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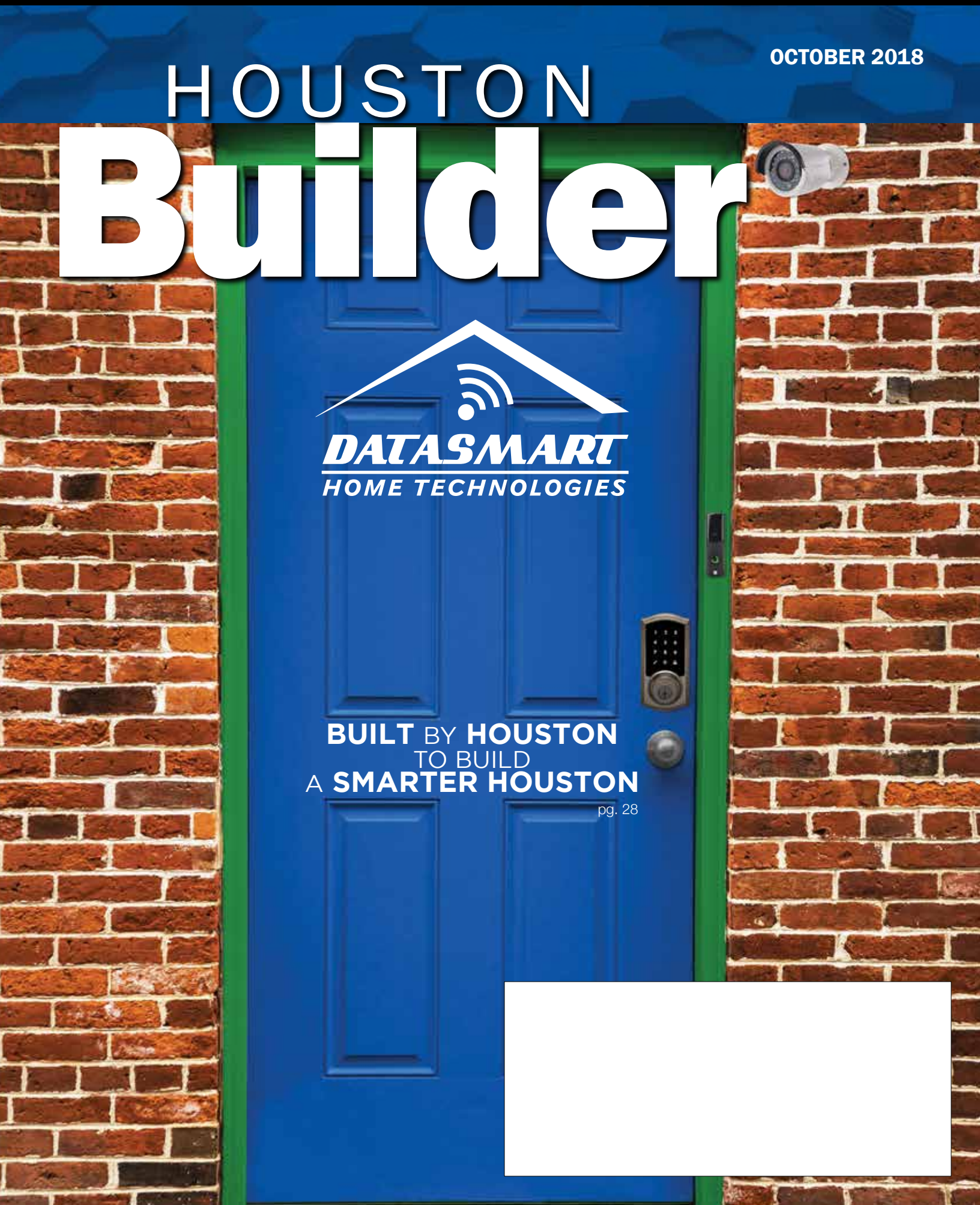
OCTOBER 2018

HOUSTON Builder



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pg. 28

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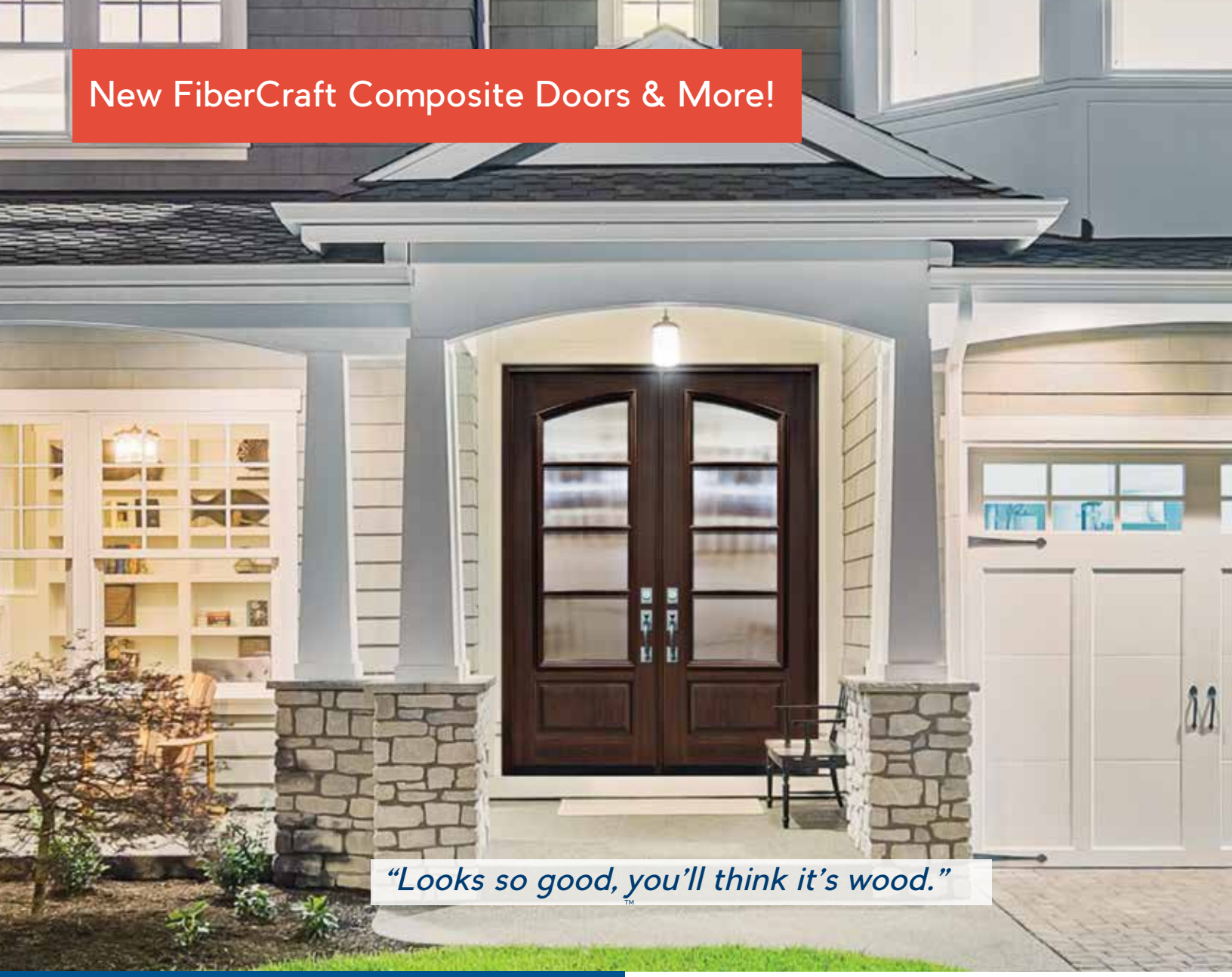

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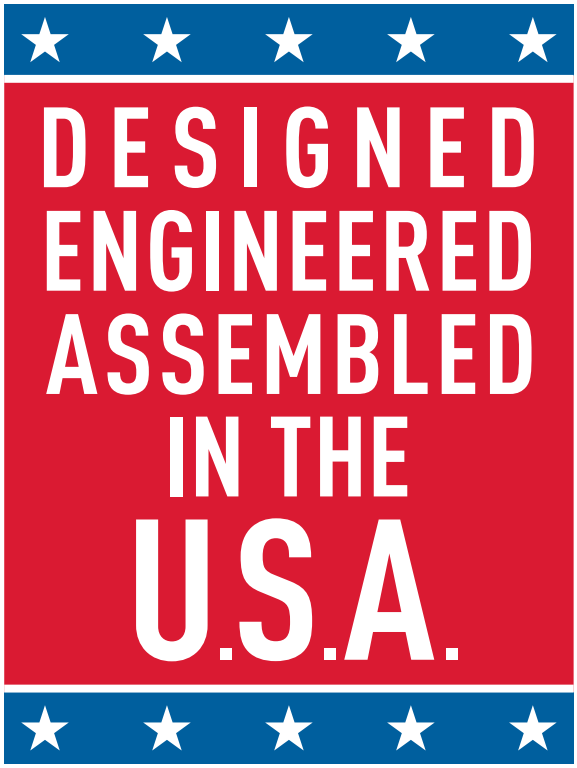

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GHBA Members Changing Lives Through Charitable Giving

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

I recently read that America has been named the most generous nation in the world. Our citizens give the most to charity, according to the Charities Aid Foundation (CAF), with New Zealand and Canada right behind us. So it may not be difficult to understand why Americans gave a record $410.02 billion to charity in 2017, especially when you consider a surging stock market and an increase in historic natural disasters that are making headline news.

These facts make me proud to be an American. I am also proud to be a GHBA member, where charity has been a foundation of our association since 1941, the first year we were chartered. You don't have to look too hard to find evidence of the giving nature of our members both to charity and to our community.

Our 38-year-old charity, the Benefit Homes Project (BHP), is one of the first GHBA charities to become a game-changer in raising funds for a variety of different organizations throughout its history. The impact the BHP has had over time is staggering when you understand the mission of each agency it benefits. The $10 million raised by the BHP has supported families struggling with Alzheimer's and been applied to children's cancer research.

Most recently, hundreds of thousands of dollars has been donated from the BHP to HomeAid Houston, GHBA's 501c3 charity, for building transitional shelters for Houston's homeless men, women, children and veterans. Because our members consistently contribute materials, labor and services, HomeAid Houston has become a hallmark organization within our community and across the nation.

The same goes for our charity, Operation FINALLY HOME (OFH). Our members are stepping up without hesitation to build mortgage-free homes for wounded, ill or injured service members and their families. If you haven't attended one of the OFH surprise groundbreakings or Welcome Home Ceremonies with the military families, I encourage you to do so. There is rarely a dry eye there.

Another prime example is the newest charity, and first of it's kind for GHBA—BuildAid Houston—an initiative of HomeAid and GHBA and initiated by David Weekley through the David Weekley Family Foundation just days after Hurricane Harvey swept through our area. A number of GHBA builder members are donating their construction personnel and experience to its cause, which is to restore flooded homes for folks of medium to low income who don't have the means to do so on their own. The goal is to help 250 homeowners over the next year.

GHBA has set a great example of an association using its core competency to improve our community. I can't remember a time when there has been more support, dedication and commitment by our members than the past seven or eight years. Several CBC and RMC members have partnered with HomeAid Houston on construction and remodeling projects. The Remodelers' Charity Garage Sale is becoming a legend in its own time; the general public and the GHBA staff, sponsors and our member volunteers spend an incredible amount of time making this fundraiser a huge success year after year.

The Associate Council's Frank Aranza Adopt-A-Family Program reflects the giving spirit of our members around the holidays as they invest time and money into making this a special event for families in need.

And there is another one close to my heart. It is the Associate Council Scholarship Fund that raises valuable contributions to ensure children of our members get a good start on their secondary education. These are awarded to students based on community services, financial need and grades, and funds come from our rapidly growing membership who share the same sense of giving back.

I know I haven't hit every GHBA sponsored charity or fundraiser in this article, but browse through your monthly Houston Builder Magazine or read your weekly online newsletter, and you'll see the names and the faces of your colleagues and friends who are changing lives. ■

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Waters of the U.S. Rule Implementation Halted in Texas

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

Recently, there has been much confusion over the implementation of the Environmental Protection Agency (EPA) and the U.S. Army Corps of Engineers (the Corps) joint Clean Water Act (CWA) "Waters of the U.S."(WOTUS) definition and rule.

As we have previously noted, the new rule would dramatically expand jurisdiction under the Clean Water Act and the ramifications of the rule would have been severely punitive on business—especially for the home building, land development, construction and transportation infrastructure sectors.

The U.S. Chamber of Commerce concluded that under the new rule, "virtually any business that owns or operates a facility or has property would be adversely affected, particularly if it has ditches, retention ponds for storm water runoff, fire/dust suppression ponds, or other surface impoundments on site."

On November 9, 2015, the GHBA, along with other local development stakeholders (TARGET), filed a Petition for Review with the Sixth Circuit in an effort to fight against this government overreach on property rights.

On February 22, 2016, the Sixth Circuit panel asserted jurisdiction over the appeal and issued a nationwide stay which delayed the implementation of the 2015 Rule. That stay, along with President Trump's executive order in February of last year instructing a full review of the "Waters of the U.S." regulation gave our industry some hope that this overreach would be mitigated.

In late January of this year, the Supreme Court ruled unanimously that the Sixth Circuit Court did not have jurisdiction to be the sole venue for the hearings related to the new WOTUS regulations passed under the Obama administration and instructed the Circuit Court to return the matter to the District Court level.

Shortly after that ruling, the EPA and the Army Corps adopted a new rule that would delay any implementation of the 2015 Rule until 2020.

On Aug. 16, 2018, the District Court for South Carolina ruled that the EPA had improperly added the 2020 implementation date to the 2015 rule. According to the NAHB, "the

Continued on next page >>>

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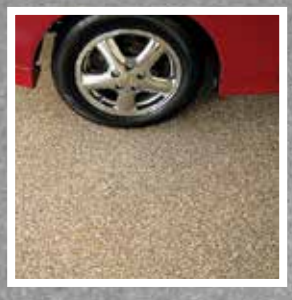

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>>> "Advocacy Report," continued from page 12

judge explained that the EPA had restricted the topics that the public could comment on when it proposed to add the applicability date. According to the court, this restriction denied the public a meaningful opportunity to comment on the applicability date rule. Thus, it nullified the applicability date rule nationwide."

What that meant was that 26 states could have immediately been regulated under the 2015 rule—including Texas. Although only time would have shed light on how the EPA and the Corps would have enforced the WOTUS rule, the uncertainty was cause for alarm.

Last month, however, Judge George Hanks Jr., of the U.S. District Court for the Southern District of Texas in Galveston, blocked implementation of the 2015 WOTUS rule in Texas, Louisiana and Mississippi.

Judge Hanks sided with Texas Attorney General Ken Paxton and the states of Louisiana and Mississippi who had requested the injunction.

"(The) district court ruling is a win for property owners in Texas, Louisiana and Mississippi, sparing them from the unlawful and impractical WOTUS rule that would allow EPA regulation of ponds, streams and puddles on private land," Paxton said. "By restoring principles of federalism to this area of law, the ruling is an even bigger win for the Constitution and the fundamental liberties it protects."

This ruling is only applicable for Texas, Louisiana and Mississippi, meaning that 23 other states could be regulated under the WOTUS rule. There is another injunction request filed in Ohio that is pending.

While we have some relief here in Texas, this issue is not over. As the Trump administration and the EPA work to repeal and replace WOTUS with a new regulation, we will continue to monitor the situation and determine whether we will pursue further legal action.

Important Election on November 6

As we slowly transition from summer to fall, it is important to remember that we have a major election in November that will see us vote for numerous federal, state, county and judicial seats, including our congressional delegation as well as who will occupy the governor's mansion for the next four years.

There is a lot at stake during this election cycle, particularly in the post-Harvey political climate, and the candidates elected will have a significant impact on the homebuilding industry moving forward. Electing the most qualified, pro-housing candidates for local and state office is vital to the homebuilding industry and protecting housing affordability and consumer choices.

The GHBA HOME-PAC actively screened candidates and will make endorsements in a variety of state and local races. We will provide a list of HOME-PAC endorsed candidates for this election for you to take to the polls as early voting approaches.

Important election dates:

Last day to register to vote:
Tuesday, October 9

First Day of Early Voting:
Monday, October 22

Last Day to Request Ballot by Mail:
Friday, October 26

Last Day of Early Voting:
Friday, November 2

Election Day:
Tuesday, November 6

FUTURE LEADERS:

GHBA Congratulates 2018 Scholarship Awardees

Each year, the GHBA Associate Council awards scholarships to students whose parents are members of the association. These scholarships are made possible through the generous donations of our members. Thank you to all our donors who make these awards possible!

This year, four deserving winners were presented with scholarship checks in the amount of $3,000 each. An official ceremony was held at the September 2018 GHBA board meeting.

The Associate Council would like to extend a special thank you to our outstanding donors. Contributors who donate $3,000 or more to the GHBA Scholarship Fund are recognized by having a scholarship awarded in their name. This year, two companies stepped up as presenting donors: Heritage Construction, and the Bill Ulrich Foundation provided by Newmark Homes.

Congratulations to the following scholarship recipients. GHBA wishes you all the best in your college careers and beyond!

Scholarship Committee Chair Greg Tomlinson, Builders Post-Tension (left), presents a check to honoree Jaclynn Turnbaugh (center) and her mother Renae Turnbaugh, Carrier Corp. (right).

EMILY SMITH

Emily Smith is the 2018 recipient of the "Bill Ulrich Memorial Scholarship" which was provided by the generous donations from the employees of Newmark Homes, and presented in his honor. Emily is a junior at Baylor University and is the daughter of GHBA member Felicia Smith, office manager for Burgess Construction Consultants. While Emily is majoring in accounting with a 4.0 GPA, after graduating in 2020 she is plans to plant a church in the Northeast region of the United States. She is a member of Alpha Lambda Delta and was inducted into Beta Gamma Sigma, an honor society for the top 10% of business students across the nation. She volunteers with the STARS mentorship program weekly working with third graders and also works 22 hours a week at her part-time job. She feels that while attending Baylor she has grown both academically and spiritually and is learning how to make a difference in the world through authentic leadership and faith in God.

JACLYNN TURNBAUGH

Jaclynn Turnbaugh was selected as the 2018 recipient of the Heritage Construction Scholarship donated by

Jeff Hunt, president/owner of Heritage Construction. Jaclynn is the daughter of GHBA member Renae Turnbaugh and her husband Don. Renae works for Carrier Corporation.

Jaclynn is a junior at Texas A&M in College Station majoring in Ocean Engineering. She is interested in coastal shoreline restoration and coastal structures and is doing research for the Ocean Engineering Department in coastal sediment processes, beach nourishment, coastal engineering processes, wave breaking and renewable ocean energy. Jaclynn is a member of the Traditions Council, Freshman Leadership, Lambda Kappa Alpha Honor Society and the Society of Women Engineers. She is also the recipient of the Girl Scout Gold Star Award, which is only awarded to just 9% of U.S. Girl Scouts.

BROOKE EVANS

Brooke Evans is the daughter of GHBA member Patty Evans, director of sales for GreenEco Builders. Brooke recently graduated from James E. Taylor High School in Katy, Texas and will be attending Baylor University in the fall.

While in high school, Brooke was a member of the National Honor Society, and the senior class president of the National Charity League, participated in Young Life all four years, was varsity and junior varsity cheer captain, was in the Spanish Club, on the varsity track team and volunteered with Best Buddies. Brooke was twice awarded the Presidential Service Award and received the Athletic Scholar Award four times and was a UCA All American cheerleader last year. She also has done over 500 hours in community service, and mission work in Nicaragua, Chicago, Colorado and in Houston. In Nicaragua she worked with the House of Hope whose mission is to provide asylum to victims of sex trafficking. After college she hopes to start her own organization one day to further help in this area.

KAVEN XIONG

Kaven Xiong recently graduated from Waller High School and will be attending the University of Texas at Dallas in the fall where he plans to major in Computer Science. Kaven is the son of Steve Xiong, a housing program analyst at the Harris County Community Services Department. Kavin graduated fourth in his class and maintained straight A's all four years of high school. He was senior president of Student Council and vice president of the Waller Chapter of the National Honor Society and was recognized as a Commended National Merit Scholar and a Texas Boys State representative. He placed second overall in Computer Science at District in the University Interscholastic League. Kavin also served as the Drum Captain of his high school band. He also enjoys playing piano and composing music and cooking. ■

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"The Come and Take It"
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FAVOR SPONSOR: $4,000
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"The Stars at Night"
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"The Armadillo"
RACING SPONSOR: $4,000
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"The Southern Gentleman"
BOOT SHINE SPONSOR: $4,000
- ★ Six (6) tickets for you and your guests
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- ★ 1/2 Page ad in Installation program

"The Longhorn"
SELFIE SPONSOR: $4,000
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- ★ Full Page ad - $1,000
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- ★ Quarter Page ad - $500

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- ★ Four (4) tickets for you and your guests

INFO/SPONSORSHIPS:
Mel Audain
maudain@ghba.org
(281) 664-1428

Why is Healthcare So Expensive?

While there are many reasons why healthcare spending is growing much faster than the economy — including an aging population and the rising cost of prescription drugs — one problem that gets virtually no attention and is a primary cost driver is cross-subsidies.

The reason cross-subsidies exist in the first place is because lawmakers want to subsidize healthcare costs for the poor, the sick, and other potential voters — which is well meaning — but lawmakers do not want to raise taxes to pay for these programs. So they hide the taxes they should impose in the form of cross-subsidies.

Let me explain. If someone with no money walks into an emergency room and needs care, they get care. But to recover the cost of services provided to the indigent, hospitals must overcharge everybody else.

Making matters worse, Medicare and Medicaid do not pay the full amount of their service cost. As a result, hospitals must substantially overcharge everybody else, and that unlucky bunch is patients with private insurance and those who pay cash.

Of course, giving free or subsidized healthcare to some by overcharging paying customers is essentially imposing a tax on those who can pay in order to subsidize those who can't or won't. But — and this is the key — this hidden tax does not appear anywhere. As such, it is politically costless, and that's why it is so appealing to politicians. If that were all, it would not be so bad. But it gets worse, much worse.

Cross-subsidies are much more inefficient than raising taxes and spending the revenue on, in this case, healthcare. Here's why.

In an ideal market, if a hospital or doctor is going to overcharge some patients, those patients will have an incentive to shop around for a cheaper insurance plan. That insurance plan could be cheaper if it sends patients to hospitals and doctors who don't overcharge. But if enough such plans were to exist, the entire system would fail because these new low-cost providers would drive the high-cost providers out of business and the poor would not be served.

Thus, the introduction of cross-subsidies must be accompanied by a prohibition on competition. One of the ways we see this lack of competition manifesting itself is insurance plans such as bronze, silver, and gold all offering the same services.

And once there is no competition, there is no incentive for any non-competitive service providers to innovate

for better care or lower costs, and that, in turn, drives up costs for everyone.

If you are old enough, you remember that prior to the 1980s, local phone calls were cheap, often free. That was because long distance calls were very expensive; there was cross-subsidy from long distance calls to local calls. Of course, firms wanted to compete to provide overpriced long-distance calls, but the system would have unraveled. So the federal government gave AT&T a monopoly and, in that way, kept competitors out and prices up.

Once there is no competition, be it in telecommunications, airlines, trucking, banking, or stock trading, inefficiencies multiply and prices rise.

Returning to healthcare, because of this lack of any meaningful competition, consumers know the cost of nothing they consume and care even less. What kind of market operates well when prices are well hidden? If there were real price competition, consumers would be bombarded with ads boasting of better prices and outcomes and we would all be winners.

Increasing taxes and spending, while hardly ideal, sure beats cross-subsidies and the attendant monopolies that drive up costs, prevent firm entry, and eliminate innovation.

Until cross-subsidies are eliminated, U.S. healthcare costs will continue to spiral out of control and we will be able to do nothing more than wish for a competitive, innovative and efficient healthcare market. ■

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

stand out with SAM!

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

The Sustaining Associate Member Program (SAM) is just our way of saying "thanks!" SAMs receive additional recognition throughout the year in *Houston Builder* magazine, with distinguishing ribbons at events, signage at the GHBA building, 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.**

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Expressions Home Gallery
Ferguson Bath, Kitchen & Lighting Gallery
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Strucsure Home Warranty
Suncoast Post-Tension
Wisenbaker Builder Services

2018 PREMIER ($5,000+)

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Join the 2018 SAM list!

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

HomeAid Houston

Katy Homeowner Shares Hurricane Harvey and BuildAid Experience

Oliver Lee and his family are residents of Katy, Texas. The Lee family was the first homeowner who received assistance from BuildAid Houston, a David Weekley and HomeAid Houston/GHBA initiative to help get homeowners who were flooded by Hurricane Harvey, back in their restored homes.

Oliver was asked to be a guest speaker in August at a press conference held by the mayor's office to promote Proposition A, the $2.5 billion flood bond proposal that will fund more than 200 projects across Harris County with the goal to improve infrastructure in every watershed in the county during a 10 to 15 year period. Oliver shared his experience as his home flooded, and the recovery and restoration that took place afterward. Here is his story in his own words:

"One year ago this month, our family went through the devastation which is called Hurricane Harvey. When the water began to come into our home on that day, we didn't know what to do. I'm originally a Jersey boy, but 20 years now in Texas. When the water began coming in and after the shock and awe, we knew that we had to get to work. So we began to call our friends and neighbors. We were visited by volunteers from churches and different organizations. We began to gut our house, taking out everything that was affected by the water.

"A few months passed and after everything we could do was done, we began our building process. This took a lot of time, a lot of effort. There was a lot of confusion with a lot of phone calls. We became victims of contractor fraud, as did so many others.

"But I thank God for the people from BuildAid and David Weekley who began a program that actually helped us, called BuildAid. We were the very first homeowners receiving assistance from BuildAid. We are now back in our home and it was such a relief to work with these professionals."

After the press conference, Oliver Lee describes the process of preparing his home for remediation and shared his emotions.

"Within 24 hours after the water receded, we got to work immediately. We began removing our wood floors and carpet on the first floor, and within the first 48 hours with the help of our extended church family, we had removed the furniture, wet sheetrock and insulation all throughout the damaged area. Within the first week we removed the cabinets in our kitchen after discovering they we saturated. We spent days and nights cleaning and doing a lot of demo work. People from all over the country were walking in and out of our house lending a hand. In the end we received help from: Texas, Oregon, Hawaii, New Jersey, California and Illinois.

"At night I was emotional, worrying about my family and what would happen next. But then one night, as a I looked at the 'skeleton' of my house, I came to the conclusion that God was with me, in the middle of my mess, so I grabbed a marker and began writing all of God's promises for my life and for my family on EVERY stud throughout my home. It was a healing and hope–inspiring moment for me in the middle of the process. And then I met the builders from BuildAid. We are now back in our beautifully restored home because of the BuildAid team. We have so much to be grateful for!"

ABOUT BUILDAID

BuildAid was formed just days after Hurricane Harvey passed through the Houston area. The plan, proposed by David Weekley through the David Weekley Family Foundation, included organizing teams of GHBA builders and trades to restore the homes of low–to–moderate income families, who might not have the means to recover.

BuildAid currently has 50 homeowners on the path to construction, 31 homes under construction and 14 homes completed. The goal is to complete at least 250 restorations. Builders who have, or who are participating include: David Weekley Homes, Chesmar Homes, Taylor Morrison, Partners in Building, Colina Homes, Sandcastle Homes and Greeneco Builders.

halo

HOMEAID'S AMAZING LADIES ORGANIZATION

2018 HALO Luncheon

"FAMILY - A BRIDGE TO THE FUTURE"

Friday, Nov. 9

THE WESTIN | MEMORIAL CITY

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HomeAid Breaks Ground on 50th Project

HomeAid Houston was joined by David Weekley Homes at the ceremonial groundbreaking of The Village at Gracewood – Next Step Project, the first four of eight duplexes that will house mothers who need additional time on the Gracewood campus to finish their education or certification program. This groundbreaking marks the 50th HomeAid Houston project in its 15–year history.

Gracewood is a Children at Heart ministry that provides housing for mothers and their children who need a safe haven from crisis situations. These units will give them the ability to learn to live independently while still being able to access counseling and other services on the Gracewood campus. This is part of a larger campus expansion project that includes the completed construction of a volunteer center and a community center that is in the planning stages. The David Weekley Homes construction team is being led by Brian Underwood, Mark Welch and Nancy Reid. Mark Atkins with MASA Studio is the project's architect.

After an inspirational gathering at the site that included the David Weekley Homes and HomeAid teams, as well as representatives from Gracewood, GHBA and numerous vendors and guests, gold shovels marked the site in tribute to the upcoming construction.

Representing David Weekley Homes were Mark Welch, land acquisition manager and Randall Rowlett, construction manager. HomeAid representatives were Patrick Mayhan, vice president of purchasing for Westin Homes and the 2019 HomeAid president; Bette Moser, the soon–to–retire executive director of HomeAid and Carl Salazar, incoming executive director; and GHBA's Casey Morgan, CEO. Also in attendance from Children at Heart Ministries was Todd Roberson, CEO and from Gracewood were Larry Bertrand, chairman; Jenny Rice–Cotton, president; Gracewood client Rachel Lockett, and Freeman Marshall. Mark Atkins with MASA Studio was also on–hand.

Also part of the celebration were board members and staff from HomeAid Houston and Gracewood and vendors who are donating their materials and services.

"The groundbreaking ceremony has been a much anticipated event for the whole team," said Patrick Mayhan. "It's an important day for many reasons, especially for the mothers and children of Gracewood who are working hard to change their lives. It is also a time for HomeAid to celebrate our 50th project in our 15 years of serving the homeless of Houston."

Highland Homes Partners with Vendors for GHBA Charity

Highland Homes, one of two builders constructing a GHBA Benefit Home in 2018, is nearing completion of its Windemere Plan in the community of Balmoral. Land Tejas donated the homesite.

Early in the planning, Highland secured vendor and supplier donations that are ensuring the sale of this home will provide much needed funds to local charities. HomeAid Houston and Operation Finally Home are the beneficiaries.

Highland's Windemere Plan is 2,250 sq. ft. and features four bedrooms, three baths and a two-car garage. The island kitchen overlooks the spacious and open dining and living room, with a soaring two story ceiling and access to the extended outdoor living area.

The master suite is downstairs with a large walk-in closet. Other features of this home include an additional bedroom and full bath downstairs, a game room and two upstairs bedrooms.

This is the 16th lot that Land Tejas has donated to the Benefit Homes Project.

The second Benefit Home recently broke ground in Grand Vista. Taylor Morrison/Darling Homes has completed construction on its Rosebay Plan and that home recently sold.

ABOUT THE PROJECT:

Each year two homes are built for this GHBA charity fundraiser with donated land, construction management, materials, labor and services by GHBA members. These homes are constructed with upgrade materials and features and are sold at market value. Since the project began 38 years ago, over $10 million has been raised.

2018 HIGHLAND HOMES GHBA BENEFIT HOME DONORS

Action Gypsum
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HIGHLAND HOMES

LAND TEJAS Celebrating 20 YEARS

OUR CHARITIES

HomeAid Houston

OPERATION FINALLY HOME
OPERATIONFINALLYHOME.ORG

In its 38 years, the Benefit Homes Project has donated $10 million to local charities.

INFO: Contact Terry Swenson at (281) 382-9977 or terryswenson21@gmail.com for more information on how you can participate as a Benefit Home builder/ developer or donate labor/materials as a Project vendor.

Education Corner

UPCOMING COURSES

GENERAL EDUCATION

(Not for designations)

Windstorm Resistance Structure Design

THE ABC'S OF HOME BUILDING SERIES

Instructor: Mike Babin, Texas Department of Insurance & Srinivasan Pillaipakkam P.E, DPIS Builder Services
Date: Tuesday, October 16
Time: 2pm to 4pm
Fee: $35 members / $50 non-members

Srinivasan Pillaipakkam will cover:
- Wind resistant design of residential structures (with a brief introduction into commercial structures)
- The Texas Department of Insurance (TDI) Windstorm program, new developments and certification process with TDI and the Texas Windstorm Insurance Association (TWIA) for designated catastrophe zones Seaward, Inland I and Inland II
- Permitting issues
- Basic concepts of wind loads, and Texas revisions to the International Residential Code (IRC) and International Building Code (IBC)
- Foundation and frame design aspects, with examples that affect building design and cost
- Construction methods and compliance to TDI requirements
- Construction in non-TDI jurisdiction areas vs. designated catastrophe zones
- Inspection of structures

Mike Babin will cover:
- Components and cladding elements in a structure
- Design, installation and inspection aspects of components and claddings, TDI approved products, methods and inspections
- Windows: framing, selection, installation and inspection in Seaward, Inland I and Inland II zones
- Exterior doors, thresholds, attachments, locks
- Garage doors: concepts, pressures, installation and inspection
- Roof shingles and coverings
- Siding, brick, stucco and exterior finishes
- A brief introduction to cladding in non-residential structures

Breaking Down Smart Home Technology Seminar

Instructor: Kimberly Lawrence, Connect One
Date: Wednesday, October 24
Time: 9am to 11am
Fee: $35 members / $50 non-members

Content: We have entered a time where our cars can be started without keys and our voices can lower the volume of the radio. We can open a trunk with the wave of a foot and see what's behind us without turning around to look. In an age where technology is demanded from our vehicles, why do we accept less when it comes to our homes? Let's discuss what it means to have a smart home and steps we can take to bring technology over the threshold and into our daily living.

Hurricane Season Preparation and Best Practices for the Aftermath

Instructor: Dan Bawden, CGR, GMB, CAPS, CGR
Date: Wednesday, October 24
Time: 2pm to 4pm
Fee: $35 members / $50 non-members

Content: With hurricane season upon us, what is the biggest problem remodelers experience during a disaster's aftermath and what can be done in advance to prepare the possible high winds in hurricanes and the major flooding that can occur?

Guest speaker Dan Bawden is an NAHB member and a remodeler/builder and owner of Legal Eagle Contractors Co. In 2017, the same year he served as chairman of NAHBR, Hurricane Harvey devastated Houston and the surrounding areas. This was Dan's fifth large-scale hurricane, tropical storm and flooding event, with three occurring in just the last two years. He has more experience than he wishes he had in dealing with widespread natural disasters. Dan has published articles for, and advised many of his fellow builders and remodelers in the greater Houston area about coping with the massive influx of calls that come in to small construction businesses following a natural disaster.

Houston Floodplain Training

Instructor: J.Paul Abrams, Smart Vent Director of Field Operations and Julie Close, Smart Vent Flood Mitigation Specialist
Date: Tuesday, October 30
Time: 2pm to 4pm
Fee: $35 members / $50 non-members

Content: This course will clarify the new Houston building codes in flood prone areas, and other standards as they relate to sustaining foundations in flood hazard areas. Attendees will also analyze the role of building compliance in lowering flood insurance rates and what mitigation solutions are available to existing structures.

In addition, this course will focus on the potential hazards to buildings located in floodplains, the differences between wet floodproofing and dry floodproofing techniques and when they are applicable, and the differences between engineered and non-engineered flood openings and their ability to ensure resilient structures in the Houston Metro area.

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

DESIGNATION COURSES

(NAHB University of Housing Courses)

Introduction to Project Management

Approved for: CGA, CGB, CGR
Instructor: Jeff Hunt, CGR, GMB, CAPS
Date: Tuesday, October 23
Time: 9am to 5pm
Fee: $220 members / $330 non-members

Content: Develop the skills you need for successful on or off-site 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 responsibilities of post-project management

Who should attend? Remodelers, residential builders and commercial contractors

2018 NAHB EDUCATION PARTNERS

BMC

ACES Builders Warranty, Inc.
Builders Post-Tension
Environments for Living, Topbuild Home Services
Fox Energy Specialists
Huber Engineered Woods
Legends Architectural Stone
Milgard Windows & Doors
Perfection Supply
Roy O. Martin/Corrigan OSB, LLC
Sherwin-Williams Paint Co.
StrucSure Home Warranty
Suncoast Post-Tension Ltd.

NAHB

TWO COMPANIES

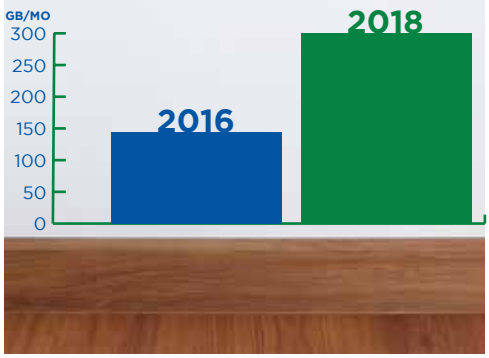
Smart-Home Technology that was once a luxury for high-end home buyers just a few short years ago has become a fundamental feature for today's new homes in Houston. The numbers speak for themselves; over 58% of Millennials, 50% of Gen Xers, and 26% of Baby Boomers have smart-home technology embedded in their homes. [1] This rapid growth is thanks in part to companies like Datasmart Home Technologies LLC and Duncan Security LLC for making smart-home technology more accessible, affordable, and automated than ever before.

Wired for The Future

It takes more than a DIY kit to make a house a smart-home. Every homeowner has different needs, and what truly makes for a smart-home are the solutions that address those needs. In the end it's not the device that makes a home smart rather the combination of devices that deliver that solution. And for Datasmart Home Technologies that solution begins with a smarter wiring approach.

Datasmart Home Technologies works with production, semi-custom, and custom builders before start of the home construction process beginning with low-voltage wiring, and is involved all the way through to a one-on-one home orientation with the home owner to introduce them to their new smart-home technology. Datasmart is also known for designing custom solutions that can adapt to each customer's long-term needs- a term which the company refers to as **"Future Proofing"** a home.

Monthly Household Wi-Fi Usage
DOUBLED in TWO YEARS [2]



Datasmart's latest addition in Future-Proofing technology comes in the form of a Wi-Fi transparent centralized wiring hub. By swapping the metal wiring cannister with a lightweight plastic enclosure, Datasmart is able to create Wi-Fi transparency, allowing the modem and cables to be housed without visible cable clutter or signal loss. This simple solution turns the average home into a "Wi-Fi Ready Home", something that's already been a hot topic for home buyers in 2018.

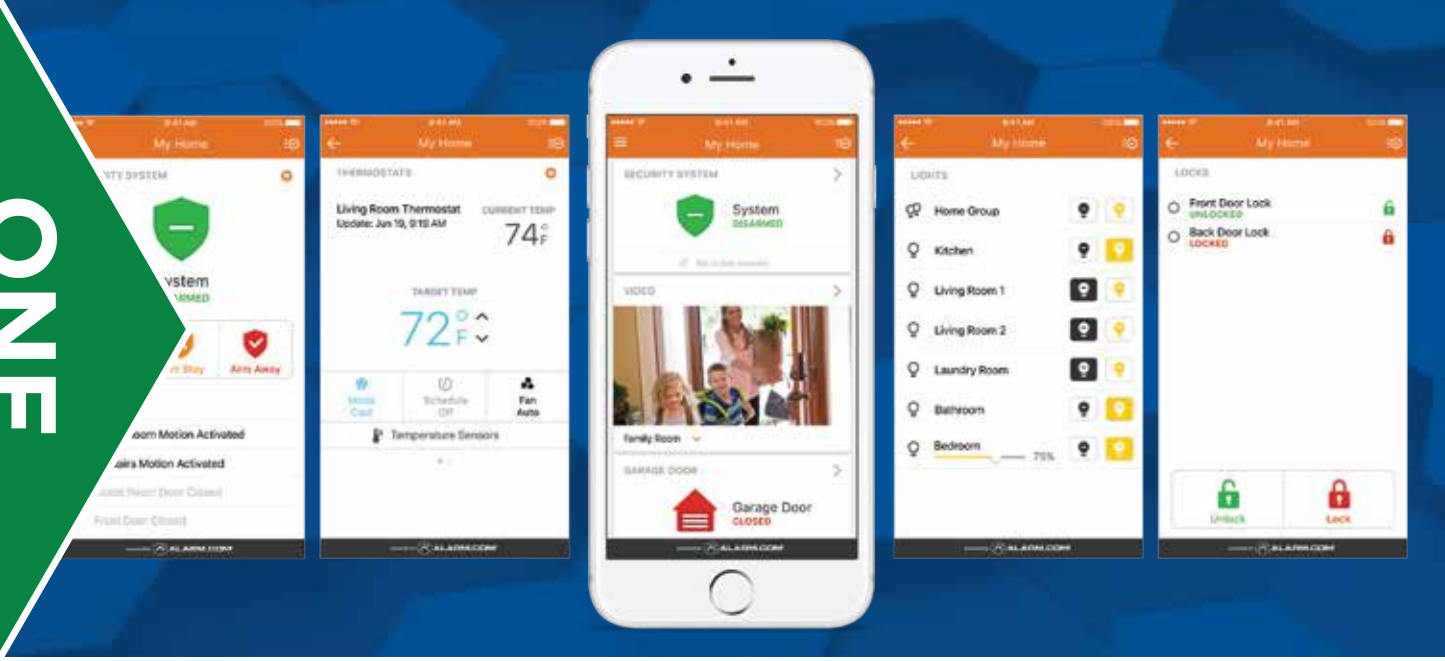
Its important to note that while the current trend is to think wireless, wireless does not mean cordless, so thinking through the right kind of wire that will make the homeowners wireless experience better is essential. Designing the right wiring plan making best use of your wiring hub will help you build a strong platform that is aesthetically pleasing to the design of the home and give the homeowner the best of what wired and wireless have to offer.

Fanatically Responsive Customer Service

At Datasmart, our builder relationships are at the core of our business plan. And we believe that the key to creating a mutually beneficial relationship between Datasmart and our builder partners is providing fanatically responsive customer service at every point in the home buyer's life cycle. This applies to home buyers in every price bracket, from production to custom. When a home buyer walks into one of our four Technology

[1] https://www.safesmartliving.com/smart-home-statistics/
[2] https://www2.deloitte.com/content/dam/Deloitte/global/Images/infographics/technologymediatelecommunications/gx-deloitte-tmt-2018-mobile-home-internet-report.pdf

MISSION ONE



Showrooms, they will have the opportunity to meet with a Datasmart Technology Consultant and thoroughly discuss their needs and wants for their new home. We review their selections using the builder's blueprint so they are able to see exactly how their system will be integrated into their new home. This process allows home buyers to envision precisely how their technology solutions will operate, and the real impacts they will have in making their home experience more enjoyable.

Supporting this kind of personalization isn't easy. Datasmart utilizes an in-house support staff to answer customer questions, schedule appointments and service, and much more. When someone calls us, they're going to speak to someone local who has complete visibility to what's already been done in their home so we can quickly and efficiently address their needs.

Control at your fingertips

There's nothing more frustrating than trying to watch a movie and having to figure out which of your ten remotes controls the blu ray player.
Consumers new to smart-home technology know this frustration all too well. Most of the smart-home devices on the market come with their own app. There's an app for your doorbell camera, an app for your thermostat, and an app for your lighting. Out of the box, none of them communicate or integrate with the others making it virtually impossible to have a single point of control. As the amount of available technology increases this problem is amplified.
Datasmart takes the integration of multiple apps and solves them. One way Datasmart has been solving this is through our sister company, Duncan Security LLC. As the sales and support arm for security, Duncan Security partners with companies like Alarm.com and Honeywell Total Connect to provide customers with a single security-based access point for their smart-home technology. Almost all of the technology offered by Datasmart can be integrated into any of Duncan Security's platforms, allowing customers to control their entire home from one app. This frees up storage space on the customer's device, makes their lives easier, and ensures full visibility at all times without having to bounce between apps. This minimizes steps a user has to take to execute tasks, and more importantly allows for smart scenes, rules, and scheduling to fulfill the smart solution that multiple devices working in sequence can provide. In the end, whether you're looking for a system-based solution such as Control 4 or a service-based approach such as alarm.com or quite possibly both, Datasmart Home Technologies and Duncan Security LLC are your builder focused integration source. We were built by Houston to create a smarter Houston.

Celebrating 20 years of being **DATASMART**

"The most important thing we do is get to know every buyer and offer them the best solutions for their lifestyle and budget."
- Randall Duncan, Founder

2018 Membership Chair

D'ANN BROWN

Strucsure Home Warranty

If you are interested in helping recruit members, the GHBA Membership/Ambassador Committee invites you to the next committee meeting and lunch at the GHBA. For more information, contact Cynthia Fagan at 281-664-1425 or cfagan@ghba.org.

On behalf of the GHBA, I would like to extend a big welcome to all of our new members! We couldn't be more thrilled that you've made this commitment to the Houston building community as well as to your own business development.

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! I am always happy to talk to new members about how to get involved or my personal experience with the GHBA.

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

Here's what our members have to say about the GHBA...

I came to Houston in 1999. After a few weeks as division manager for a cabinet company, the owner called and asked if I had joined the Greater Houston Builders Association. I asked, "What's the Greater Houston Builders Association?" He told me to get up there and get involved. That was the best career decision I have ever made.

The first event I attended was the Associate Council luncheon. I walked in and saw several of my competitor company reps and asked myself, "Why in the world would I want to hang out with my competition?"

After the luncheon a rep from one of my major competitors made it a point to introduce himself. I was skeptical to say the least. Why was this guy being so friendly? I was there to take his business.

We became good friends and he showed me what the GHBA is all about. There is plenty of business for everyone. Networking means helping each other become more successful; it's not about taking each other's business. My advice to new members, SHOW UP AND GET INVOLVED!

— DAVID HODGES
VICE PRESIDENT, PREMIER CABINETS OF TEXAS

AUGUST SPIKE OF THE MONTH

TERRY NESCH, TONER Home Matters

AUGUST RETENTION SPIKE

DEBBIE PAGE, 1st Infiniti Enterprises/1st Texas Fire Protection

WELCOME NEW MEMBERS

BUILDERS

Expertise Construction LLC
Sam He
2130 Campbell Rd
Houston, TX 77080
(832) 369-6860
samhe@ergestate.com

Hollis Custom Homes LLC
Jason Hollis
27619 Ossineke Dr
Spring, TX 77386
(832) 731-0361
Hollishomes2017@gmail.com

Housetex Homes LLC
Fernando Sierra
810 S. Mason Rd. Ste 307
Katy, TX 77450
(281) 617-1268
office@housetexhomes.com

Nouveau Luxury Builders
Jianchao Liu
11111 Katy Freeway #910
Houston, TX 77079
(713) 410-3927
john@joy-homes.com
NouveauLuxuryBuilders.com

Sonderfan Custom Homes
Jeffrey Sonderfan
9803 N Bank Way
Misouri City, TX 77459
(832) 978-0724
jeffsonderfan@yahoo.com

DEVELOPERS

Gray Spear Development
Hamza Ali
2700 Post Oak Blvd
21st Floor
Houston, TX 77056
(832) 831-6310
hali@grayspearcapital.com

JREP, LLC
Chad Johnson
4611 Ivanhoe St.
Houston, TX 77027
(832) 405-7908
chad@jrepllc.com

REMODELERS

ANCON Real Estate Ventures
Lenna Groudan
3225 McLeod Dr Ste 100
Las Vegas, NV 89121
(832) 721-5288
lennagroudan@gmail.com
www.anconreventures.com

Boutique Kitchen and Bath
Diana Braun
9415 Glenfield Court
Houston, TX 77096
(346) 800-2284
kbdshouston@gmail.com
www.kitchensbathstiles.com

HD Construction
Paul Dickson
10902 Katy Freeway, Ste. 607
Houston, TX 77043
(832) 940-1707
paul@
hdconstructioncompany.com
hdconstructioncompany.com

Metro Remodeling Systems LLC
Eliel Hernandez
6 Aliano Ct
Sienna Plantation, TX 77459
(832) 688-9256
info@
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metroremodelingsystems.com

RyT Construction LLC
Coy Elliott
P.O. BOX 580384
Houston, TX 77258
(713) 874-7736
coy@rytconstruction.com

ASSOCIATES

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tcooke@247plumbingservices.com

APA - The Engineered Wood Association
Daren Graham
(979) 690-5190
daren.graham@apawood.org
www.apawood.org

Action Window Coverings Inc.
Jacqueline Perry
14699 Brown Road
Tomball, TX 77377
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actionwindowinc@sbcglobal.net
action-window-coverings.com

Brett Zamore Design
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1501 Laird St
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(713) 623-1926
brett@brettzamoredesign.com
www.brettzamoredesign.com

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C3 Building Solutions
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Citizens Bank
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John Monagle
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Carthge, TX 75633
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lauren@jbpinnacle.com
www.jbpinnacle.com

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Marguerite Swartz
P.O. Box 16430
Houston, TX 77222
(713) 695-3615
kchamblee@joeswartzelectric.com
www.joeswartzelectric.com

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Josh Wright
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(832) 510-5014
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Texas Concrete Placement Inc.
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Western Window Systems
Spencer Sleight
19410 Dolan Springs Dr
Tomball, TX 77377
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iGET Services LLC
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Houston Association of Realtors - Keller Williams Metropolitan
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www.premiercabinetstx.com

NEW MEMBER ORIENTATION

A New Member Orientation was held at the GHBA on Sept. 6. Representatives from various GHBA councils and committees spoke to new and prospective members about their involvement and experiences with he association.

The orientation was followed by a president's reception with GHBA President Don Klein and the board of directors. Thank you to all who participated.

Thank You to our Speakers!

Associate Council:
Pat Wilson, Legends Architectural Stone

Bay Area Builders Association:
Greg Tomlinson, Builders Post-Tension

Custom Builders Council:
Terry Nesch, TONER Home Matters

Education Committee:
Christy Stratton, Speaker |Coach

Government Affairs:
Mike Dishberger, Sandcastle Homes Inc.

HOME-PAC:
Mike Moody, Newmark Homes Houston LLC

Membership Committee:
Chris Hawkins, Bayou City Risk

Montgomery County Builders and Developers Division:
Matthew Reibenstein, Royal Design Build Co.

Remodelers Council:
Sherry Pruitt, Whodid It Designs | Remodeling, LLC

Sales & Marketing Council:
Liz Thompson, Taylor Morrison

RENEWALS

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

COMPANY	MEMBER NAME	JOIN DATE
2-10 Home Buyers Warranty	**McCalle Fryar**	**1989**
A & A Cable Contractors, Inc.	Andres Cruz	2017
A.T. Custom Homes, LP	Scott Mock	2017
AEI Engineering, LLC	**Mike Kurzy**	**1989**
ARC Glass LLC	Brian Anderson	2016
Allura	Evan DeGeorgio	2011
Alquimia, Inc.	Fulton Davenport	2016
American Villas, LLC.	Nader Shirazi	2012
Andersen Windows, Inc.	Jeff Williams	2015
Apartment Advisors, Inc.	**Richard Bowe**	**2004**
Arrow Custom Homes Inc	**Douglas Bingham, CGP**	**2002**
Ashton Woods	**Paul Sims**	**1989**
Aurous Development Services, Ltd.	**Larry Kupstas**	**2002**
Automated Lifestyles of Texas, LLC	Jeremy Andrews	2017
Aztec Design & Build	Ernesto Rios	2016
Bentley Custom Homes LP	**Menny Rosenbaum**	**2002**
Better Homes and Gardens Real Estate Gary Greene	Christi Borden	2015
Bicycle Bungalows LLC	Bill Riley, CGB, GMB, CGR, CGP	2013
Bradley Law Firm	Ian Faria	2016
Brendan Homes LP	**Kurt LaBarge**	**2007**
Builder's Choice, Inc.	Linda Stewart	2013
Building Products Plus	Eric Lincoln	2015
C.I.A. Services Inc.	Renea Miksch	2010
CS Direct Distribution, Inc.	Chris Hancock	2017
Capital Insulation, LTD	Kyle Baker	2015
Charter Custom Homes Corporation	**Steve Streller**	**2001**
Clydesdale Homes, LP	**Darin Ward**	**2001**
Coats Rose, PC	**Chris Ryman**	**1980**
Corbel Custom Homes, Inc.	**Mike Bregenzer**	**2003**
Core Benefit Services, Inc.	Dennis McLaughlin	2017
Covington Custom Builders	Robert Covington	2013
Crimson Design Associates LLC	Micah Tipler	2017
Culp Engineering, LLC	Dwayne Culp	2015
DAC Engineering	David Keel	2013
DWR Construction	Mike Arnett	2010
Darling Homes of Houston	**Bill Dalton**	**1998**
Devon Street Homes	**Stephen Ray**	**2006**
Earth Engineering, Inc.	Moe Shihadeh	2015
Echo Custom Homes LLC.	Kevin Sechelski	2016
Eric L. Davis Engineering, Inc.	**Kathleen Stadler**	**2006**
Eyeon Integrated Systems	John Short	2014
Farb Homes	Jonathan Farb	2016
Fashion Glass & Mirror	Larry Jaynes	2011
First Continental Mortgage Company	**Andy Perlman**	**2007**
Flooring Systems	Camille Willson	2009
Foreverlawn Houston Midtown	Jason Guidry	2017
Foundation Homes, LLC	**Clayton Richter, GMB, CGP**	**2008**
Fox Energy Specialists	**James Rodriguez**	**2004**
Frontier Custom Builders, Inc.	Wayne Bopp	2017
GEMS Custom Homes	**Michael Stephens**	**1997**
Gaiennie Lumber Company	Velvet Phillips	2013
HNI Services	**Terry Grier**	**1994**
HTX Mold Consulting Services llc	Justin Soliz	2017
Higginbotham Insurance Agency, Inc.	Rick Dernehl	2010
Houston Association of Realtors- ELSA REALTY	Ivonne Beteta	2015
Houston Window Fashions	**Eric Land**	**2007**

COMPANY	MEMBER NAME	JOIN DATE
InnerDimensions	**Sheila Bludworth**	**2004**
Installed Building Products	Jennifer Derrick	2013
Interactive 3D Home Designs	Aaron Lytal	2017
Jacobs Overhead Door Company, Inc.	**David Jacobs**	**1996**
Jerald E. Graves & Associates, Inc.	Michael Graves	2011
K. Hovnanian Homes	**John Williams**	**1975**
Kolbe Hill Inc.	Robert Hill	2014
Laird Investments, Inc.	Kirk Laird	2015
Leckhampton Homes LLC	Steve Norwood	2010
Legends Architectural Stone	Pat Wilson	2013
Linc Plumbing	Wendi Lincoln	2015
Malaga Homes, LLC	Jimena Alverde	2010
Mark W. Todd Architects Inc.	Tara Steward	2017
Mazzarino Construction & Development	Richard Mazzarino	2016
Mirador Builders, LLC	**Jennifer Hamelet**	**2007**
Moriarty Construction, LLC	Liz Moriarty	2017
Morris Hullinger Design Build	Marvin Morris	2014
My Cabinet Source	Louis Fernandez	2016
OMG Builders, LLC	George Harrison	2017
Overhead Door Company of Houston	**Brad Gallion**	**2005**
Pella Windows & Doors	**Kyle Stone**	**1989**
Pinnacle Disaster & Recovery Services	Matt Mentzel	2017
Pro-Vigil Surveillance Services	Travis Bjorklund	2016
Protege Homes, Inc.	**Amir Khosrowshahi, GMB**	**2007**
QUADVEST	Yvette McNellie	2017
REME Homes, LP	Daniel Blanco	2017
Relocate and Renovate Inc.	Adele Segel	2017
Remodelers of Houston	**Shawn Vacek, CGR, CGP**	**1994**
RobRyan Construction	**Bob Newsome**	**2004**
Ronny Carroll Custom Homes	**Ronny Carroll, Jr**	**1984**
Ryan James Enterprises, LLC dba Neal Homes	Ryan Neal	2017
SSH Custom Homes LLC	**Jason Hawthorne**	**2006**
Sabo Custom Builders	Edward Sabo	2011
Sanctuary Builders	Bill Edwards, CGB	2016
Saye Plumbing Contractors, Inc.	**David Theiss**	**1989**
Scholl Forest Industries, Inc.	Ward Scholl	2013
SignalBooster.com	Customer Service	2016
Steven Finger Custom Homes, LLC	Steven Finger	2016
Stewart Door LTD	Tom Walton	2014
StrucSure Home Warranty	**D'Ann Brown**	**1999**
Synergy Inspection Group, LLC	Elias Fernandez	2017
Synergy Inspection Group, LLC	Rick Hanna, CBO	2017
T.D. Cox Homes, LLC	**Thomas Cox**	**1990**
Target Stone	Xiaozhou Xie	2017
Termeer Design Group, Inc	**John Termeer**	**2000**
Terra Cotta Homes, LLC	**Brett Von Blon**	**2005**
The May Insurance Group LLC.	Tony May	2016
Thorntree Slate & Marble	Tammy Brevell	2010
Tidwell Builders	Jennifer Hyman	2014
Total Surveyors, Inc.	Kevin Kolb	2016
Trammell Crow Residential	Scot Davis	2012
Tri-Supply Company	**Kyle Shannon**	**2008**
Vacation Home Builders	**Charles Von Schmidt, GMB, CAPS, CGP**	**2007**
Verisolar	Matt Orlando	2016
Volume Lighting International	Trista Wright	2016
WM Baker Companies, Inc.	Matt Baker	2016

GHBA

Building a GREATER Houston

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PRINT IS FOREVER. CHECK YOUR LISTING TODAY.

It's 2019 Membership Directory Time.

Is Your Membership Information Correct? Are Your Dues Current?

WHAT YOU NEED TO KNOW:

- GHBA is in the process of updating company contact information for the 2019 GHBA Membership Directory. Please log on to the GHBA website at www.ghba.org to verify that your membership status, company contact information and listing categories are correct. The deadline for changes is October 31, 2018.
- For an index of available categories, or to retreive your login and password, please contact the GHBA Membership Department at 281-664-1426; vbonilla@ghba.org.
- **YOUR MEMBERSHIP DUES MUST BE CURRENT TO BE LISTED IN THE 2019 DIRECTORY.**
- **ADVERTISING:** Sales representatives from E&M Consulting are in the process of contacting all GHBA members regarding advertising in the 2018 directory. If you are interested in advertising, please call (800) 572-0011.
- CHANGES RECEIVED AFTER OCTOBER 31, 2018 WILL NOT APPEAR IN THE BOOK.

DEADLINE
31
OCT

CONTACT US

GHBA MEMBERSHIP DEPARTMENT | vbonilla@ghba.org | (281) 664-1426

MEMBERPROFILE

HORIZON FOREST PRODUCTS offers customers over 75 years of industry experience and one of the most comprehensive inventories of pre-finished and unfinished hardwood flooring, floor equipment, abrasives, finishes, and accessories, along with 11 locations along the East Coast and Texas. Horizon offers its customers a strong and reliable network of products that can adapt to any new and sustaining demands in the industry. Horizon Forest Products is a rapidly growing company that delivers established customer service and flooring knowledge to each new market they enter.

To learn more, visit **www.horizonforest.com** or contact **James Boyd** at **(713) 333-0111**; **jbb@horizonforest.com**.

MEMBERPROFILE

KAYCAN has always been ahead of the building products industry curve. As the leading building solutions provider, Kaycan produces and distributes vinyl, aluminum, engineered wood siding, accessories and coil. We also distribute windows and patio doors. For over 4 decades, we've been committed to quality and innovation, while always delivering exceptional value to our customers.

Our products are sold worldwide in 35 countries. We operate technologically advanced plants, with production 24/7, fifty-one weeks a year. We operate over 4,000,000 square feet of manufacturing facilities in eighteen plants and 2,500,000 square feet of distribution space in 60 centers across North America.

To learn more, visit **www.kaycan.com** or contact **Dan Dreessen** at **(832) 349-1862**; **dan.dreessen@kaycan.com**.

MEMBERPROFILE

PINNACLE BUILDERS OF TEXAS owner Russell Dugan has more than 35 years experience in the building industry, and is also a franchise owner of Ubuildit-Houston. Having built everything from spec, custom, multi-family, aging-in-place, certified ICF builder, log homes, and SIPS, you can trust your project is in good hands with Pinnacle.

"Attention to detail and a great team are paramount," says Dugan. "My core values are what my customers appreciate the most — God, my family, and my business."

For more information, contact **Russell Dugan** at **(512) 489-0110** Austin; **(713) 626-9980** Houston; or **rldugan@pinnaclebuildersoftexas.com**.

MEMBERPROFILE

At **ANCON REAL ESTATE VENTURES** we take enormous pride in delivering quality homes, apartments and rentals to our clients and tenants. We act with integrity in everything we do. We do what we say, we keep our promises and we treat everyone with whom we work with respect.

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To learn more, visit **www.anconreventures.com** or contact **Lenna Groudan** at **(832) 721-5288**; **lennagroudan@gmail.com**.

MEMBERPROFILE

PREMIER CABINETS OF TEXAS is a Texas-based company providing exceptional products and services. Our professional team has over 20 years of combined experience in the construction and cabinet industries.

At Premier Cabinets of Texas we understand that not everyone has the same preferences in style, color and design. Our goal is to provide a wide variety of cabinetry options without overwhelming our customers. We strive to keep up with current trends while also offering traditional cabinetry for those who prefer the elegant furniture look of fine wood cabinetry.

Whether you are looking for frameless, inset, full overlay, laminate or wood cabinetry, on a tight budget or have big ideas, Premier Cabinets of Texas can deliver.

To learn more, visit **www.premiercabinetstx.com** or contact **Jeremy Hodges** at **(832) 767-5337**; **jhodges@premiercabinetstx.com**.

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Wells Fargo Home Mortgage

2018 Associate Council Chair

KIMBERLY LAWRENCE, CGA, CSP

ConnectOne, A SMART Home Company

The Formula for Success as an Associate

Over the last few months, I have noticed a wonderful increase in new faces and new company names joining our Associate Council luncheons. In fact, the GHBA has hit record membership in 2018! I'd like to take this time to welcome our new associate members and give some advice on how to find their place within our council, networking, and best practices selling and marketing to our homebuilder customers.

Congratulations! You're an associate. Now what?

Associate members work for companies that provide goods or services to our homebuilder partners, and the Associate Council makes up two-thirds of the GHBA membership. It's fair to say we're a large council!

We also host some of the association's favorite events: BBQ Cook-Off, Chili Cook-Off, Spring Golf Tournament, Adopt-a-Family Project, annual scholarships, and more.

Successful events require the help of associate member volunteers and we want you to get involved. I suggest choosing one of our eight committees and jumping in. There's no application or official acceptance process. Just show up and you're in!

Long Game

It's proper to set expectations early-on, and many of our seasoned members will advise that involvement in the association is a marathon, not a sprint. This, my friends, is true. By showing up to meetings, participating on committees, and volunteering at events, you will reap the seeds you sow. Networking won't immediately bring your company business, but it will start laying the groundwork for you to be viewed as someone who believes in our industry. Trust and dependability are cornerstones of building solid relationships in this market.

Think Outside the Box and Get Noticed

The Associate Council is comprised of similar companies marketing similar products, so you have to get to know your competition and determine where you and your company fit within the market. How are you going to set yourself apart from similar companies? Here's a hint—you're missing the mark if you just focus on pricing, quality, and service. What do you have to offer that no one else can provide?

The Houston homebuilding market is vast and dynamic, so you have to get to know your customer base. Attending the monthly luncheon will help set you on a path to success. Our topics and panelists vary from month to month, but our questions are designed to help you learn about the many homebuilders. We ask questions about unit projections, average price points, options buyers are requesting, current trade challenges, how best to get a meeting, and so much more.

The Associate Council's final meeting of 2018 was held on October 4 and featured one of the most anticipated topics of the year, Emerging Builders. Thank you to all who attended and to our sponsors.

The BBQ Cook-Off will be held Friday, November 9. Teams are selling out fast so sign up today to reserve your booth for this year's sell-out event.

THANK YOU TO OUR 2018 ASSOCIATE COUNCIL ANNUAL SPONSORS

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BAY AREA BUILDERS INFO AND SPONSORSHIPS:
Contact Peggy Means
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GHBA

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9
2 to 9 PM

Get tickets at:
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GHBA GREATER HOUSTON BUILDERS ASSOCIATION

NIGHT LIGHTS SPONSOR - $1200 (Exclusive)
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- 12 tickets to event

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- 10 tickets to event

POKER RUN SPONSOR - $750 (Exclusive)
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- 7 tickets to event

WRANGLER SPONSOR (1 left) -$750
- Work a judging category with the judges (approx. 30 minutes)
- Escort your group of judges around the booths
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- 6 tickets to event

BANDITO SPONSOR - $500 (unlimited)
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- Company name on judges and team shirts & All Sponsors Banner
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- 5 tickets to event

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**As of print date.*

2018 Montgomery County Division Chair
ALEX KAMKAR
Toll Brothers

MONTGOMERY CO. BUILDERS AND DEVELOPERS
GREATER HOUSTON BUILDERS ASSOCIATION

Tricks and Treats

We are now in October and All Hallow's Eve is almost upon us. There is a lot happening in Texas, Greater Houston, and Montgomery County on many fronts. We are barreling towards one of the most consequential midterm elections in recent memory, a trade war with China continues to intensify, discussions loom with Canada and Mexico on a NAFTA makeover, the economy continues to grow at a break neck pace, AND the Texas Aggies appear to have a quarterback of the future on their hands. Spooky times indeed. With that being said, I want to point out some tricks and treats that we need to be cognizant of moving forward.

National homebuilding trends are starting to slow. The Housing Market Index (HMI) is down from its highs in the first and second quarters of this year. This can be attributed to natural seasonality in housing and continued shocks from feedstock increases such as lumber and labor. The Fed continues to raise interest rates with six rate hikes of 0.25 since the 2016 presidential election. There is continued speculation that we have another six rate hikes to go before the Fed will taper off with further action.

This is the trick so pay attention, national homebuilders will be feeling the pinch between rising labor costs and rate hikes much sooner than the local folks in Montgomery County and Greater Houston. If you are a division president or land acquisition professional, your mantra for the next nine months needs to be the following:

- Houston is counter cyclical to the national economy. WTI is north of $70/barrel currently and has been above $60/barrel for all of 2018. We are not slowing down.
- 90% of near future lot positions are spoken for. Self-development is arguably the way to go.
- Small lots/homes are appealing to try but the room for error is small because margins are tight.

The good news is, there are some treats that we can look forward to in 2019. Consumer confidence continues to soar, inflation continues to be stubbornly low, and the unemployment rate at the state level continues to decline. That is a recipe for success in 2019 and 2020. The key, is to analyze how your homebuyer is affected by interest rate risk and their purchasing power. Hopefully, you can be armed with this information to avoid any Halloween surprises.

We hope you will join us at the 8th Annual Montgomery County Builders & Developers Division's Halloween on the Green golf tournament at Walden Golf Club on Monday, October 29. For teams and sponsorship information, give Mel Audain a call at 281-664-1428.

THANK YOU TO OUR 2018 MCBDD ANNUAL SPONSORS

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MONDAY, OCTOBER 29

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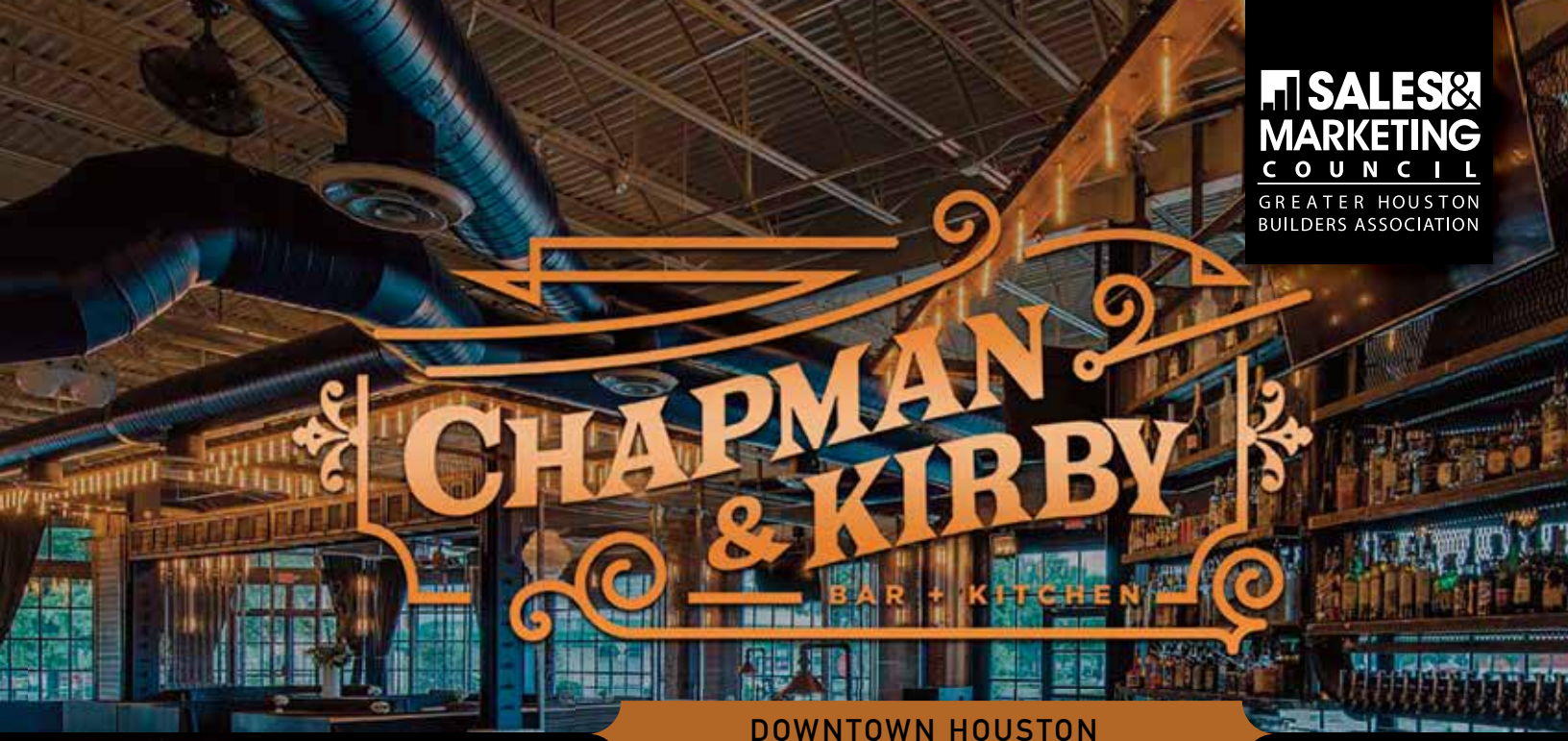

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2018 Sales & Marketing Council President

LIZ THOMPSON

Taylor Morrison

Houston Haunts Promise Ghoulish Fun

Houston, we are right around the corner from the end of the year but most importantly... it's October and my favorite month of the year! For a playful note on this month's article I took the liberty of exploring some of Houston's haunted past as we approach Halloween. Thanks to visithoustontexas.com I highlight some spooky places and caution you to read at your own risk.

Spaghetti Warehouse, 901 Commerce St: Can you imagine venturing to the second floor of a restaurant and finding dishes floating in the air? How about trying to open up for business each day only to have to move tables and chairs around that were mysteriously moved overnight? The Spaghetti Warehouse is said to be one of the most haunted establishments in the city. Having personally visited on All Hallows Eve myself, it is definitely an eerie place.

The Rice Hotel, 909 Texas Avenue: How about imagining ghost dancers in a ballroom? Sounds like something from Disney's Haunted Mansion but these stories are real life occurrences that have been reported at the Rice Hotel before it was renovated to the Rice Lofts. Apparently, the rooftop has now become the all night dance party spot.

La Carafe, 813 Congress St: Also in Downtown, La Carafe stands as the oldest bar in Houston built in 1866. Former bartender, Carl, is said to frequent the bar's second floor and bathrooms. If for nothing else, enjoying a glass of wine at the city's oldest bar should be on your "must happen" list.

The University of Texas Medical Branch's Ewing Hall, 700 Harborside, Galveston: Although not technically in Houston, when I read about this haunting I had to include it. Per legend, the land owner where this building stands promised to haunt his family if they sold his land. His face now appears on the side of the building after multiple attempts by the school to remove it. Don't have time to drive to Galveston? Google it and you will be sure to get chills.

Need more ghostly action? Check out visithoustontexas.com/things-to-do/historic-sites/haunted-places/ for a list of Houston's haunted locations. Happy Ghost Hunting!

COMING UP:

HOUSTON'S BEST PRISM AWARDS GALA

Saturday, October 6 | 6 p.m. to 12 midnight
Royal Sonesta Hotel, Legends Ballroom

Experience "Stetsons & Stilettos," an elegant dinner and awards presentation honoring the industry's finest in the categories of People, Product and Promotion.

Tables and sponsorships available now!

SMC NETWORKING & TOP PRODUCER CELEBRATION

Tuesday, November 13 | 6 p.m. to p.m.
Chapman & Kirby, 2118 Lamar St, Downtown Houston

Honoring Houston's Q2 & Q3 top producers. A highlight of the event will be the announcement of the 2019 SMC board of directors and a sneak peek at the council's 2019 signature events. Register your top producers by November 1.

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SAT., OCT. 6, 2018

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2018 Custom Builders Council Chair

Matt Sneller, CGP, GMB, CAPS

Sneller Custom Homes and Remodeling, LLC

Partnering for Success

September's Custom Builders Council luncheon covered a wide range of products that can help builders improve their construction projects. Representatives from Multivista were on hand to share how their company takes pictures and videos throughout the building process, which allows you to see every stage of the home and can help eliminate many unforeseen conditions and costs.

Adrian Vuyk with Steadfast Foundation Technologies demonstrated how his foundation system gathers data throughout the lifetime of the home. If movement is detected, action can be taken early, reducing costs and helping foundations last for generations, not years.

Toner Kersting with Toner Home Matters discussed the purpose of solar readiness design and the incorporation of storage walls as an alternative to a natural gas generator.

There will be no monthly CBC luncheon in October due to the Product Expo. We encourage all members to join us at the Expo! This great event will host 110 vendors with their latest and greatest products and services on display. The Expo is also the perfect opportunity to attend a contract seminar and renew your access for another year.

Participation is vital to accomplishing the council's mission, and getting involved with the Custom Builders Council is a fantastic opportunity both personally and professionally. We hope to you see you at our next meeting on Nov. 15.

▲ **PHOTO: The Custom Builders Council shares appreciation its for longstanding partnership with HomeAid Houston as Executive Director Bette Moser (left) retires. Also pictured: Matt Sneller, Custom Builders Council president.**

COMING UP:

CUSTOM BUILDERS COUNCIL MONTHLY LUNCHEON

Thursday, November 15
11:30 a.m. at Houston Racquet Club, 10709 Memorial Dr., 77024

Cost: $45 earlybird; $55 after November 8

SPONSORED BY: ACES BUILDERS' WARRANTY

TABLETOPS: Cambria, Detering Company of Houston, Expressions Home Gallery, Huber Engineered Woods, Ironwood Connection, Milgard Windows & Doors, Refined Systems LLC

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CUSTOM BUILDERS COUNCIL INFO AND SPONSORSHIPS:
Contact Donna Buenik
(281) 664-1429
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16th Annual GHBA

PRODUCT EXPO

October 18, Sam Houston Race Park Pavilion

A Custom Builders Council Event presented by BMC

BUILDERS, REMODELERS & DEVELOPERS ATTEND FREE

SAVE THE DATE—OCTOBER 18!

Visit GHBA.ORG/EXPO for the more details, seminar schedules, and to register!

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Booth Fee: $900

Includes pipe-and-drape, skirted table, booth sign and company recognition in the 2018 Product Expo Guide.

CONTACT:

Donna Buenik

281-664-1429; dbuenik@ghba.org

CUSTOMBUILDERS COUNCIL

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2018 Remodelers Council President

LARRY ABBOTT, CAPS, RCS, CGR

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Thank you to representatives Stephen Costello and Jamila Johnson from the City of Houston along with RMC's Government Affairs Committee Chair Jeff Roberts for the lively, informative panel discussion on Chapter 19. I encourage everyone to join us on Oct. 9 for a panel of our own members to discuss "Mold – The Other 4-Letter Word."

Garage Sale Right Around the Corner

Please clear your calendars to help with the next Garage Sale, October 20-21. The Garage Sale Committee members have been hard at work throughout the year planning the event and soliciting donations. This is a great place to donate your leftover inventory or items you have tucked away in your warehouse. Donations are tax deductible!

We are so blessed in our thriving industry and donating or volunteering is a great way to help others less fortunate in our community. Proceeds from the sale will fund the Council's annual charity project in the spring. That is why it is so important to be involved. The hard work at the Garage Sale produces compounded benefits for our community which directly impacts the lives of those most in need.

Contact Michael Jorewicz at mike@vejore.com or Will Cole at will@divinerenovation.com to donate materials or volunteer to help at this mammoth 8,000 square foot garage sale.

Houston Remodeling Guide Celebrates 20 Years

The deadline to advertise in the 2019 *Houston Remodeling Guide* is November 15, 2018. In addition to advertising in the guide, remodelers have the opportunity to submit photos for inclusion in the guide. (Must be high resolution.)

▲ **PHOTO:** Operation FINALLY HOME announces new home modification program for veterans. Pictured L to R: Ronnie Lyles, Operation FINALLY HOME Dallas project manager; RMC President Larry Abbott; and Lee Kirgan, Operation FINALLY HOME.

The annual *Houston Remodeling Guide* is an official publication of the GHBA. It is one of the best ways to market your company to over 50,000 consumers all year long. It is online at www.houstonremodelinggude.com. The guide is distributed in 50 high-end retail locations like Sherwin-Williams, Ferguson Bath Kitchen & Lighting Gallery, BMC, DalTile, Morrison Supply, Cabinets & Designs and many more. The guide is also distributed at the GHBA and to consumers at area home shows annually.

To learn more or to advertise, please contact Amy Ahlbrand Robinson with Fort Bend Publishing, at 832-274-6212 or

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REMODELERS COUNCIL INFO AND SPONSORSHIPS:
Contact Donna Buenik
(281) 664-1429
dbuenik@ghba.org

amy@lifestyles-magazines.com. Again, a huge thank you to Amy who has dedicated herself to this publication and the Remodelers Council for the past 20 years.

Leo Meerman and Bill Carter Scholarships

This year the Remodelers Council will award two $1,000 scholarships to children and grandchildren of Remodelers Council members. We are expanding our scholarship dedication to include long time GHBA and RMC board member Bill Carter who passed on August 22. Bill had a passion for generously giving his time to help others grow in this association and was always leading a volunteer army in all our events. The deadline to apply is November 6, 2018, and the scholarships will be awarded in December. Contact Donna Buenik at dbuenik@ghba.org for more information.

Operation Finally Home and RMC Launch Home Modification Program for Veterans

Operation FINALLY HOME (OFH) was born in 2005. For many years the charity has partnered with developers and home builders across the country to build custom homes for deserving veterans.

We are proud to announce the new Home Modification Program is here, expanding our reach to fill the remodeling needs of veterans.

The process starts with a remodeler who lets Operation FINALLY HOME know they want to participate. Once a recipient is identified, OFH and the remodeler will access the needs, then the remodeler will prepare an estimate with a reasonable profit and OFH will fund what is needed over and above what the veteran may have available to put toward the repairs/modifications.

Should you feel called to serve, whether through raising your hand to remodel, hosting a fundraiser, facilitating an introduction with potential supporters, or donating time, money or material, we are grateful for your help.

For more information, please contact Lee Kirgan, OFH vice president project management and GHBA member at 903-644-1788 or Lee.Kirgan@OperationFinallyHome.org.

COMING UP:

REMODELERS COUNCIL MONTHLY LUNCHEON

Tuesday, October 9 at 11:30 a.m.
Houston Racquet Club, 10709 Memorial Dr., Houston, 77024
Cost: $45 earlybird; $55 after Oct. 2
Topic: *"The Other Four-Letter Word... MOLD"*

PRODUCT EXPO

Thursday, October 18 from 12 noon to 6 p.m.
Sam Houston Race Park Pavilion

REMODELERS COUNCIL CHARITY GARAGE SALE

Saturday & Sunday, October 20-21
Texas Home & Garden Show, NRG Center, Hall C

SANDCASTLE COMPETITION

Thank you to all those who gathered at the Fisherman's Wharf pre-party and the gang that participated in the AIA Sandcastle Competition. It took a talented team of dozens to carve out the Barbara Bush Library sculpture. A special thank you to Adam Kelly of BMC and Lauren Galindo of Ferguson for coordinating the event.

ALLPOINTS SURVEYING WELCOMES NEW CUSTOMER RELATIONS MANAGER

Allpoints Surveying, a surveying company specializing in new construction, is proud to welcome Kendall McDermott as the company's customer relations manager. Kendall will be responsible for maintaining and growing customer satisfaction, loyalty, and retention while increasing overall market share.

She joins the Allpoints team from RoofTec. RoofTec is a turnkey roofing contractor for residential new builds in the Houston area. It was there that Kendall served as the director of marketing and sales. During her time at RoofTec, she directed all marketing and sales initiatives as well as all business development efforts.

Kendall has been heavily involved in the Greater Houston Builders Association over the last several years. She currently holds a seat on the boards of the Custom Builders Council and the Volume Builders Committee, and was named 2017 Outstanding Young Professional. In 2019, Kendall will hold a seat on the GHBA board of directors.

In 2016, Kendall began her involvement with HomeAid Houston, sitting on the Marketing Committee as well as chairing the auction portion of the annual golf tournament. Kendall joined the HomeAid board of directors in 2017 and currently sits on the Executive Committee as the development chair, partnering with staff to oversee HomeAid's development efforts.

"I am thrilled and excited to join the Allpoints team. Allpoints has a pristine reputation and is very well respected in the building industry. I could not think of a better company to call home. I look forward to bringing my experience and expertise to the table, helping maintain that reputation while expanding the business in new markets."

Steve Wilson, Allpoints president and COO, states, "Kendall's organizational and planning abilities are going to be put to good use at Allpoints and we really are looking forward to working with her. We've been told by prominent Houston builders that we could not have made a better choice than Kendall."

LAND TEJAS ANNOUNCES EMPLOYEE PROMOTIONS

Land Tejas, a Houston-based firm celebrating 21 years of residential development, recently promoted two employees to key positions within the company.

James Henrie has assumed the role of chief operating officer. Henrie joined Land Tejas in 2001 as a project manager where he oversaw the development of some of Land Tejas' largest master-planned communities, including nationally-ranked Canyon Lakes West in Cypress. Most recently, Henrie has served as the company's director of land acquisition and development. In this role, he has been responsible for all land development and acquisition matters including feasibilities, proformas, budget management, construction oversight and investor relations. In addition to these responsibilities, Henrie is now responsible for the company's growth, operations, sales and marketing activities.

"As Land Tejas grows, so do the opportunities for individual growth," said Jennifer Keller, president of Land Tejas. "James has been a phenomenal asset to the company since the day he was hired. His knowledge will be invaluable as we work to expand our signature brand of communities throughout the Houston area."

Land Tejas also has promoted Melanie Mangel to the position of chief financial officer. Since joining Land Tejas in 2005, Mangel has served as controller with direct responsibility for all accounting, land transactions, cash management and office management matters. In addition to her current responsibilities, Mangel will now be responsible for all financial planning, financial reporting and banking relations.

"Melanie is incredibly talented," Keller said. "Her ability to add value to every aspect of our business makes her an invaluable member of our team."

Land Tejas is one of the largest developers of master-planned communities in the greater Houston area. The company is responsible for the development of Miramesa at Canyon Lakes West, Lago Mar, Sierra Vista, Wedgewood Forest, Vanbrooke, Etteridge and Balmoral.

Learn more at www.landtejas.com.

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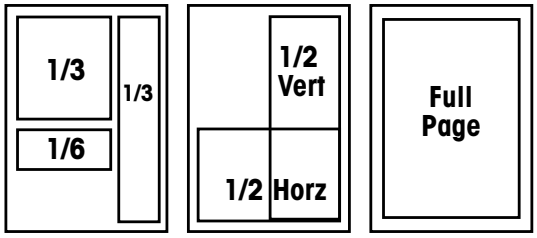

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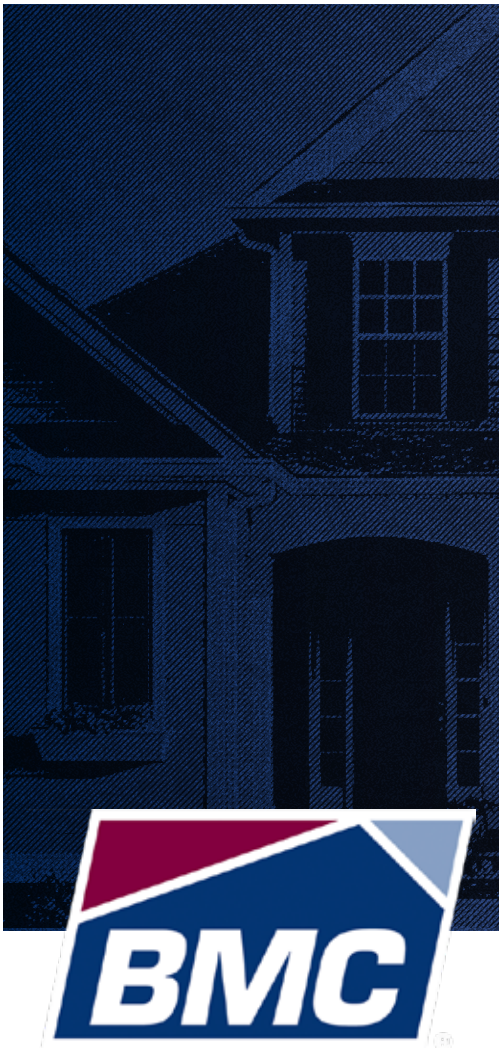
http://www.texasbuilders.org/membership/Builders2Trades-B2T.html

The Builders2Trades (B2T) website was created as a resource for builder, developer and remodeler members of the the Texas Association of Builders to search for skilled tradespeople and valued suppliers in one location. This service allows you to seach for tradesmen and suppliers. Submit information for free at **www.bit.ly/TAB-B2T**!

Log on at www.bit.ly/TAB-B2T

WE ARE BMC



IN THE BUILDING INDUSTRY, OUR NAME MEANS SOMETHING

BMC has been helping home builders and remodelers succeed in up markets, down markets and every market in between for over 100 years and counting. BMC has steadily grown into one of the nation's leading providers of building materials and construction solutions. Then and now, we are guided by our single mission to deliver what our customer needs, when they need it, and how they want it—from start to finish.

Our strategic vendor partnerships and global sourcing provide access to a continued supply of preferred products and brands our customers need and trust. From lumber and building materials, trusses and wall panels, to windows, doors, moulding, millwork, and more all under one roof, we strive to make building easier. Furthermore, we are committed to offering new and innovative solutions like My BMC Logistics Manager and our robust website platform, that allow our customers to grow and thrive.

Long term relationships are key to our success. Our local market focus allows for personalized service and local market expertise that only a hometown supplier can provide. We strive to be trusted advisors of our customer's businesses, doing whatever it takes to help them deliver their best work. BMC products and services are designed to increase our customers' productivity and support all-around excellence on the jobsite. No one in the industry has a portfolio that can match it. Our reputation is solid. BMC remains committed to single and multi-family residential home builders, professional remodelers and contractors in the Greater Houston market.

Know who you're doing business with?

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

Call on a member first!
Start your search at www.ghba.org

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October

MEETINGS AND EVENTS

Tuesday, October 2
11:30 a.m. - Bay Area Builders Association Luncheon, at La Brisa, 501 N Wesley, 77573

Wednesday, October 3
1:30 p.m. - Developers Council

Thursday, October 4
9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

Saturday, October 6
6 p.m. to 12 midnight - Houston's Best PRISM Awards Gala, "Stetsons & Stilettos," at the Royal Sonesta Hotel Houston

Tuesday, October 9
11:30 a.m. - Remodelers Council Luncheon, at Houston Racquet Club, 10709 Memorial Dr, 77024

Wednesday, October 10
12 noon - Volume Builders Committee Quarterly Meeting

2 p.m. to 6 p.m. - Volume Builders Clay Shoot

Thursday, October 18
12 noon to 6 p.m. - 16th Annual Product Expo, a Custom Builders Council event, at Sam Houston Race Park (CBC & RMC contract seminars scheduled throughout the day)

Saturday & Sunday, October 20-21
11 a.m. to 7 p.m. - 11th Annual Remodelers Council Garage Sale, at the Texas Home & Garden Show, NRG Center

Monday, October 29
9 a.m. to 3 p.m. - 8th Annual Montgomery County "Halloween" Golf Tournament, at Walden Golf Club

EDUCATION COURSES

Tuesday, October 16
2 p.m. to 4 p.m. - TDI Windstorm Program Seminar

Tuesday, October 23
9 a.m. to 5 p.m. - Introduction to Project Management (NAHB Designation Course)

Wednesday, October 24
9 a.m. to 11 a.m. - Breaking Down Smart Home Technology Seminar

2 p.m. to 4 p.m. - Hurricane Season Preparation and Best Practices for the Aftermath

Tuesday, October 30
2 p.m. to 4 p.m. - Houston Floodplain Training

November

MEETINGS AND EVENTS

Thursday, November 1
9 a.m. - Education Committee

4 p.m. - GHBA Board Meeting

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

Wednesday, November 7
1:30 p.m. - Developers Council

Friday, November 9
2 p.m. to 9 p.m. - 17th Annual BBQ & Wild Game Cookoff, at Rock Materials in Tomball

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

6 p.m. - SMC Networking & Top Producer Awards

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

Thursday, November 29
1 p.m. to 4 p.m. - BABA Go-Kart Racing Event, Urban Air Adventure Park

EDUCATION COURSES

Wednesday, November 14
9 a.m. to 5 p.m. - Risk Management & Insurance (NAHB Designation Course)

Thursday, November 15
1 p.m. to 5:30 p.m. - Residential Foundations: Soils and Materials Testing

December

MEETINGS AND EVENTS

Friday & Saturday, December 7-8
Frank Aranza "Adopt-a-Family" Holiday Project

Wednesday, December 12
6 p.m. to 9 p.m. - Remodelers Council Holiday Networking Event

EDUCATION COURSES

Thursday, December 12
9 a.m. to 11 a.m. - Building Science Seminar 1 with Dr. Joe Lstiburek

12 noon to 2 p.m. - Building Science Seminar 2 with Dr. Joe Lstiburek

2:30 p.m. to 4:30 p.m. - Building Science Seminar 3 with Dr. Joe Lstiburek

January 2019

MEETINGS AND EVENTS

Friday, January 18
6 p.m. to 11 p.m. - 2019 Board Installation & Celebration

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