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Contact Brittany Feldmann at (832) 215-7232 or bfeldmann@ghba.org. Houston Builder encourages members to submit articles for publication. Articles should relate to members and to the homebuilding industry. For questions or to submit a letter to the editor, email bfeldmann@ghba.org.

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Taking Time to Thank Our GHBA Associates

By **GHBA President BO BUTLER,**
Butler Brothers Construction

As we hit the middle of summer and life seems so hectic with vacations, kid activities, and work, it's a time when I look forward to school starting again and for more predictable schedules. In this busy season, I'm often guilty of getting so wrapped up with work and personal activities that I forget to pause and show appreciation to friends and family.

When I think of the GHBA family, I think of my many builder/remodeler colleagues, but also of all the associates who strongly support me and, of course, our industry.

To this end, I always look forward to attending the GHBA Associate Council meetings. They are a vibrant and energetic council and consistently host fun and productive meetings. It's great seeing associate members work so seamlessly with our builder members.

Did you know that our associates make up approximately 60 percent of the GHBA membership? They are there time and time again to support our organization with sponsorship dollars and as volunteers for numerous events and charitable functions. They include vendors, suppliers, trades, Realtors™, mortgage lenders and more. Through the Associate Council there is essentially a place for everyone at the GHBA.

Because of the breadth of information provided through the Associate Council, prospective members get a crash course in GHBA events, community involvement, educational resources and networking opportunities. This council serves as a launching pad for many new members.

Not only do associate members give their time to events and meetings, but they give to the GHBA financially as well. Each year, a group of associate members commit to financially contribute to the association. In 2017, GHBA Partners grew to a total of 37. Their financial contribution helps the GHBA put on our 200+ events a year, from educational seminars to association-wide advocacy efforts like Rally Day. These partners are loyal GHBA members as our association enjoys a 94 percent renewal rate among sponsors.

So as we begin to wrap up our hectic summer activities and plan for the fall, I hope you will join me in taking time out to reflect on the contributions our associates make to the GHBA. On behalf of the board of directors and the builder members, I want to thank all of our associates – especially our Pinnacle, Platinum, Diamond, Gold and Silver partners. We appreciate your support of the GHBA and hope to see you back in 2018!

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HOW THE NATION'S BEST BUILDERS PROTECT THEIR BUYERS.

City of Houston to Begin 2015 IRC Amendment Process

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

With the goal of adopting the 2015 International Residential Code before the end of the year, the City of Houston (COH) has completed its internal review and analysis of the base code and provided the GHBA and other stakeholders with its preliminary amendments.

Once the City finalizes its proposed amendments, they will be posted on the Houston Permitting Center's (HPC) website, which will trigger a 30-day public comment period. The code will then follow the standard City Council ordinance adoption process, which will include a presentation to the Transportation, Technology & Infrastructure Committee, followed by a full City Council vote.

While the timeline for this adoption process is still undecided, the GHBA has already engaged key leadership at the HPC with the goal of addressing some concerns prior to the base code and COH amendments being released for public comment.

Among those concerns, and most important, is that the code enforcement staff has left out a critical amendment that is and has been in the current code requiring only a 3 ft. firewall separation distance on new construction. Without that amendment, the firewall separation would move to 5 ft.

This would obviously have a detrimental impact on housing affordability, which Mayor Sylvester Turner has made one of the pillars of his administration through his Complete Communities initiative.

Previous GHBA research on increasing the 3 ft. separation to 5 ft. shows that on a typical 25 x 100 ft. lot, the home width would decrease from 22 ft. wide to 19 ft. wide. On two-story homes that would result in a reduction of 140 square feet, and on three-story homes, the code change would subtract 270 square feet. This would force builders to build either smaller homes or more expensive homes to maximize lot value.

In an effort to provide the City with our comprehensive feedback on the 2015 IRC, GHBA will be hosting code and amendment review sessions in August. If you are interested in participating, please contact Bradley Pepper at bpepper@ghba.org for information about that schedule.

Agreement Reached on National Flood Insurance Program Reauthorization

In late July, the National Association of Home Builders (NAHB) reported that leadership of the House Financial Services Committee have agreed to write a pragmatic flood insurance reauthorization bill that will keep the National Flood Insurance Program (NFIP) fiscally sound and enable home builders to provide safe and affordable housing to homebuyers. If not reauthorized, the current program was set to expire on September 30.

In June, GHBA Government Affairs members traveled to Washington, D.C. to participate in the NAHB's 2017 Legislative Conference which focused on meeting with our Houston-area delegation and advocating on behalf of the homebuilding industry.

In meeting with our federal delegation, we had the opportunity to address and discuss several issues that are and will continue to affect the homebuilding industry including: reforming our regulatory bureaucracy, housing finance structure, the mortgage interest deduction and the softwood lumber tariff.

The most pressing issue that we urged our elected officials to resolve was the impending expiration of the current NFIP.

According to the NAHB, the National Flood Insurance Program (NFIP) has

played a critical role in directing the development of flood-prone areas and managing the risk of flooding for residential properties since 1968.

The reauthorization of the NFIP is crucial to maintaining housing affordability, not only for Texas, but across the United States. This is a big win for the homebuilding industry.

The highlights of this five-year reauthorization include:

- Eliminates a provision that would have ended NFIP coverage of new homes constructed in the 100-year floodplain;
- Ensures that "grandfathering" will remain available for all policy-holders if their risk changes, which will enable home owners to have continued access to affordable flood insurance; and
- Sustains affordability by raising the annual premium floor for rate hikes from its current 5 percent level to 6.5 percent instead of the proposed rate of 8 percent. ■

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FEATURE STORY

Economic Forecast for the SECOND HALF 2017

Decent but nothing remarkable, says Eisenberg

Although GDP growth slowed again in the first quarter, as has been the case for the past few years, the economic recovery that began in July 2009 remains intact.

The poor performance of the U.S. economy from January through March was almost expected as Q1 growth has been consistently weak in recent years, with the incoming employment, manufacturing, and service sector data all pointing to a modest economic pickup. GDP growth the rest of the year should average 2.5 percent, with growth in Q2 above 3 percent as the economy rebounds from a tough Q1. The combination of continued employment growth and an improving global economy suggest that 2017 will probably improve as it progresses.

So far, 2017's biggest surprise has been the very limited progress the Republicans have made on their legislative agenda....Had some of these proposals already become law, the economy would be growing somewhat faster than it is.

So far, 2017's biggest surprise has been the very limited progress the Republicans have made on their legislative agenda, which includes increased defense spending, the repeal of Obamacare, tax reform, deregulation, increased infrastructure spending and more. Had some of these proposals already become law, the economy would be growing somewhat faster than it is. And, it is quite possible that by year's end President Trump will sign some of his agenda into law.

That said, outside of agriculture which is very weak, mining which is struggling, and auto sales which are high but slowing, the rest of the economy is okay. The labor market continues to strengthen, and job creation, while down slightly from last year, remains surprisingly strong. At this rate, there will be little if any slack in the labor market 12 months from now.

Housing, by the Numbers

As for housing, after a strong 2016, it is slowing, albeit slightly. Looking first at existing homes, a lack of inventory is severely constraining sales. Simply put, there are not enough homes for sale. Despite that, existing home sales should rise

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

by 3 percent this year while home prices should rise by a strong 6 percent nationally, with house price appreciation of closer to 10 percent in the West.

New home construction activity should rise by about 5.5 percent in 2017, with single family activity rising by 8 percent, and multifamily starts remaining unchanged.

Ideally, starts would rise by much more, and in the process put downward pressure on house price appreciation. However, rising labor and input costs, increasingly strict building codes, aging-in-place, and most importantly, restrictive local land use policies, make building entry-level houses virtually impossible. As a result, new homes are relatively expensive and activity is subdued.

Inflation & the Fed

Looking at inflation, it remains benign and has been declining the last several months but should rise slightly as the year progresses. Oil prices are very much range-bound between $45/bbl and $55/bbl because of both OPEC and U.S. fracking activity, and are, as a result, unlikely to add to inflation.

While the unemployment rate continues to fall, and labor shortages become increasingly widespread, wage growth also remains subdued. These weak inflationary pressures are giving the Fed the ability to raise rates more slowly than would normally be the case. This, in turn, is causing the dollar to weaken, which should boost exports.

Given this weak inflationary environment, expect the Fed to raise rates by one-quarter-of-one-percent this month and by an equal amount in September or December. Long-term rates bottomed late last year and 10-year treasuries will end the year at about 2.45 percent as the economy modestly strengthens.

In short, the economy continues to grow slowly. Short-term interest rates are likely to continue to rise gradually, and residential construction activity looks to continue to strengthen sluggishly.

Most critically, continued job creation will keep consumer spending up, passage of key Republican legislation could boost growth late in the year, and the likelihood of a recession during the next six months is close to zero. ■

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FEATURE STORY

Home Buying a Strong Boost to Overall Economy

A new consumer spending analysis from NAHB highlights another reason why home building helps drive a healthy economy: In their first year of ownership, new home buyers spend about $10,601 on appliances, furnishings and home improvement projects — 2.6 times as much as other home owners in a typical year.

NAHB economist Natalia Siniavskaia studied the U.S. Bureau of Labor Statistics Consumer Expenditure Survey to help quantify the wave of activity — and cash — spent to install new refrigerators, buy couches and make other improvements as new owners personalize their homes.

"While construction jobs are the most obvious impact of new homes on the economy, it's important to realize that it doesn't stop there," said NAHB Chairman Granger MacDonald, a home builder and developer in Kerrville, Texas.

"It's the architects, the heating technicians, the lumber dealers. And it's the mom-and-pop owners at the local furniture or appliance store who are helping these buyers make their house a home," he said.

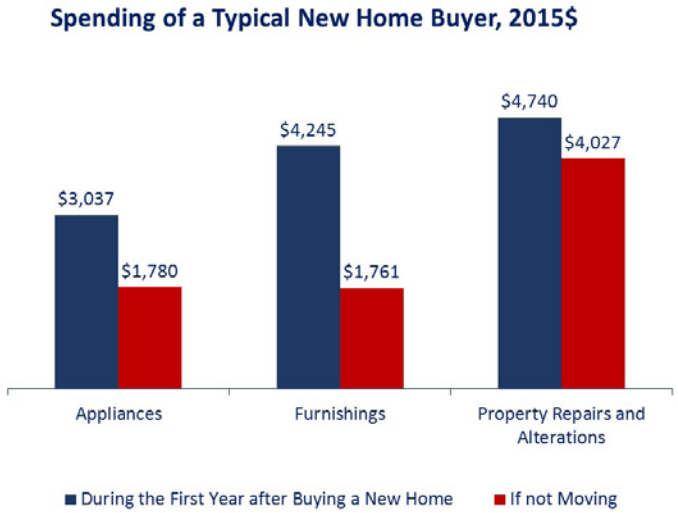
During the first two years after closing on the house, a typical buyer of a newly built single-family home tends to spend on average $4,500 more than a similar non-moving home owner.

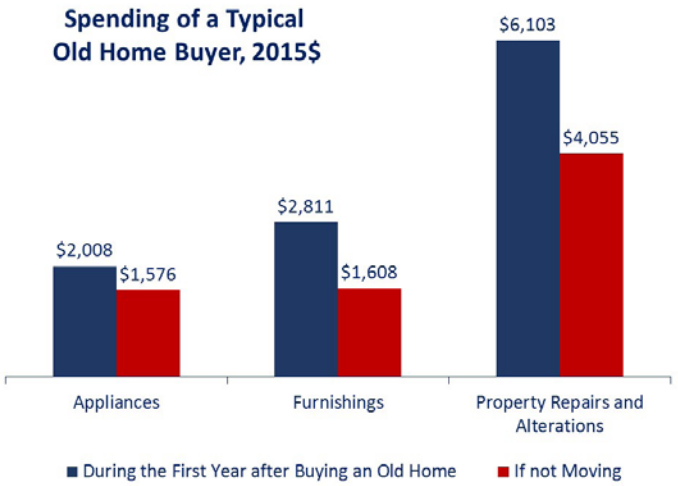
A previous NAHB study based on 2004-2007 data collected during the housing boom showed somewhat higher spending by home owners overall. But the tendency of buyers to outspend non-moving owners on appliances, furnishings and home improvements was similar.

In the aggregate, most of the demand for appliances, furnishings and remodeling projects in a given year is generated by non-moving home owners, because they outnumber home buyers by such a wide margin.

But new owners' impact is noticeable — and vital, MacDonald said. "The health of housing — and new home buying — is key to the overall state of our economy."

Article courtesy of NAHB Now. Stay up to date on the latest national industry news at www.nahbnow.com.





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HomeAid Houston

HomeAid's Project Playhouse Raises More Than $106,000 for the Homeless

HomeAid Houston's 2017 Project Playhouse was a World Series performance as the event raised a total of $106,625 for Houston's mission "to build new lives for homeless families and individuals through housing and community outreach."

HomeAid, a 501(c)3 charity of the Greater Houston Builders Association, builds transformational housing for Houston's homeless. HomeAid, the Houston Astros and the Astros Foundation partnered with Taylor Morrison and Darling Homes (sister companies under the Taylor Morrison corporate umbrella), on this 11th annual fundraiser. Raffle tickets for a chance to win the playhouse in a drawing were sold for $5 each over a period of several months. The drawing was held on July 19 at the Astros vs. Mariners game at Minute Maid Park.

Jonathan White, Taylor Morrison division president, and Michael Pomerleau, Taylor Morrison senior superintendent who oversaw the playhouse construction, drew the winning ticket.

The winner is Lori Buckner, with Myrtle Cruz, Inc. Lori purchased her ticket from HomeAid's own board member, Lisa Clark, one of 1,757 raffle tickets Lisa sold for Project Playhouse this year. Also kudos to the winning ticket sales team: Jennifer Wall, Cindy Hinson, Lisa Clark, Craig and Lisa Gentry for attending the Metrostudy event during the Astros game with 229 ticket sales totaling $1,145.

"I was so surprised and excited when I heard we had won the playhouse," said Lori. "My five–year old son Drew will be so happy to have such a special place where he can play. It is also remarkable to know that HomeAid Houston's Project Playhouse is helping the homeless of Houston, and that is something else that makes winning this incredible playhouse so amazing."

Taylor Morrison/Darling Homes designed and constructed this year's playhouse, named "The All American Playhouse," with donated materials and labor from GHBA members. Their team created a star spangled design that included the American flag incorporated onto its exterior, a front porch and Dutch style doors. The playhouse was fully loaded with amenities including air conditioning, a flat screen TV and gaming console, and child sized furniture and decor to match the theme.

The Taylor Morrison/Darling Homes Project Playhouse team included: Michael Pomerleau, Jonathan White, Amy Haywood Rino, Bill Dalton, Franklin Gonzalez, Daniel Cogan, David Wood, Caroline Noel, Sarah Starr, Keeley Motton, Roger Hollingworth, Rainbow Hayden, Roo Popp, Tara Slusser, Katlynn Thomas, Liz Parsons, Sarah Amaya, Tim DeRouen, Noira Bolin, Danielle Woods, Lewis Walker, Joyce Anderson, Mirna Colindres and Raquel Connor.

"HomeAid was honored to partner with Taylor Morrison/Darling Homes on this year's Project Playhouse," said Salty Thomason, president of HomeAid. "This team of professionals hit record numbers when they came on board. Their enthusiasm and commitment to the Project Playhouse was an inspiration to everyone who was privileged to work with their team. We cannot thank them and their vendors enough for making this such a successful year."

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Timberlake Cabinetry Trendmaker Homes

ALL STAR
2-10 Home Buyers Warranty
Allpoints Surveying
American Pool
Boe Creative Services
C-LOS Investment Co.
Cast Fireplaces
Century Classics
ClearPave, LLC
Core Details
Creative Landscape Solutions
Deforest Design, LLC
Ferguson Bath, Kitchen & Lighting Gallery
Franklin Team at ReMax Grand
Garage Door Services
Gulf Coast Fan & Lighting
Houston Eflyer
Jewell, an Oldcastle Co.
JP Hart Lumber
Koehn & Associates Engineers, Inc.
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RE/MAX The Woodlands & Spring,
Ray Larson Group
RT Masonry Inc.
Sonny's Plumbing
Sprint Waste Services
Stewart Door
The Rothchild Team
The Woodlands Development Co.
Waste Management

Hundreds of Professional Women to Attend HomeAid's Ninth Annual HALO Event

Professional women representing a broad range of industries are looking forward to November 1 when HomeAid Houston will host its annual HALO (HomeAid's Amazing Ladies' Organization) luncheon at Lakeside Country Club. This event provides an intimate look into the lives of the homeless of Houston through the power of personal stories as well as sharing an inside look into how the city is addressing the problem.

The original HALO luncheon was held many years ago in the kitchen of one of HomeAid's first projects with just a few women who shared the same vision. These women, with the direction of Toy Wood, retired GHBA CEO, have built the organization and event to more than 400 professionals who are touched by the plight of Houston's homeless and inspired to give to the cause.

"HomeAid is honored to share the story of Houston's homeless with so many distinguished women within our community," said Toy Wood. "HALO is reaching new heights in its ability to tell the story about homelessness while raising much needed funds to make things happen."

HALO's theme this year is "Providing a Way Home." The theme focuses on HomeAid's many projects and initiatives that impact Houston's homeless. It also is meant to inspire attendees to think about how "home" affects their day to day lives, what it means to have a home and what life would be like without one.

"Table reservations are going quickly," said Bette Moser, executive director of HomeAid. "So we encourage anyone who is interested to get in touch with Sheri Douglass as soon as possible. The HALO Luncheon has become a hallmark event for HomeAid with its phenomenal list of accomplished women with a desire to learn more about Houston's homeless. We are expecting another sell–out year."

halo

PROVIDING A WAY HOME

GUEST SPEAKERS

Eva Thibadeaux, Program Manager, Coalition for the Homeless of Houston and Harris County - to provide an update on how the city is serving our homeless population.

Kirk Craig, Executive Director for Agape Development - to talk about the agency's efforts to develop leaders in the Third Ward community, by providing 25 different programs for all segments of the population. Kirk will also be introducing and interviewing a client, who is a graduate of Agape's Gateway program.

Carole Brady, Executive Director of Family Promise of Lake Houston - will be talking about the impact HomeAid has had on the agency and other homeless care providers in Houston.

For more information or to register go to **www.homeaidhouston.org**

Westin Homes Receives Vendor Support for Benefit Home

Westin Homes is constructing its second Benefit Home, and has again perfected its approach to construction by "nailing down" the list of vendors early in the planning process.

This is the 15th Benefit Home lot donation by Land Tejas which is an approximate $1,080,000 value!

"As we began preparing to build the benefit home, knowing that we maintain very strong working relationships and communication lines with our vendors and suppliers, the response Westin received from them in terms of involvement and generosity was overwhelming and very quick!" said Patrick Mayhan, vice president of purchasing for Westin Homes.

"These companies generously donate their time, goods, and services over the years to multiple GHBA sponsored projects such as the Benefit Homes Project, and they appreciate the importance and impact their contributions to those less fortunate have made. The Benefit Homes Project could not happen without their tremendous commitments," he continued.

Benefit Homes are built with donated materials, labor and services by GHBA members and are sold at market value. Proceeds from the sale go to two local charities, HomeAid Houston and Operation Finally Home. Since the fundraiser began 37 years ago, $10 million has been raised.

"Our vendors and suppliers recognize the importance of giving back to the community through what they do best, helping to construct beautiful homes," Mayhan added.

"From the generosity of the developer who donates the lot, through all stages of construction and even the closing is what makes this charity so effective," explained Will Holder, chairman of the Benefit Homes Project.

2017 GHBA BENEFIT HOME DONORS

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Surface Systems of Texas
Texas American Title
Texas Capital Lending
TopBuild Home Services
Trussworks South LLC
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West End Lumber
World Wide Windstorm
Zurn

The lot was donated by Land Tejas Cos. in the new community of Lago Mar located along the Clear Lake/Galveston corridor off I-45 South. This is the 15th Benefit Home lot donation by Land Tejas which is an approximate $1,080,000 value!

Westin Homes is building its 4,019 square foot Carter III B Elevation Plan for the 2017 Project. It includes five bedrooms (with two on the first floor), 4.5 bathrooms and a two-car garage with five additional feet that can be used for extra storage or a convenient workshop.

The grand foyer offers a view of the triple tiered rotunda ceiling and curved stairway. The home offers a formal dining room, study and a two-story family room with a wall of windows. The epicurean island kitchen with upgraded cabinets and a breakfast area is the heart of the home.

The private master suite has a double tiered tray ceiling with no bedrooms above for a quiet setting. Upstairs is an entertainer's dream complete with a game room and adjacent media room. Outside the rear of the home is a large covered patio for easy entertaining.

A second home has recently been completed by Chesmar Homes in the community of Elyson off FM 529 and the Grand Parkway. The home is open for visitors. Newland Communities donated the homesite.

2017 BUILDER/DEVELOPER TEAMS

Chesmar Homes – Setting a Higher Standard

Westin Homes

Elyson – Newland by Communities

Land Tejas – Celebrating 20 Years

OUR CHARITIES

HomeAid Houston

Operation Finally Home – operationfinallyhome.org

In its 37 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.

Membership Roundup Contest
Recruit & Win!

Recruit GHBA Members & Win VISA Gift Cards!

Recruit new members during the month of August and for each member you recruit, your name will be entered into a drawing to win one of three VISA gift cards for $1000, $500, or $250.

*Your recruit must join and pay between August 1st and August 31st

GHBA
GREATER HOUSTON BUILDERS ASSOCIATION
www.ghba.org

For more information on the contest or membership recruiting, contact Cynthia Fagan at:
cfagan@ghba.org or (281) 970-8970, ext 110.

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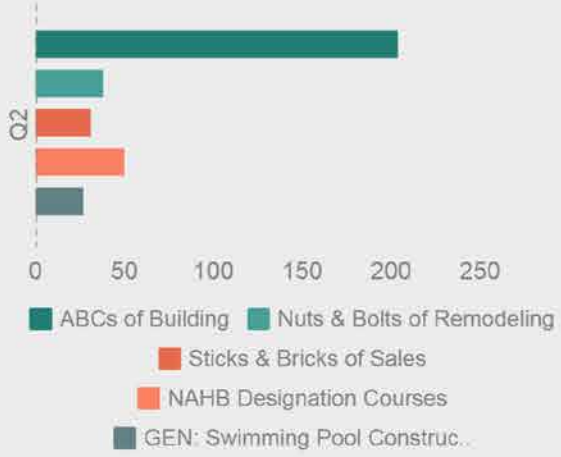
NAHB IBS

Q2 2017 @ GHBA

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

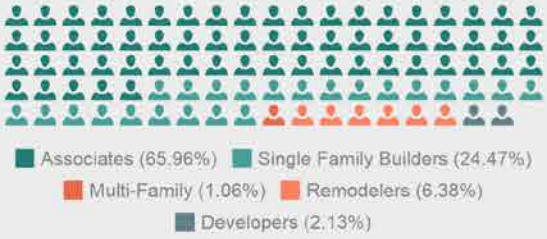
EDUCATION

12 CLASSES W/ 351 TOTAL ATTENDANCE



GROWING RANKS

94 NEW MEMBERS!



GOING GREEN

GREEN BUILT GULF COAST (GBGC) WELCOMED ONE NEW BUILDER

Visitors to greenbuiltgulfcoast.org have a new resource available -- weekly TIPS for conserving energy, building green, and saving green.

LARGE EVENTS

Dr. Mark Dotzour presented to more than 600 guests at GHBA's Mid Year Forecast Luncheon. "Keep building! Good times are ahead," he encouraged.

The Montgomery County Division hosted a new "Wild West" event at Saddle River Range. A sell-out crowd participated in the shooting range, archery lanes and game simulator areas.

63 teams of aspiring anglers competed for the biggest catch of the day at BABA's Fishing Tournament and Crawfish Boil in League City.

20+ custom builder volunteers descended on Casa de Esperanza to inspect roofs, clean gutters, spray wash houses, assemble furniture, caulk toilets and sinks and replace A/C units for the CBC's annual charity project. In recognition of GHBA's ongoing efforts, Casa honored our builders with the "Volunteer Group of the Year" award.

Associates got dedicated face-time with 22 volume builders at the Top Golf Speed Selling.

A sold out group of builders and REALTOR teams shared in some old-school competition at SMC's Battle of the Builders at Joystix Pinball & Games gallery. Westin Homes was the victor!

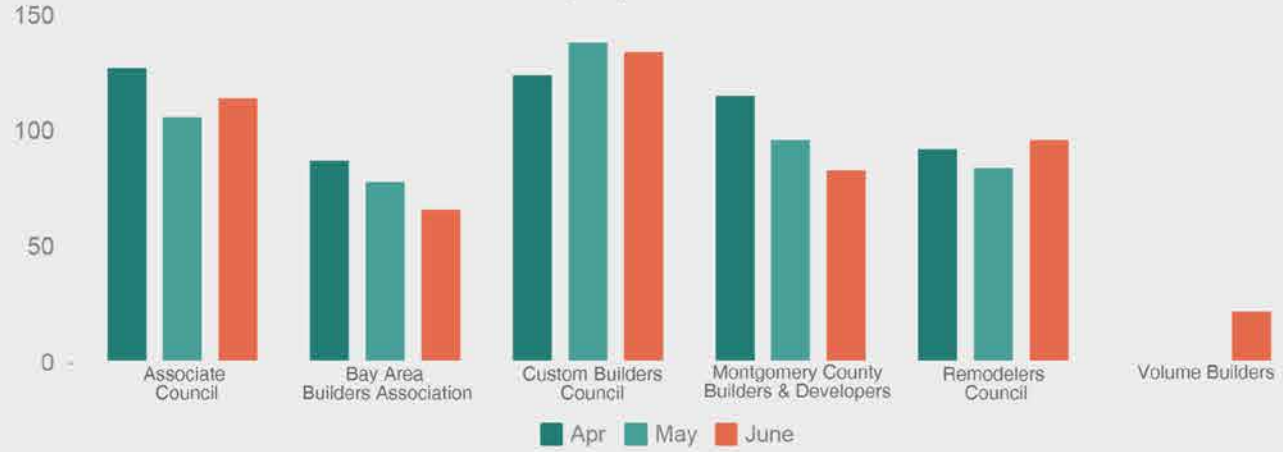
The Remodelers Council set to work in April on the finishing touches to this year's Charity Project—updating the Gateway Houses at Agape Development. These houses are part of a residential program to help young adults make the transition to independence by assisting them with housing, and basic necessities, while also providing counseling, job preparation, and guidance in continued education.

Despite the sometimes unpredictable weather of Texas summers, the Remodelers Council Sandcastle weekend in Galveston was a success.

COUNCILS

LUNCHEON ATTENDANCE

GHBA's monthly council luncheons are the perfect opportunity to connect with like-minded members, network and learn. Meeting covered timely topics ranging from successful negotiating tactics to cloud-based software for builders, mid-year economic forecasts to the do's and don'ts of custom home decor.



GOVERNMENT AFFAIRS

GOVERNMENT AFFAIRS COMMITTEE (GAC)

In April, the Government Affairs Committee and In-Town Builders Task Force reviewed the status of the City of Houston's select committee on Chapter 42. A briefing was provided to attendees on the current status of the City of Houston's solar-ready requirements as well as on the legislative session in Austin and what issues and legislation could impact the homebuilding industry.

DEVELOPERS COUNCIL

In April, the Developers Council heard from Omar Izfar, attorney with Wilson, Cribbs and Goren, PC, on Legal Exactions or "Platmail"? The Developer Debate over Proportionality.

In May, the Council hosted Harris County Commissioner Jack Cagle. He spoke on road and mobility issues for Precinct 4 and Harris County and other development related issues affecting the county.

In June, Lawrence Dean, regional director for Metrostudy Houston, gave an overview of where the Houston housing market stands nationally, as well as trends. In addition, attendees received a legislative recap from a development perspective from Howard Cohen, partner at Schwartz, Page & Harding.

CHARITY

BENEFIT HOMES PROJECT

Trendmaker Benefit Home
After the closing of the Trendmaker Benefit home, checks were presented to the Alzheimer's Association and Texas Children's Cancer Center. The check to HomeAid will be presented at the next HomeAid board meeting.

Westin Benefit Home
The Westin Benefit Home has been roofed and shingled and HVAC is being installed this week with sheetrock scheduled for the following week. The home is priced at $390K+. To-date, Westin has received approximately 75 commitments for donated materials, labor or services. The next Benefit Home event will be the Vendor Appreciation Luncheon for Westin's suppliers and trades.

Chesmar Benefit Home
The Chesmar home is now complete and is priced at $345,490. The Vendor Appreciation Luncheon was held recently with over 60 attending at the Elyson community's welcome center, the Rorick House. Scott Mckenzie, with Boys and Girls Country, a HomeAid project, was a guest speaker. Allpoints Services donated the food for the luncheon. Chesmar reported that over 80 vendors have donated to the construction of their home. Gifts of framed artistic renderings of the home were presented to the vendors at the luncheon.

$10 MILLION
DONATED TO LOCAL CHARITIES

TO GET INVOLVED IN 2017, VISIT GHBA.ORG OR CALL US AT 281.970.8970

15th Annual GHBA

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CONTRACT SEMINAR SCHEDULE:

10:30 a.m. to 12 noon
Custom Builder Seminar

1 p.m. to 2 p.m.
Remodeler Seminar

3 p.m. to 4:30 p.m.
Custom Builder Seminar

SPEAKERS:

James Rudnicki -
BUSH/*rudnicki*/Shelton

Ian Faria - Bradley Law Firm

REGISTER AT:
GHBA.ORG/EXPO

DON'T LOSE YOUR ACCESS!

Both the GHBA Remodelers Council and the Custom Builders Council voted to adopt the Texas Association of Builders (TAB) contracts in 2013. This members-only benefit is a fantastic value and can save you thousands of dollars in legal fees.

TAB recently updated the contracts for the current legislative session year 2017-2019. Every two years the contracts expire in order to adopt any new legislative changes that occur during session.

In order to access this member benefit, you must attend a contract seminar annually. Several sessions are conveniently available at the Product EXPO on October 19, 2017. If you do not attend a seminar, your access will be denied as of October 20, 2017.

THE CONTRACTS

In addition to addressing new legislatively mandated notice requirements for waterfront homes, many additions and improvements have been made to the 2017-2019 package, which include: a new lot sale contract, a new design-build contract, a new architect agreement addendum, new landscape warranties, added advertising and media permissions, shortened small remodelers contract and a needed revision to the termination damages language.

The end result is that the contracts are even more comprehensive than before without adding length.

TAB's contracts package is your blueprint for typical residential construction and remodeling transactions in the State of Texas.

THE EXPO

Builders, remodelers and developers attend the EXPO for free to see the latest products and services from our associate exhibitors.

Builder attendees are eligible to win a vacation package sponsored by Builders Post-Tension and chances to win cash in the wildly popular Money Ball Horse Racing Game sponsored by ACES Builders Warranty.

Complimentary food and bar tickets are available courtesy of the Custom Builders Council, Ideal Consulting Services/Websites by Ideal, Sherwin-Williams, and Western Pacific. The contract seminars are sponsored by StrucSure Home Warranty and the Program Sponsor is Suncoast Post-Tension.

The EXPO is a "must-do" event.

WIN BIG!

Several vacation packages, valued at over $1,000 each, are up for grabs at the EXPO. The more booths you visit, the better your chances to WIN! In addition, you can get your boots shined or receive a chair massage.

Education Corner

UPCOMING COURSES

DESIGNATION COURSES

(NAHB University of Housing Courses)

Universal Design Build

Date: Monday & Tuesday, August 28-29
Time: 9 am to 5 pm both days
Instructor: Dan Bawden, CGR, GMB, CAPS, CGP
Fee: $440 members / $630 non-members

Content: Universal Design/Build presents a shift in the approach to residential design and construction. Comfort and convenience regardless of age, stature or ability is the hallmark of inclusive design. Designers suppliers, builders, remodelers, social and health service providers will benefit from the creative design concepts and practices presented to develop market-driven projects that have broad aesthetic appeal as well as the necessary functional attributes. Certified Aging in Place Specialist (CAPS) courses are not a prerequisite and CAPS designees will find benefit by expanding into the broader spectrum of universal design that offers a much wider target audience.

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

- Describe the significance of integrating UD concepts in residential construction
- Distinguish between accessibility solutions and UD solutions
- Describe ways that design can be both functional and attractive
- Identify and implement solutions for simple and complex scenarios that address various household compositions, budgets and changing needs of clients
- Use effective marketing and communication strategies throughout the process
- Locate resources, products, materials and services

Credits: 12 CE hours for the following designations: CAPS, CGA, CGB, CGP, CGR, GMB, GMR, and Master CGP. It also counts as 6 CE hours for the CMP, CSP, Master CSP, and MIRM designations.
Qualified for: 12 HSW/LU Hours by AIA & 1.2 AOTA CEUs
Continuing Education Hours: 12.0
Designations: CGA, CGB, GMB, GMR, Master CSP

GENERAL EDUCATION

(Not for designations)

Roofing Seminar

ABC'S OF HOME BUILDING – A BUILDERS EDUCATION SERIES

Date: Tuesday, August 15
Time: 2 pm to 4 pm
Instructor: Dave Yelovich, CGB, CGP
Fee: $35 members / $50 non-members

Content: Roofing—it seems like a fairly simple topic but it can be tricky. A common source of warranty calls revolve around leaky roofs. The proper underlayment, the correct method to install fiberglass shingles, how valleys are done, how roof penetrations can be made water tight, proper venting techniques, and many other topics will be discussed. Other types of roofing systems will also be presented. After attending this two-hour presentation, you will easily recognize a quality roof job as it is going on as well as after completion.

Transform into a Rainmaker: Rethink Your Sales Efforts to Close More, with More Profit

STICKS & BRICKS OF SALES & MARKETING SERIES

Date: Wednesday, August 16
Time: 9 am to 11 am
Instructor: Ed Robinson, CSP
Fee: $35 members / $50 non-members

Content: Are you looking to be a top producer this year? The world of Sales has changed more since the end of the economic downturn (2009) than in all of the prior 30 years combined! If you're responsible for bringing in revenue, get ready to attract more customers and close more business.

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NAHB

Education Corner

Learning Objectives:
- 10 Behaviors that separate high performing sales professionals from others
- 5 Things every sales professional needs to maximize productivity
- Roadmap to achieving quarterly quotas
- Model for attaining repeatable success quarter after quarter and year after year
- Outlining specific goals and the actionable steps to achieve them
- Understanding the "Magic Marketing Mix" that drives attraction to your brand and you!
- Steps for selling both simple and complex projects

About the Speaker:
Ed Robinson has been a business growth advisor and sales trainer for over 30 years. As the CEO of Rainmaker Performance Group Ed's company provides business growth strategies and leadership skills to organizations worldwide by helping to "transform professionals into rainmakers." Ed specializes in bringing new ideas to both veteran and new sales professionals. In addition to growth many of Ed's clients bring him back year after year to improve closing ratios and increase new business acquisitions.

Design and Construction of Residential Foundations

Date: Thursday, August 24
Time: 1 pm to 5:30 pm
Instructor: David Eastwood, PE, Geotech Engineering
Fee: $45 members / $60 non-members
SPONSORED BY: SUNCOAST POST-TENSION A KELLER COMPANY

Content: This seminar is a must-see for builders, architects, structural engineers and developers. After taking this course, you will understand the basics and importance of geotechnical, materials and forensic engineering as it relates to residential design and construction.
Eastwood will discuss:
- Geotechnical field studies, laboratory testing, data analysis
- Expansive soils and how to treat them for residential design
- Foundation types, including slab-on-grade, post-tensioned, drilled footings, and helical pile systems
- Foundations risks, effects of trees, quality control, soil stabilization
- Design of beach houses in places such as Galveston
- A forensic evaluation of distressed residences in Houston, focusing on design, construction, materials, environmental conditions and wear and tear
- Causations for foundation distress and repair techniques
- Inground swimming pool design
- Houston faults and how to build homes near them

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

Intermediate QuickBooks Seminar

Date: Wednesday, August 30
Time: 1 pm to 5 pm
Instructor: Sheri Allshouse, CPA
Fee: $50 members / $75 non-members
Content: Building on the beginner's class, this course will teach you how to track job costing and invoicing customers not only for Cost Plus, but also Fixed Cost and Fixed Fee jobs within QuickBooks.
The following topics will be covered:
- Using items to create invoices, estimates and job costing reports without having to use Word or Excel
- Create and electronically send purchase orders for vendors
- Memorize recurring transactions and reports

2017 Membership Chair

CHRIS HAWKINS

TWFG Insurance Services

If you are interested in helping recruit members, the GHBA Membership/ Ambassador Committee invites you to the next committee meeting and lunch on Wednesday, Sept. 6, at 11:30 a.m. at the GHBA. Please RSVP to Cynthia at 281-664-1425 or cfagan@ghba.org.

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

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

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

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

JUNE SPIKE OF THE MONTH

DAVID HODGES
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www.eskimoinsulation.com

Floors and Up
Alfred Soyyar
4305 Richmond Ave.
Suite A
Houston, TX 77027
(713) 626-9100
alfred@floorup.com
www.floorsandup.com

Harcourt & Kaufman Architects
Rick Kaufman
1127 Eldridge Pkwy
#300-135
Houston, TX 77079
(760) 519-9974
rick@hkarchs.com
www.hkarchs.com

HomeStar Protection
Tim Gill
1538 W. 23rd St Unit C
Houston, TX 77008
(832) 564-7336
info@homestarprotection.com
homestarprotection.com

Paul Ryan Windows, LLC
Josh Benoit
22341 E. Hammond Dr.
Porter, TX 77365
(844) 372-2155
josh@paulryanwindows.com
www.paulryanwindows.com

Texas New Mexico Power
George Cornwell
1331 Lamar
Suite 660
Houston, TX 77010
(713) 445-2027
george.cornwell@icfi.com

Thomas Dean Electrical
Thomas Dean
40710 Roundup Rd.
Magnolia, TX 77354
(281) 356-6206
tdelectrical@sbcglobal.net
www.thomasdeanelectrical.reliabilitymall.com

Timberlake Cabinetry
Kevin Johnson
4814 North Sam Houston Pkwy W
Suite 200
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(832) 948-4461
ejohnson@timberlake.com
www.timberlake.com

AFFILIATES

ASID- PK Renderings and CAD Services
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(936) 344-1908
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www.pkrenderings.com

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HAR- A2Z Real Estate Consultants
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zelda@a2zrealestateconsultants.com

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EVERHART CONSTRUCTION is a full service design/build residential and commercial remodeling firm. Everhart specializes in custom kitchens, bathrooms, room additions and whole house remodels as well as commercial build outs, commercial remodels and commercial add-on's. Everhart Construction is also Houston's premier basement building company. Having built over 1,300 projects since 2005 with an A+ BBB rating, you can rest assured your project is in the right hands. We have been customizing Houston and the surrounding area successfully since 1991.

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RENEWALS

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

COMPANY	NAME	JOIN DATE
A & S Engineers, Inc.	William Baird	2008
Abbott Contracting, L.L.C.	**Larry Abbott, CAPS, RCS, CGR**	**2004**
Aberdeen Building Group	Scott McNinch	2009
Airteam, Ltd.	**Mort Curtis**	**1990**
Alliance Roofing Co.	Eric Enneking	2015
Amailey Plumbing, LLC	Scott Talley	2009
Andersen Windows, Inc.	Bridgette Cummings	2015
Anglia Homes	James Hunter	2009
Arizona Tile	**Allison Wilson**	**2007**
Ashton Woods	**Dan Gezella, CSP, MCSP, CAPS**	**1989**
Ashton Woods	**Paul Sims**	**1989**
Benchmark Engineering Corporation	**Saib Saour**	**2000**
Bethany Homes, Inc.	Mark Millis	2013
Big Ass Solutions/ Haiku Home	Desiree Thompson	2016
Boutros Construction, Inc.	Mark Boutros, GMB	2009
Building Products Plus	Eric Lincoln	2015
Bush Rudnicki Shelton, PC	James Rudnicki	2013
CDS Community Development Strategies	**Steve Spillette**	**1974**
CJ's Builder Services	Randy Lee	2016
Cadence Bank	Kendall Walker	2013
Century Communities	**Chris Chew**	**2005**
Closet Factory	**Don Yokovich**	**2007**
Cornerstone Home Lending, Inc.	**David Bravo**	**2005**
Cox Hardware, Inc.	Virgil Cox	2015
Creative Castles, Inc.	**Surrey Ewing**	**2006**
David Weekley Homes	**Mark Welch**	**1977**
Diversified Thermal, Inc	**Doug Walsworth**	**2006**
Durango Doors of Houston	Jill Dragonetti	2014
EDI International	**Victor Mirontschuk**	**1984**
EHRA Engineering	**Jim Russ**	**1983**
Elron Construction, Inc.	Rona Milbauer	2015
Empire Continental Land LP	Steve Sellers	2016
Evermon Homes, LLC	**Jeremy Evermon**	**2006**
Eyeon integrated Systems	John Short	2014
Flooring Systems	Camille Willson	2009
Framecrafters, Inc.	Raymond Munk	2015
Gulf Coast Fan & Light / Connect Source	Joshua Sheffield	2013
HAR- Re/Max Legends	Ronnie Matthews	2010
HAR- Realty Kings Properties	Patrick King	2014
HAR-Keller Williams Signature Realty	Al Rincon	2015
JWilliams Staffing Texas, LLC	Stacy Rummage, MIRM, MCSP	2010
Johnson Development Corporation	**Larry Johnson**	**1992**
Johnson Development Corporation	Shannon League	2011
KVB Designs LLC	Kimberly VanBelle	2013
Kolbe Hill Inc.	Robert Hill	2014
Lisenby Homes, Inc.	**John Lisenby**	**2005**
Lone Star Building & Construction Services, Inc.	**Wayne Ball, CGR, CAPS**	**1984**
Majestic AC	**Rod Pine**	**2003**
Materials Marketing Corporation	Doranne Frugoni-Baker	2012
McAlister Investment Real Estate	Paul Connor	2012
Memorial Builders	Andres Palandjoglou	2010
Millennium Designs, Inc.	**Wendy Mitchell**	**2004**
Mirror Gallery, Inc.	**Rodney Simmons**	**1991**
Mitsubishi Electric Cooling & Heating	Jeff Dicker	2014
Morgan Group Development, LLC	Michael Born	2015
Novatecture Design Group	Ray Barazandeh	2011
PMW, Inc.	**Paula Mischer**	**1996**
Park Lane Builders, Inc.	Steven Deutser	2012
Paxson & Associates, P.C.	**Stephen Paxson**	**1989**
Paxson & Associates, P.C.	Mark Thomas	2014
Pella Windows & Doors	**Mike Reed**	**1989**
Perfection Supply	**Carolyn Frusco Mohr**	**1986**
Preston Building Partners	Marcus Preston	2016
Probstfeld & Associates	**Mathew Probstfeld**	**1997**
Quartet Engineers	Vijay Jha	2016
REALEX Homes	**Nick Peters**	**2008**
Rafter B Builders	Matt Bronikowski	2015
Renewal By Andersen of Houston	**Robert (Bob) Birner, CGR, CAPS, CGP**	**2001**
Roberson Building Group	Chris Roberson	2015
Russo Services, Inc.	Jerry Hernandez	2012
SRG Stairs	Michael Rollins	2009
Safety Maker, Inc.	**Andrew Hilliard**	**1990**
Seaside Construction	Jeff Ehrich	2012
Stach Construction	Zach Dearbonne	2016
Stego Industries, LLC	Mike McCarthy	2016
Sundance Const. LLC DBA Sundance Builders	**John Payne**	**2004**
TWFG Insurance Services	Chris Hawkins	2015
Texas Farmhouse Homes, LLC	Sean Dunbar	2012
The Flory Team	David Flory	2014
The Metropolitan Builder	Giselle Bernard	2014
The Muller Law Group, PLLC	Richard Muller	2015
Versatex Building Products	Mike Lacy	2016
WBH Group	Dan Hardin	2013
Walker-Zanger	**Karen Phelps**	**1994**
Wisenbaker Builder Services	**Debbie Yorek**	**1973**

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SOPHIA DESIGNS is a full service interior design firm with customized individual client distinction. Residential or commercial, informal or elegant, our firm invites those who enter your space to feel welcomed and relaxed.

Sophia Designs' talented teams include: interior design services, construction, home additions, remodeling, and renovation. In essence, we can assist with anything from custom window treatments to a total remodel. With design experience and expertise, we offer design solutions to meet your expectations; sensitive to the lifestyle, preferences, budget, and timeline of each client.

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To learn more, visit **www.sophiadesigns.com** or contact **Sophia Vassiliou**, ASID Principal Designer, at **(281) 685-1429**; **sophia@sophiadesigns.com**.

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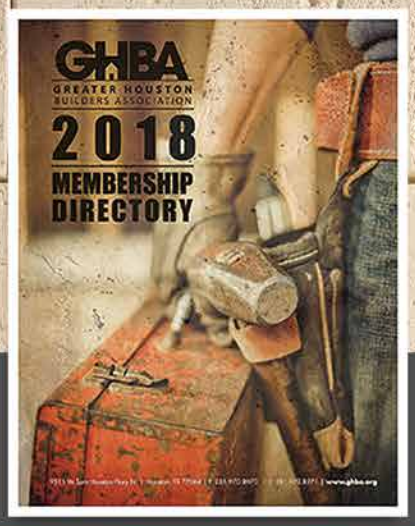

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It's 2018 Membership Directory Time.

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WHAT YOU NEED TO KNOW:

- GHBA is in the process of updating company contact information for the 2018 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, 2017.
- 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 2018 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, 2017 WILL NOT APPEAR IN THE BOOK.

DEADLINE
31
OCT

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

GHBA SUMMER INTERN

August marks the final month of GHBA intern, Caroline Willingham's summer working at the GHBA. The GHBA staff has greatly appreciated Caroline's assistance in the office, especially with SMC-related events including PRISM judging and Texas Bash.

This month, Caroline returns to the University of Mississippi as a junior studying Marketing and Corporate Relations.

Caroline formerly interned at Chesmar Homes and Land Tejas, so she was a perfect fit working at the GHBA for the summer.

The GHBA staff wishes Caroline the best of luck as she heads back to school in the fall. Thank you Caroline for your hard work!

COATS ROSE RANKED AMONG TOP CONSTRUCTION LAW FIRMS IN THE LEGAL 500 USA

Coats Rose, P.C., a leading business transaction and litigation law firm, was ranked by The Legal 500 as one of U.S.'s top construction law firms in 2017. Coats Rose's Houston director, Patrick E. Gaas, was recognized for his work in industrial construction, and New Orleans of counsel, Stuart Richeson, was acknowledged for his work in construction litigation.

For 28 years, The Legal 500 has been analyzing the capabilities of law firms across the world, with a comprehensive research program revised and updated every year to bring the most up-to-date vision of the global legal market. The Legal 500 assesses the strengths of law firms in 106 jurisdictions.

Gaas is recognized in the state of Texas as a leader in the field of construction law; representing owners, contractors and design professionals in large; challenging commercial and industrial disputes and transactions, both domestically and internationally; and in both the public and private sectors.

Richeson represents general and residential contractors, and subcontractors. His practice focuses on commercial litigation with an emphasis in construction, intellectual property and insurance defense litigation.

Learn more at www.coatsrose.com.

BRIDGELAND DEBUTS PARKLAND VILLAGE COMMUNITY

Bridgeland®, northwest Houston's premier master planned community, is introducing the next chapter of living with its newest addition, Parkland Village, this summer. Based on the overall concept of living within a park, Parkland Village continues Bridgeland's theme of sustainable development and draws from both the Prairie School style of architecture and urban land planning successes such as the Emerald Necklace in Boston. The new village will carry forward Bridgeland's focus on community and neighborhood connections, with a park no more than a quarter-mile from every home in the community.

In addition, the Parkland Village experience will offer an overall look and feel that is uniquely its own, with meadow-like plantings, wildflowers, pockets of forestation and ornamental grasses layered throughout the village's open spaces. The linear park systems of Parkland Village will provide pedestrian access to school, invite families to linger longer outside and create natural gathering places for neighbors to host weekend parties, creating the perfect complement to the community's first village, Lakeland Village®, which debuted in 2006.

Homebuilders announced for Parkland Village include Beazer Homes, Chesmar Homes, Coventry Homes, Darling Homes, Highland Homes, Lennar, M/I Homes, Newmark Homes, Perry Homes, Ravenna Homes, Taylor Morrison, Trendmaker Homes, Village Builders and Westin Homes.

All neighborhoods within Parkland Village will be named after Texas State Parks. In addition, the street names and points of interest will represent historical state facts, landmarks, flora and fauna for the respective parks.

Bridgeland's latest amenity, Josey Lake, is designed as a recreational hub for the villages. The 140-acre lake system, with grassy meadow-like plantings forming its perimeter, will include a kayak pavilion, main pavilion, event lawn and observational birding tower. Parkland Village will connect to Josey Lake through two iconic pedestrian tunnels that will reveal an inspiring lake ecosystem upon arrival. For more information on Parkland Village and Bridgeland, please visit www.bridgeland.com.

NEWLAND COMMUNITIES NAMES KELLY JONES AS LIFESTYLE DIRECTOR FOR ELYSON COMMUNITY

Newland Communities has named Kelly Jones as lifestyle director for Elyson, its 3,642-acre community at Grand Parkway and FM 529 in Katy.

Jones, a Katy resident, will plan a year-round calendar of events and activities for residents of Elyson. Opened in 2016, the community is currently home to about 100 families, with a master plan that envisions about 6,000 single-family homes and 750 acres of parks, trails, recreational amenities and natural open space.

Jones joins Elyson with an extensive background on the marketing side of the energy industry, where she planned special events for up to 750 attendees.

That – plus the fact that she's the mom to two young kids and a lifelong Katy/Cy-Fair resident – makes her the perfect fit for her new role at Elyson.

"Living in Cinco Ranch, I was familiar with Newland's strong commitment to fostering community through events and activities, and I loved it," Kelly said. "I've also always loved planning events, whether it's a kid's birthday party, or a trade show event for hundreds of professionals. I'm very excited about bringing my experience and skills to Elyson."

For now, most of Elyson's activities are focused around Rorick House, the community's first amenity. With Prairie-style architecture, this community center complex includes meeting rooms, a fitness center, a pool complex, an event lawn and playground, and the Rorick Kitchen café.

Elyson offers new homes priced from the mid $200,000s to $600,000s. For more information, visit elyson.com.

stand out with SAM!

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

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

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

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Hermosa Series windows are made with premium, extruded vinyl for strong insulation performance and impact resistance. The sloped sill design protects the window from water infiltration and the vinyl frames require little to no maintenance. They are available in three standard colors or choose from two premium exterior colors with white interiors.

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Westin Homes

Some Good News for the Summer

As builders in the Houston area continue to deal with the challenges of labor shortages along with an economy that is sloooowly getting better, we do have reason to celebrate. June was one of the best months on record in the number of homes sold and record setting sales prices! Positive news like this brings hopefulness to all of us that an upward trend will continue through the remainder of the year and springboard us into an even stronger 2018.

Single family home sales reached 8,414 in June, the largest sales volume per month in the history of recording sales in the Houston area. This is an 8.3 percent jump up from June 2016 volume sales. Also, when comparing the first half of 2017 with the first half of 2016, there was a 7.4 percent increase in volume.

Per the Houston Association of Realtors (HAR) June report, here is how the increased volume breaks down:

For homes priced at $750,000 and above, this category jumped 13 percent in June 2017 vs. June 2016, the largest increase of all the price categories. It also reflects eight straight months of sales volume increases for the luxury home market. Homes in the price range of $500,000 to $749,000 increased sales by 6.9 percent in June 2017 compared to June 2016. And homes in the $150,000 to $499,999 price range increased sales by 12 percent in that same time frame comparison.

Because this sales volume increase in June 2017 vs. June 2016, both the average and median sales price of homes went upward. The average sales price increased 1.5 percent to $304,155 while the median sales price went up 2.6 percent to $239,023. The total dollar amount of sales between June 2017 and June 2016 jumped up by 10.4 percent, totaling $2.89 billion! That is a very encouraging trend, folks.

More good news: Future sale projections definitely look strong. Single family pending sales shot through the roof at 18.9 percent year over year, and Realtor listings rose 16.4 percent.

Single family inventory in the Houston area rose to a 4.4 month supply in June, the highest inventory since 2012. That is (fingers crossed) good news in order deal with the demand that June's data indicates we will have for the foreseeable future. So let's keep our chins up and our noses to the grindstone and keep building. Better days seem to be on the horizon!

Please plan to join us at the next BABA monthly luncheon and speaking engagement, held on the first Tuesday of each month. Our builder drawing remains at $1,000! (Must be present to win.) Check the events calendar at ghba.org/calendar to register.

Also please plan to participate at the BABA "Go Speed Racer Go" networking event on Thursday, August 10 at K1 Speed. You MUST pre-register online to participate. Visit ghba.org/calendar for tickets, or be on the lookout for the email blasts with all the details. Hope to see you there!

COMING UP:

BAY AREA BUILDERS ASSOCIATION MONTHLY LUNCHEON

Tuesday, August 1
11:30 a.m. at La Brisa Mexican Grill
League City, TX 77573

Topic: Economic Growth within the Bay Area as a Result of Local Industry

Speakers: Cathy Koerner with NASA and Heather Vail with Marathon

Cost: $20 early; $30 after July 31

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For more information, contact: PEGGY MEANS AT (281) 664-1431 or pmeans@ghba.org

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You must pre-register for this event. There will be no registration at the door.

Register at GHBA.org

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(281) 664-1428
maudain@ghba.org

MONTGOMERY CO. BUILDERS AND DEVELOPERS
GREATER HOUSTON BUILDERS ASSOCIATION

2017 Montgomery County Division Chair

MATTHEW REIBENSTEIN

Royal Residential

The Value of Handmade

All over the world people are consumed with the prestige that often comes with a purchase made by hand. "Handmade" brings to mind the finer things in life, like certain luxury vehicles that boast the quality and craftsmanship of being built by hand.

These workers are respected for their craft, trade or area of expertise. Often, the actual craftsman signs or puts their stamp of approval on a given piece. Purses or handbags that are outrageously expensive (well, in my manly opinion) are advertised as handmade or using exotic materials that any "ordinary" person can't just go purchase off the shelf. Furniture makers brag using tag lines such as "Handmade in America," and clothing companies similarly advertise their bespoke products.

The list goes on, but iconic branding and good marketing have created the understanding that handmade products are a sign of status and wealth.

Nearly every year about this time, my thoughts turn to how many people outside (and sometimes even inside) of the building industry treat those in the building industry. I have been running around a lot in these summer months as we are very busy, as most are right now. I watched a foundation get poured at 4 a.m. one morning, and the number of workers that showed up was simply inspiring. They used their hands and a few tools to finish the concrete and make sure it was as smooth as glass on top to prepare for the stain that will be going on soon—also done by hand.

I have watched many framing crews work in the intense Houston heat, stand walls up and walk on roofs, pretending like the heat didn't bother them. There have been guys tied off on a metal roof—in July with the sun making the metal so hot your shoes get soft and start to melt if you stand in one spot too long. Drywall crews, cabinet makers, trim carpenters, paint crews, flooring installers… one after another I thought about each person and how they contribute to a home during the building process.

Then it hit me, homes are actually handmade and should be treated like a commodity, yet so many treat these guys like they are merely slaves. It saddens me to think that while many value the finer (handmade) things in life, they can't stop to say thank you or show appreciation to the guys that actually HAND MAKE their home! Instead of appreciating the incredible asset that is being built before them, they send emails of negativity or point out all of the things that are wrong or should have been done better. Unfortunately, that attitude rarely ever makes someone want to work harder, longer or be better.

I am not sure when we became a society of so much negativity and disapproval, especially to a truly handmade item such as a home. In order to try to correct this mentality, I urge you to take a minute or two every so often to say thank you to a hard working trade. Point out the good things you see them do. Send a quick email or text and let them know that their hands are building a great house that a family will be proud to live in soon. We all know that a little pat on the back goes a long way.

Many around us only see the building industry and many of the trades we employ as merely 'laborers' or 'workers.' Just remember, these trades are creating something that most of the world wishes they could own someday… a handmade home.

COMING UP:

MCBDD MONTHLY LUNCHEON

Wednesday, August 23
11:30 a.m. at The Black Walnut Cafe
9000 New Trails Drive, The Woodlands, 77381

Cost: $40 earlybird; $50 after Aug. 16

Topic: "Stay on the Jobsite and out of the Courtroom," with Ian Faria, Bradley Law Firm

SPONSORED BY: The Deiering Co. Building Materials For Every Detail.

TABLETOPS: Ferguson Bath, Kitchen & Lighting Gallery; Venetian Stairs

MONTGOMERY COUNTY "HOME ON THE RANGE" NETWORKING

The GHBA Montgomery County Builders & Developers Division (MCBDD) held its inaugural "Home on the Range" Networking Event on June 28, 2017 at Saddle River Range in The Woodlands.

An overwhelming turnout of 37 teams of two showed off their shooting and archery skills in true Wild West fashion. Many additional onlookers were on hand to network and cheer on their favorite teams.

The event's title sponsor was Expressions Home Gallery. Guests were able to network and show off their skills at the Handgun Range sponsored by Chase; the Archery Range sponsored by Ferguson Bath, Kitchen & Lighting Gallery; and the Carnival Game Simulator sponsored by Suncoast Post-Tension.

Awards were handed out for the All Around Cowboy (best score for all three events, Colt 45 Award (highest team range score), Robin Hood Award (highest team score), and the Carnie Award (highest team score).

This event wasn't possible without the help of these great sponsors: RoofTec, Schlage, Builders Post-Tension, and Compliance Resources Incorporated.

Thanks to all who came out and helped make this a great networking event for the MCBDD!

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(281) 664-1428
maudain@ghba.org

2017 Sales & Marketing Council President

MIKE BLALOCK

WEB Media Group LLC

SMC—What's in it for Me?

Like any organization, you get out of your membership what you put into it. So, how do you maximize your return on investment with the Sales & Marketing Council (SMC)?

Salespeople: Be recognized for your hard work and successes! Nothing happens in business until something gets sold. Are you learning from our educational events? Are you learning and sharing information with other top producers? Are you winning awards that will help you sell and market? Are you listening to the marketing experts to help you sell? And are you having fun while working?

Sales Managers: Are you taking care of your top producers? Highlighting their successes and helping them achieve even better sales numbers? Are you taking advantage of the SMC educational events to learn more about sales and marketing? Are you using SMC events (like Texas Bash) as incentives and rewards for your team? And are you having fun while working?

Marketing Professionals: Are you helping your sales managers and sales team convert the leads that you are bringing in? Are you networking with other builders and developers to work together? Are you learning successes and market info from your vendors (note: they know a lot of behind the scenes details in the marketplace)? And are you having fun while working?

Sponsors: Are you reaching your targets in the industry via sponsorship and face to face opportunities? What better place to spend your resources in our industry! And are you having fun while working?

Vendors: Are you truly getting involved? Roll up your sleeves and join a committee, volunteer and sponsor something. And are you having fun while working?

Get fired up to be celebrated at the Houston's Best PRISM Awards on Saturday, October 7. Start preparing your acceptance speeches, press releases highlighting your awesome achievements and even your wardrobes and overnight plans.

Join us at the next SMC Top Producer Awards. If you sell enough, your sales manager is happy to take the team and buy all of the drinks!

We will start accepting applications for the 2018 SMC board of directors soon. We love having a diverse set of professionals with varying skill sets and backgrounds. I have been on the board for most of this millennium and can tell you that is has been one of the most worthwhile investments of my time and resources. Challenge yourself to become even better at your career.

Houston is on fire. SMC is rocking as well! Come join us.

COMING UP:

HOUSTON'S BEST PRISM AWARDS GALA
"A NIGHT IN MONTE CARLO"

Saturday, October 7,
6 p.m. to 12 midnight
Marriott Marquis Hotel

Tables and sponsorships available now!

HOUSTON'S BEST PRISM AWARDS GHBA 2017

Did you know that a sufficient supply of diapers can cost over $100 a month per child?

In low income households, babies often spend an entire day or longer in a single diaper because the family cannot afford to buy new ones, putting them at risk for health issues and abuse. Together, we can help!

Builders Backing Bundles of Joy!

No donation too small.
Every diaper counts.

Let's get started:

Get your company involved in helping collect as many diapers as you can between now and Aug. 31, 2017 to help the GHBA supported charities that house infants and children.

Register today!

RSVP your company's participation in our diaper drive no later than 8-1-17 to **Mel Audain, SMC Liaison at maudain@ghba.org**

SALES & MARKETING COUNCIL

DIAPER DRIVE

Your company can Win!

Grand Prize(s):

The winning teams will be our special guests at the 2017 PRISM Awards in Oct.
Prize for Lg. Company: 10 tickets
Prize for Sm. Company: 6 tickets

Diaper Pick Up Sept. 1st

The Diaper Foundation will send their truck to your company's location to pick up your diaper and or financial donations.

Diapers & Donations will be counted and tallied per team. The more you collect, the better your chances of winning!

facilitated by

"Making a difference one diaper at a time"
The Diaper Foundation

a 501(c)(3)non-profit organization that provides diaper assistance and other services for Houston area children including the GHBA supported charities that provide shelter for homeless children. For more info: www.thediaperfoundation.org

To Qualify for the drawing
Diapers sizes to qualify: 4, 5 or 6.

Large Companies = 50+ employees
For every 5000 diapers the company will receive 1 ticket to be put in a drawing for a free table at the 2017 PRISM Awards.
– Or for cash donations (checks or gift cards) $50 = 125 diapers. Minimum of 5000 diapers or cash equivalent to qualify.

Small Companies = 50 employees or less
For every 2500 diapers the company will receive 1 ticket to be put in a drawing for 6 free tickets to the 2017 PRISM Awards.
– Or for cash donations (checks or gift cards) $50 = 125 diapers. Minimum of 2500 diapers or cash equivalent to qualify.

Please make checks payable to:
The Diaper Foundation (Not the GHBA)
Checks and or gift cards will be picked up along with diaper donations on Sept. 1st.

Have questions?
Contact: Mel Audain, SMC Liaison at maudain@ghba.org 281-664-1428

The Winning Teams will be announced on Labor Day, of course.

Brought to you by The 2017
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Contact Peggy Means
(281) 664-1431
pmeans@ghba.org

ASSOCIATE COUNCIL

2017 Associate Council Chair

MEGAN PADUA

Allpoints Services

What a great time to be a Houstonian! As the summer temperature continues to rise, so do our local housing starts. Headlines for the industry in Houston are finally trending positive again and I have talked to countless builders who say they are optimistic about the direction of our market and that starts are trending higher than expected. We are in a great position to coast into the third quarter!

Although the Associate Council took a short break in July, we are now heating back up and looking forward to a stellar August luncheon. Please take a little time out of your busy summer schedule to attend the council's luncheon on August 3 from 11:30 a.m. to 1 p.m.

Join the Council Leadership!

The Associate Council is still actively looking for a Speaker Planning Committee co-chair and we would love to hear from you! Please contact Peggy Means at pmeans@ghba.org or feel free to email me at mpadua@allpointsgroup.com if you are interested. Half of the year has officially flown by, and if your New Year's Resolution was to get more involved in your industry it is not too late to start! The Associate Council Committee is a great place to begin this journey and we are always looking for new members to join our leadership team.

On the Horizon

Please mark your calendars for two other great Associate Council events coming up! On September 7 at our monthly luncheon we will host Lawrence Dean and his Metrostudy team who will tell us exactly how well the Houston market is doing as well as share insight into what 2018 will hold. If you've never heard the Metrostudy team give a market summary then you are missing out! This will be a great meeting so sign up early to reserve your spot.

The other date you need to block off is the council's annual Wild Game & BBQ Cookoff. This will take place on Friday, November 17 and it is my favorite event of the year! Last year we had a great turnout at our new venue, The Houston Farm & Ranch Club, and we will be having the event there again. We have a lot of space to grow and would love to have some new competition! I can almost smell the ribs and brisket now…

Best of luck to all my fellow associates as we close out the summer, and I hope to see you all at our August 3 luncheon. Stay cool everyone!

COMING UP:

ASSOCIATE COUNCIL MONTHLY LUNCHEON

Thursday, August 3
11:30 a.m. at GHBA Education Center
9511 W Sam Houston Parkway N
Houston, TX 77064

Cost: $20 earlybird; $25 after August 1

ASSOCIATE COUNCIL MONTHLY LUNCHEON

Thursday, September 7
11:30 a.m. at GHBA Education Center
9511 W Sam Houston Parkway N
Houston, TX 77064

Cost: $20 earlybird; $25 after September 5

Topic: Lawrence Dean with Metrostudy will share a market outlook for the Houston area.

SPONSORED BY:

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16TH ANNUAL BBQ & WILD GAME COOKOFF

Friday, November 17
Houston Farm & Ranch Club
#1 Abercrombie Drive, Houston, TX 77084

Teams & Sponsorships now available!

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Contact Alisa Merritt
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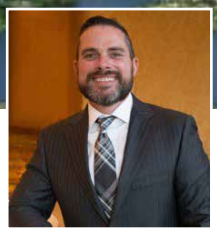
amerritt@ghba.org



REMODEL HOUSTON! REMODELERS COUNCIL

2017 Remodelers Council President

KEVIN VICK, CAPS, CGP, CGR

Vick Construction & Remodeling Inc.

Garage Sale Time!

The10th Annual Remodelers Council Garage Sale will be held at the Texas Home and Garden Show at NRG Center September 23-24.

The Garage Sale Committee members have been hard at work throughout the year planning the event and soliciting donations. The Garage Sale is a great place to donate your leftover inventory or items you have tucked away in your warehouse – and GREAT NEWS – your donations are tax deductible as charitable donations!

Let's face it, most of us 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 annual Garage Sale 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. Past charity projects include renovations for Agape Development, Casa de Esperanza, FamilyTime Crisis Center, Sonrise Shelter, Open Door Mission, SIRE Houston Therapeutic, Epiphany Community Health Outreach Services and many others.

Please contact Michael Jorewicz at mike@vejore.com or Stacy Argo at smra63@msn.com to donate materials or to volunteer to help at the sale.

Get Published!

Don't forget to take advantage of the opportunity to be published in the *Houston Chronicle*! Articles must be between 300 and 500 words and include an attached high-resolution project photo. Articles should be editorial in nature and not self-promoting. Send your submissions to lorraine@idealconsulting.net.

Don't miss out on this extraordinary opportunity to market your brand.

COMING UP:

REMODELERS COUNCIL MONTHLY LUNCHEON

Tuesday, August 8
11:30 a.m. at Lakeside Country Club,
100 Wilcrest, Houston, TX 77042

TOPIC: Lighting Trends featuring Richard Alan

Cost: $40 earlybird; $50 after July 31

SPONSORED BY: caesarstone

TABLETOPS: CAMBRIA, INNOVATIVE SKYLIGHTS & ATTICS, LP SMARTSIDE TRIM & SIDING, Pella, MORRISON PLUMBING | APPLIANCES | HARDWARE

REMODELERS COUNCIL MONTHLY LUNCHEON

Tuesday, September 12
11:30 a.m. at Lakeside Country Club,
100 Wilcrest, Houston, TX 77042

TOPIC: City of Houston Panel

Cost: $40 earlybird; $50 after September 4

SPONSORED BY: VENETIAN STAIRS Artisan Crafted Staircases

TABLETOPS: CAMBRIA, FERGUSON Bath, Kitchen & Lighting Gallery, caesarstone, Ideal Websites by Ideal, Milgard Clearly the best

REMODELERS COUNCIL GARAGE SALE

Saturday & Sunday, September 23-24
10 a.m. to 7 p.m. at the Texas Home & Garden Show, NRG Center

REMODELERS COUNCIL MONTHLY LUNCHEON

Tuesday, October 10

TOPIC: "Electrical Code Update"
with Larry Boykin

REMODELERS COUNCIL MONTHLY LUNCHEON

Tuesday, November 14

TOPIC: "Discussion on Custom Fabrication"

BUILDING FORENSIC ISSUES AND WHY THE ENERGY CODE IS TO BLAME.....

JOIN US AS WE DIVE IN AND EXPLORE WHY HOMES ARE BEHAVING DIFFERENTLY, WHAT ARE THE BIGGEST ISSUES AND HOW TO MITIGATE THEM AND PROTECT BOTH YOU AND THE HOMEOWNER.

Featured Speaker:
Toner Kersting
Snyder Energy

CUSTOM BUILDERS COUNCIL

Date: Thursday, August 17th

Time: 11:00 AM Registration
11:30 AM – 1:00 PM Luncheon

New Place: Norris Center
Magnolia Room
City Center

Cost: $45 per person
before Friday, August 11th
$55 per person
beginning Friday, August 11th

Thanks to our Luncheon Sponsors:

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Paige Shugart - (281) 664-1438
pshugart@homeaidhouston.org

August 2017

MEETINGS AND EVENTS

Tuesday, August 1
11:30 a.m. - Bay Area Builders Association Luncheon, at La Brisa, 501 N Wesley, 77573

Thursday, August 3
9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

Tuesday, August 8
11:30 a.m. - Remodelers Council Luncheon, "Lighting Trends," at Lakeside Country Club, 100 Wilcrest, Houston 77042

Thursday, August 10
3 p.m. to 6 p.m. - BABA Go-Cart Racing Event

4 p.m. - GHBA Board Meeting

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

Wednesday, August 23
11:30 a.m. - Montgomery County Builders & Developers Luncheon, at Black Walnut Cafe, 9000 New Trails Dr, The Woodlands, 77381

EDUCATION

Tuesday, August 15
2 p.m. to 4 p.m. - Roofing Seminar (ABCs of Home Building Series)

Thursday, August 24
1 p.m. to 5:30 p.m. - Residential Foundations: Soils and Materials Testing

Monday and Tuesday, August 28-29
9 a.m. to 5 p.m. - NAHB Course: Universal Design Build (This is a two-day course.)

Wednesday, August 30
1 p.m. to 5 p.m. - Intermediate QuickBooks Training

September 2017

MEETINGS AND EVENTS

Tuesday, September 5
11:30 a.m. - Bay Area Builders Association Luncheon, at La Brisa, 501 N Wesley, 77573

Wednesday, September 6
1:30 p.m. - Developers Council

Thursday, September 7
9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

4 p.m. - GHBA Board Meeting

Tuesday, September 12
11:30 a.m. - Remodelers Council Luncheon, "Technology Solutions," at Lakeside Country Club, 100 Wilcrest, 77042

Thursday, September 21
11:30 a.m. - Custom Builders Council, at Houston Racquet Club, 10709 Memorial (at Voss)

Saturday & Sunday, September 23-24
10 a.m. to 7 p.m. - 10th Annual Remodelers Council Charity Garage Sale

Wednesday, September 27
11:30 a.m. - Montgomery County Builders & Developers Luncheon, at Black Walnut Cafe, 9000 New Trails Dr, The Woodlands, 77381

Thursday, September 28
2 p.m. to 5 p.m. - Bay Area Builders Association (BABA) Top Golf Speed Selling

EDUCATION

Monday, September 11
9 a.m. to 11 a.m. - Building Science Seminar with Dr. Joe Lstiburek

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

3 p.m. to 5 p.m. - Building Science Seminar with Dr. Joe Lstiburek

Tuesday, September 19
2 p.m. to 4 p.m. - Architectural Blueprint Reading & Estimate Calculations (ABCs of Building Series)

and many more.

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HOUSTON BUILDER, AUGUST 2017, VOLUME 30, ISSUE 08

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

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

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

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