird Deadline - Mar. 24th
- Final Deadline - Apr. 19th

- REGISTER at [GHBA.org](http://GHBA.org) TO ATTEND  
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# With Interest Rates So Low, Should the Deficit be Bigger?

The U.S. government can currently borrow at exceptionally low interest rates. After considering inflation, the rates are sometimes zero or even negative, meaning that the government is effectively getting paid to borrow. Under these circumstances and with GDP growth quite anemic, isn't the case for increased borrowing overwhelming? After all, the benefit of public investment in roads and bridges must surely be greater than zero, right? Maybe not!

If the economy were operating substantially below its potential—if the unemployment rate were high—the case for borrowing more and running larger budget deficits would be strong. The added stimulus from the increase in government spending would boost household incomes, which would increase aggregate demand and bring the economy closer to its full potential. That is why governments tend to run large deficits during recessions and why there are many counter cyclical programs like food stamps that ramp up as the economy weakens.

However, at present, the U.S. economy is operating close to full capacity. The unemployment rate is almost the best in 10 years, wages are rising faster than they have in years, and inflation, while still low, is clearly picking up.

That said, GDP growth remains anemic at just 2 percent. Wouldn't more

stimulus boost GDP? Probably not. At this point in the cycle, more stimulus would not create much more output. Rather, it would primarily create wage inflation, as too many firms looking to grow would chase too few workers, and, in the process, drive up wage growth and inflation, since firms would attempt to pass their higher costs of production to buyers.

To avoid this destructive inflationary spiral, the Fed would raise interest rates. The rise in rates would depress private investment, which would allow for non-inflationary increased public investment.

However, it should now be obvious that the cost of the increased public investment is the reduction in private sector investment. Thus, the opportunity cost of the public investment is not the very low interest rate paid on government bonds; it is, rather, the loss of productivity of the private investment that would never be built, such as a new factory or warehouse. And the productivity of that private investment is certainly higher than the interest rate on government bonds!

The only case, at present, for deliberately overheating the U.S. economy is if you believe more stimulus can undo some of the long run damage sustained by the economy during the Great Recession. The idea is that by artificially and temporarily pushing the unemployment rate way down, some discouraged workers might

be enticed back into the labor force. Similarly, as firms find it harder to hire enough new workers, firms might offer existing workers more hours or convert part-time positions into permanent ones. Firms might even boost labor productivity by investing in workforce training or new equipment.

While weak GDP growth is a problem, simply running large deficits to stimulate the economy because interest rates are low is unwise given how low the unemployment rate already is. That said, there is a strong argument to be made for a short-term increase in the deficit designed to bring previously discouraged workers who left during the Great Recession and have yet to return.

Lastly, rather than a simple tax cut, if deficit spending is carefully targeted to public investment that boosts the productive capacity of the economy, it would bring long lasting benefits to the economy that we would enjoy for decades—not just today.



Article by Elliot Eisenberg, Ph.D., president of GraphsandLaughs LLC. His daily economics and policy blog can be found at [www.econ70.com](http://www.econ70.com). Subscribe to have the blog delivered directly to your email by visiting the website or by texting the word "BOWTIE" to 22828.





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## 2017 DESIGN TRENDS

Enhanced Smart Homes,  
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**L**ast year, homeowners began incorporating more bright colors in their kitchens, adding more three-dimensional textures on walls and creating lifestyle oasis spaces to transform their homes into luxurious resorts. Now, with smarter technology and more creativity in household appliances, builders and designers are taking things a step further in 2017 by making the home more functional, colorful and technologically advanced. Here are a few trends, some of which you can already

find in Houston, that are shaping the homebuilding industry today.

**Millennials want more technology**

Say goodbye to traditional AV rooms with wires, cords and everything in between to add sound and technology to your house. More millennials are moving into the city instead of into suburban homes, and as this generation continues to dominate the buying pool,

they expect more technology options than previous buyers.

Rather than just having a dedicated closet for audio and video components, homebuilders are creating A/V “cubbies” where smart devices can dock or park, including your Amazon Alexa, smart phones, tablets and appliances like your Roomba. This movement toward an A/V cubby allows for fully-integrated devices and less mess from loose wires as we adopt more Bluetooth and wireless integration in the home.

**More color and commercial design in residential homes**

Another trend we see emerging in residential homes takes inspiration from commercial design. The bright colors, funky designs and large scale materials used in cutting-edge corporate offices (think Google and Amazon) are making their way into homes.

Last year, 3D and textured accent walls along with bright colors in living rooms and kitchens, were taking off in popularity. In 2017, the demand for these unique touches is expected to escalate.

Builders are still using greys and whites as neutral bases in houses, but are adding more accent walls with bright colors or a 3D textured element.

Faucets and kitchen appliances are available in bolder colors and finishes beyond standard metals. More luxury homes are adding pops of pinks, greens and blues into kitchens by matching colored vent hoods to their colored stove. Brands like Smeg are leading the force behind this bright and colorful trend.





## Mixing metals and materials

In addition to incorporating more color, many builders are also mixing metals and other materials to transform hardware pieces from purely functional to sophisticated interior design elements.

Say goodbye to the days of matching cabinets and uniform metal on your fixtures and faucets. Kitchens and bathrooms are now combining different types of metals, such as black matte, graphite, brass, and even the ever-trendy rose gold in a singular space.

Tuxedo cabinets are also increasing in popularity as these pieces elevate the interior design, rather than blending into the background of a room.



## Multi-purpose appliances

As technology continues to advance, vendors are releasing more sophisticated appliances to make kitchens more efficient and a space that can accommodate more of a homeowners' needs.

For example, Thermador recently released a new oven range that added an indoor grill featuring ceramic briquettes that absorb the flavor of the food, allowing homeowners to grill inside their house while simultaneously cooking on the other burners. Smoke is drawn up the vent hood to avoid a smoke-filled room.

U-Line also launched a refrigerator that can double as a freezer, transforming a single use item into a multi-purpose appliance that saves space and maximizes efficiency.



Article contributed by John Leggett, founder and CEO of On Point Custom Homes, a leading luxury custom homebuilder focused on designing and building one-of-a-kind modern homes in Houston's inner landscape. John has been awarded multiple entrepreneurial and builder awards for his service and achievements in the industry, including the 2016 Texas Association of Builders Excellence Under 45 award, 2017 *Professional Builder Magazine* 40 Under 40 award and the 2016 *Houston Business Journal* 40 Under 40 award.

## Freestanding Tubs and Elegant Shower Heads

In 2017, we will also see more elegance enter bathroom design. Builders and designers are moving away from built-in bathtubs. Instead, expect more statement pieces from freestanding tubs. For walk-in showers, homeowners might opt to install one large rain head mounted on the ceiling instead of installing two or three shower heads on the walls. This creates sleeker spaces with more functional design.

Taking things one step further, Delta has unveiled a pendant shower head that

looks more like a modern piece of art than a standard shower head.

Technology is also increasing its prominence in bathrooms as more sophisticated digital controllers and television screens are being installed in showers. These digital shower systems allow a homeowner to create a true shower experience that effectively rivals a spa. This includes the ability to set the water to the preferred temperature, watch television, control your speakers and change light colors adding a luxurious element to the bathroom.

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## CHESMAR'S DON KLEIN IS 2017 GHBA VICE PRESIDENT



The GHBA is pleased to announce that Don Klein, CEO of Chesmar Homes has joined the association's leadership ladder as 2017 vice president. Don has been a key figure within the homebuilding industry in Houston for many years. This wealth of knowledge and experience is the backbone of his 12-year old company.

Don has been an active member of the GHBA for many years. His focus has been on giving back to the community with his team of "Chesmarians." Don has excelled at this by participating in the GHBA's Benefit Homes Project, a 37-year-old charity. Don began his involvement as a builder that donated construction management for three different homes. He transitioned into the position of project chairman in 2007 and then led the project for five years in a row, the most successful fundraising years it has seen in its history. Chesmar is also the builder of a Benefit Home in 2017, which will make their fifth home for this GHBA charity fundraiser.

"Not only has Don demonstrated the importance of charitable giving," said Casey Morgan, GHBA CEO, "he has also prioritized advocacy efforts by being involved in the association's HOME-PAC and Montgomery County Builders & Developers Division. We are thrilled to have such an experienced member on our leadership team!"

With everything Don has accomplished, he still maintains a low profile as a humble individual. The GHBA was proud to name Don Klein's company Chesmar, the Production Builder of the Year for 2008. Don was also named Humanitarian of the Year by the GHBA and the 2013 Ernst & Young Entrepreneur of the Year.

Chesmar Homes has garnered other achievements and industry awards along the way, such as being named a Top Ten Workplace, recipient of several Greater San Antonio Builders Association Summit Awards, as well as being named to the Builder Magazine, BUILDER 100 list of the nation's top homebuilders.

"I am honored to be asked to fill the position of vice president," said Don. "I am looking forward to contributing to the GHBA team as we enter a new year and experience all the challenges and rewards that drive our industry."

## TAMLYN PROMOTES MIGUEL GONZALES TO PRESIDENT



R.H. Tamlyn & Sons, LP recently announced the promotion of Miguel Gonzales to president.

Miguel joined the company 20 years ago and most recently held the position of senior vice president of sales and operations, guiding the continued growth of TAMLYN as a recognized building industry innovation company. Miguel brings a wealth of management

experience with a strong background in construction and building science. We are excited about his new role as we push towards our goal of having Tamlyn in every structure on the globe.

## CDS WELCOMES PRATS AS SENIOR MARKET ANALYST



Michael Prats has joined CDS Community Development Strategies as a senior market analyst. At CDS, Mike will join the professional staff in consulting with land developers and home builders as well as public sector clients in performing market demand studies, land use analysis and strategic market planning assignments.

Previously, Mike was vice president of the Lake Houston Area Economic Development Partnership. He holds a Bachelor of Science in Geography from Texas State University and a Master's of Urban and Regional Planning from the University of New Orleans, School of Planning and Urban Studies.



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## LAND TEJAS ANNOUNCES EMPLOYEE PROMOTIONS

Land Tejas, a Houston-based firm celebrating 20 years of residential development, recently promoted two employees to key positions within the company.



James Henrie has assumed the role of director of acquisition and development. An expert in all aspects of real estate financing, Henrie oversees the development of some of Land Tejas' largest master-planned communities, including nationally-ranked Miramesa at Canyon Lakes West in Northwest Houston. In his new role, Henrie will lead efforts to acquire new communities, along with the responsibility for all development, financial analysis and investor communications.

"James has been a phenomenal asset to the company," said Jennifer Keller, president and chief operating officer for Land Tejas. "His knowledge will be invaluable as we work to expand our footprint throughout the Houston area."



Land Tejas also has promoted Jeff Sheehan to the position of director of community affairs. In addition to his current responsibilities overseeing conceptual development, design and installation of the Land Tejas communities' amenities, Sheehan will work with homeowners association representatives to manage the operations of all community associations and undertakings.

"Jeff has incredible vision," Keller said. "His business experience and acute sense of community will be an advantage as he begins working with the homeowners associations to maintain and enhance our communities."

## JAUREGUI ARCHITECTURE INTERIORS CONSTRUCTION NAMED 2016 NAHB CUSTOM HOME BUILDER OF THE YEAR



Luis Jauregui, owner of Jauregui Inc. in Austin, Texas, has been honored as the Custom Home Builder of the Year by the NAHB Custom Home Builders Committee. The award was presented at the International Builders' Show® in Orlando, Fla.

Over the past three decades, Jauregui has built more than 300 luxury custom homes and 45 speculative homes, including 15 showcase homes open to the public.

Jauregui is active with national and local home builders associations, currently serving on NAHB's Design Committee. In recognition of his years of service and his company's professionalism, he was awarded the Custom Builder of the Year in 2007 by the HBA of Greater Austin, where he has been an influential leader.

"Luis co-founded our most successful specialty industry group: our Custom Builders Council," said HBA chief executive officer Emily Lubbers. "He created a system and focus for this council that has sustained it since the early 1990s. It is still our best council and a model that other councils follow to this day."

Other recent distinctions include being named 2016 recipient of TEXAS Custom Builder of the Year. In addition, Luis has been elected 2017 president of the American Institute of Architect Austin chapter, the first builder to hold the distinction.



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## SMC'S MILLION DOLLAR CIRCLE TOPS \$4 BILLION IN NEW HOMES SALES FOR 2016

The GHBA Sales & Marketing Council (SMC) recently honored the Million Dollar Circle winners at an event held at the Westin Galleria. The Million Dollar Circle awards is a nationally-recognized program that spotlights industry sales professionals, recognizing new home sales achievements of sales persons, sales managers, and this year, REALTORS® (Brokers, Broker-Associates, Sales Associates) in Houston for 2016 closed NEW home sales.

Awards are based on one-year new home sales totaling at least \$1 million. The long list of honorees represent nearly \$4 Billion in closed sales for the 2016 calendar year! Congratulations to you all!

"With more than 200 awards presented that evening, the figures reflect the strength of Houston's new homebuyers' market," said Mike Blalock, SMC president. "The Million Dollar Circle event saw nearly 100 platinum recipients, meaning 100 awards presented to individuals with sales of \$10 million or more. Those figures are a true representation of Houston's stable economy."

There were: 7 Bronze award winners (\$1 million - \$2 million); 23 Silver award winners (\$2 million - \$5 million); 61 Gold award winners (\$5 million - \$10 million); and 97 Platinum award winners (\$10 million and up).

The top three Platinum honorees were: Kacey Cultra, Lennar Homes of Houston, \$28.2 million; Ed Mercado, Taylor Morrison, \$24.1 million and Natalie Grubbs, D R Horton Americas Builder/ Emerald Homes Express/ Homes, \$23.3 Million.

"The 2016 results speak volumes about what we can expect for 2017," added Blalock.

Download your photos at:  
**[genesisphotographers.smugmug.com/GHBA/Million-Dollar-Circle-2017/](http://genesisphotographers.smugmug.com/GHBA/Million-Dollar-Circle-2017/)**



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Brandy Hammonds	Meritage Homes Corp	\$1.2 M
Carli Gatterson	D R Horton Americas Builder / Emerald Homes / Express Homes	\$1.2 M
Megan Comeaux	M/I Homes	\$1.3 M
Madaline James	Meritage Homes Corp	\$1.4 M
Jennifer Taylor	D R Horton Americas Builder / Emerald Homes / Express Homes	\$1.7 M
Shannon Gaskamp	Legend Home Corp / Princeton Classic Homes	\$1.8 M

SILVER		
Lauren Williams	Legend Home Corp / Princeton Classic Homes	\$2.0 M
Linda Simmons	Drees Custom Homes	\$2.2 M
Kristopher Adams	D R Horton Americas Builder / Emerald Homes / Express Homes	\$2.3 M
Suzu Smith	Legend Home Corp / Princeton Classic Homes	\$2.3 M
Scott Wilson	M/I Homes	\$2.3 M
Maria Restrepo	Legend Home Corp / Princeton Classic Homes	\$2.4 M
Oriana Mehden	Meritage Homes Corp	\$2.6 M
Maribel Leon	Taylor Morrison	\$2.7 M
Chris Wilson	Beazer Homes of Texas, LP	\$3.1 M
Natalya Hekimian	K. Hovnanian Homes	\$3.1 M
Andrea Tran	M/I Homes	\$3.3 M
Deirdre Schlichting	K. Hovnanian Homes	\$3.3 M
Gene Neves	M/I Homes	\$3.5 M
Dave Lazar	Legend Home Corp / Princeton Classic Homes	\$3.7 M
Chris Maris	Drees Custom Homes	\$3.8 M
Jill Tezsla	Legend Home Corp / Princeton Classic Homes	\$3.9 M
Seeta Abraham	Legend Home Corp / Princeton Classic Homes	\$4.0 M
Brittany Glaze	Beazer Homes of Texas, LP	\$4.1 M
Rodrick Goodlow	M/I Homes	\$4.2 M
Lindon Williams	Meritage Homes Corp	\$4.2 M
Dean Miceli	Beazer Homes of Texas, LP	\$4.4 M
Selisha Lanier	K. Hovnanian Homes	\$4.7 M
Denise Dimiceli	Drees Custom Homes	\$4.9 M

GOLD		
Tavia Hubbard	Gehan Homes, LTD	\$5.1 M
Susan Davidson	K. Hovnanian Homes	\$5.1 M
Marcy Taylor	Gehan Homes, LTD	\$5.1 M
Iman Kawaja	Legend Home Corp / Princeton Classic Homes	\$5.1 M
Jan Hoffman	M/I Homes	\$5.2 M
Jessica Robertson	Gehan Homes, LTD	\$5.2 M
Mauricio Handal	Legend Home Corp / Princeton Classic Homes	\$5.3 M
Danielle Woods	Taylor Morrison	\$5.4 M
Ryan Cobb	Anglia Homes	\$5.4 M
Tiffany Colbert	K. Hovnanian Homes	\$5.6 M
Victoria Peterson	K. Hovnanian Homes	\$5.6 M
Mario Martinez	Anglia Homes	\$5.9 M
Jeffrey Hymanson	Legend Home Corp / Princeton Classic Homes	\$6.0 M
Kevin Havelka	Anglia Homes	\$6.0 M
Joe Herbert	Legend Home Corp / Princeton Classic Homes	\$6.1 M
Judy Rogers	M/I Homes	\$6.2 M
Carlos Uzcategui	Meritage Homes Corp	\$6.4 M
Todd Breeding	Chesmar Homes	\$6.4 M
Damaris Martin	K. Hovnanian Homes	\$6.5 M
Jana McKinnon	K. Hovnanian Homes	\$6.6 M
Stephanie Wright	M/I Homes	\$6.6 M
Trevor Bello	D R Horton Americas Builder / Emerald Homes / Express Homes	\$6.6 M
Lauren Mullins	D R Horton Americas Builder / Emerald Homes / Express Homes	\$6.6 M
Clarence Jones	D R Horton Americas Builder / Emerald Homes / Express Homes	\$6.8 M
Jackie Nguyen	K. Hovnanian Homes	\$6.9 M
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Lisa Chatman	Taylor Morrison	\$14.6 M
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Sheryn Nguyen	Meritage Homes Corp	\$14.9 M
Katie Burkett	Village Builders	\$15.0 M
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Ladon Solise	Lennar Homes of Texas	\$15.2 M
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Calvin Sowa	D R Horton Americas Builder / Emerald Homes / Express Homes	\$15.7 M
Monica Valadez	Taylor Morrison	\$15.7 M
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Dustin Dye	D R Horton Americas Builder / Emerald Homes / Express Homes	\$19.5 M
Bryan Jourdan	Taylor Morrison	\$20.7 M
Adrian Alonzo	Taylor Morrison	\$21.0 M
Marshall Evans	Meritage Homes Corp	\$21.2 M
Linda Rezende	Taylor Morrison	\$21.3 M
Sheila Panjwani	Meritage Homes Corp	\$21.8 M
Beverly Bradley	David Weekley Homes	\$21.9 M
Karl Ermisch	D R Horton Americas Builder / Emerald Homes / Express Homes	\$23.0 M
Natalie Grubbs	D R Horton Americas Builder / Emerald Homes / Express Homes	\$23.3 M
Ed Mercado	Taylor Morrison	\$24.1 M
Kacey Cultra	Lennar Homes of Texas	\$28.2 M

SALES LEADERSHIP		
Christopher Olson	Drees Custom Homes	\$16.2 M
Ross "Captain"	Gehan Homes, LTD	\$135.0 M
Sales" Norman		
Lesa Menegay	Westin Homes	\$223.3 M
Lenore Kimmel	Village Builders	\$232.8 M
Michael Reamer	Lennar Homes of Texas	\$242.2 M
Charlene Aulds	Lennar Homes of Texas	\$242.2 M
Karen Nickell, CSP	D R Horton Americas Builder / Emerald Homes / Express Homes	\$381.0 M

THURS. APR. 13th ■ 4-8pm

DOWNTOWN AT



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

FREE PARKING!

GOURMET FOOD TRUCKS!



2017

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maudain@ghba.org  
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THE 2017 SALES & MARKETING COUNCIL'S TRIBUTE TO

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AN INDOOR GAMES & NETWORKING EVENT

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*A tradition of trust.*  
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**CORE**  
DETAILS



TEAMS SIGNED UP TO PLAY (to-date)\*\*

**2016 CHAMPS:**

Coventry Homes /  
Plantation Homes

M/I Homes  
ComCast

Legend Homes /  
Princeton Classic Homes

The Seth Bros. Realtor Team

Ashton Woods Darling Homes

Taylor Morrison

Newmark Homes

THE <b>MATRIX</b>	TITLE SPONSOR	\$4,000
THE <b>SERVER</b>	FOOD SPONSOR	\$2,500
THE <b>BITMAP</b>	BEVERAGE SPONSOR	\$2,000
THE <b>PORTAL</b>	PHOTOGRAPHY SPONSOR	\$2,000
THE <b>PIXELS</b>	SPORTS BAG SPONSOR	\$1,750
THE <b>AVATAR</b>	AWARDS SPONSOR	\$1,200

\*LIMITED AVAILABILITY:

THE **GIGABYTE** GAME STATION SPONSOR \$ 750

\*LIMITED TO 20 TEAMS: Companies are allowed multiple teams.

THE **TEAMS** (8) PLAYERS PER TEAM \$ 500\*

\*Event details and sponsorship availabilities are subject to change without notice. Ask for full details.  
\*\*As of print date. 2/17



# AVAILABLE GAME STATIONS

HURRY, THESE FANTASTIC SPONSORSHIP OPPORTUNITIES WILL SELL FAST!



SONIC ALLSTARS  
BASKETBALL



SKEE-BALL



PAC-MAN BATTLE  
ROYALE



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DYNAMO HOT FLASH  
BACK-LIT AIR HOCKEY



FOOSBALL



DEAD HEAT  
RACING GAME



MAZE RUNNER



PINBALL MACHINES



HOOP IT UP  
BASKETBALL



WORLD'S LARGEST  
PAC-MAN GAME

**\$750 PER**

Game Station sponsorships include:

- Opportunity to have 2 company representatives at the game station to network with all team players
- Signage with company logo will be placed at game station
- Tickets for drinks and food truck eats



1820 Franklin St.  
(In the shadows  
of Minute Maid Park)

FREE PARKING!

GOURMET FOOD TRUCKS!



A TRIBUTE TO



SAVE-THE-DATE:

THURS. APR. 13th ■ 4-8pm

BECOME A SPONSOR!

Contact: MEL AUDAIN  
maudain@ghba.org

281.664.1428

SIGN YOUR  
TEAM NOW:

Competition open to any  
company that is a  
GHBA & SMC member.  
Not a member? Ask how to  
become a member today!

\*Event details and sponsorship availabilities are subject to change without notice. Ask for full details. 2/17





## Trendmaker Homes Receives Vendor Support for Benefit Home

Trendmaker Homes has tapped into its list of top-name vendors and trades to help construct the GHBA Benefit Home, a home that when sold, will benefit three important charities. Many of these vendors attended an appreciation luncheon in the community where the home is being constructed. This event was the 10th consecutive year that vendor, Allpoints Services has donated the meal for guests.

"From the generosity of the developer who donates the lot, through all stages of construction and even the closing, it's the donations of materials, labor and services that are key to making this 37-year-old fundraiser a success,"

*Without the vendors, there could not be a Benefit Homes Project. These vendors are GHBA members and continue to show their commitment to giving back to Houston through charitable work."*

— WILL HOLDER, PRESIDENT TRENDMAKER HOMES & BENEFIT HOMES PROJECT CHAIR

said Will Holder, chairman of the Benefit Homes Project. "Trendmaker Homes, Rise Communities who donated the lot in Meridiana, and the GHBA wanted to thank each vendor and trade personally with a meal and an appreciation award."

Each year two homes are built for the Benefit Homes charity fundraiser with donated materials, labor and services from GHBA members. The homes are

loaded with upgrades and amenities and sold at market value. The majority of the proceeds from the sale benefit Texas Children's Cancer Center, the Alzheimer's Association and HomeAid Houston. Since the fundraiser began, nearly \$10 million has been raised.

Many of the vendors and trades were on-hand to accept their award and tour the Benefit Home as it nears completion. Representatives from the





## 2017 BUILDER/DEVELOPER TEAMS



## OUR CHARITIES



three charities were also in attendance. Each expressed their appreciation to the vendors as well.

"Without the vendors, there could not be a Benefit Homes Project," said Holder. "These vendors are GHBA members and continue to show their commitment to giving back to Houston through charitable work."

Vendors donating to the construction of the home include: 1st Class Landscaping, Airteam, Allpoints Services, ASAP Masonry, Bay Area Engineering, BMC, Firstsource, Café Construction, Ceiling Fans Direct, Champion Shutters, Connect One

Security, Daltile, David Romero, Designer Stone, DPIS Inspection Service, DSM Construction, E&M Plumbing, Ellen Lighting and Hardware, Fashion Glass & Mirror and Forterra.

Trendmaker Homes built its F501C Plan with the fourth bedroom option. The home is nestled within the new community of Meridiana located south of the Texas Medical Center off Hwy 288 and Hwy 6.

Construction has begun on a second Benefit Home for 2017 in the new Elyson Community in west Houston. Newland Communities donated the homesite.

**In its 37 years, the Benefit Homes Project has donated nearly \$10 million to local charities.**

INFO: Contact Terry Swenson at (281) 382-9977 or [terryswenson21@gmail.com](mailto: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 Off for HomeAid Charity Golf Tournament and Online Auction



The 11th annual HomeAid Charity Golf Tournament is shaping up to be another hole-in-one as players scramble for a spot to experience the beauty and challenge of the Tour 18 Golf Course in northeast Houston on April 18.

Excitement is also building as unique, desirable items are being added every day to the Online Silent Auction list.

#### A few of the donated items include:

- One-Day Hopper Passes to Disney World
- Family Membership to the Houston Zoo
- Bagels for a Year at Panera Bread
- Signed album and CDs from singer/songwriter Jewel
- Passes to the Children's Museum
- Tickets to the Symphony at Cynthia Woods Mitchell Pavilion

- Alamo Drafthouse Movie Passes
- Studio Movie Grill Movie Passes
- Schlitterbahn Waterpark Passes
- Main Street Theater Tickets
- Taste of Texas Gift Card
- Astros Tickets and \$250 Vick and Anthony's Gift Card donated by The Project Selection Committee
- Dynamos Tickets and Super Fan Tailgating Party donated by The Project Selection Committee
- Astros Suite donated by Amegy Bank
- Alexander's Fine Portraits Certificate
- 2 Roundtrip Tickets on Spirit Airlines

Please contact Sheri Douglass, HomeAid's director of development, at [sdouglass@homeaidhouston.org](mailto:sdouglass@homeaidhouston.org) or 281-664-1435 to learn what sponsorships are available.

## Building doorways to hope for Houston's homeless.

[www.homeaidhouston.org](http://www.homeaidhouston.org)

### THANK YOU TO OUR GROWING LIST OF SPONSORS

#### PLATINUM TITLE SPONSOR

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Newland Communities

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Champion Energy

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Houston Bar Association

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Winfrey Design Build



# GHBA Annual Chili Cookoff Benefits HomeAid— AND IT WAS SWEET!

Over HomeAid Houston's 14-year history, the agency has been a beneficiary of numerous GHBA events. The Associate Council Annual Chili Cookoff is a popular event that brings together GHBA associates and builders to kick back and enjoy a fun day of cooking, networking and great music courtesy of Dale Phillips with DPIS's band, Suthern Comfort.

This year's competition was themed, "The Super Bowl of Chili" and competition

started off HOT! The event inspired various versions of chili, and red and green salsas. But things took a noticeably sweeter turn when the desserts rolled in. Proceeds from the dessert category entries were donated to HomeAid. A big THANK YOU to these participants:

- Allpoints Services
- Builders Post-Tension
- DPIS Engineering
- EyeSite Surveillance

- Gulf & Basco
- Sherwin-Williams Paint Company
- Tri-Tech Surveying/BEC-Lin Engineering

Congratulations to the winners:

First Place: Allpoints Services

Second Place: Builders Post-Tension

Third Place: EyeSite Surveillance

HomeAid also thanks the Weyerhaeuser Team for donating proceeds from the Washer Tournament. These funds go toward future HomeAid Houston projects.



## HomeAid and Lennar/Village Builders Break Ground at Boys and Girls Country

HomeAid and Boys and Girls Country recently held a ceremonial groundbreaking that marked the beginning of construction for a new 8,100 sq. ft. home on the campus in Hockley, Texas. HomeAid Houston and Lennar/Village Builders are partners in the construction that will soon house eight children and their "teaching parents."

This new home called the Hamill Cottage, will provide a safe, nurturing environment for children from families in crisis. The Hamill Cottage is the second of 11 cottages being planned for construction that will update the 166-acre campus.

On hand for the groundbreaking from Boys and Girls Country were Lou Palma, executive director; Tom Brown, Hamill Foundation; Mike Gatewood, chairman of Boys and Girls Country Endowment

Board; Elaine Petranek, director of planned giving; Quintes Stark, director of operations; guest speakers, Robert and Deven, two Boys and Girls Country students and the Hamill Cottage family of eight that included children and their teaching parents, as well as dozens of staff and students.

From Lennar/Village Builders were Marco Cordon, director of construction; Cindy Hinson, director of community affairs and a HomeAid board member; and Jeff Adams, area construction manager. From HomeAid were Salty Thomason, president; Bette Moser, executive director; and several board members and staff. From the GHBA were Bo Butler, president, and Casey Morgan, CEO.

"The two most necessary, effective, intimate and important things we provide our kids, are Christian families

and a Christian home," said Lou Palma, executive director of Boys and Girls Country. "Today's groundbreaking marks the first step in this amazing journey."

Boys and Girls Country was established in 1971 as a 501(c)(3) not-for-profit charity whose mission is to change the lives of children from families in crisis by loving and nurturing them in a Christian home environment, raising them to become self-sustaining and contributing adults.

"Our partnership with HomeAid Houston allows us to help provide a beautiful place to call home for some kids dealing with tremendous challenges," said Marco Cordon, director of construction for Lennar/Village Builders. "We are honored to be able provide our services and experience on this ambitious project."

*Like us on Facebook! Visit [www.facebook.com/HomeAidHouston](http://www.facebook.com/HomeAidHouston) today.*

# Chili & Salsa Cook-Off 2017

# THE SUPER BOWL OF CHILI



## CHILI WINNERS

### **Red Chili**

1st Place: Corey Construction  
2nd Place: Custom Outdoors  
3rd Place: PPG Paints

### **Green Chili**

1st Place: Cory Construction  
2nd Place: Builders Post Tension  
3rd Place: EyeSite Surveillance

### **Anything Goes Chili**

1st Place: Texas Outhouse  
2nd Place: Corey Construction  
3rd Place: EyeSite Surveillance

### **Red Salsa**

1st Place: DPIS Engineering  
2nd Place: Tri-Tech Survey/BEC-LIN Engineering  
3rd Place: Texas Outhouse

### **Green Salsa**

1st Place: Builders Post Tension  
2nd Place: Texas Outhouse  
3rd Place: EHRA Engineering

### **Chuckwagon Dessert**

1st Place: Allpoints Services  
2nd Place: Builders Post Tension  
3rd Place: EyeSite Surveillance

### **People's Choice**

1st Place: Sherwin Williams  
2nd Place: Suncoast Post Tension  
3rd Place: Builders Post Tension

### **Best Booth**

1st Place: Sherwin Williams





**f** MORE PHOTOS AT [facebook.com/GreaterHoustonBA](https://facebook.com/GreaterHoustonBA)

## WASHER TOURNAMENT CHAMPS

1st Place: Terri Williams & Angie Hill

2nd Place : Juan Venegas & Louis Gandara

3rd Place: Rebecca Harvey & Kurt Dempsey

## THANKS TO OUR SPONSORS

### HOST SPONSOR

Tri-Tech Surveying/  
BEC-LIN Engineering

### MARKETING SPONSOR

AdMANgination

### AWARDS SPONSOR

Sherwin-Williams Paint Co.

### BANDANA SPONSOR

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### BOOT SCOOTIN' BOOGIE

Rooftec

### CHUCK WAGON SPONSOR

ConnectOne Security

### OUTHOUSE GANG

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Builders Post-Tension

### RED HOT CHILI PEPPER

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**BENCHMARK  
MORTGAGE**

THE 2017 FIRST PITCH TITLE SPONSOR

**PRESENTS  
THE HOTTEST EVENT OF THE SUMMER!**



**NETWORKING AT  
MINUTE MAID PARK!**

**FUN FOR THE  
ENTIRE FAMILY!**



**A FUN NIGHT  
WITH THE  
HOUSTON  
ASTROS!**

**Friday Night: July 14th**

**Houston Astros vs Minnesota Twins**

**FABULOUS  
SILENT  
AUCTION!**

**SALES & MARKETING  
COUNCIL**  
GREATER HOUSTON BUILDERS ASSOCIATION





## 2017 TEXAS BASH SPONSORSHIP OPPORTUNITIES

### EXCLUSIVE

#### SILENT AUCTION SPONSOR \$3,000

- Company logo prominently displayed on all silent auction bid forms and displays
- Logo prominently displayed on all marketing and social media
- Logo featured on A/V program in the Texas Bash Suite
- 10 Tickets to event

### EXCLUSIVE

#### KOOZIE SPONSOR \$2,500

- Company logo imprinted on give-away koozies
- Logo prominently displayed on all marketing and social media
- Logo featured on A/V program in the Texas Bash Suite
- 10 Tickets to event

### EXCLUSIVE

#### HOT DOG SPONSOR \$2,500

- Company logo displayed at food station
- Logo prominently displayed on all marketing and social media
- Logo featured on A/V program in the Texas Bash Suite
- 10 Tickets to event

### EXCLUSIVE

#### BEVERAGE SPONSOR \$2,500

- Company logo printed on napkins and large displays at the bar
- Logo prominently displayed on all marketing and social media
- Logo featured on A/V program in the Texas Bash Suite
- 10 Tickets to event

### EXCLUSIVE

#### POPCORN SPONSOR \$2,000

- Company logo displayed at popcorn station
- Logo prominently displayed on all marketing and social media
- Logo featured on A/V program in the Texas Bash Suite
- 8 Tickets to event

### EXCLUSIVE

#### PEANUTS SPONSOR \$2,000

- Company logo prominently displayed on peanut bags
- Logo prominently displayed on all marketing and social media
- Logo featured on A/V program in the Texas Bash Suite
- 8 Tickets to event

### UNLIMITED

A great way to gain company visibility, Unlimited Sponsorships feature your company listing on all marketing and social media and in the A/V program in the Texas Bash Suite, plus these individual ticket benefits:

**GRAND SLAM:**  
\$1,000

6 Tickets to the Event

**PINCH HITTER:**  
\$500

4 Tickets to the Event

**HOME PLATE:**  
\$250

2 Tickets to the Event

CONTACT: MEL AUDAIN at [maudain@ghba.org](mailto:maudain@ghba.org) or 281-664-1428



\*As of print date.

## Thank You to Our Current Sponsors\*



**Builders Post-Tension**  
Texas Bash Home Plate  
Sponsor

**DataSmart/  
Duncan Security**  
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Texas Bash Pinch Hitter  
Sponsor

# Education Corner

## UPCOMING COURSES



### DESIGNATION COURSES

(NAHB University of Housing Courses)

#### Introduction to Project Management

**Approved for CGA, CGB, CGR**

**Instructor:** Jeff Hunt, CGR, GMB, CAPS

**Date:** Thursday, March 9

**Time:** 9 am to 5 pm

**\*Discounted Fee:** \$195 members / \$330 nonmembers

**Content:** Develop the skills you need for successful on- or offsite production operations management. This hands-on course covers the three phases of a successful venture: planning, implementation and evaluation. Owners, project managers, superintendents, sales managers and anyone involved in the pre-construction and construction process will benefit from this introductory course.

**As a graduate of this course, you will be able to:**

- Explain the basics of successful project management
- Execute the pre-construction project management functions and responsibilities
- Implement the tools available for efficient project management
- Manage trade contractors effectively
- Perform project management duties during the project
- Complete the duties and responsibilities of post-project management

**Who should attend?** Remodelers, residential builders, commercial contractors

#### Financial Management

**Approved for: GMB, GMR**

**Instructor:** Bill Shaw, CGR, GMB, CAPS, CGP

**Date:** Tuesday, March 28

**Time:** 9 am to 5 pm

**\*Discounted Fee:** \$195 members / \$330 nonmembers

**Content:** Improve productivity and increase profits by applying essential financial management techniques used in successful businesses. This course for building professionals discusses financial tools you can apply immediately to achieve financial success. Learn how to work with annual operating plans and budgets, financial reports and operating ratios, and revenue forecasts that control profitability and identify adjustments.

**Who should attend?** Remodelers, residential builders, commercial contractors

### GENERAL EDUCATION

(Not for designations)

#### Understanding the "BUY-ology" of your Customers

**TAILORED COMMUNICATION FOR SUCCESS  
STICKS & BRICKS OF SALES & MARKETING SERIES**

**Instructor:** Dr. Kim Nugent, Kijo Consulting

**Date:** Wednesday, March 15

**Time:** 9 am to 11 am

**Fee:** \$35 members / \$50 nonmembers

**Content:** **B.A.N.K.™** is the first personality typing system that allows you to pinpoint your prospect's "buying personality" in the first 90 seconds of a sale interaction and then customize your communication to tap into their unique needs and desires. You can turn this knowledge into revenue for an immediate positive ROI. One size does not fit all in sales. **B.A.N.K.™** shows you a scientifically proven way to deliver the perfect sales script every time.

The four **B.A.N.K.™** personality codes are easy to use to make an offer more appealing to your prospect 100% of the time. It's fun and easy to implement. You will walk out of this class with tools you can implement.

**YOU WILL LEARN:**

- How to identify the four **B.A.N.K.™** profiles in others and use this knowledge to increase conversion and sales success dramatically.
- Individually, summarize how your communication skills could improve and how you can get more YES's and fewer NO's.

#### Plumbing Seminar

**ABCS OF HOME BUILDING - A BUILDERS EDUCATION SERIES**

**SPONSORED BY:**



**Instructor:** Dave Yelovich, CGB, CGP

**Date:** Tuesday, March 21

**Time:** 4 pm to 6 pm

**Fee:** \$35 members / \$50 nonmembers

**Content:** Grounds, top-out and trim – let's talk about it! What are the rules? What are the choices in material? Tanks? Tankless? Manifolds? CPVC? Copper? What do you look for when you punch out? This course will answer all of your questions about plumbing. Attendees will also learn how to troubleshoot common issues.

To learn more and go further, visit  
**[ghba.org/education](http://ghba.org/education)**



## OSHA 10 Hour Safety and Health Certification Course

(Two-day course. Mandatory attendance both days. You must be ON TIME for class; OSHA will not accept late entrance.)

**Instructor:** Dave Yelovich, CGB, CGP

**Dates:** Wednesday, March 22 (part 1)  
and Wednesday, March 29 (part 2)

**Time:** 12 noon to 6 pm

**Fee:** \$130 members / \$155 nonmembers

### Topics Covered:

- Introduction to OSHA
- General Safety & Health Provisions
- Electrical
- Fall Protection
- Personal Protective & Lifesaving Equipment
- Hand & Power Tools
- Scaffolds Cranes, Derricks, Hoists, Elevators & Conveyors
- Excavations
- Stairways & Ladders

Upon successful completion of the course, participants will receive an OSHA construction safety and health 10-hour course completion card.

**Who should attend?** Construction workers, foremen, job supervisors, and anyone else involved in the construction industry

## 2017 NAHB EDUCATION PARTNERS



**ACES Builders Warranty, Inc.**

**Builders Post-Tension**

**Environments for Living,  
Topbuild Home Services**

**Milgard Windows & Doors**

**Sherwin-Williams Paint Company**

**StrucSure Home Warranty**

**Suncoast Post-Tension, Ltd.**



## SAVE BIG IN MARCH!

March is National Designations Month, and in celebration, we're slashing prices! NAHB Designation courses are discounted all month long. Take advantage of lower rates and begin your journey towards a professional designation now.

## GAIN A COMPETITIVE EDGE WITH A PROFESSIONAL DESIGNATION

In today's evolving market, it's more important than ever for building-industry professionals to maintain their competitive edge. Earning a professional designation from NAHB Education can be a great way to distinguish yourself—and your company—from your competition.

Having a designation tells clients that you have honed your business skills and have superior training, hands-on experience and in-depth knowledge of your profession. Designation holders also can take advantage of valuable networking opportunities during their enrollment, working closely with expert instructors and other professionals within their field and outside their specific areas of expertise.

During **National Designation Month in March**, seize the opportunity to advance your industry knowledge and skills. During March, builders, remodelers and other industry professionals can take advantage of **discounted courses** at the GHBA. If you are on the fence, March is the time to **get started and save!**

During National Designation Month, NAHB also educates consumers about the value of selecting a professional with a designation, so your hard work will mean even more when it comes marketing yourself and your business.

For more information on earning one of NAHB's professional designations, visit [nahb.org/designations](http://nahb.org/designations) or contact **Peggy Means** at [pmeans@ghba.org](mailto:pmeans@ghba.org); 281-664-1431.



2017 Membership Chair

## CHRIS HAWKINS

TWFG Insurance Services

If you are interested in helping recruit members, the GHBA Membership/Ambassador Committee invites you to our April committee meeting and lunch on Wednesday, April 5, at 11:30am at the GHBA. Please RSVP to 281-664-1425; 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!"

### JANUARY SPIKE OF THE MONTH

#### CHRIS HAWKINS

TWFG Insurance Services

### RETENTION SPIKES OF THE MONTH

#### CHRIS HAWKINS

TWFG Insurance Services

#### RICHARD MOGRIDGE

Bluegill Inc.; dba Enerlogic

#### BLAKE STEVENSON

The Stevenson Group / One Digital

## WELCOME NEW MEMBERS

### BUILDERS

#### Casa Bella Design Group

Andee Parker  
6700 Woodlands Parkway  
Ste. 230/237  
The Woodlands, TX 77382  
(832) 928-6908

andee@

casabelladesigngroup.com

casabelladesigngroup.com

#### Context Homes

Russell Hruska  
1815 Southmore Blvd  
Houston, TX 77004  
(713) 236-0071  
info@contexthomes.com  
www.contexthomes.com

#### Historymaker Homes

Kurt Watzek  
29522 Taliesin Ct.  
Spring, TX 77386  
(281) 541-4968  
kurt.watzek@  
historymaker.com

#### Leonidas Homes

Vasilis Rallis  
1808 Fairview St  
Houston, TX 77006  
(281) 222-2888  
vasilis@leonidashomes.com  
www.leonidashomes.com

#### Patrick Lopez Building Services, LLC

Patrick Lopez  
P.O. Box 189  
Pearland, TX 77588-0209  
(281) 482-4392  
pat@plbuilder.net

#### Rose Construction

Carlo Molina  
4910 Siros Isle ct  
Spring, TX 77388  
(832) 738-5500  
RoseConstructionGroup@  
gmail.com

#### T. Foreman LLC

Tim Foreman  
6214 Joyner Street  
Houston, TX 77087  
(832) 642-9550  
tim@syntemp.com

#### TTK Properties, LLC

Shawn Wolfswinkel  
9234 FM 1960 W  
Houston, TX 77070  
(281) 894-1800  
shawn@htownrpm.com  
www.htownrpm.com

### REMODELERS

#### Houston Roofing and Construction

Nathan Braly  
11875 W. Little York Rd.  
Ste 104  
Houston, TX 77041  
(832) 237-3737  
nathanb@myhrc.biz  
houstonroofingonline.com

#### Venice Flooring and Remodeling

Chad TouQan  
7070 West 43rd St  
Houston, TX 77092  
(832) 766-3510  
marketing.vfr@gmail.com  
veniceflooringandremodeling.  
com

### ASSOCIATES

#### Advantage Gutters LLC

Rex Campbell  
P.O. Box 9675  
The Woodlands, TX 77387  
(281) 530-7246  
advantages@comcast.net

#### Blackline Engineering, LLC

Juliana Bihlet  
1616 S. Voss Road, Suite 850  
Houston, TX 77057  
(832) 431-5959  
jbihlet@blackline-eng.com

#### Blackline Engineering, LLC

Asim Tufail  
1616 S. Voss Road, Suite 850  
Houston, TX 77057  
(832) 431-5959  
atufail@blackline-eng.com  
www.blackline-eng.com

#### Builder Agent Network

Jessica Goehring  
4120 International Pkwy  
Suite 2000  
Carrollton, TX 75007  
(972) 512-7718  
jagoehring@hiallc.com

#### CTC Concrete, Inc.

John Duffy  
3440 Holmes Road  
Richmond, TX 77406  
(281) 232-5607  
ctcfoundations@  
sbcglobal.net

#### Caymex, Inc.

Trevor Lutz  
P.O. Box 1312  
Montgomery, TX 77356  
(936) 582-5104  
info@caymex.com

#### Clean Air Restoration

Jason Adams  
109 North Post Oak Lane  
Suite 350  
Houston, TX 77477  
(713) 936-1355  
jadams@cleanairtx.com  
www.cleanairtx.com

#### Eleganza Tiles, Inc.

Danny Ault  
10618 Tanner Rd. Ste 100  
Houston, TX 77041  
(846) 312-8512  
dannya@eleganzatiles.com  
www.eleganzatiles.com

#### Fidelity National Title

Sabre West  
19500 State Hwy. 249  
Ste. 120  
Houston, TX 77070  
(832) 330-2453  
sabre.west@fnf.com

#### Floor Decor

Mark Mokhtari  
3001 Fondren Suite D  
Houston, TX 77063  
(713) 977-6382  
info@floordecortexas.com  
www.floordecortexas.com



## Hansgrohe USA

Stephen Taylor  
2307 Fern Bend Ln  
Katy, TX 77494  
(281) 961-9556  
[stephen.taylor@hansgrohe.com](mailto:stephen.taylor@hansgrohe.com)  
[www.hansgrohe-usa.com](http://www.hansgrohe-usa.com)

## Icon Electric Inc.

Pamela Pelton  
6001 Stonington St. #196  
Houston, TX 77040  
(713) 680-1500  
[pam@iconelectricinc.com](mailto:pam@iconelectricinc.com)  
[www.iconelectricinc.com](http://www.iconelectricinc.com)

## KW Solar

Ted Hawkes  
5750 North Sam Houston  
Pkwy E  
Houston, TX 77032  
(832) 844-5790  
[tedh@kw.solar](mailto:tedh@kw.solar)

## Lansing Building Products, Inc

Russell Steckert  
10801 Moss Ridge Road  
Suite 190  
Houston, TX 77043  
(346) 718-4063  
[russell.steckert@lansingbp.com](mailto:russell.steckert@lansingbp.com)  
[www.lansingbp.com](http://www.lansingbp.com)

## MTW Pipeworks

Jeff Melbourne  
16236 Cypress Rosehill Rd  
Cypress, TX 77429  
(281) 304-7555  
[jmelbourne@mtwpipeworks.com](mailto:jmelbourne@mtwpipeworks.com)  
[www.mtwpipeworks.com](http://www.mtwpipeworks.com)

## MacLean Engineering & Applied Technologies LLC, DBA Metecs

John MacLean  
P. O. Box 891506  
Houston, TX 77289  
(832) 476-8651  
[metecs\\_admin@metecs.com](mailto:metecs_admin@metecs.com)  
[www.metecs.com](http://www.metecs.com)

## National Crane Compliance Inspections, Inc.

Christie Salas  
P. O. Box 567  
Rosharon, TX 77583  
(888) 720-6224  
[csalas@nccinspections.com](mailto:csalas@nccinspections.com)  
[www.nccinspections.com](http://www.nccinspections.com)

## Outdoor Elements, LLC

Lauren Hasselmeier  
15139 South Post Oak Rd.  
Houston, TX 77053  
(713) 955-0990  
[lhasselmeier@outdoorelementstx.com](mailto:lhasselmeier@outdoorelementstx.com)  
[outdoorelementstx.com](http://outdoorelementstx.com)

## Texas Custom Hardwoods

Joshua Clark  
5315-B Cypress Creek Pkwy  
#510  
Houston, TX 77069  
(832) 547-7316  
[josh@texascustomhardwoods.com](mailto:josh@texascustomhardwoods.com)  
[texascustomhardwoods.com](http://texascustomhardwoods.com)

## AFFILIATES

### ASID- Wendt Design Group, LLC

Amilee Wendt  
3135 Fairhope  
Houston, TX 77025  
(713) 668-7474  
[amilee@wendtdesign.com](mailto:amilee@wendtdesign.com)  
[www.wendtdesign.com](http://www.wendtdesign.com)

### Amailey Plumbing, LLC

Ryan Johnson  
P.O. Box 690694  
Houston, TX 77269-0694  
(832) 330-9756  
[ryan@amaileypumbing.com](mailto:ryan@amaileypumbing.com)  
[www.amaileypumbing.com](http://www.amaileypumbing.com)

### Snyder Energy Services

Ryan Atlee  
5438 Guhn Road  
Houston, TX 77040  
(281) 687-6801  
[ryan@snyderenergyservices.com](mailto:ryan@snyderenergyservices.com)  
[snyderenergyservices.com](http://snyderenergyservices.com)

## GHBA Recognizes 2016 Spikes of the Year



GHBA's top recruiters for 2016 were honored at the association's annual Installation Celebration, January 28 at River Oaks Country Club. The "Spike of the Year" distinction went to Brian Stevenson with The Stevenson Group/One Digital. Debbie Page with 1st Infiniti Enterprises Inc. was tapped as the "Retention Spike of the Year."

Member-to-member recruitment and retention efforts are the largest source of growth for the association. GHBA's "Spikes" are the membership leaders, building the voice, power and influence of our industry on every level. Spikes bring grassroots growth and stability, which further develop the general membership and leadership pipeline.

A GHBA member for 26 years, Brian Stevenson is actively involved in several of the association's councils and committees, but where he truly shines is the Membership Committee, earning Spike of the Year for three years in a row. Brian has brought in a whopping 295 members over the course of his membership, and in 2016, he topped the list with 25 members, his best year to date.

"I am honored to be named Spike of the Year, but I can't take all the credit," said Brian Stevenson. "My spikes really began to accumulate three years ago because of the phenomenal success of the Association Health Plan. Companies are joining for the incredible savings afforded them, just one of the many benefits of being a GHBA member."

Debbie Page and 1st Infiniti are celebrating their 20th year as GHBA members. A long-time supporter of the Membership and Ambassador Committees, Debbie loves to cultivate new members and help them succeed in their first year. She has recruited/retained more than 125 members to the association!

"It really is exciting to see how much the association has grown over the past 20 years," said Debbie Page. "With each new member, our collective influence and strength grows, and I'm honored to be a part of this ongoing effort."

"You are our member champions. Our industry needs you, our ambassadors and leaders who want to see our industry strengthen and grow," said Chris Hawkins, GHBA Membership Committee chair. "On behalf of GHBA, thank you for your contributions. We appreciate you!"

# 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	NAME	JOIN DATE
1st Infiniti Enterprises, Inc.	Debbie Page	2015
AECOM	Jacob Floyd	2015
AP Construction Group LLC	Alvaro Peynado	2010
<b>Air Specialist, Inc.</b>	<b>Dave Pelton</b>	<b>1983</b>
Alamo Title Co	Glennie Hefner	2008
<b>Allan Edwards, Builder</b>	<b>Matt McGinley</b>	<b>1998</b>
Allied Construction Services, a Division of Allied Orion Group, LLC	Stacey Blair	2012
Andrade Custom Builders	Victor Andrade	2015
Anthony & Sylvan Pools	DeMarus Davis	2013
Ashton Gray Custom Homes	Shaun Vembutty	2013
Associated Builders & Contractors of Greater Houston	Russell Hamley	2015
Baker & McKenzie LLP	Brendan Cook	2012
<b>Bentley Building Bulletin (Permit Information &amp; Statistics)</b>	<b>Lindy Bohlke-Hernandez, CSP, CAPS, MCSP, CGA, CGP, CMP</b>	<b>1998</b>
<b>Brand R Construction Inc</b>	<b>Roy Van Den Heuvel</b>	<b>2007</b>
Builders First Source	Darin Plummer	2011
<b>CAM Construction, LP</b>	<b>Jeff Patrizi</b>	<b>2003</b>
Cambria	Keith Rodgers, CGA, CSP	2015
Cameron Architects, Inc.	Stephen Cameron	2012
<b>Cannon Custom Homes, Inc.</b>	<b>Shawn Cannon</b>	<b>2004</b>
Carruth Gerault Construction, LLC	Carruth Gerault	2013
Carte Blanche Builders LLC	Jim Schwabenland	2014
CastleRock Communities	Lance Wright	2009
Cavetto Homes, LLC	Doug Franks	2016
CivilTech Engineering, Inc.	Julian Garza	2015
<b>Coastal Building Inspections &amp; Engineering, RLLP</b>	<b>Craig Roll</b>	<b>1996</b>
Colina Homes	Kenneth Williams	2012
Collaborative Design Group-Architecture & Interiors	Mark Bufalini, AIA	2013
Concord Builders	Alan Sadeghpour	2016
Coventry Homes & Plantation Homes	Gabe Zazueta	2015
Creative Property Restoration, Inc.	Stephen McNiel, CGR, CAPS	2009
Crossroads Construction, LLC	Adam Josef	2015
Cypress Custom Roofing	Greg Axelrod	2015
DataSmart/ Duncan Security	Rocky Flores	2008
Davanti Homes	Kevin Ashcraft	2009
Dean & Draper Insurance Agency, LP	Kyle Dean	2016
<b>Design Tech Homes</b>	<b>Michael Feigin</b>	<b>1997</b>
Divine Destinations, Inc. dba Divine Renovation	William Cole	2010
Emersyn Homes	Amy Huynh, CGB	2015
<b>Ferguson Bath, Kitchen &amp; Lighting Gallery</b>	<b>Lindsey Root</b>	<b>2003</b>
GC Design Build	Wesley Goette	2014
<b>Gabriel Home Builders, Inc.</b>	<b>Jeannine Nuzzi</b>	<b>1999</b>
<b>Galleria Homes LTD</b>	<b>Vernon Young</b>	<b>2005</b>
<b>Geotech Engineering &amp; Testing</b>	<b>David Eastwood, P.E.</b>	<b>1988</b>
<b>Granit Builders</b>	<b>Marvin Granit</b>	<b>2002</b>
Great Southern Wood Preserving	Preston Warren	2015
Green Tree Transport & Demolition	Teddy Lara	2014
Greeneco Builders, L.L.C.	George Kopecky	2012
<b>Greymark Construction Company</b>	<b>Leslie King, GMB, CGR, CAPS</b>	<b>1996</b>
Hann Builders	Stephen Hann, CGR, GMB, GMR, CGP	2012
Hillwood	Russell Bynum	2016
Houston Association of Realtors- Everest Realty	Shijimon Jacob	2016
<b>Houston Carpet Service</b>	<b>Mike Frank</b>	<b>1975</b>
Houston North Air Conditioning Inc	Acie Dickerson	2015
Image Electric	Larry Boykin	2014
<b>J. A. Drake Companies Inc</b>	<b>James Drake</b>	<b>2004</b>
<b>J. L. Bass Building, Inc.</b>	<b>John Bass</b>	<b>1997</b>

COMPANY	NAME	JOIN DATE
<b>JRG Builder &amp; Remodelers</b>	<b>Gonzalo Garcia, CGR, GMB, CAPS, CGP, GMR</b>	<b>2004</b>
<b>Joe Ochoa Roofs &amp; Even More</b>	<b>Joe Ochoa</b>	<b>1995</b>
<b>Jonathon Custom Estate Homes</b>	<b>Jonathon Casada, GMB, CAPS</b>	<b>1990</b>
<b>Keystone Homes</b>	<b>Carol Gradziel, GMB, CGP</b>	<b>1990</b>
<b>Kraftsman Commercial Playground &amp; Water Park Equipment</b>	<b>Mark Soderberg</b>	<b>2004</b>
Kuehn Custom Homes, LC	Weston Kuehn	2010
<b>Kurtin Fine Homes, Kurtin Real Estate &amp; Development Inc.</b>	<b>Tim Kurtin</b>	<b>1998</b>
LBDHouse GmbH	Paul Benz	2016
LMR Builders, LLC	Larry Robinson	2012
LP Building Products	John Doggett	2013
<b>Leigh Custom Homes</b>	<b>William Leigh, GMB</b>	<b>2007</b>
<b>Links and Land Valuations</b>	<b>John Taylor</b>	<b>2004</b>
Lipka Home Builders	Timothy Lipka	2011
Long Horn Maintenance	Ben Franklin	2014
<b>Materials Marketing Corporation</b>	<b>Edward Gonzales</b>	<b>1995</b>
<b>Matt Powers Custom Homes and Renovations</b>	<b>Matt Powers</b>	<b>2004</b>
Mission Custom Builders, LLC	Jason Penberthy	2013
Pape-Dawson Engineers, Inc.	Robert Preiss	2014
Parkside Capital	Brett Walker	2016
Perfect Image Signs & Graphics	Mike Connell	2012
<b>Perry Homes</b>	<b>Michael Brisch</b>	<b>1968</b>
Pierce Built Construction, LLC	Robert Pierce	2014
Planned Community Management Inc. (PCMI)	Myla Moon	2013
Power Plumbing, Inc.	James Power	2010
Power Plus	W Mark Kehrer	2015
<b>Premier Remodeling &amp; Construction, L.P.</b>	<b>Rob Hellyer, CGR, GMB, CAPS</b>	<b>2003</b>
<b>RG Miller Engineering, Inc.</b>	<b>Jack Miller</b>	<b>1990</b>
Radley Staffing	Drew Curtis	2016
Refined Custom Builders, LLC.	Bryan Upton, CGB, GMB	2014
Roberts Markel Weinberg Butler Hailey PC	Himesh Gandhi	2015
Rock Materials	Jamey Joseph	2011
Royal Homes, a Royal Residential Company	Matthew Reibenstein	2011
<b>Ryko Development, Inc.</b>	<b>Lisa Clark</b>	<b>1997</b>
Silvan Homes, Inc.	Jan Friedli	2012
Southern Front Doors	Jesse Salinas	2009
Southwest Homes of Houston	Jeff Wyatt	2011
<b>Stephens-Tingley &amp; Associates</b>	<b>Carl Stephens</b>	<b>1993</b>
<b>Sugar Creek, Ltd.</b>	<b>Amanda Wick</b>	<b>2004</b>
T.P.I.S. Industrial Services, LLC	Cliff Smith	2015
Texas Custom Granite Company	Billy Waters	2012
Texas Dow Employees Credit Union	Doug Surratt	2012
<b>Texas Pools, Inc.</b>	<b>Paul Oman</b>	<b>2003</b>
The Bath & Kitchen Showplace / Moore Supply Co.	Brian Hanley	2015
The Pinnell Group	Daniel Pinnell	2009
Therma-Tru Doors & Fypon	Kyle Marik	2012
Tilson Home Corporation	Adam Aschmann	2011
<b>Trend Homes, Inc.</b>	<b>Joe Larrow</b>	<b>1985</b>
<b>Tuscany Builders Custom Homes LLC</b>	<b>Robert Todd</b>	<b>2006</b>
<b>VanMor Properties Inc</b>	<b>Susan Vandagriff</b>	<b>2004</b>
Veronica Mullenix Real Estate Group	Veronica Mullenix	2008
<b>Waters and Associates, Inc.</b>	<b>Louis A. Waters, Jr.</b>	<b>1994</b>
<b>Weatherization Partners Ltd</b>	<b>Donald Blevins</b>	<b>2007</b>
Wells Custom Homes, Inc.	Brian Wells	2013
<b>Whitestone Builders Inc.</b>	<b>David Gordon</b>	<b>2006</b>
<b>Windham Builders</b>	<b>L. Windham</b>	<b>1998</b>
Woodfin Contractors, Inc.	Michael Woodfin	2011
<b>Woodforest National Bank</b>	<b>Kendall Walker</b>	<b>2003</b>



# TEAMS!

## SIGN UP TO PLAY NOW!

### TEAMS OR INDIVIDUALS

Team of (4): \$520

Individual  
Players: \$130

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 **ASSOCIATE COUNCIL**  
GREATER HOUSTON BUILDERS ASSOCIATION

# Luau on the Links



**GREATER HOUSTON  
BUILDERS ASSOCIATION**

**Thurs., Mar. 30, 2017**

**Quail Valley Golf Course**

**9:00 am Shotgun Start**

**RESERVE YOUR SPONSORSHIP NOW!**

**PLEASE RESPOND NO LATER THAN FRIDAY, MARCH 24, 2017.**

I would like to play as a ☐ **TEAM** (4 Players) for \$520

☐ I would like to play as an **INDIVIDUAL PLAYER** for \$130

**MEMBERS:** \_\_\_\_\_ Handicap  / \_\_\_\_\_ Handicap

(PRINT TEAM MEMBERS CLEARLY)

(INDIVIDUAL: YOUR NAME CLEARLY) \_\_\_\_\_ Handicap  / \_\_\_\_\_ Handicap

### PAYMENT INFORMATION

YOUR NAME: \_\_\_\_\_ Company Name: \_\_\_\_\_

PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

☐ Check Enclosed

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

Card # \_\_\_\_\_ Exp: \_\_\_\_\_

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

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

FAX FORM WITH PAYMENT TO (281) 970-8971 FOR MORE INFORMATION CONTACT PEGGY MEANS AT (281) 664-1431 or pmeans@ghba.org

## GOLD



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**LEGENDS**  
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## SILVER



Builders Post-Tension

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### ASSOCIATE COUNCIL INFO AND SPONSORSHIPS:

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



2017 Associate Council Chair

**MEGAN STARNES**

Allpoints Services



**ASSOCIATE COUNCIL**

## Getting Lucky

It is hard to believe that the first quarter in 2017 is almost over! February saw its share of fun for the Associate Council and we had two very successful events. Our monthly luncheon gave us an opportunity to learn more about GHBA President Bo Butler, and he was joined by Past President Will Holder. The two shared personal stories as well as market insight and their thoughts on what's in store for our association and industry in the years to come. A big thank you to Bo and Will for their participation!

The 2017 Associate Council Chili Cookoff was yet again a big hit! A big thanks to Beth Holman and Greg Madrey for co-chairing the event. We enjoyed a cool, sunny(ish) day with a lot of spice, laughs, and fun! Thank you to all of the associates who bought a booth or who volunteered that day. We appreciated all of our builder judges and could not have done the event without them. Congrats to all of the winners and a special thanks to Rocky Flores for being our emcee and presenting the awards, and to Beth Holman for hosting the event.

An exciting March Associate Council Luncheon is planned, with the theme playing off of St. Patrick's Day: "Getting Lucky!" The associates will host industry leading purchasing managers, and we look forward to hearing how we can earn or keep their business in this dynamic market. Register online now to join us on March 2 for this great luncheon. While I do love the idea of "dumb luck," I truly believe Roman philosopher, Seneca's saying that, "Luck is what happens when preparation meets opportunity." Let us all diligently prepare this month to be as lucky as we can in our business endeavors.

Speaking of luck, come try yours at the 2017 Spring Golf Tournament on March 30. I need all of the luck I can get when I swing a golf club (and so do the innocent bystanders around me!). We hope to have another sold out event, but it's not too late to reserve your foursome today. This event continues to be a huge success for the Associate Council, and we'd love your continued support and participation. Builders, associates, and developers all come out and

enjoy a few beverages on the links for a day. Last year we were able to fill both courses at Quail Valley and we'd love to be able to do that again. If you have any questions don't hesitate to reach out to Peggy Means at the GHBA, or our golf chair, Jeremy Elmer.

Remember: The harder you work, the luckier you'll get. Getting involved and working hard for your GHBA will pay you back in loads of luck, I can promise you that. The more you give, the more you'll get! Just hanging around our great committee members makes me feel lucky because they're a truly special group of people that I'm blessed to know. If you'd like to get more involved with our committee please reach out to one of our council members or Peggy Means—we're happy to help and can definitely find a place for you. Cheers to a great March and we'll see you on the links!

### COMING UP:

#### ASSOCIATE COUNCIL MONTHLY LUNCHEON

##### Thursday, March 2

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

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

**TOPIC: "Getting Lucky" featuring  
Lead Purchasing Managers**

#### SPONSORED BY:



#### SPRING GOLF TOURNAMENT

##### Thursday, March 30

9 a.m. Shotgun Start  
Quail Valley Golf Course

**Solo Golfer:** \$130

**Team of 4:** \$520

*Sponsorships available now! Contact Peggy at  
281.664.1431 or pmeans@ghba.org*





2017 Bay Area Division Chair

**PATRICK MAYHAN**

Westin Homes



**SILVER**



## BAY AREA BUILDERS ASSOCIATION BOARD

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## BAY AREA BUILDERS ASSN INFO AND SPONSORSHIPS:

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

## Tariffs and O Canada!

As many of us in the homebuilding industry have recently heard, we are about to see a major price increase on home construction materials and products imported through Canada. The largest area of concern is lumber.

Roughly 35 percent of all lumber used in the United States originates from Canada. And in the southern part of the country, where we live and operate, that percentage is even higher proportionately because of all the yellow pine lumber used.

Until now, all lumber products from Canada have been imported into the U.S. tax/duty free, thereby giving the Canadian lumber a cost advantage against the domestic lumber originating in the U.S. That is all about to change.

Currently, there is an international trade dispute happening between the U.S. and Canada over these materials crossing the border into the U.S. There is no actual tariff in place YET, but all the entities that this affects feel certain the trade dispute talks will end and a tariff will be in place sometime between April and June of this year. Worst case scenario, those prices could go up more than 30 percent! And here is an additional kicker: the Canadian lumber suppliers will then have the right to go back 90 days to collect taxes/duties retroactively.

So what does that mean for the local lumber suppliers and distributors we builders deal with directly? It means that starting this month (March), prices on all dimensional lumber (2x4, 2x6, 2x8, utility, etc.) will likely rise 10 to 15 percent over February rates. This will be a reaction by the domestic lumber suppliers in anticipation of the future tariff and the potential "worst case scenario."

At that point everyone will be in a holding pattern during March to see the results of the trade dispute negotiation. Will it be a 30+ percent increase? Or will it be 20 percent? Or hopefully no higher than 15 percent? Will there be another major lumber price increase for April? No one knows for sure. But what we do know is that lumber costs will see a definite

spike, which always affects our bottom line.

Please plan to attend BABA's next luncheon and speaking engagement. The division meets on the first Tuesday of every month. Check the schedule at [www.ghba.org/calendar](http://www.ghba.org/calendar) to reserve your space. See you there!

### COMING UP:

## BAY AREA BUILDERS ASSOCIATION MONTHLY LUNCHEON

**Thursday, March 7**

11:30 a.m. at La Brisa Mexican Grill  
League City, TX 77573

**Cost:** \$20 early; \$30 after March 3

### SPONSORED BY:



**Bonded Builders**  
WARRANTY GROUP

### TABLETOPS:



## BAY AREA BUILDERS ASSOCIATION MONTHLY LUNCHEON

**Thursday, April 4**

11:30 a.m. at La Brisa Mexican Grill  
League City, TX 77573

**Cost:** \$20 early; \$30 after March 31

### SPONSORED BY:



### TABLETOPS:



## BAY AREA FISHING TOURNAMENT & CRAWFISH BOIL

**Friday, May 19**

7 a.m. to 6 p.m. at Floyd's On The Water, 1301 Harbor  
Walk Blvd in Hitchcock

**Followed by a Washer Tournament  
benefiting Operation Finally Home!**

**PLATINUM**



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2017 Custom Builders Council Chair

**DAVID GORDON, CGP**

Whitestone Builders

## The Good News and the Bad News...

At the Custom Builders Council's February luncheon, Thom Black of BMC spoke to a packed room, sharing the 'good news and the bad news' on commodity sourcing.

Good news: Housing starts in 2016 rose 4.9 percent to \$1.16 Million!

Bad news: Lumber, OSB, gypsum, shingle and moulding products, James Hardie and LP SmartSide are all seeing significant price increases.

One year ago, Thom stated that lumber was sideways compared to housing, only up 4 percent compared to 2015 production. The largest gains were in low-grade lumber and studs. Most of the increased production was coming from Canada due to increased U.S. consumption, decreased Chinese consumption and a favorable U.S. dollar.

By comparison, the first quarter of 2017 has shown significant price increases! Over the last few weeks, prices have risen nearly 30 percent and may continue to climb. Thom urged the builders in the room to contact their suppliers to reserve product for future projects.

CBC's March meeting will be another highly attended educational event. Our favorite attorney team will update the builders on new legislative changes that impact the TAB contracts.

The Custom Builders Council also announced its upcoming charity day at Casa de Esperanza. Save the date for April 8. We will concentrate our efforts on the exterior of the community, doing spring planting, cleaning gutters, repairing downspouts and more! If you are interested in participating or donating to the project, please contact Donna Buenik at [dbuenik@ghba.org](mailto:dbuenik@ghba.org).

Participation is vital to accomplishing the Council's mission, and getting involved offers great opportunities both personally and professionally. We hope you see you at CBC's upcoming 2017 meetings and events. Visit [ghba.org/calendar](http://ghba.org/calendar) for the full schedule.



▲ PHOTO: Thom Black with BMC shares his annual Commodity Briefing with the Custom Builders Council.

### COMING UP:

#### CUSTOM BUILDERS / REMODELERS COUNCIL JOINT MONTHLY LUNCHEON

**Tuesday, March 21**

11:30 a.m. at Lakeside Country Club  
100 Wilcrest, Houston 77042

**Topic: "Contract Discussion" featuring James Rudnicki, Bush|Rudnicki|Shelton; Ian Faria, Bradley Law Firm; and Stephen Paxson, Paxson & Associates**

#### SPONSORED BY:



#### TABLETOPS:



#### CBC CHARITY WORK DAY

**Saturday, April 8 at Casa de Esperanza**

To volunteer or donate, contact Donna Buenik at [dbuenik@ghba.org](mailto:dbuenik@ghba.org); 281-664-1429

#### CUSTOM BUILDERS COUNCIL INFO AND SPONSORSHIPS:

Contact Donna Buenik  
(281) 664-1429  
[dbuenik@ghba.org](mailto:dbuenik@ghba.org)



# 2017 Star Awards

Online entry opens: January 19 | Online entry closes: March 20 | Early Bird Deadline: March 6



Don't miss this opportunity to honor your projects, your staff and your profession. The 2017 Star Awards includes more than 100 categories, including **30 new categories** (below).

## **New Associate Categories**

**INDIVIDUAL ACHIEVEMENT**  
Associate/Trade Partner of the Year

## **GENERAL CATEGORIES FOR ALL MEMBER TYPES**

Associate – Custom Builder – Volume Builder – Remodeler – Developer  
Pool scape individual residence  
Pool scape for a community  
Landscape Design  
Billboard

## **ASSOCIATE CATEGORIES**

Social Media Marketing Program  
Promotional Video

## **New Builder Categories**

**INDIVIDUAL ACHIEVEMENT**  
On-site Sales Person of the Year

## **GENERAL CATEGORIES FOR ALL MEMBER TYPES**

Associate – Custom Builder – Volume Builder – Remodeler – Developer  
Pool scape individual residence  
Pool scape for a community  
Landscape Design  
Billboard

## **CUSTOM BUILDER CATEGORIES**

Architectural Design for attached home  
Overall Interior Design for attached home  
Overall Tiny House  
2016 Parade of Homes™ Winner  
Social Media Marketing Program  
Promotional Video

## **MULTIFAMILY CATEGORIES**

Overall Interior Design of a Model Unit  
Overall Interior Design for Community space  
Multifamily Complex  
Mixed-Use Community  
Multifamily Community Site Plan

## **REMODELER CATEGORIES**

Whole House Renovation Attached Home  
Historic Renovation  
Historically Sensitive Renovation  
Social Media Marketing Program  
Promotional Video

## **VOLUME BUILDER CATEGORIES**

Social Media Marketing Program  
Promotional Video

## **DEVELOPER CATEGORIES**

Community Club House  
Community Amenities  
Grand Award - Developer of the Year  
Social Media Marketing Program  
Promotional Video

Questions can be directed to  
Sloan@TexasBuilders.org or (512) 476-6346.  
Enter Online: **TABStarAwards.com**

**SPONSORS:** Expressions Home Gallery-A Morrison Supply Company,  
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Safety Group, TopBuild Home Services.  
*as of January 10, 2017*



## Special Houzz Benefits for NAHB Members

Are you getting the most out of Houzz? With our new NAHB strategic alliance you should be!

35 million people use Houzz every month to build and remodel their homes, making Houzz the place to be to showcase your work, build your brand, and reach new clients.

NAHB Member Benefits Include:

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- Special pricing on local advertising to reach homeowners in your area that are looking for your services
- Up to 10% off Houzz Shop products

→ Learn More at: [houzz.com/NAHBmembers](http://houzz.com/NAHBmembers)



## PLATINUM



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## GOLD



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WARRANTY GROUP

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### MONTGOMERY COUNTY INFO AND SPONSORSHIPS:

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



2017 Montgomery County Division Chair

**MATTHEW REIBENSTEIN**

Royal Residential

# Everything is Bigger... In Montgomery County!

**S**taying true to our roots as the birthplace of the Texas flag, Montgomery County is proving why the rest of the nation repeats the old saying that “Everything is bigger in Texas.” If you haven’t taken a drive north of Spring in a while, you may be shocked the next time you head that direction.

According to some reports, Montgomery County is ranked among the Top 10 fastest growing counties in the United States. It has been reported that Conroe ranked as the 13th fastest growing city in the U.S. in 2015. There is no doubt that Texas is growing rapidly and many new people are relocating here every day, but it seems that many of them are specifically choosing Montgomery County as their new stomping grounds—for good reason, nonetheless!

Starting just a couple of short years ago, The Woodlands became home to the largest construction project in the country—ExxonMobil’s new headquarters. During this construction, it seemed nearly overnight that a little road called “The Grand Parkway” opened its concreted sections to thousands of daily commuters.

News of The Woodlands proper being sold out was really no big surprise to anyone, but for developers it meant opportunities to expand in all directions where there was land. North, east, west—it really didn’t seem to matter as neighborhood after neighborhood started popping up and seemingly sold very well.

With all of these new residents, it didn’t take long for commercial construction to follow suit. The restaurant industry has always done well in Montgomery County, but now we have more choices than ever. We already had Memorial and St. Luke’s Hospitals, but

now we look like the next Medical Center with two brand new hospitals opening later in 2017—Methodist and Texas Children’s. We have countless number of schools under construction and many more that are slated to be voted on this year.

Driving around this county, you may even find a few new roads or maybe some you won’t even recognize due to expansion if you haven’t been here in a while. In short, you would not believe all of the construction right now, from baseball fields to churches to airports.

At the January MCBDD luncheon, we received updates on what is to come from *Community Impact Newspaper*, Conroe Economic Development Corporation and County Judge Craig Doyal. From everything we heard, we only **THOUGHT** we were busy before as it appears there are a number of large scale developments and commercial projects either starting soon or coming online in the next year or so. We all know access and roads are important, so it was great to hear that TXDOT and the commissioners are all on similar pages with creating ways to get in and out.

This is an exciting time to work and live in Montgomery County, and if you haven’t been here in a while, maybe you should give it a try. If you are looking to expand your business, maybe this is an opportunity and a market you can tap into?

If you need more information or want to see if Montgomery County is right for your business, come join us for our next monthly luncheon on March 22 at the Black Walnut Cafe in The Woodlands, or at one of our fun events coming up this year. We look forward to helping you, your business, and Montgomery County continue to grow!



## COMING UP:

### MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

**Wednesday, March 22 at 11:30 a.m.**  
Black Walnut Cafe, 9000 New Trails Dr,  
The Woodlands, TX 77381

#### Topic: Lender Panel

**Cost:** \$40 earlybird; \$50 after Mar. 15

**SPONSORED BY:** **FERGUSON**  
Bath, Kitchen & Lighting Gallery

#### TABLETOPS:



### MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

**Wednesday, April 26 at 11:30 a.m.**  
Black Walnut Cafe, 9000 New Trails Dr,  
The Woodlands, TX 77381

**Cost:** \$40 earlybird; \$50 after Apr. 19

**SPONSORED BY:**



Builders Post-Tension

#### TABLETOPS:



### MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

**Wednesday, May 24 at 11:30 a.m.**  
Black Walnut Cafe, 9000 New Trails Dr,  
The Woodlands, TX 77381

**Cost:** \$40 earlybird; \$50 after May 17

**Topic:** Featuring award-winning interior designer Kathy Anderson, owner of Eklektik Interiors. Kathy will guide you on what's new and the "must haves" in the world of design.

**SPONSORED BY:**



#### TABLETOPS:



# 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](http://www.ghba.org/sponsorships).

## 2017 GRAND (\$10,000+)

ACES Builders Warranty  
Acme Brick  
BMC  
Bonded Builders Warranty  
Builders Post-Tension  
DataSmart/Duncan Security  
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Environments for Living, Topbuild Home Services  
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Sherwin-Williams Paint Co.  
The Stevenson Group/OneDigital  
StrucSure Home Warranty  
Suncoast Post-Tension

## 2017 PREMIER (\$5,000+)

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Cherry Creek Mortgage  
Compliance Resources  
ConnectOne Security  
DPIS Engineering  
Fox Energy Specialists  
Hotchkiss Insurance Agency  
Huber Engineered Woods  
Ironwood Connection  
Legends Stone  
Morrison Supply  
Perfection Supply  
Roy O. Martin Lumber Co.  
Venetian Stairs/Indital USA  
Wells Fargo Home Mortgage



**Join the 2017 SAM list!**  
Call Donna at (281) 664-1429 to find out more.

## PLATINUM



## DIAMOND



## GOLD



## SILVER



2017 Remodelers Council President

**KEVIN VICK, CAPS, CGP, CGR**

Vick Construction & Remodeling Inc.



The Remodelers Council met for its monthly luncheon on Tuesday, February 14—Valentine's Day—when Dave Yelovich, one of our local builders and OSHA Outreach Trainer, addressed some of the safety challenges remodelers face on the job. It was an informative presentation, and those in attendance gained a better understanding of how to create a safe and effective workplace.

The Texas Home and Garden Show was held on February 17-19. The show continued to connect home and garden professionals and consumers, and the Council was pleased to be a part of this informative weekend. Thank you to all who volunteered to work the RMC booth, you made the weekend a success.

## On the Agenda

March brings two more exciting events for the Remodelers Council. Our joint luncheon with the Custom Builders Council will be held on March 21, at Lakeside Country Club. If you didn't attend the Contract Seminar at the Product Expo in October, and still need contract access, now is your chance to get a complete overview of the 2015-2017 TAB Contracts. The lunch will feature James Rudnicki of Bush | Rudnicki | Shelton, Ian Faria of Bradley Law Firm, and Stephen Paxson of Paxson & Associates.

The Council will also host its Annual Remodelers Speed Selling event at Karbach Brewery on March 28. The event will pair remodelers and associate members, with associates receiving one-on-one time with each remodeler. Booths are limited to RMC members only and the event is categorically exclusive, so sign up today!

## 2016 Remodeler of the Year

A special congratulation goes to Stephen McNiel of Creative Property Restoration for being named 2016's Remodeler of the Year. Stephen served as RMC board president in 2016 and continues to be an active member of the Remodelers Council. Congratulations, Stephen!

## COMING UP:

### REMODELERS / CUSTOM BUILDERS COUNCIL JOINT MONTHLY LUNCHEON

Tuesday, March 21

11:30 a.m. at Lakeside Country Club,  
100 Wilcrest, Houston, TX 77042

TOPIC: "Contract Discussion" featuring James Rudnicki, Bush|Rudnicki|Shelton; Ian Faria, Bradley Law Firm; and Stephen Paxson, Paxson & Associates

*Need contract access? Did you miss the EXPO in October? This is your chance to renew and gain access to the 2015-2017 TAB contracts.*

### SPONSORED BY:



### TABLETOPS:



### REMODELERS COUNCIL MONTHLY LUNCHEON

Tuesday, April 11

11:30 a.m. at Lakeside Country Club,  
100 Wilcrest, Houston, TX 77042

SPONSORED BY: **FERGUSON**  
Bath, Kitchen & Lighting Gallery

### TABLETOPS:



### REMODELERS COUNCIL CHARITY WORK DAY

Saturday, April 29, 8 a.m. to 4 p.m.

*In 2017, the GHBA Remodelers will continue the legacy of giving back to our community through the Annual Charity Project Work Day. This is our small way to give back to those in need by doing what we do best — REMODELING!*

*Save the date; details coming soon.*

## REMODELERS COUNCIL INFO AND SPONSORSHIPS:

Contact Alisa Merritt  
(281) 664-1433  
amerritt@ghba.org



# REMODELER SPEED SELLING

selling... at the speed of business!

PRESENTING SPONSOR:



COCKTAIL SPONSOR:



**TUESDAY, MARCH 28**

2:30PM TO 5:00PM

**KARBACH BREWERY**

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.

RMC 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 Alisa Merritt at (281) 664-1433  
or email [amerritt@ghba.org](mailto:amerritt@ghba.org)

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

**REMODELERS**  
C O U N C I L

## PLATINUM



Open the Possibilities™



## GOLD



## SILVER



2017 Sales & Marketing Council President

**MIKE BLALOCK**

WEB Media Group LLC

## Always Be Closing

On Wednesday, February 15, the Sales & Marketing Council family came together to celebrate the best and brightest salespeople, sales managers and REALTORS in our industry at the Annual Million Dollar Circle Awards. Great times were had by all, and many proud and loud cheers went up as the individual names were called and recognized. Collectively, those sales came close to totaling \$4 BILLION, making the Houston market one to be reckoned with and much envied by our peers around the country. (See the full list of honorees on page 24.)

Were you honored at this event? If not, please join us next time we host an SMC Top Producers networking event on May 9. What better way to be in great company as you learn from and share your experiences and triumphs with the best. You will be inspired seeing those incredible sales numbers being recorded and also have an epic time with friends and co-workers!

As the largest Sales and Marketing Council in the nation (yes, that is correct!), we offer so many ways to further your career: education, networking, competition and more. And usually your sales manager will buy the drinks (when you've hit your goals, of course).

We have some cool and fun events coming up soon, kicking off with the Houston's Best PRISM "Call for Entries" on March 1, followed by a "How to Enter PRISM" seminar on March 8 at the GHBA office.

Gather up your teammates and fans and join SMC at the Battle of the Builders networking event on April 13 at Joystix Classic Games & Pinball Gallery in downtown Houston. Builder and REALTOR teams will compete at various game stations to see who will walk away with the coveted championship belt and bragging rights for the next year. Our reigning champs MHI – Coventry & Plantation Homes are already gearing up to take on all comers.

The Houston Astros have been picked to win the division this upcoming season and they want us all there to cheer them on to victory on Friday, July 14 as they take on the Minnesota Twins. This is the only GHBA family friendly event, so bring out the kiddos, your colleagues

and come have a great time at the ballpark!

The GHBA's marquee event of the year is the Houston's Best PRISM Awards Gala which will be held at the new Marriott Marquis Hotel in downtown Houston on Saturday, October 7. This year's theme, "A Night in Monte Carlo," will blow you away, so be sure you are entered in PRISM and be prepared to come out and enjoy a gloriously elegant evening.

For all these wonderful events, there are great sponsorships opportunities still available. Contact Mel Audain at [maudain@ghba.org](mailto:maudain@ghba.org) or 281-664-1428 for more details!

As the character made famous by Alex Baldwin says in Glengarry Glen Ross, "Always be closing!"

### COMING UP:

#### HOUSTON'S BEST PRISM AWARDS 'CALL FOR ENTRIES'

**March 1 to April 19**

**(Enter by the earlybird deadline of March 24 and save!)**

Submit your entries at [ghbaprismawards.com](http://ghbaprismawards.com)

#### FREE FORUM: "HOW TO ENTER" THE HOUSTON'S BEST PRISM AWARDS

**Wednesday, March 8 from 1:30 to 3:30 p.m.**

**GHBA Education Center, 9511 W Sam Houston Pkwy N, Houston 77064**

Tips and tricks for navigating the entry website and making the best impression on the judges!

#### SMC BATTLE OF THE BUILDERS

**Thursday, April 13, 4 p.m. to 8 p.m.**

**Joystix Classic Games & Pinball Gallery, 1820 Franklin St., Houston 77002**

**Cost: \$500 for an 8-player team**

**Sponsorships available now!**

#### TEXAS BASH

**Friday, July 14, 6 p.m. to 10 p.m.**

**Minute Maid Park**

**Houston Astros vs. Minnesota Twins**

### SALES & MARKETING COUNCIL INFO AND SPONSORSHIPS:

Contact Mel Audain  
(281) 664-1428  
[maudain@ghba.org](mailto:maudain@ghba.org)



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OUR MEMBERS SEE THE VALUE  
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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!

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ASSOCIATES MAKE UP TWO-THIRDS OF THE  
GHBA MEMBERSHIP AND THROUGH THEIR EXTRA  
SPONSORSHIP COMMITMENTS, THEY FINANCE A  
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## 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  
Staff 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  
HomeAid Assistant Director of Operations & Events  
Paige Shugart - (281) 664-1438  
pshugart@homeaidhouston.org



## March 2017

### MEETINGS AND EVENTS

#### Thursday, March 2

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, Member Orientation & Networking with the 2017 Board

#### Tuesday, March 7

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

#### Wednesday, March 8

1:30 p.m. to 3 p.m. - FREE FORUM: "How to Submit your Houston's Best PRISM Award Entries"

#### Tuesday, March 21

11:30 a.m. - Remodelers and Custom Builders Council Joint Luncheon, "Contract Discussion," at Lakeside Country Club, 100 Wilcrest, 77042

#### Wednesday, March 22

11:30 a.m. - Montgomery County Builders & Developers Division Luncheon, at Black Walnut Cafe, 9000 New Trails Dr, The Woodlands, 77381

#### Tuesday, March 28

2 p.m. to 5 p.m. - Remodelers Council Speed Selling Event, at KARBACH Brewing Company

#### Thursday, March 30

9 a.m. to 5 p.m. - GHBA Spring Golf Tournament, at Quail Valley Golf Course

### EDUCATION

#### Thursday, March 9

9 a.m. to 5 p.m. - NAHB Course: Introduction to Project Management

#### Wednesday, March 15

9 a.m. to 11 a.m. - Tailored Communication for Success (Sticks & Bricks of Sales and Marketing Series)

#### Tuesday, March 21

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

#### Wednesday, March 22 and Wednesday, March 29

12 noon to 6 p.m. - OSHA 10-Hour Safety Certification Course (2-day course)

#### Tuesday, March 28

9 a.m. to 5 p.m. - NAHB Course: Financial Management

## April 2017

### MEETINGS AND EVENTS

#### Tuesday, April 4

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

#### Thursday, April 6

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

#### Tuesday, April 11

11:30 a.m. - Remodelers Council Luncheon, at Lakeside Country Club, 100 Wilcrest, 77042

#### Thursday, April 13

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

#### Thursday, April 20

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

#### Wednesday, April 26

11:30 a.m. - Montgomery County Builders & Developers Luncheon, at Black Walnut Cafe, 9000 New Trails Dr, The Woodlands, 77381

#### Saturday, April 29

8 a.m. to 4 p.m. - Remodelers Council Charity Work Day

### EDUCATION

#### Tuesday, April 18

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

#### Tuesday, April 25

9 a.m. to 5 p.m. - NAHB Course: CAPS I Marketing & Communication Strategies for Aging & Accessibility

#### Wednesday, April 26

9 a.m. to 5 p.m. - NAHB Course: CAPS II Design Build Solutions for Aging & Accessibility

#### Thursday, April 27

9 a.m. to 5 p.m. - NAHB Course: Business Management for the Building Professional

## May 2017

### MEETINGS AND EVENTS

#### Tuesday, May 2

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

#### Thursday, May 4

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

4 p.m. - GHBA Board Meeting

#### Tuesday, May 16

11:30 a.m. - Remodelers Council Luncheon, at Lakeside Country Club, 100 Wilcrest, Houston 77042

#### Thursday, May 18

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

#### Friday, May 19

7 a.m. to 6 p.m. - Bay Area Fishing Tournament & Crawfish Boil, at Floyd's on the Water, 1301 Harbor Walk Blvd., Hitchcock

#### Tuesday, May 23

11 a.m. to 1 p.m. - GHBA Mid-Year Forecast Luncheon, featuring Dr. Mark Dotzour

#### Wednesday, May 24

11:30 a.m. - Montgomery County Builders & Developers Luncheon, at Black Walnut Cafe, 9000 New Trails Dr, The Woodlands, 77381

### EDUCATION

#### Tuesday, May 16

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

\*Dates subject to change.

Unless otherwise noted, all meetings held at the GHBA offices, located at:

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**For tickets, visit:**

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