



Greater Houston Builders Association
Annual Report 2016



Building a **GREATER** Houston

www.ghba.org



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FROM THE CEO



CASEY MORGAN, CEO
Greater Houston Builders Association



2016 marked a year of leadership change for the GHBA, and this seamless transition would not have occurred without the steadfast support of our builder members, associates and staff. I am grateful to be a part of such a committed organization – thank you!

2016 — A Year of Positive Change

2016 marked another busy, but successful year for the GHBA.

The association hosted more than 200 events that provided advocacy, educational and networking opportunities to members; expanded trades training for a local high school through construction job site visits led by volunteer builders; strengthened our partnership with Operation Finally Home by elevating the veteran charity to a GHBA Benefit Homes beneficiary; raised more than \$190,000 for local and state elected officials through HOME-PAC fundraising; inducted one of our own, David Weekley with David Weekley Homes, into the Texas Housing Hall of Honor; and ended the year strong with 1,600 member companies, solidifying our position as the largest home builders association in Texas and the fourth largest in the nation.

Not only was it a great year for the GHBA, but a positive year for the local home building industry as well. According to Meyers Research, in 2016, the 25,000 homes built in the Houston Metro area generated over \$7.4 billion into the local economy and created 87,577 jobs!

The GHBA salutes you for an outstanding year and is excited to once again serve such an innovative, dedicated and robust membership in 2017. Here’s to another great year!



GHBA is sticking to what it does best—education, public policy, marketing and networking. We remain dedicated to our mission: “To provide advocacy, education, professional development, and valuable services to its members and the homebuilding industry.”



MEMBERSHIP & SERVICES

2016 was another great year for the housing industry. The GHBA not only maintained its ranking as the largest home builders association in Texas, but is the fourth largest association in the country, with approximately 1,600 member companies.

Special thanks to our Membership & Retention Committees and Ambassadors, as well as our SPIKES, who work year-round to recruit new members and make our association stronger. GHBA’s main goal of providing top quality member benefits is unwavering, and we are looking forward to 2017.

Benefiting at Every Level

The GHBA added over 334 new members in 2016. As we grow our ranks, our industry’s influence grows as well. When new members join the GHBA, they automatically become members at the local, state and national levels. This benefit brings members the best of all worlds – local networking and resources, along with access to invaluable state and national information and privileges.

GHBA Association Services

From our 401(k) program, comprehensive business and health insurance, to shipping and automobile discounts – GHBA members have access to some really good deals! To maximize your membership, the association offers money-saving discounts from GM, Lowes, UPS, Dell, Budget, Hertz and Avis Car Rental, Office Depot, Wyndham Hotel Group, Omaha Steaks and more!





Political Advocacy

A strong local housing industry is key to the Houston area's robust economy. GHBA Government Affairs works to strengthen the local housing industry and ensure that our members aren't regulated out of business.

From work with the City of Houston on the newly adopted Energy Code to protecting our MUDs, the Government Affairs Department is working hard to keep Houston prosperous by providing a housing market open to all income levels.



Education

The GHBA's nationally recognized Education Department endeavors to deliver the highest quality of education, training and professional development to our members and the residential construction industry.

In 2016, the GHBA offered more than 100 affordable, informative, industry-specific courses and 12 different professional designations, all certified by the National Association of Home Builders.

When the competition is fierce, expertise sets the leaders apart.



Networking & Marketing

GHBA hosted over 200 events in 2016, ranging from committee luncheons and after-hour networkings to golf tournaments, cook-off competitions and black-tie awards programs.

Through these targeted marketing opportunities, members increase their visibility and credibility throughout the industry while gaining both personal and professional recognition.

The GHBA has 14 councils, committees and divisions in which to participate, and offers 200+ sponsorship opportunities and advertising options.



ADVOCACY

Working at the local, state and federal levels, GHBA and our federation worked hard in 2016 to keep onerous regulations and legislation at bay. From elections to major policy changes, your Government Affairs Department keeps a close watch on all the issues that impact your ability to earn a living.

GOVERNMENT AFFAIRS GREATER HOUSTON BUILDERS ASSOCIATION | COMMITTEE

In February, the Government Affairs Committee hosted Marlene Gafrick, longtime Houston Planning Department director and current director of planning for MetroNational, who discussed the Planning Department's Special Revenue Fund and fee adjustments in addition to the work of new Houston Mayor Sylvester Turner's Public Works Transition Team.

In late September, the NAHB announced its recipients for the inaugural Defender of Housing Award in the 114th Congress. The award was given to legislators who have a strong record of standing with the housing industry to preserve the American Dream. Members of the GHBA Government Affairs



Committee had the privilege of meeting with and presenting the award to our delegation winners including: Senator John Cornyn, Congressman Kevin Brady, Congressman John Culberson, Congressman Gene Green, Congressman Pete Olson and Congressman Ted Poe.

Following negative articles regarding municipal utility districts (MUDs) being published by local media, Government Affairs Committee members actively met with both state representatives and senators from our Houston area state delegation throughout the fall and winter prior to the legislative session. This effort was to educate them on how critical utility districts are for infrastructure, growth and housing affordability as well as equipping them with facts to share with their colleagues to counter the falsehoods being reported in the media.

At the November meeting, the committee met to discuss the implementation of the solar readiness requirements in Appendix RB of the City of Houston's newly adopted energy code. In addition, the committee discussed GHBA and TAB priority issues and legislative priorities for the upcoming legislative session that began on January 10.



In 2016, we entered into another significant election cycle that saw us vote not only on numerous federal, state, county and judicial level races, but also the President of the United States.



In advance of the March primary, HOME-PAC trustees met to interview candidates for open seats in our Texas House delegation. This included Kevin Roberts for House District 126 to replace Patricia Harless; Dr. Tom Oliverson in House District 130 to replace Allen Fletcher; and Ernest Bailes, Van Brookshire and Wes Hinch in House District 18 to replace John Otto. The trustees voted to endorse and financially support Kevin Roberts and Dr. Tom Oliverson.

HOME-PAC is GHBA's political action committee. HOME-PAC directs support to industry-friendly elected officials.

In April, the trustees interviewed Kimberly Willis and Jarvis Johnson, the candidates for Houston Mayor Sylvester Turner's former house seat in District 139. The trustees chose not to endorse in that race, but voted to endorse and financially support Ernest Bailes in the runoff for House District 18.

Although the GHBA HOME-PAC only contributes to local and state elected officials and candidates, on September 23, the GHBA hosted Senator John Cornyn for the fourth consecutive year for a fundraiser to benefit the NAHB's BUILD-PAC. The event, co-hosted by GHBA past president and NAHB's incoming BUILD-PAC chair, Eddie Martin, president of Tilson Home Corp., was held at Brennan's with 50 people attending.

In the November general election, all but one of HOME-PAC's endorsed candidates were victorious. State Rep. Gilbert Pena (R-Pasadena) lost to former State Rep. Mary Ann Perez (D-Pasadena) in a rubber match, as they had each held House District 144 for one term over the last four years.



EDUCATION C O M M I T T E E

The tools you need to achieve
your professional goals

In 2016, the GHBA maintained its commitment to the mission of providing the highest quality of education, training and professional development to our members and the residential construction industry by offering affordable, informative, industry-specific seminars, and 15 professional designations courses certified by the National Association of Home Builders.

2016 was another great year with more than 1,900 members attending classes and seminars!

An NAHB designation is a symbol of your knowledge and ability. It tells your customers that you are proficient with the latest skills and techniques, and that your business practices are sound. But more importantly, it tells them that you are committed to excellence.

Texas continues to lead the country with builders who hold NAHB professional designations.

GHBA held a total of 15 NAHB designation courses in 2016. Included were the popular Certified Aging in Place Specialist (CAPS) and the two-day Green Building for the Building Professional course.

Safety Training

With safety always a top priority, GHBA offered three different OSHA 10-Hour Certification Training Courses this year, with a total of 61 members completing the training.

Code Updates

In a continuing effort to keep members informed of the many changes in industry regulations and trends, GHBA hosted Dr. Joe Lstiburek, one of the leading Building Science Specialists in the country, for three different sessions with three different topics covered. 370 people were in attendance for these popular sessions.

GHBA also offered the Residential Foundations Soils and Materials Testing Seminar in February, and Guidelines for Design & Construction of In-ground Pools in May and an Energy Code Update in June.



Earning designations has virtually revolutionized my business. Not only has it increased my confidence in the marketplace, but it has set me and my company apart from the vast sea of contractors out there. Possessing these attributes has led us more consistently to our ideal clientele. Having designations labels me as someone who has chosen to excel as a remodeler.

KEVIN VICK, CAPS, CGP, CGR
Vick Construction & Remodeling Inc.

ABCs... Nuts & Bolts... Sticks & Bricks... Oh My!

The “ABCs of Home Building – A Builders Education Series” continues to be a hugely successful series. These two-hour seminars focus on the building blocks of residential construction. The topics covered are: concrete, framing, plumbing, HVAC, electrical, building envelope, masonry, roofing and blueprint reading. Total attendance for this popular series was 716 people, with an average of 80 people per seminar.

GHBA held five “Sticks and Bricks of Sales & Marketing” seminars with an average of 28 people in attendance. Special guest Meredith Oliver spoke in May with more than 40 people in attendance.

Earn More with GHBA Education

Information from the most recent NAHB Builder Member Census reveals that members who have earned NAHB professional designations make more money than their counterparts in the business who haven't earned designations.

According to the survey, members holding:

1. The Graduate Master Builder (GMB) designation had company revenues that averaged **\$1,610,529** more last year than those without an NAHB builder designation.
2. The Certified Graduate Builder (CGB) designation had company revenues that averaged **\$990,189** more.
3. The Certified Green Professional™ (CGP) designation had company revenues that averaged **\$824,124** more.
4. The Certified Graduate Remodeler (CGR) had company revenues that averaged **\$506,414** more than those without an NAHB remodeler designation.
5. The Certified Aging-in-Place Specialist (CAPS) designation had company revenues that averaged **\$110,838** more.



WHERE WILL YOUR CAREER BE IN 2016?

Learn more at www.ghba.org/education



ASSOCIATE COUNCIL

GHBA 101

Sometimes referred to as “GHBA 101,” the Associate Council is a launching pad for associates to become familiar with the association and its involvement in the community.

Promoting Member Ownership & Participation

In 2016, the council hosted an average of 75+ associates each month. Guest builders serve as the keynote speakers, creating a forum for associates to meet and build relationships with builder members.

Monthly luncheons throughout the year featured purchasing managers, division presidents, emerging builders, a game of “Builder Jeopardy,” and custom builders. The largest turnout was for a panel of Houston-

area developers, with 118 people registered.

Every month luncheon attendees are eligible to enter a drawing that offers a chance for an associates to have their picture featured in *Houston Builder* magazine with the builder guest speaker. They are also invited to attend a year-end party in December with all the luncheon speakers and drawing winners. This year the event was held at the beautiful Morrison Supply showroom.



SPECIAL EVENTS

The Associate Council hosts several large events each year. In February, the 6th annual Chili Cookoff was held at Tri-Tech Surveying/BEC-Lin Engineering. With 18 cooking teams and more than 450 tickets sold, the event was a huge success. Teams competed for top honors in the categories of Red Chili, Green Chili, Red Salsa, Green Salsa and a Chuck Wagon Dessert competition to benefit HomeAid Houston, a GHBA charity.

The Spring Golf Tournament was held in March at Quail Valley Golf Club. **This was our largest tournament in several years with 185 golfers participating!**

The BBQ Cookoff was held in November at a new location, Houston Farm & Ranch Club with 24 teams participating and 2,100 tickets sold. Everyone loved the new location!

SCHOLARSHIP FUND



The Associate Council raised \$15,000 for the annual GHBA Scholarship Fund in 2016. The council presented five scholarships in the amount of \$3,000 each to college-age children of GHBA members.

The recipients were Aricka Anderson, daughter of Jill and Rick Anderson (David Weekley Homes); Allison McManus, daughter of Jay McManus (M/I Homes); McKenna Powers, daughter of Jeannine and Breck Powers (LBJ Construction); Amanda Caffey, daughter of Leah and Craig Caffey (Goodman Manufacturing); and Madeline Tomlinson, daughter of Leslie and Greg Tomlinson (Builders Post-Tension). Congratulations to the 2016 scholarship winners. GHBA wishes you all the best in your bright futures ahead!



The “Frank Aranza Adopt-a-Family” program is a long-standing Associate Council tradition that makes the holidays special for families with limited options.

In the spirit of the season, association members donated gifts and funds to 42 families in need. In addition, the GHBA teamed up with Casa de Esperanza, a HomeAid Houston agency, to provide their kids with \$6,000 worth of gift cards. What an incredible experience for those able to help!





The Bay Area Builders Association is a division of GHBA dedicated to members doing business in the Bay Area. BABA works closely with local city officials to ensure new laws and regulations are not detrimental to the building industry and keeps its members informed of important updates. If you do business in the coastal region, it's essential you get involved with BABA.

Builders with a View

BABA started the year off strong in February with Troy Elmore sharing his tips on how to boost sales for 2016. A highlight of the luncheon was the installation of the 2016 BABA board of directors.

Metrostudy's Scott Davis presented the "Mid-Year Forecast" for the Bay Area in May. All 77 in attendance were happy to learn that continued strong growth in the Bay Area is expected.

Other informative meetings through the year included:

- Design Trends
- Mobility in the Bay Area
- Energy Code Update
- OSHA Update
- Risk Management





BABA FISHING TOURNAMENT & CRAWFISH BOIL

What better way to spend the day in the Bay Area than fishing! Novice and pro anglers alike enjoyed a lovely day on the water for the 3rd Annual BABA Fishing Tournament and Crawfish Boil, held in May at Floyd's on the Water at Harbour Walk Marina in Hitchcock, Texas.

The event was a huge success with 66 teams competing for the largest red fish and trout. This event continues to grow each year!

Following the tournament, awards were presented to the winners, and guests enjoyed a spicy crawfish feast.

LEGISLATIVE UPDATES

One of the most important goals of the division is to keep members apprised of important changes in codes and legislation affecting builders.

In June James Rodriguez with Fox Energy gave a very informative update on the recent Energy Code changes. That was followed in September, with Dave Yelovich, Compliance Officer at Tilson Homes, presenting an informative OSHA update.

NEW IN 2016! BAY AREA SPEED SELLING

In September, BABA held its first Speed Selling Event at the Top Golf facility in Webster with 20 builder companies represented at the event.

BABA GOLF TOURNAMENT

In October, BABA hosted its annual golf tournament at Magnolia Creek Golf Club with 65 golfers enjoying a day of sunshine and networking.



I've been a member of GHBA for many years and attribute much of my success to the great builders and vendors that I've worked with over the years. Thanks GHBA!

CINDY APLANALP YATES
Chairma Design Group



The mission of the Custom Builders Council is to form an alliance among custom builders to achieve the highest level of professionalism and integrity; to offer our customers quality construction and excellent customer service in the industry; to offer continuing education to enhance our abilities; to provide an open forum for communication and exchanging ideas; and to strengthen our political position to help our industry.

Improving building efficiency & technology

Custom Builders Council luncheons cover topics pertinent to both builder and associate members of the council.

Attendance has grown steadily, with meetings averaging 150 attendees, of which approximately 30% are custom builders.

The Custom Builders Council monthly luncheons featured a host of topics, from marketing your business on Houzz and online best practices to Energy Code training and lending standards.

The most popular meetings of the year, based on attendance, were:

January: A record-breaking turn-out of nearly 200 builders and associates came out for a panel discussion with City of Houston officials, who reviewed standards and practices mandated by the 2015 International Residential Code (IRC).

February: Thom Black with BMC shared a look at current market trends, labor

shortage concerns, and permitting restraints in the annual Stock Commodity Pricing Update.

April: James Rudnicki and Ian Faria discussed updates to the TAB contracts. These contracts are a huge asset for association members, potentially saving custom builders thousands in legal fees.

Special Events

CBC held a networking event at the Butler Brothers Construction project in Spring Branch. Over 65 council members enjoyed a sneak peek at the new townhome complex.

The CBC Speed Selling event at Bowlmor Lanes was well attended with 25 builder companies in attendance. Speed selling events are a unique opportunity for associates to speak face to face with the decision makers of multiple building companies, all in a single afternoon.



THE EXPO

The 14th Annual Product Expo was a record breaking event! More than 500 builders and remodelers walked the Expo floor to learn about all the new and exciting products from more than 100 associate exhibitors. Several Builders won vacation packages and chances at the infamous Money Ball!

In April, CBC members and their families joined together for the annual CBC Charity Project Work Day at Casa de Esperanza (House of Hope for Children). Casa strives to break the destructive cycle of child abuse by offering safe homes to children of families in crisis. Learn more about the cause at www.casahope.org.





A FORUM FOR AFFECTING CHANGE

In February, the Codes & Standards Committee met to discuss “What Cities are on What Codes?” At this meeting, the members also discussed the 2012 International Residential Code (IRC) and the upcoming required 2015 Energy Code.

In an effort to preempt the City of Houston in the adoption of the 2015 IRC, a subgroup consisting of members from the Codes & Standards Committee, the Government Affairs Committee and In-Town Builders Taskforce and led by John Williams from KHOV, met weekly beginning in February for more than 10 weeks to review the 2015 IRC and propose amendments to submit to the City of Houston.

In August, members met and discussed finalized OSHA regulations, the 2015 Energy Code and the 2012 Code Words recently published by the City of Houston.

The committee closed out the year with an update by John Williams on the implementation of the 2015 Energy Code and the adoption of Appendix RB. Kathy Howard and Mark Curry gave a presentation regarding what inspectors are looking for behind the walls during code inspections.



DRIVING POLICY CHANGE... FROM THE GROUND UP

FEBRUARY: The Developers Council hosted Richard Stolleis, Fort Bend County Engineer, who discussed new platting processes within Fort Bend County.

MARCH: The developers heard from Richard Cron, representing the Texas Alliance for Responsible Growth, Environment and Transportation (TARGET), who provided information on the status of the Clean Water Act rule lawsuit as well as the Developers Council voting on the final proposed guidelines for developing in the Cypress Creek Overflow.

MAY: David Hagy, a managing partner with Texas Central Partners, spoke about his company's progress in creating a privately-backed, high-speed rail line between Houston and Dallas.

JUNE: The Developers Council hosted staff of the Texas Commission on Environmental Quality (TCEQ) who provided an update on the TCEQ's work regarding the issuance of bond anticipation notes, regulatory guidance and staff retention.

AUGUST: Former Houston City Council member and current Houston Chief Resilience Officer Steve Costello discussed the expectations of his new role and his goals regarding drainage maintenance, hurricane preparedness and developing drainage policies to address large scale drainage projects.

SEPTEMBER: Michael Bloom with R.G. Miller Engineers made a presentation on Low Impact Development (LID) and the cost data and feasibility studies for several projects in the Houston area.

OCTOBER: The Developers Council hosted State Representative Jim Murphy (HD-133) who gave a preview of what to expect from the 2017 legislative session, as well as his thoughts on the importance of MUDs for our region.

NOVEMBER: Travis Hamrick, vice president of the Southwest Division for Restoration Systems discussed stream and wetlands mitigation in the Houston area including the Katy Prairie Stream Mitigation Bank.



MONTGOMERY CO. BUILDERS AND DEVELOPERS

MCBDD is a branch of GHBA dedicated to members who do business throughout Montgomery County, one of the top 10 fastest growing counties in the nation. The division is the central point of contact for building and development issues that affect the area.

Catering to Growing Communities

The Montgomery County Builders & Developers Division (MCBDD) charged out of the gate with a strong first quarter, averaging more than 100 guests at each of the division's monthly meetings. MCBDD also tried out a new format, hosting several breakfast meetings that were very successful.

In January, Gil Stanley and Fred Welch shared their outlook for business growth and economic development in The Woodlands and Conroe.

Ian Faria with Coats Rose shared valuable tips for builders on "How to Stay on the Jobsite and Out of the Courtroom!" at the February meeting.

March brought a special treat addressing the topic on everyone's mind — OIL. Retired oil man and hometown hero/philanthropist, George Lindahl, shared how the ups and downs affect homebuilding locally.

To open up the second quarter, the guru of commodities, Thom Black with BMC, gave members the lowdown on building material costs, inflationary factors, supply chain and shortage concerns, and more.

Award winning designer, Kathy Anderson with Eklektik Interiors joined MCBDD in May to help builders set themselves apart from the crowd using good design principles. She



MONTGOMERY COUNTY GOLF TOURNAMENT

MCBDD held its 6th Annual golf tournament at Lake Walden Golf Club after yet another rain-out, but the gods smiled on us and the weather was gorgeous for the sold out tournament on December 12.

Thanks to all of our golfers and sponsors who stuck with us while Mother Nature did her thing. Fore!



also shared the top trends homeowners can't live without.

June's builder and developer panel was a popular one! Thank you to Bob Douglas, Johnson Development; Kyle Davison, Westin Homes; Jeb Kolby, Friendswood Development; and Keith Luechtefeld, Shea Homes, who shared their challenges and triumphs, opportunities and upcoming projects in this eye-opening meeting.

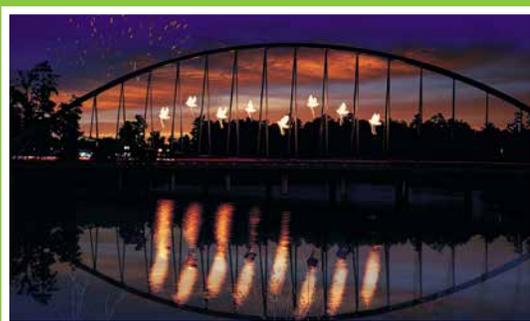
The Marketing Ninja closed out the summer, and over 100 guests took away valuable tips and secrets to boost their businesses.

September's law enforcement panel shared invaluable information for preventing jobsite theft and ongoing crime initiatives in Montgomery County.

The MCBDD luncheons are well-attended, and most are a sell out crowd. Thanks to all our sponsors and underwriters for making these events so successful; we could not do it without you all.



MORE GOOD NEWS FOR THE COUNTY



MCBDD hosted its Annual Forecast Luncheon at the Marriott Riverway in The Woodlands in front of a sold-out crowd of 200 guests.

The news delivered by keynote speaker, Mark Vitner with Wells Fargo Securities for 2016 was good with a promising forecast for 2017 in the 8th fastest growing county in the U.S.



REMODELERS COUNCIL

The award-winning GHBA Remodelers Council consists of remodelers, designers, suppliers and manufacturers from all over the Houston area. The Council is dedicated to the promotion of excellence and professionalism within the organization, and public awareness of the Council.

Reaching out and being recognized

The GHBA Remodelers Council (RMC) hosted a great lineup of luncheon speakers in 2016, covering topics ranging from lead renovation, energy code and windstorm construction to retirement planning and strategic planning.

But two meetings topped the charts with more than 140 RMC members in attendance. In May, Kathy Anderson with Eklektik Interiors and Cindy Aplanalp-Yates with Chairma Design Group shared the newest and exciting design trends for 2016. A panel from the

City of Houston's Permitting Center, Floodplain Management Office, and Building Code Enforcement drew a record crowd in September.

The Council also held several events including a sold-out Speed Selling in March with over 20 remodelers and 20 associate members participating. BMC hosted its 6th Annual BASH at The Bell Tower on 34th with great food and beverage, casino games and 40 vendors exhibiting their latest products.

Thank you to our members and sponsors for another fantastic year!



RECOGNIZING EXCELLENCE

The Council Awards for Demonstrating Remodeling Excellence (CADRE) are presented each year by the National Association of Home Builders (NAHB) to local remodelers councils and individuals whose work at the local level exemplifies the best practices of the remodeling industry.

The GHBA Remodelers Council won the CADRE for “Outstanding Community Service Project” for the 2016 charity project at the Casa de Esperanza – Mary Scalise Foster Home. The CADRE is the highest national award that a local Remodelers Council can achieve. Congratulations to Sherry Pruitt, CGR, CAPS – Whodid It Design our 2016 Charity Project chair!

SUN, SURF AND SAND... LOTS OF SAND!

The 2016 AIA Sandcastle Competition was rescheduled for Saturday, August 20 due to weather. An enthusiastic group joined together on East Beach in Galveston to enjoy some great food, beverage and networking in the sand! Special thank you to all our Sandcastle sponsors – BMC, Ferguson Bath, Kitchen & Lighting Gallery, RoofTec, Milgard Windows & Doors, Sherwin Williams, A-Plus Glass Services, Abbott Contracting, Manna Distributors, Craftsmanship by John, Divine Renovation, Heritage Construction Services, JeldWen, JRG Builder & Remodeler, LBJ Construction, Legal Eagle Contractors, My Design Team, Remodeling Concepts, Stevens Landscape Services, Third Coast Builders, Walker-Zanger and Whodid It Designs.

GIVING BACK

In April, the Remodelers Council, led by Sherry Pruitt, completed the 2016 Charity Project at the Casa de Esperanza – Mary Scalise home. The RMC volunteers made much-needed updates and improved the functionality, safety and beauty of the foster mother’s home.

Mary is an employee of Casa de Esperanza who has adopted four children from Casa de Esperanza. The youngest, Luke, has significant disabilities (cerebral palsy) and is wheelchair bound. The project added wheelchair accessibility to the home, as well as a much-needed first-floor bathroom with roll-in shower. Additionally, the crew updated the kitchen with new cabinets, countertops and appliances and painted and replaced flooring on the first floor. Mary has dedicated her life to giving a safe home to children in crisis.

Giving back is a core belief for the Council and this annual project is our small way to give back to those in need by doing what we do best – REMODELING!

GARAGE SALE

Every charitable act performed by the Remodelers Council is made possible with the funds raised by the annual Garage Sale. Hundreds of companies donated to this year’s event and dozens of volunteers took time out of their own busy schedules to work the Home and Garden show. This remarkable effort demonstrates the unwavering commitment the Remodelers Council has to give back to those less fortunate in the Houston community. This year’s sale netted \$17,000 and those funds will be used for the 2017 charity project.



SALES & MARKETING COUNCIL

The Sales & Marketing Council is a forum for new home sales professionals to meet, network and exchange ideas.

Houston's SMC is proud to hold the title of the largest SMC in the country.

Staying ahead of the game

The SMC hosted the nationally recognized Million Dollar Circle with over 400 guests in attendance at the Royal Sonesta Hotel. This nationally recognized program recognizes sales achievement by those who have closed over \$1 million dollars in new home sales in the previous calendar year. The sales professionals at the event combined for a total of \$4.6 Billion in new home sales!

The Sales & Marketing Council hosted the 6th Annual Battle of the Builders at Towne Lake. Congratulations to the MHI team for taking home the Championship Belt.

The No. 1 Sales & Marketing Council in the country (yes, right here at the GHBA) hosted two top producer events in 2016.

Karbach Brewing Company served as the venue for the first SMC Networking where Top Producers were honored for their sales in the 4th quarter of 2015 and the 1st quarter of 2016.

We raised a glass to the 2nd and 3rd quarter Top Producers at a networking event at Towne Lake in November. A great time was had by all and congratulations to the recipients and many thanks to our sponsors.

RECOGNIZING HOUSTON'S BEST



SMC's flagship event, the Houston's Best PRISM Awards, was held at the Royal Sonesta Hotel in October. More than 750 guests enjoyed the Bollywood Nights themed black-tie event.

There were 600 entries with 121 awards presented to our winners. The Grand Awards winners were - Volume Builder – Darling Homes; Custom Builder – Frankel Building Group; Developer – Crescent Communities; Remodeler – Morning Star Builders & Renovations and Promotion – On-Target Marketing & Advertising.



SMC hosted 42 judges from all over the country for this year's event. Special thanks to the out-of-town judges and to the 18 associate volunteer drivers who shuttled them around town for two days to see the very best Houston has to offer.

Thank you to our sponsors for a great evening. And congratulations to all the winners and finalists!

A HOME RUN FOR SMC



The Houston Astros gave us lots to cheer about at the Annual Texas Bash family night out at Minute Maid Park. Over 500 fans celebrated a win over the LA Angels and cheered on our title sponsor, Mark Cady, who threw out the first pitch.



VOLUME BUILDERS COMMITTEE

The Volume Builders Committee serves as a focus group for industry issues, provides a voice to our small and large volume builders, and is a way to communicate public policy and other initiatives to this group.

Dave Yelovich kicked off the year at the Volume Builders' first quarter meeting with a discussion on "The Modern Day Superintendent."

At the second quarter meeting, James Rudnicki presented a candid conversation regarding vendors/subs and the strict guidelines builders need to address in their contracts.

In the third quarter, the City of Houston Permitting and Engineering Departments requested feedback on the feasibility to show curb lines on the permit applications. Additionally, several law enforcement agencies presented common practices to prevent jobsite theft. This meeting resulted in a citywide sting that recovered over 60 stolen appliances.

Speed Selling Events

The Volume Builders held two speed selling events in 2016. The first at Top Golf saw more than 40 builders in attendance. In the fall, Volume Builders held a speed selling event at the American Shooting Center with 22 builder companies. Both the associates and builders felt this was a great way to visit with new vendors and keep up with what's happening in the market.

A joint effort between the City of Houston Police Department and the GHBA Volume Builders led to

60+
STOLEN APPLIANCES
RECOVERED!



YOUNG PROFESSIONALS COMMITTEE

The mission of the GHBA Young Professionals Committee is to establish an environment for educational, philanthropic, networking and career growth opportunities for YPs affiliated with the development, remodeling and home building industries.

Helping advance & strengthen the careers of tomorrow's leaders

In February, the Young Professionals held their first networking event of 2016 at Karbach Brewery and had over 80 YPs in attendance.

The Young Professionals' May networking event at St. Arnold Brewery was a hit with more than 58 young professionals from the GHBA participating.

The Young Professionals steering group met in September to discuss the GHBA's partnership with Jones Academy High School and agreed to serve as greeters for the students' upcoming visits to the GHBA.

In October, the committee held its third quarter networking event at 8th Wonder Brewing and 38 young professionals attended.



Green building isn't a passing trend. It's our future. Anyone who has lived in the Gulf Coast climate can tell you, it's a different world here. Anyone can claim to be green. GBGC homes and products are different. We adhere to the one and only national green standard and require strict compliance and third party verification procedures. There's no way around it. Only the most efficient, eco-friendly homes and products can receive the GBGC certification.



BUILDING GREEN

Green Built Gulf Coast (GBGC) certified more than 1,400 homes in 2016. That brings the total number of certified homes to date to 15,600!

GBGC has 25 builder members, 15 associate members, two multi-family members, and seven verifying companies.

On April 1, GBGC officially adopted the 2012 National Green Building Standard. Adapting to the new standard elevates Green Built Gulf Coast certified homes above typical code compliant homes in the region, extending benefits to both builders and homeowners.

GREEN BUILT GULF COAST

15,600
HOMES CERTIFIED

Builders - 55%

Verifiers - 14%

Associates - 31%





SPECIAL EVENTS 2016

FORECAST LUNCHEON

A panel of three well respected economists shared the stage at the Annual Forecast Luncheon and gave the crowd of 900+ guests great news to with which to begin the year.

Did you know that Houston has added more jobs since 2000 than any other city in the nation? Not bad, Houston!

INSTALLATION CELEBRATION

GHBA welcomed a new president, Parke Patterson, and said goodbye to our beloved CEO Toy Wood as she retired. A rousing crowd of nearly 400 guests bid her a fond farewell and officially welcomed the new CEO, Casey Morgan.

A giant salute to the many sponsors who helped bring the 'sizzle' to this very special event.

MID YEAR FORECAST LUNCHEON

The Mid Year Forecast Luncheon with nearly 900 guests in attendance, featured Dr. Mark Dotzour who shared current facts and figures related to new home construction, sales and development.





The Benefit Homes Project is a charitable arm of the GHBA. Its mission is “To ensure a brighter future for the community’s less fortunate, through the heart and hands of the homebuilding industry.”



It was 37 years ago when the GHBA board of directors envisioned a charitable project that would bring the generosity of GHBA builders, developers and vendors together to give back to Houston. After careful and thoughtful planning, the GHBA Benefit Homes Project was born.

The goal was to do what GHBA members do best—build quality homes. These homes would then be sold at market value for a profit. The majority of that profit would be donated to local charities.

Even through the toughest years, the builders, developers, vendors and suppliers have continued to come on board the Project, committed to helping those less fortunate. If you ask them why, they will tell you, “Even in good economic times and when we are experiencing economically challenged times, families, individuals and veterans face homelessness. This is what we as members of the GHBA do best, build homes, regardless of the circumstances, regardless of the economy, it is who we are.”

Many of the GHBA members donate multiple years. This generosity reflects the commitment that Houston area builders, developers, vendors and suppliers have to the community.

Over the life of this program, the GHBA has donated nearly \$10 million to local charities.

Beginning in January, 2017, the Benefit Homes Project will distribute the majority of the proceeds to two charities that reflect our association’s industry, building homes. These charities are HomeAid Houston and Operation Finally Home.

Over the Project’s 37 years we have celebrated the groundbreaking of two Benefit Homes annually.

In 2015, Castletree Homes partnered with Land Tejas on a Benefit Home in Miramesa and that home sold in 2016. Trendmaker Homes began their Benefit Home in 2016 and it sold in 2017 in the new community of Meridiana, a development of Rise Communities.

CHARITABLE EFFORTS



HomeAid Houston, a charity sponsored by the GHBA, upholds the mission to “build new lives for homeless families and individuals through housing and community outreach.”

HomeAid Houston works with homeless care providers to build and renovate transformational shelters. By partnering with GHBA builders, remodelers, developers and suppliers, HomeAid Houston is able to effectively multiply the impact of gifts provided by generous donors.

Since 2003, HomeAid Houston has completed over 42 projects, adding \$12.6 million in real estate to Houston’s homeless community and providing beds for more than 20,000 homeless men, women and children in our city.

MAJOR NEW CONSTRUCTION PROJECTS

Boys and Girls Country: This 8,100 sq. ft. building, dedicated in December of 2016, was built by Partners in Building, in partnership with many GHBA vendors and trades. The beautiful new building includes a bedroom and bathroom for each child, along with an attached apartment for both the “teaching parents” and “relief parents.”

HOMEAID CARE PROJECTS:

Casa de Esperanza de los Ninos

- Renovation of “The Rocket Center” with David Weekley Homes, through their CARE Program
- The GHBA Custom Builders Council partnered with HomeAid, to renovate one of the houses that provide a safe and loving home for homeless children, ages birth to 6.

In April of 2017, HomeAid Houston and the GHBA will be honored at Casa’s Gala as their “Volunteer Group of the Year.”

Santa Maria Hostel

Remodeler Captain Greymark Construction and HomeAid Houston teamed up to renovate the lobby area of the Bonita House, providing a warm and welcoming environment for women seeking help and healing

from drug addiction and alcoholism and their children.

HomeAid’s major new construction and remodeling projects continue to operate with a 30 to 40 percent donation rate and HomeAid Care projects are showing donation rates of 50 to 100 percent. In addition, HomeAid donates \$10,000 per HomeAid Care project, to cover labor and materials.

FUNDRAISING

HomeAid’s three ongoing fundraising projects—the Annual Charity Golf Tournament “Driving Out Homelessness,” Project Playhouse, and the HALO luncheon—were extremely successful in generating proceeds, creating awareness and having fun!

2016 saw the continuation of the “HomeAid Heroes” fundraising initiative. This program enables builders, developers, real estate agents and associates to rally behind HAH, as they commit to donate a specific amount per home sale, lot sale or product sale.

The GHBA’s Benefit Homes Project gave a gift to HomeAid in 2016, thanks to builder/developer teams Castletree Homes and Land Tejas Companies, Ltd.



2016 PARTNERS

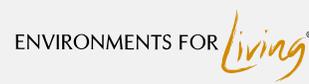
PINNACLE



PLATINUM



DIAMOND



GOLD



SILVER



2016 LEADERSHIP

The GHBA would like to thank the many association members who volunteer their time and talent to help make the association great.

2016 EXECUTIVE COMMITTEE



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Parke Patterson Land Development
GHBA BOARD PRESIDENT



Bo Butler
Butler Brothers Construction
VICE PRESIDENT



Greg Madrey, CGA
Builders Post-Tension
ASSOCIATE VICE PRESIDENT



Ron Martin
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Randy Birdwell
 J.S. Norman, Jr.

2016 FINANCIAL RESULTS

The Association maintained its financial stability in 2016. Membership dues revenue increased by 9.4%, while both activities revenue and activities expense decreased slightly.

Overall, total revenues decreased by 3.1% and total expenses decreased by 2.5%. Net excess decreased from the prior year by \$26,620.

The financial strength of the Association can be attributed

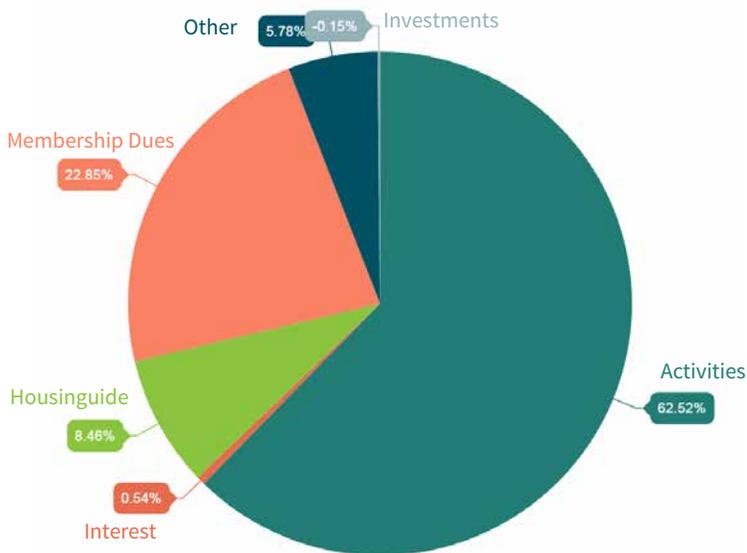
to the support and involvement of our members, especially our annual Partners, and the strong leadership of our Executive Committee and board of directors. The Association prides itself in being the largest homebuilders association in Texas and fourth largest in the nation.

GHBA looks forward to another year of financial stability in 2017 as we continue to serve our members through the many benefits and services we provide.

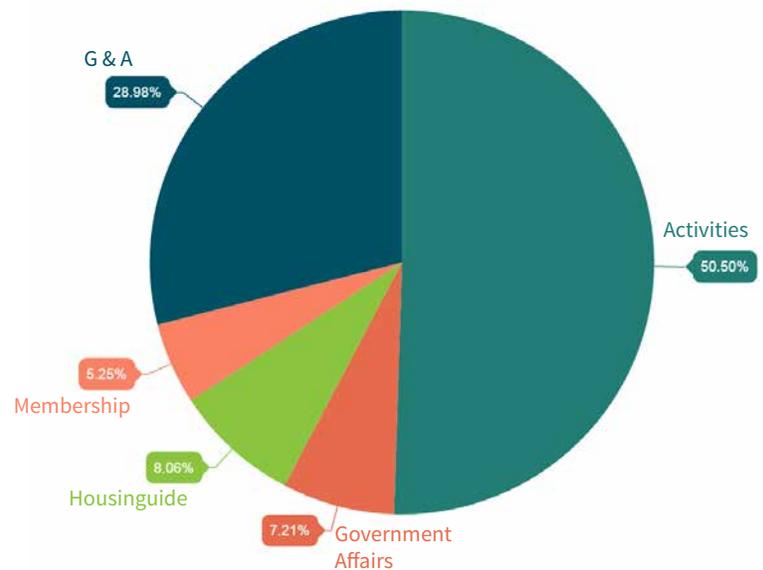
REVENUE	2015	2016
Membership Dues	\$659,894	\$721,642
Activity Revenue	\$2,233,660	\$1,974,837
Interest Income	\$8,654	\$16,953
Housinguide Inc.	\$275,014	\$267,184
Gain (loss) on Investments	(\$26,094)	(\$4,682)
Other Income	\$109,109	\$182,561
TOTAL	\$3,260,237	\$3,158,495

EXPENSES	2015	2016
Membership	\$147,400	\$155,040
Government Affairs	\$229,917	\$213,047
Activities	\$1,553,433	\$1,491,592
Housinguide Inc.	\$229,513	\$237,985
G & A	\$868,318	\$855,795
TOTAL	\$3,028,581	\$2,953,459

% OF REVENUE



% OF EXPENDITURES





Building a **GREATER** Houston



**Together, we're building
a better Houston.**

Greater Houston Builders Association

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