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HOUSTON Builder

JULY 2019

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Will You Paddle into the Wave or **Let it Crash Over You?**

By **GHBA President JOHN WILLIAMS,** K. Hovnanian Homes

The GHBA provides an excellent venue for staying up to date on policy, ordinance, and code changes which can affect your business's viability. Depending on your line of business, how quickly you are able to adjust your business plan may be the deciding factor on whether you can ride the wave into a profitable year or get pummeled by the tidal surge and shut your doors.

For some of us, the line of sight may be short and a smaller business may be able to make quick, nimble changes. Others, like developers and builders, they may be making business plan decisions and investments years in advance. For these larger businesses with complex scopes of work and long term business plans, making changes may be like turning a battleship. You need to stay informed in order to make the best, timely decisions.

Accurate foresight is key to success for all of us—large or small. Our market and the "rules of the game" are always changing.

Most recently many of us are still reeling from changes to flood plain regulations. As I write this, many are also working feverously to help abate serious issues with proposed drainage and detention requirements for much of the surrounding area that may go into effect with little or no transition period.

Just yesterday we were discussing a local developer who has several years and millions of dollars invested in a project that now may be cost prohibitive to proceed. This kind of rash and hastily implemented policy change can ruin companies. You may ask, what can we do about it and how can we protect affordable housing?

In addition to keeping members well informed about policy, ordinance and code changes, the GHBA also provides an excellent collaboration of industry experts and lobbyists to address our concerns through providing unparalleled stakeholder expertise in working with various governing bodies.

Being part of the discussion allows for an opportunity to shape more reasonable policy as well as giving our members the business advantage of being first informed about important expected industry changes.

What makes our team so great is the concerted effort of informed and committed industry stakeholders. We wouldn't enjoy these benefits without the engagement of our members, so I ask you all to contribute where you can. There are many different ways to get more involved.

The easiest access is simply reviewing the weekly GHBA newsletter email, which highlights several areas of topical information. This is supplemented by the monthly *Houston Builder* magazine you are reading now.

Once you come across a topic of interest, I strongly suggest attending the most applicable council or committee that relates to your business, whether it be Volume Builders Committee, Developers Council, Associate Council, Remodelers Council, Custom Builders Council, Sales and Marketing Council, or our regional Bay Area Builders Association and Montgomery County Builders & Developers Division.

To dive in or contribute on a wider and deeper spectrum, GHBA's Government Affairs Committee and HOME-PAC are on the front lines of our lobbying efforts and provide some of the best opportunities for impactful engagement.

We should all be committed to be excellent stewards of our industry and fearlessly protect affordable housing. As we associate together and focus our interests, we are much stronger and effective than as individuals. Through the GHBA we can stay most informed about important changes affecting our livelihood as well as create a meaningful and lasting impact for our region.

Get involved, stay engaged, and pass the word along to others. If I can be of any help, please don't hesitate to reach out. Let's continue the work this summer and paddle into the wave together instead of letting affordable housing wash away. ■

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That's a Wrap!

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

Texas Legislature Adjourns Sine Die

On January 8 at noon, members of the Texas Senate and House of Representatives gathered in their respective chambers at the Capitol to convene the 86th legislative session. That began the 140 day countdown to Sine Die (end of regular session) on May 27.

Members began filing bills on Nov. 18, 2018 and had until March 8 to file bills without restriction. There were 7,795 total bills and resolutions filed. Of those, only 1,525 (19.5%) passed to Governor Abbott's desk, with 1,467 that have or are scheduled to become law. With constitutionally mandated legislative deadlines and inherent procedural roadblocks, the Texas legislative process is designed to kill bills rather than pass them and that is reflected in the numbers.

The only bill the legislature has to pass is a budget. This year that was House Bill 1. The budget for the state of Texas for the next two years totals approximately $250 billion, which is up 16% from the last budget that was approximately $217 billon.

This increase is largely due to the legislature having more money because of a positive economic forecast from Texas Comptroller Glenn Hegar and increased estimates from oil and gas production taxes.

Much of the extra money went to the top priorities of the state's leadership, which included school finance reform, property tax reform and Hurricane Harvey relief funding. The "big three" of Governor Greg Abbott, Lt. Governor Dan Patrick and Speaker Dennis Bonnen were unified on these goals from the start of session to the finish.

The Texas Plan, the school finance package, was for $11.6 billion that included an additional $6.5 billion in new spending for schools, as well as $5.1 billion to lower Texans' property tax bills. This includes a 20% increase in per-student funding as well as money for teacher pay raises.

Senate Bill 2 by Senator Paul Bettencourt (R-Houston) will provide property tax and appraisal process relief. SB 2 will

PHOTO: *GHBA delegation attends NAHB Legislative Conference in Washington, D.C. Pictured at the Capitol, left to right: Bradley Pepper, GHBA; Rob Hellyer, Premier Remodeling & Construction; Renae Turnbaugh, Carrier Corporation; Adam Aschmann, Tilson Home Corporation; Eddie Martin, Tilson Home Corporation; Mike Dishberger, Sandcastle Homes; Dan Bawden, Legal Eagle Contractors; and Casey Morgan, GHBA.*

require an automatic property tax roll-back election for cities, counties and certain other local governmental entities that increase their revenue by more than 3.5%. School districts will have a 2.5% threshold. Currently, voters can petition for a rollback if revenues exceed 8%.

In addition to the property tax and school finance measures, the legislature passed historic legislation to take a proactive role in preventing future flooding devastation. Senate Bill 7 by Senator Brandon Creighton (R-Conroe) provides nearly $2 billion dollars for two funds that will provide grants and loans for flood control and mitigation projects as well as Hurricane Harvey recovery.

The Flood Infrastructure Fund, which will be subject to the voters passing a constitutional amendment in November, will allow eligible political subdivisions the ability to apply for money to help construct future flood mitigation and protection projects.

The Texas Infrastructure Resiliency Fund will allow cities, counties and other political subdivisions to apply for grants and low- or zero-interest loans. These dollars will be for matching funds for federal recovery monies, Hurricane Harvey specific projects, floodplain management and flood plan implementation.

GHBA/TAB Supported Legislation

House Bill 2439 – Effective September 1, 2019

House Bill 2439 by Representative Dade Phelan (R- Beaumont) will prohibit cities from using building codes or other local ordinance powers to mandate the use of certain products in construction and result in the direct or indirect prohibition of other code approved products.

Examples of some mandates include: requiring all new construction to be 100 percent masonry, restricting to one type of insulation and mandating one specific pipe or tubing be used.

This legislation will help protect Texas' free market values and prohibit local governments from requiring only certain types of building products or construction methods, which effectively bans the use of other generally approved products that meet or exceed industry standards and building code requirements.

Most importantly, as of September 1 this bill will void any currently adopted ordinances that violate the legislation's provisions and those ordinances will be illegal.

Continued on next page >>>

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>>> "Advocacy," continued from pg 11

PHOTO (L to R): *Bradley Pepper; Rob Hellyer; Adam Aschmann; Dan Bawden; Renae Turnbaugh; Eddie Martin; Congressman Michael McCaul; Mike Dishberger and Casey Morgan*

PHOTO (L to R): *Bradley Pepper; Rob Hellyer; Dan Bawden; Casey Morgan; Mike Dishberger: Congressman Dan Crenshaw; Renae Turnbaugh; Barry Kahn; Eddie Martin and Adam Aschmann*

PHOTO (L to R): *Rob Hellyer; Bradley Pepper; Renae Turnbaugh; Dan Bawden; Congresswoman Sylvia Garcia; Casey Morgan; Eddie Martin; Barry Kahn and J.D. Hale*

PHOTO (L to R): *Barry Kahn; Dan Bawden; Casey Morgan; Congressman Lizzie Pannill Fletcher; Mike Dishberger; Adam Aschmann; Eddie Martin; Renae Turnbaugh; Bradley Pepper and Rob Hellyer*

House Bill 2856 – Vetoed by the Governor

House Bill 2439 by Representative Geanie Morrison (R- Victoria) would have helped crack down on disaster scam artists by criminalizing violations of the disaster remediation contracts statute in order to protect those residents hit by disasters.

As recent flooding events have shown, Texas' current disaster remediation statute does not go far enough to protect vulnerable victims of tragedy from scam artists who take money without doing the agreed upon work.

This legislation would enhance penalties to either a class B misdemeanor or third-degree felony for scammers who violate the disaster remediation statute by requiring upfront payments without having a physical business address in the county or adjacent county for at least one year.

The veto was unexpected and is still confusing, but the Governor appreciated the intent and has stated that he will work on this next session. Governor Abbott said, "House Bill 2856 attempts to address the very real problem of disaster-remediation contractors who take advantage of disaster victims. But it does so with a stiff criminal penalty in an area where civil remedies already exist, which could discourage well-intentioned, quality tradespeople from seeking work in Texas following a disaster. This could inadvertently harm victims and impede recovery. We must take a more measured approach to this issue... I look forward to working with the author next session."

The 86th Legislative Session was long, but at least there is no Special Session on the horizon. Our Rally Day in March was huge success. We had members travel to Austin multiple times to meet with legislators, testify before committees and advocate for our industry.

The GHBA Government Affairs team thanks everyone who contributed their time and effort during this session. Thank you! Without your support and focus on advocacy, our industry would not be the driver of the Texas economy that it is today.

GHBA Goes to Washington

In June, GHBA leadership attended the National Association of Home Builders' (NAHB) 2019 Spring Leadership Meeting and Legislative Conference in Washington, D.C. This biennial trip gives us the opportunity to visit with our Houston-area Congressional delegation and share with them the issues facing the homebuilding industry on the federal level.

Our efforts were focused on advocating for maintaining housing affordability by resolving trade agreements and eliminating tariffs, increasing workforce development and alleviating the labor shortage, as well as eliminating unnecessary codes and regulations which only increase the cost of housing without providing the homebuyer with tangible benefits.

In addition, and most importantly for our region, we lobbied for an expedited flow of Hurricane Harvey recovery dollars, some of which has been appropriated for nearly two years. That said, while we were there with the leadership of our local delegation members, Congress passed a $19 billion disaster relief package of which Texas will receive nearly $5 billion.

Although it was a short week as Congress recessed before noon on Wednesday, we were able to meet with five members of the Houston-area congressional delegation including Congressman Dan Crenshaw, Congresswoman Lizzie Fletcher, Congresswoman Sylvia Garcia, Congressman Al Green and Congressman Michael McCaul.

As with biennial Texas Association of Builders (TAB) Rally Day at the Texas Capitol, this is a special opportunity for our members to meet and directly engage with federal delegation members on issues and legislation that affect the housing industry.

Aside from our day on the Hill, members and staff had the opportunity to participate in numerous council and committee meetings and receive updates on legislative and regulatory initiatives, as well as listen to an expanded economic forecast for the construction industry. ■

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Modern Monetary Theory is Voodoo Economics Redux

There is currently widespread frustration with the performance of the global economy. Traditional policy approaches are not delivering the economic results they have in the past.

In the U.S., Millennials are poorer, have lower incomes, marry less often, and have fewer children than the generations before them. In Europe, the rise of previously fringe parties is unmistakable as voters express their frustrations with the status quo at the ballot box. All this has led to the rise of Modern Monetary Theory (MMT), a set of ideas that reflect a significant and unfortunate break with orthodoxy.

During the late 1970s, a similar economic malaise gave rise to supply-side economics popularized by Arthur Laffer. It began with the age-old observation that taxes had important incentive effects and that, in conceivable circumstances, tax cuts could raise revenue.

From these two well understood underpinnings, it grew into the ludicrous idea that tax cuts would always pay for themselves. In the 1980 presidential primaries, future President George H.W. Bush called this idea "voodoo economics" and in the following decades this doctrine did substantial damage to the U.S. economy and has largely short-circuited meaningful debate about taxes.

Now comes MMT, which, like supply-side economics, makes a good observation, that fiscal policy needs to be rethought in an era of low real interest rates, but then stretches it into a ludicrous claim that massive deficit spending on job guarantees can be financed by central banks without any burden on the economy.

At a moment of deep economic and political frustration, some fringe wing of the out-of-power party is again offering the proverbial economic free-lunch as a politically attractive way out of a fiscal bind. Regrettably, MMT is flawed at many levels.

First, it promises that by printing money the government can finance deficits at zero cost. Not true! The government in fact pays interest on money it creates as it becomes reserves held by commercial banks and the Fed pays interest on reserves.

Second, contrary to MMT, governments cannot simply print money to pay bills and avoid default. Looking back at developing nations that have employed MMT demonstrates that beyond a certain point printing money leads to hyperinflation.

Third, MMT conveniently assumes an economy that does not trade with other nations. Regrettably, money printing will result in a collapsing exchange rate that will in turn boost inflation, raise long-term interest rates, encourage capital flight and reduce real wages.

And it is not only in emerging markets where MMT has played out badly. France in the early to mid-1980s and West Germany in the late 1980s employed what now would be called MMT but both nations had to reverse course. Separately, the UK and Italy both had to be bailed out by the IMF in the mid-1970s because of an excessive reliance on inflationary finance.

Supply-side economics was an unreasonable extension of valid ideas. To that end, few support a return to the very high marginal tax rates that prevailed before the tax reform of the 1980s. Similarly, in an era of very low inflation, and of real interest rates of close to zero, we can and should carefully reconsider our traditional views of federal borrowing; they need at a minimum a careful and thoughtful rethink.

That said, when something sounds too good to be true, as was the case with supply-side economics, and is the case with MMT, it's important to make this clear to improve debate and hopefully prevent us from making another costly and unnecessary economic policy mistake. ■

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

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GHBA's Annual Scholarship Program Benefits Deserving Students

Each year, the GHBA Associate Council awards scholarships to students whose parents are members of the association. These scholarships are made possible through the generous donations of our members.

This year, $15,000 was raised by our generous donors. Five deserving winners were presented with scholarship checks in the amount of $3,000 each. Awards were presented at GHBA's Mid-Year Forecast Luncheon in May.

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

The 2019 awardees are:

MAKAYLA SMITH is the recipient of Newmark Home's "Bill Ulrich Memorial Scholarship." Makayla graduated in the top 3% of her class at Magnolia High School and plans to attend Baylor University in the fall. She is a member of the National Honor Society, Mu Alpha Theta, and the Business Professionals of America. Makayla's mom, Felicia Smith is the office administrator for Burgess Construction Consultants.

JUSTIN EBARB is the recipient of the Heritage Construction Scholarship donated by Jeff Hunt. Justin recently graduated Summa Cum Laude from Cypress Falls High School and plans to study Construction Science at Texas A&M University in the fall. He is a member of the National Honor Society. He is the son of Veronica and David Ebarb. David is vice president of purchasing for Chesmar Homes.

KAITLYN WHITE graduated from Stratford High School and plans to study Speech Pathology at Baylor University. She is a member of the National Honor Society, was awarded TISCA Academic All State and is an

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All District and All Regional swimmer. Her father, Hank White, is owner of Hallmark Renovation and Custom Homes.

JORDAN WOOLDRIDGE graduated from Oak Ridge High School in Conroe with a 4.0 GPA. He is a member of the National Honor Society, the orchestra, and team captain of the Destination Imagination Program. Jordan plans to study Engineering at Texas A&M University in the fall. Jordan's parents are Terri and Kendall Wooldridge. Kendall is the estimating manager of the Houston division of David Weekley Homes.

MCKAYLA BRYSON recently graduated from William B. Travis High School in Fort Bent ISD and plans to attend Wharton County Junior College in the fall. McKayla is a member of the National Honor Society, Junior Rodeo Committee, and the American Sign Language Club. She is the daughter of Michele Bryson, logistics manager for Perry Homes.

Congratulations to all of 2019's scholarship recipients. GHBA wishes you all the best in your college careers and beyond! ■

THANK YOU DONORS!

Greg Tomlinson, Builders Post-Tension

Newmark Homes, Bill Ulrich Memorial Scholarship

Jeff Hunt, Heritage Construction Scholarship

Toner Kersting, TONER Home Matters

Rebecca Tower-Brown, Colina Homes

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YOU'RE INVITED

PRESIDENT'S RECEPTION & NEW MEMBER ORIENTATION

THIS EVENT IS IDEAL FOR:
★ New GHBA members
★ Anyone would like to be more involved

Need help deciding which councils and committees would be most beneficial to your company? Or determining which sponsorship opportunities make the best use of your marketing dollars and put you in front of your target audience?

GHBA members have so many opportunities. Where do you know where to start? Come hear from seasoned members of the Associate Council, Remodelers Council, Bay Area Builders Association, Montgomery County Builders & Developers Division and many others about how they have made their GHBA membership work.

Afterwards, stay and network with 2019 GHBA President John Williams and the board of directors!

INFO: Contact Cynthia Fagan at cfagan@ghba.org; 281.664.1425

39th BENEFIT HOMES
GREATER HOUSTON
ANNIVERSARY BUILDERS ASSOCIATION

BUILDING A
'HOME FOR GOOD'

HistoryMaker Homes Breaks Ground for GHBA Benefit Home

Dozens of vendors, suppliers, trades and other guests joined HistoryMaker Homes for a groundbreaking ceremony on a lot where the GHBA Benefit Home will soon be built. The lot is located in Sierra Vista, a Land Tejas community off Hwy 288. This is HistoryMaker's first Benefit Home and Land Tejas' 17th lot donation for this 39 year old charity fundraiser. Proceeds from the sale of the home will benefit two local charities.

Each year two to three homes are built for the Benefit Homes Project with donated land, materials and services by GHBA members. The homes offer a variety of the most popular features and amenities on the market today. They are sold at market value and proceeds benefit HomeAid Houston and Operation Finally Home. Since the fundraiser began, more than $11 million has been raised.

"We are excited to begin construction of our Alder Plan in Sierra Vista," said HistoryMaker Houston division president, Mickey Pizzitola. "We value the work that the two charities who will benefit, provide our community. It is an honor to work with the Land Tejas team and our generous vendors, trades and suppliers."

Joining the groundbreaking ceremony with Pizzitola from HistoryMaker was Lane Wright, the company's president; Angela Schoening, vice president of marketing; Billy Staudt, construction manager and numerous staff members. Tim Johnson and Susan Brown represented the developer, Land Tejas.

In its 39 years, the Benefit Homes Project has donated $11 million to local charities.

THE BUILDER/DEVELOPER TEAM

HISTORYMAKER HOMES
70 Years

SIERRA VISTA

OUR CHARITIES

HomeAid Houston

OPERATION FINALLY HOME
OPERATIONFINALLYHOME.ORG

BENEFIT HOMES PROJECT—"A HOME FOR GOOD"

Casey Morgan, CEO of the GHBA, led the ceremony with help from Lee Kirgan, Operation Finally Home, and Patrick Mayhan, HomeAid Houston. Vendors in attendance included Deep Blue, Advantage Gutter, Builders First Source, Excell Foundations, Texas Window Industries, MHS Electric LLC, DPIS Builder Services, Universal Forest Products, Reyes Painting, Hurricane Construction, Flooring Services of Texas, Creative Landscape Solutions, Allpoints Surveying and Rock Materials.

Operation Finally Home recipient, Staff Sergeant Stephen Comeau, USMC (retired), spoke about how Operation Finally Home changed his family's life with the opportunity to become homeowners after dealing with the challenges he faced returning from duty.

Family owned and operated since 1949, HistoryMaker Homes launched in Dallas-Fort Worth and expanded over the decades to become a premier builder of more than 800 homes across the region in 16 developments.

For more information on the Benefit Homes Project, visit www.ghba.org or call the GHBA at 281-970-8970.

MORE 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.

The Playhouse

SPECIAL DELIVERY AT MINUTE MAID PARK

Heavy lifting, precarious unloading and delicate navigation were key in the safe arrival of HomeAid Houston's Project Playhouse at Minute Maid Park where it will be on display from June 25 to July 7.

Satterfield & Pontikes and Newberry Architecture were in full force to make this happen as they are the design/construction team that created and built the Toy Box Playhouse. Assisting in the move was Greco Structures, a playhouse donor who contributed to the construction and provided transportation to the ballpark.

The playhouse's new address is MMP - Concourse Level, Section 150.

The team included, from Newberry Architecture: Claudia Tax, Gabriela Espinosa, Roehm Poet-Galvin and David Aleksander. From Satterfield & Pontikes were: Nic Flannery and Adam Butler. From Greco Structures were Valentin Patino, Luiz Ortiz, Pascasio Agustin, Esteban Garza and Roberto Polo. Also on-hand from HomeAid were Kirsten Robbins, Emilee Proctor, Emily Flynt and Catherine Baker.

“This was a big event to transport the playhouse that includes so many amazing components," said Patrick Mayhan, president of HomeAid. "Its new home at Minute Maid Park will showcase its brilliant design."

The Toy Box Playhouse design was inspired by every dream a child has about opening a toy box or stepping through the doors of a playhouse to begin an adventure while spending countless hours developing their imagination.

"Satterfield & Pontikes and Newberry Architecture were able to create that place for kids of all ages," added Patrick. "It has been an amazing partnership working with their talented team."

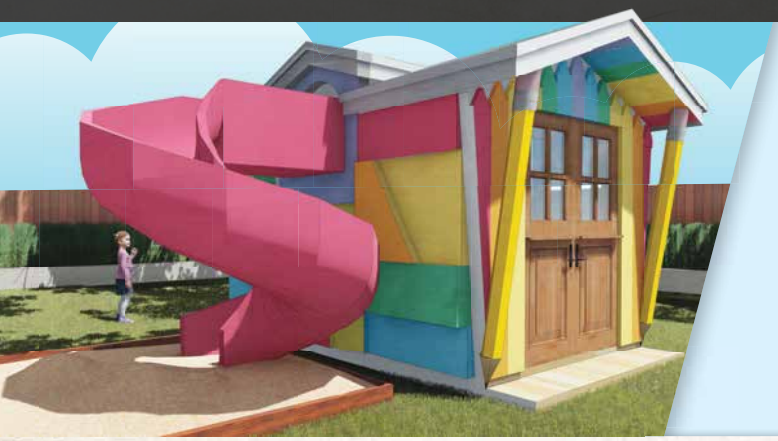
HomeAid Houston, S&P and Newberry Architecture are also partnering with the Houston Astros and the Astros Foundation on this year's annual fundraiser.

PHOTO LEFT: THE TOY BOX PLAYHOUSE MOVES IN TO MINUTE MAID PARK.

PHOTO ABOVE, L TO R: KIRSTEN ROBBINS, HOMEAID; CLAUDIA TAX, NEWBERRY; GABRIELA ESPINOSA, NEWBERRY; ROEHM POET-GALVIN, NEWBERRY; DAVID ALEKSANDER, NEWBERRY; EMILEE PROCTOR, HOMEAID; EMILY FLYNT, HOMEAID; NIC FLANNERY; SATTERFIELD & PONTIKES; VALENTIN PATINO, GRECO STRUCTURES; LUIZ ORTIZ, GRECO STRUCTURES; (FRONT) ADAM BUTLER SATTERFIELD & PONTIKES; AND PASCASIO AGUSTIN; GRECO STRUCTURES

THE 2019 HOMEAID HOUSTON PROJECT PLAYHOUSE

BY SATTERFIELD & PONTIKES CONSTRUCTION AND NEWBERRY ARCHITECTURE



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OFFICIAL CHARITY of the GHBA GREATER HOUSTON BUILDERS ASSOCIATION

IN SPONSORSHIP WITH

HOUSTON ASTROS

THE ASTROS FOUNDATION

PLAYHOUSE CONSTRUCTED BY

S&P SATTERFIELD & PONTIKES CONSTRUCTION, INC.

PLAYHOUSE DESIGNED BY

NEWBERRY ARCHITECTURE

Tickets for sale at Minute Maid Park, the GHBA office, and online. Purchase of $5 raffle ticket enters you for one entry into the drawing. Drawing on Sunday, July 7th, 2019. Need not be present to win. Winner will be contacted by phone or email after 7/7/2019. Winner may be responsible for all costs relating to the playhouse transportation and installation. Winner must take possession of the playhouse by September 1, 2019. For more information, contact HomeAid Houston, 9511 W. Sam Houston Pkwy N., Houston, Texas 77064. (281) 664-1438. HomeAid Houston Federal Tax ID #20-3529994

HomeAid Houston

HomeAid and GHBA Welcome Carole Brady

Carole Brady has been named the new executive director of HomeAid Houston beginning July 1. She comes to HomeAid from Family Promise of Lake Houston in Humble, Texas where she held the position as executive director for 10 years. As part of her many responsibilities, Carole will be working with the HomeAid board of directors and leading the HomeAid staff.

Carole began her corporate career as a regional manager (acquisitions/HR) for apartment complexes across the country. Through this opportunity she served on a local non-profit board for the first time, where she was instrumental in helping to acquire an expiring Mod 8 housing property that could leave over 300 people homeless. Her efforts helped secure the property's purchase and ensured housing in the community.

Carole has been with Family Promise since 1998, forming Interfaith Hospitality Network (IHN), the umbrella group for the Family Promise chapters, as a board member in Loveland, Colorado. She became executive director and began working as a part of the National Training Team forming new networks across the country. After six years, Carole took the position of Mid-Atlantic regional director for National Family Promise in Philadelphia.

With the desire to work one-on-one with Family Promise residents, Carole accepted the position of ED of IHN of the Main Line and remained there for several years. She developed and trained a network of directors throughout the U.S., and designed life skills classes that are currently being taught at many of the Family Promise sites.

Carole lives in Kingwood, TX with her dog Isla—who works two days a week as a therapy dog for the children in the network.

More New Faces at HomeAid Houston ► ► ►

KATHLEEN STADLER

JORDAN MACK

RON MARTIN

TOM FRANK

HomeAid Benefits from Pinchin' Tails Fundraiser

HomeAid Houston has for the fourth consecutive year, been the beneficiary of the DPIS Builder Services charity crawfish boil called "Pinchin' Tails for HomeAid Houston." The event raised $30,000 for HomeAid's mission, "to build new lives for homeless families and individuals through housing and community outreach."

"HomeAid is honored to be selected as the beneficiary for the past four years and we can't thank enough DPIS, Brannon King, the event chairman, his assistants, all of the sponsors, cooking teams and volunteers who made it so successful," said Patrick Mayhan, HomeAid president.

Sponsors: On-Target Marketing & Advertising, DPIS Builder Services, Toll Brothers, Datasmart, CastleRock Communities, Boyar Miller, Dupont, Colina Homes, CenterPoint Energy, Builders Post-Tension, IES Residential, Chesmar Homes, 84 Lumber, ACES Builders Warranty, Owens Corning, Suncoast Post-Tension, All My Sons, Weatherization Partners Ltd., Design Tech Homes, Lennar and Woodforest National Bank.

Winners were: First Place Crawfish, Builders Post Tension; First Place Etouffee, Lennar; First Place Jambalaya, Lennar; First Place Cocktail Sauce, Design Tech; and People's Choice Award, IES Residential.

"We are honored to be a part of HomeAid Houston and their mission," said King, vice president of sales and marketing for DPIS. "We support this great organization because of the work they do in providing the homeless dignified housing while they work to get back on their feet. We could not think of a better organization to support within our industry."

Building doorways to hope for Houston's homeless.

In addition to Executive Director Carole Brady, HomeAid's board of directors is also welcoming new members that will be adding a new dimension to the agency in 2019. Long term, dedicated board members that commit to the nine–year term, called "Niners," roll off for one year and can return if they desire.

KATHLEEN STADLER

Kathleen, one of the original HomeAid Houston board members in 2004, recently returned to serve another term. In her early years she helped lead project management and was board president in 2007.

After years of experience in the building community, Kathleen joined Eric L. Davis Engineering where she recently celebrated her 10th anniversary. Her background in engineering, and her industry connections have served HomeAid well.

Kathleen has also contributed to the GHBA through many roles including Membership Committee chair, GHBA board member, and life director for TAB. She has earned titles of Spike and Associate of the Year as well as several presidential citations.

JORDAN MACK

Jordan is a founding principal of the related Concourse Companies where he focuses on growth and financial strategy. He leads Concourse Development's experienced real estate team through acquisition, development, and sale of planned communities. Jordan is also president of Westpark Homes.

Jordan is a member of the Urban Land Institute and the GHBA and is a co–founder of the GHBA Young Professionals Committee. He has served on community boards and in various volunteer roles within the greater Houston community. Jordan earned a Civil Engineering degree from Rice University.

RON MARTIN

Ron recently rejoined the HomeAid board of directors for a second term. His first term began in 2010 when he served on the Project Management, Development and Stewardship Committees. He was also the 2013 board president.

Ron has a long career within the industry that includes positions in construction, sales, purchasing and operations. Ron and his family originally moved to Houston as a transfer by Darling Homes in 2002 when he was promoted to VP of operations. He helped Darling Homes grow the division from four communities to 14. In 2019 Ron joined Ironwood Connection.

Ron has been an active member of the GHBA as chair of the Benefit Homes Project, a HOME–PAC trustee, serving the Membership Retention Committee, and was also BABA president, MCBDD president and GHBA board secretary.

TOM FRANK

Tom Frank has worked his entire professional career in the residential homebuilding industry. He got his start in 1997 as a superintendent trainee at U.S. Home Corporation in the Greater Houston area. From there he took a position with Norwood Management, later named Partners in Building in 1986. Tom has remained at Partners in Building for 33 years and currently holds the position of vice president of operations.

Tom's relationship with HomeAid began in 2016 when Partners in Building became the Builder Captain for the Joanne H. Watford Cottage, an 8,100 sq. ft. cottage that would house eight children and their teaching parents on the campus of Boys and Girls Country. Tom led the team through the construction process.

Education Corner

UPCOMING COURSES

DESIGNATION COURSES

(NAHB University of Housing Courses)

Business Accounting & Job Cost

Approved for: CGB & CGR
6 Continuing Ed Credits for: CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, GMR, Master CGP, Master CSP and MIRM

Instructor: Jeff Hunt, CGR, GMB, CAPS, CGP
Date: Thursday, July 18
Time: 9 am to 5 pm
Fee: $275 members / $415 non-members

Content: Your company's success is based on managing your finances effectively. This course provides you with the basics of financial planning, budgeting, construction business accounting, job cost systems and financing options so you can track and analyze the cost of goods, overhead and individual job costs as well as communicate about them effectively.

Topics include accounting terminology, a chart of accounts, types of records and reports to be maintained and loan products that can provide financing alternatives.

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

- Define concepts and terminology basic to construction business accounting
- Describe the value and use of common financial reports in measuring business performance, job cost accounting and variance analysis
- Identify the essentials of operating capital funding methods
- Identify common construction and permanent mortgage products and the relative builder/client positions
- Recognize the differences between active and passive income endeavors
- Access templates for a personal budget, a company budget, a chart of accounts, an income statement and balance sheet reports

Who should attend? Everyone who plays a role in the success of a company, in whole or in part, needs to have a good understanding of the process of business accounting and job costing. This course is designed for: business owners, vendors, trade contractors, trade professionals, service professionals, project managers, office staff.

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

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GENERAL EDUCATION

(Not for designations)

QuickBooks – Intermediate Level

Instructor: Sheri Allshouse, CPA
Date: Tuesday, July 9
Time: 1 pm to 4 pm
Fee: $50 members / $75 non-members
Content: This class will build on the beginner's class, but will show the ability of 2018 QuickBooks Desktop Premier-Contractor Version to track job costing and invoicing customers not only for Cost Plus, but also Fixed Cost and Fixed Fee jobs.

The following 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; and memorize recurring transactions and reports.

Sheri Allshouse, CPA, is the owner of a boutique CPA firm in Houston which specializes in real estate. A majority of their clients include small to medium size home builders and multi and single family owner/operators. She is responsible for the Tax & Quickbooks advisory side of the firm. In her 25+ years of tax/accounting experience, she spent nine years as a CFO for a medium size homebuilder, which used QuickBooks (Enterprise) and reported information to the private equity investors and up to 21 banks at one time. She has been a QuickBooks user since 1994 and is a QuickBooks ProAdvisor.

Building Envelope Seminar

THE ABCS OF HOME BUILDING – A BUILDER EDUCATION SERIES

Instructor: Dave Yelovich, CGB, CGP
Date: Tuesday, July 16
Time: 2 pm to 4 pm
Fee: $35 members / $50 non-members

Content: One of the most rapidly changing systems of a home is the envelope itself. Structural components, air barriers, moisture barriers, house wraps, insulating boards and the battle to keep moisture out and air under control. This class will open your eyes to the importance of the envelope!

Who should attend? Construction superintendents, remodelers, volume builders, custom builders and contractors

Successful Selling Using LinkedIn

STICKS & BRICKS OF SALES & MARKETING SERIES
Instructor: Troy Elmore, Sandler Training
Date: Wednesday, July 17
Time: 9 am to 11 am
Early Bird Fee: $35 members / $50 non-members (through July 10)
After July 10: $45 members / $60 non-members

Content: The purpose of LinkedIn is to meet possible clients and set meetings. But how?! Social selling is not as difficult as it seems, and LinkedIn can serve as a 24/7 networking event. In this two-hour course, Elmore will discuss:

- Incorporating LinkedIn in the sales process to successfully sell yourself and your company
- Using your LinkedIn profile to target a specific audience in a compelling way
- Leveraging LinkedIn to generate warm referrals from your existing contact network
- What to do when you get in touch with someone on LinkedIn who is interested in your product/service

The Top 3 Reasons General Contractors Don't Generate Exceptional Profits

Why is it that even during boom times, such as we are enjoying now, general contractors (GCs) don't make exceptional profits? Lots of GCs are generating more revenue, but profits don't increase proportionately. It doesn't have to be this way!

Here are the three biggest reasons contractors rarely generate exceptional profits—and how to fix them.

1. Exceptional profits DO NOT come from being busy. (You know, the old work smarter not harder thing.)
2. Exceptional profits DO NOT come from revenue increases. (It's like running the wrong way faster.)
3. Exceptional profits DO NOT come from doing the same as other GCs. (They aren't making exceptional profits either.)

Okay, how do we fix this so you can start generating exceptional profits as soon as possible?

The answer is not mysterious or all that difficult—but you must be open to learning to do a few things you probably aren't doing now. Learning and implementing just two things will do the trick. The first is a different understanding and role of margin management and, second, learning some GC marketing basics.

Margin Management

It's not how much you make, it's how much you keep that matters. If you spend your career driving more and then more revenue, you will probably end up with more revenue. However, this will ensure that you work way too hard for too long for too little.

The truth is, there are many things you can do to keep a bigger piece of each revenue dollar, and charging more doesn't have to be one of them. If you know all the tools available to you to keep more of your revenue after paying all of the costs of delivering the jobs (this outcome is called Gross Profit) you will see that you can increase your bottom line substantially without raising your prices, increasing your revenue, reducing your costs or lowering your expenses! (Probably sounds like a trick or something, right? Wrong, it's just solid business practices not used by most GCs). These techniques include things like Job Mix management and plugging profit leaks.

Contractors generally keep about half of what they should from every revenue dollar. That's a big deal. Just driving greater revenue before improving your margins goes against every fundamental principle of how to make exceptional profits. Lower margins are the primary driver of stress and hard work. It's simple. If you are only keeping half of what you should from every revenue dollar, then you must generate twice as many dollars.

Didn't see your daughter's soccer game or get as much fishing in as you wanted—there's your reason why.

Marketing Basics

You can charge more! There are always plenty of potential customers that will pay more for higher value. Even you. Wouldn't you pay more for your dream rig, or the right doctor for your family, or to have nicer things? We all would.

However, there is a catch. When you increase the value you deliver to your customers, you must learn how to communicate that value in a way that is both greater and different from your competitors. Communicating that higher value is done through marketing.

Ever lost a job on which you were the lowest bid? Somebody else demonstrated greater value to that client than you did.

Why should a project shopper be willing to pay more when it appears they would get the same thing from several GCs. By not differentiating your business in the eyes of potential customers, you ensure a competitive pricing and multiple bid environment way too often.

Learning how to separate yourself from the competition at a high level is neither expensive nor difficult, but it does require some tools, processes, and knowledge that you may not have.

And this should be noted: Insulating yourself from damage in the upcoming recession is built on a foundation of these two things; knowing a little marketing and a margin driven approach to business.

Here's your takeaway: Take a little time to learn how to become a margin driven business, a few marketing techniques to communicate your value, and differentiate yourself from your competition. It will change your life. ■

Article courtesy of Ken Brookings, founder and chairman of the Aspire Institute for contractors. For over 20 years the Aspire Institute has been guiding the owners and leaders in the home construction industry to achieve new levels of success by focusing on helping those who are experts in their craft become market leaders.

Learn more at the one-day workshop in Houston on August 6. Visit www.TXAspire.com for details.

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.**

Join the 2019 SAM list!

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

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Goodman Manufacturing Co.
Grogan Building Supply
HomePro Home Technologies
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Ironwood Connection
Legends Architectural Stone
LoanDepot
Milgard Windows & Doors
Norbord Industries
Perfection Supply
Rooftec
The Sherwin-Williams Co.
SRG Stairs
Strucsure Home Warranty
Suncoast Post-Tension

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Benchmark Mortgage
CenterPoint Energy
Chase
ConnectOne Security
Huber Engineered Woods
Keller Williams – The Icon Team
LP Building Products
Modern Pest Control
Pella Windows & Doors
Reverse Mortgage Funding
RoyOMartin/Corrigan OSB
Texas Builders Finance
Venetian Stairs
Wells Fargo Home Mortgage

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HOUSTON, TX AUGUST 6

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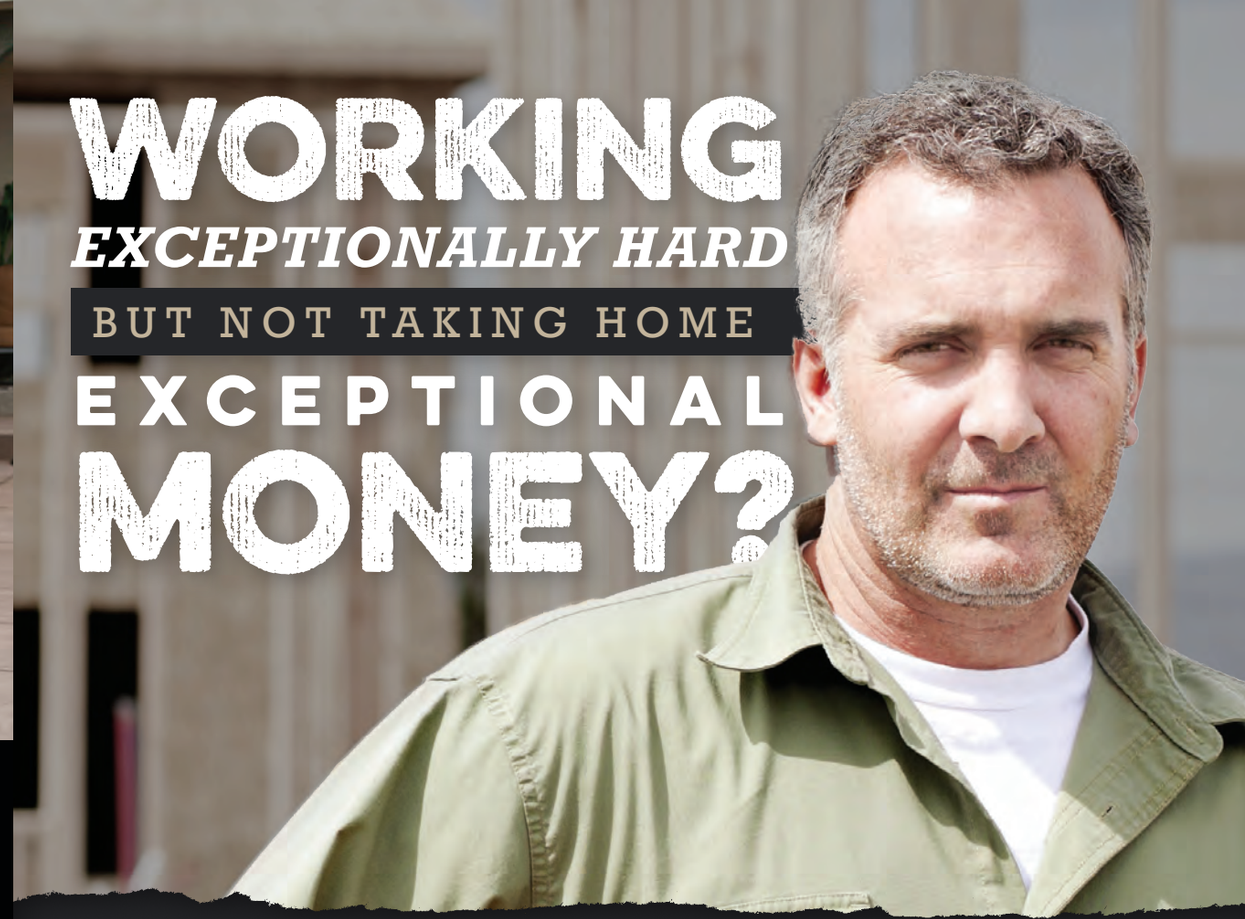
Harry Poehlmann
Poehlman Construction
Fort Collins, CO

WORKING *EXCEPTIONALLY HARD*

BUT NOT TAKING HOME

EXCEPTIONAL MONEY?



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HOUSTON, TX AUGUST 6

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A full day of real-world solutions that will change how you do business. We'll show you how to reduce your workload and stress while making more profit — guaranteed. Well over a thousand GCs have already learned how to improve their business and their lives at this workshop.

In this class you will learn:

- To identify the top six profit leaks that affect most residential builders
- To identify three critical mistakes most GCs make in their job pricing strategy
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- Powerful tools and techniques that let you easily differentiate your business from the competition to allow you to charge more and get higher quality jobs
- The difference between reactive and targeted leads, and how to reach the right prospects at the right time
- Strategies to insulate your business from the coming economic downturn
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HOUSTON, TX AUGUST 6

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Allen Proctor
Proctor Construction
Prescott, AZ

"Having the outside eyes of Aspire on our business operations is assisting us in moving to the next level of success. It's nice to have Aspire's range of expertise in this journey. It is comforting to not make this leap alone."

Greg Olson
Olson & Jones Construction
Portland, OR

ASPIRE INSTITUTE

We are a well-established educational, coaching and consulting firm focused exclusively on serving Residential General Contractors. Learn more at:

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BLACK TIE GALA
AWARDS PRESENTATION & SIT DOWN DINNER

TICKETS!

$150 PER TICKET
$1,500 TABLE OF 10

[Late fees apply after Sept. 20, 2019]

ORDER AT:
GHBA.org/calendar

SPONSOR THIS EVENT Contact Mel Audain maudain@ghba.org or 281-664-1428

"DEARLY BELOVED, WE ARE GATHERED HERE TODAY..."

A TRIBUTE TO

Prince

PRESENTED BY
THE 2019 TITLE SPONSOR
loanDepot

SATURDAY
OCTOBER 5
– 2019 –

6pm Cocktail Reception
7pm Dinner & Awards Presentation

DTWN HOU

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1001 Avenida de las Americas

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taylor morrison "Homes Inspired by You" / Darling Homes — PHOTOGRAPHY
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SILVER SPONSOR Reverse Mortgage Funding

*As of print date.

A TRIBUTE TO Prince

EXCLUSIVE SPONSORSHIPS

Along with their own individual benefits, Exclusive Sponsorship* packages include:

- Logo recognition on all marketing collateral, advertising and social media
- Logo displayed during awards presentation
- Sponsors Awards presented to your company representative
- 10 complimentary tickets with VIP seating, and 5 complimentary valet passes
- Free one-time mailing list of GHBA members
- Link to your web site from PRISM web site through Oct. 2019
- 1/4 page ad in one issue of a 2019 *Houston Builder* Magazine

U Got the Look

DÉCOR SPONSOR:
$6,000

Package includes list of Exclusive Sponsor benefits, plus:

- Logo prominently displayed in ballroom
- Opportunity to display a sponsor-provided decor vignette within the ballroom with company logo

Money Don't Matter 2 Night

CASINO GAMING STATIONS SPONSOR: $5,500

Package includes list of Exclusive Sponsor benefits, plus:

- Speciality decks of playing cards with company logo for sponsor to pass out
- Logo on all casino gaming stations during the cocktail reception pre-event

Purple Rain

SPECIALTY DRINK SPONSOR:
$5,500

Package includes list of Exclusive Sponsor benefits, plus:

- Sponsor to hand out 100 specialty drink tickets
- Sponsor names the specialty drink of the evening
- Sponsor logo at specialty drink bar area

Call My Name

CENTERPIECE SPONSOR:
$4,500

Package includes list of Exclusive Sponsor benefits, plus:

- Logo incorporated into elegant centerpieces on the ballroom tables for guests to enjoy all night

Paisley Park

PRINCE TRIBUTE SPONSOR:
$6,000

Package includes list of Exclusive Sponsor benefits, plus:

- Logo prominently displayed onscreen during Prince video tribute
- Opportunity to for one company representative to introduce the tribute

For You

DINNER SPONSOR:
$5,500

Package includes list of Exclusive Sponsor benefits, plus:

- Logo prominently displayed on elegant keepsake menus placed at each place setting

SALES & MARKETING COUNCIL
GREATER HOUSTON BUILDERS ASSOCIATION

CONTACT:
MEL AUDAIN
maudain@ghba.org
or 281-664-1428

Modifications may be able to be made to Exclusive Sponsorships depending upon the request. Ask for details!

UNLIMITED SPONSORSHIPS

Diamond SPONSOR: $2,500

Package includes::

- Company listing on all advertising
- Table of ten (10) tickets to the event

Gold SPONSOR: $1,500

Package includes::

- Company listing on all advertising
- Four (4) tickets to the event

Silver SPONSOR: $750

Package includes::

- Company listing on all advertising
- Two (2) tickets to the event

MEMBERSHIP DRIVE GROWS RANKS

The GHBA Membership Drive was a huge success, with 60 new members recruited in the month of May! The drive kicked off with a call-a-thon at the GHBA offices on May 1, with 29 people making prospect calls on-site and another 12 calling leads remotely. Nine members were recruited on day one.

Special thanks to Greg Tomlinson, Builder's Post-Tension, and Chris Hawkins, Bayou City Risk, for cooking a delicious meal for all the drive participants.

Competition for the most recruits was neck and neck between the Board Team and the Sales & Marketing Council Team until the last minute when the Board managed to pull ahead.

Members truly do make the best recruiters. We appreciate all those who participated in the drive!

TOP RECRUITERS FOR MAY:

1st **Don Klein, Chesmar Homes**
6 New Members

2nd **Sharone Mayberry, Mayberry Homes Inc.**
5 New Members

3rd **Vicki Cheairs, Reverse Mortgage Funding**
4 New Members

GHBA MEMBERSHIP COMMITTEE CHAIR D'ANN BROWN (CENTER), CONGRATULATES THE 2019 MEMBERSHIP DRIVE WINNERS—VICKI CHEAIRS, REVERSE MORTGAGE FUNDING (THIRD PLACE, PICTURED LEFT) AND SHARONE MAYBERRY, MAYBERRY HOMES (SECOND PLACE, PICTURED RIGHT).

ONSITE CALLERS:

Robert Alcala, Chase
Michelle Allison, One Digital
Abdul Barazi, Ryko Development Inc.
D'Ann Brown, StrucSure Home Warranty
David Castle, DPIS Builder Services
Vicki Cheairs, Reverse Mortgage Funding
Nick Cubbler, Semper Fi Contractors
Angela Davis, Sandler
Doranne Frugoni-Baker, Materials Marketing Corporation
Crystal Gregg, Class Valuation
Melanie Heinrich, Trifection Remodeling & Construction
Lee Kurtas, High Performance Home Cos.
Tenile Luttenegger, Emser Tile & Natural Stone
Greg Madrey, Builders Post-Tension
Victoria McDaniel, The Rothchild Team
Andy McDonald, Trifection Remodeling & Construction
Casey Morgan, GHBA
Terry Nesch, TONER Home Matters
Debbie Page, 1st Infiniti Enterprises/ 1st Texas Fire Protection
Rick Phillips, First United Bank Mortgage Group
Sherry Pruitt, Whodid It Designs | Remodeling LLC
Matthew Reibenstein, Royal Design Build
Mia Romar, RE/MAX Top Realty – The Romar Team
Dana Rodgers, First American Title-Homebuilder Division
Diane Schmidt, DÉCOR Builders Hardware
Kevin Stuckey, Wan Bridge Group
Jim Bob Taylor, D.L. Doyle Construction
Jaime Virkus, Concourse Development
Laurie Wilson, First American Title-Homebuilder Division

OFFSITE PARTICIPANTS:

Will Cole, Divine Renovation
Marco Cordon, Lennar Homes of Texas
Yvonne Cummins, Morningstar Builders/ Morningstar Renovations
Lorraine Hart, Ideal Consulting/ Websites by Ideal
Rob Hellyer, Premier Remodeling & Construction, LP
Don Klein, Chesmar Homes
Todd LeBlanc, LeBlanc Custom Homes
Kendall McDermott, Allpoints Surveying
Dustin O'Neal, Costello, Inc.
John Taylor, Eklektik Interiors
Renae Turnbaugh, Carrier Corporation
Rick Walsh, Citylife Homes, LLC

A TEXAS-SIZE THANKS TO BUILDERS POST-TENSION AND BAYOU CITY RISK FOR PROVIDING A DELICIOUS BARBEQUE LUNCH!
PICTURED LEFT TO RIGHT: JEREMY LINZER, GREG TOMLINSON AND CHRIS HAWKINS.

GHBA MEMBERS HARD AT WORK CALLING MEMBERSHIP PROSPECTS. LEFT TO RIGHT: LAURIE WILSON, FIRST AMERICAN TITLE-HOMEBUILDER DIVISION; VICKI CHEAIRS, REVERSE MORTGAGE FUNDING; AND DORANNE FRUGONI-BAKER, MATERIALS MARKETING CORPORATION.

SHERRY PRUITT, WHODID IT DESIGNS | REMODELING (LEFT) AND JIM BOB TAYLOR, D. L. DOYLE CONSTRUCTION CO. (RIGHT) HELP BUILD THE ASSOCIATION BY RECRUITING NEW MEMBERS.

MEMBERPROFILE

SKYLINE CABINETRY is a premier wholesale manufacturer of kitchen and bath cabinets.

Skyline has two distribution centers totaling 250,000 sq. ft., with approximately 12,000 full kitchens and baths in stock and ready to ship directly to your job site. Cabinets ship flat package to save you on shipping. We can assemble the cabinets for an additional fee and ship directly to you or your job site.

Let us show you how buying manufacturer direct can save you time and money!

To learn more, visit **www.skylinecabinetry.com** or contact **Mary Stewart**, director of national sales and marketing, at **(972) 620-8880** or **marys@skylinecabinetry.com**.

SKYLINE CABINETRY

MEET more
NEW MEMBERS @ ghba.org/profile

MEMBERPROFILE

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Using Opus's services, clients can start marketing their projects before they begin construction. End buyers can walk around and customize their future homes from their computers and mobile devices on their browser without installing any app or additional software.

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OPUS VISUAL
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2019 Membership Chair

D'ANN BROWN

Strucsure Home Warranty

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

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

Visit ghba.org for information on all upcoming events or contact the Membership Department at (281) 664-1425 to get involved and put your membership to work! I am always happy to talk to new members about how to get involved or my personal experience with the GHBA.

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

"The GHBA has given me the opportunity to serve the people of the industry as well as provided both personal and professional experiences that I would not have otherwise encountered.

— GREG MADREY, BUILDERS POST-TENSION

WELCOME NEW MEMBERS

BUILDERS

Ballard Building Company
W. S. (Sandy) Ballard
14750 Oak Bend Dr.
Houston, TX 77079
(832) 309-5435
sandy@ballardbuildingcompany.com

Dulce Vista Homes
Luis Nieto
6515 Highway 105 W, Ste. B
Conroe, TX 77304
(936) 666-6424
info@dulcevistahomes.com
www.dulcevistahomes.com

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

Magnifico Custom Builders
Austin Oztan
5050 Westheimer Suite # 100
Houston, TX 77056
(713) 962-0355
Austin@MagnificoBuilders.com
www.MagnificoBuilders.com

Texas 143 Builders, LLC
Ouida Gernentz
19 Briar Hollow Lane, Suite 290
Houston, TX 77027
(281) 723-6539
ouida.gernentz@gmail.com

Unique Customs
Eddie Willrich
15573 Crown Oaks Dr.
Montgomery, TX 77316
(281) 642-4682
eddie@blueprint2reality.com

REMODELER

Pierce Construction Services
Jacob Pierce
2630 Rosefield Dr
Houston, TX 77080
(832) 651-6264
jacob@pierceconstruct.com

ASSOCIATES

A-Tak Pest Control, Inc.
Jim Frazier
17258 Rookery Court
Conroe, TX 77385
(281) 291-9222
jimfrazier23@gmail.com
www.atakpest.com

Aflac
Christopher Kelly
2040 N. Loop West, Ste. 012
Houston, TX 77018
(832) 606-2869
christopher_kelly@us.aflac.com

Durastone Corporation
Rachel Guo
9815 North Freeway
Houston, TX 77037
(346) 773-4696
rachel@durastoneusa.com

Design DCA
David Cox
12841 Jones Road, Ste 201
Houston, TX 77070
(832) 604-6686
dcox@designdca.com
www.designdca.com

EPCOR
David Billinger
31830 State Highway 249
Pinehurst, TX 77362
(832) 702-6672
egtx@epcor.com

Elite Flags and Poles, Inc
Tracie Symonds
12910 Carla Way
Cypress, TX 77429
(713) 444-1244
tracie@myflagman.com
www.eliteflagsandpoles.com

Fred Haas Nissan
Christopher Kingham
24202 S.H. 249
Tomball, TX 77375
(281) 516-6735
ckingham@fredhaasnissan.com
www.fredhaasnissan.com

Frontier Title
Laura Locastro Ogburn
1177 West Loop South, Suite 1350
Houston, TX 77027
(713) 840-0208
llocastro@frontiertitletexas.com
www.frontiertitletexas.com

Full Fledge Entertainment
Anthony Oyedeji
311 Gatemere Court
Katy, TX 77450
(832) 303-0396
info@fullfledgeent.com
www.fullfledgeonline.com

G & B Residential
Joseph Gotay-Araud
12607 Alsea Bay Ct
Humble, TX 77346
(281) 569-9308
gbresidential@comcast.net

Halff Associates, Inc.
Daniel Lozano
14800 St. Mary's Lane, Ste. 160
Houston, TX 77079-2943
(713) 588-2470
dlozano@halff.com

Houston Area Urban CDC
Benny Rodriguez
5330 Griggs Rd., Suite A104
Houston, TX 77021
(832) 834-4609
b.rodriguez@haucdc.org
www.haucdc.org

Houston Granite Remnants
Kenyon Lovelace
16745 North Freeway, Suite B
Spring, TX 77090
(281) 580-1680
kenyon.lovelace@houstongraniteremnants.com
www.houstongraniteremnants.com

META Planning + Design LLC
Geoff Freeman
24275 Katy Fwy, Suite 200
Katy, TX 77494
(281) 810-1422
gfreeman@metaplanningdesign.com

Mark Stavinoha Custom Cabinets & Trim
Ryan Stavinoha
20302 Bauer Hockley Rd
Tomball, TX 77377
(281) 894-0606
orders@stavinohatrim.com

Opus Visual LLC
Oguz Ormanci
18 Tender Violet Pl.
The Woodlands, TX 77381
(805) 467-1888
oguz@opusvisual.com

Outdoor Lighting Perspectives of West Houston
Kristen Parker
9926 Porto Rico Road
Houston, TX 77041
(713) 766-1486
Westhouston@outdoorlights.com
westhouston.outdoorlights.com

Pinnacle Tile and Flooring Inc.
Randy Reynolds
11133 I45 South, Unit H
Conroe, TX 77302
(936) 441-0459
randy@pinnacleflooringinc.com

Pro Star Roofing
Steven Mosher
1962 Northpark Drive Ste A
Kingwood, TX 77339
(281) 359-7663
houstonprostar@gmail.com

Rinnai
John Sarzosa
13502 Missarah Ln
Cypress, TX 77429
(832) 857-8201
jsarzosa@rinnai.us
www.rinnai.us

Terra Granite
Abdulkadir Gencoglu
12642 Hempstead rd
Houston, TX 77092
(713) 690-1290
info@terragranite.com

Trophy Windows
Craig Hailey
16261 Hollister St., Ste. 150A
Houston, TX 77066
(281) 444-3334
craighailey@trophywindows.com
www.trophywindows.com

Westwood Fence Co Inc
Diana Hernandez
8403 Howton St
Houston, TX 77028
(713) 674-3277
westwoodfencecoinc@comcast.net
www.westwoodfencecoinc.com

Wilwood Cabinetry Inc. DBA GoBravura Cabinet
Vincent Pan
14200 Hollister St., Ste. 200
Houston, TX 77086
(443) 835-6812
vpan@gobravura.com
www.gobravura.com

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msmith@angliahomeslp.com

Houston Association of Realtors-Keller Williams The Woodlands & Magnolia
Kiki Koymarianos
6700 Woodlands Pkwy, Ste. 230-191
The Woodlands, TX 77382
(281) 591-9372
kiki@kikisellsteam.com
www.kikisellsteam.com

Houston Association of Realtors-PRN Realty
Annabelle McKenzie
429 W 26th Street, Unit C
Houston, TX 77008
(713) 376-4418
amckenzie@prn-realty.com
www.prn-realty.com

Houston Association of Realtors-ReMax Generation
Mashell Lambert
8650 N Sam Houston Pkwy East, Ste. 170
Houston, TX 77027
(832) 651-7648
homesbymashell@gmail.com

Houston Association of Realtors-Remax Preferred Homes
Melissa Seureau
20467 Cypresswood Dr, Ste A
Cypress, TX 77433
(281) 300-1000
melissaseureau@yahoo.com

Houston Association of Realtors-Remax Vintage
Paula Hagerman
10130 Louetta Road
Houston, TX 77070
(713) 306-3557
realtorpaula@outlook.com

RENEWALS

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

COMPANY	MEMBER NAME	JOIN DATE
2-10 Home Buyers Warranty	**McCalle Fryar**	**1989**
ASID- Lynne T. Jones Interior Design	Lynne Jones, ASID	2014
Airteam, Ltd.	**Mort Curtis**	**1990**
All About Concrete, LLC	Nathan Frazier	2018
Atlantic Exterior Specialist, Inc.	**Martin Geserick**	**2003**
Atlas Foundation Repair	Robert DeShazer	2010
B OK Services	Dennis Hart	2018
BEC Engineers and Consultants, LLC	Karl Breckon	2017
BGE, Inc.	**Randy Randermann**	**1970**
Beth Wolff Realtors	Ed Wolff	2014
Bluegill Inc.; dba Enerlogic; dba Bluegill Energy	**Richard Mogridge**	**2003**
Braziel Building Group, LLC	**Kevin Braziel**	**1998**
Builders Auction Company	Bruce Sutter	2012
Builders First Source	Caleb Summers	2010
Builders Select Insurance Group	Curt Jones	2015
CRV Homes by Houstonian Capital Investments	Jeff Rodgers	2018
Campbell Concrete & Materials, LP	Stacy Buford	2018
Century Communities	Chris Chew	2017
Champion Custom Home Builders LLC	**Mike Adalis**	**2006**
Circle Saw Shop, Inc.	**Clarence Miles**	**1975**
Comcast Cable	Jessica Welsh	2018
ConnectOne A SMART HOME Company	Kim Lawrence, CGA, CSP	2014
Creekstone Outdoors	Sam Hickey	2010
Crown Roof Tiles	Mark Mott	2016
DaVinci Roofscapes	Richard Crossland	2015
Dalco Roofing	Douglas Lane	2018
Dawson Foundation Repair, Inc.	**Martin Dawson**	**2005**
Design Shutters	Shawn Janes	2010
Detering Company of Houston, LP	**Cassie Milam**	**1984**
Dupure	**Natalie Medders**	**2005**
Dzine Steps	Judy Bagchi	2017
Everhart Construction	Lee Mash	2017
Fairmont Homes	**Michael Pelletier**	**2005**
Flair Builders, LLC	**James Kent**	**1997**
Frankel Building Group	Kevin Frankel, CGP	2017
Fyre-Stone, Inc.	Jim Fanning	2013
GAP Custom Homes	Stephen Box	2017
Goodman Manufacturing Company Inc	**Edward Neumann**	**1994**
Gracepoint Homes	**Thomas Cox**	**2006**
Hames Custom Builders, LLC	Nathan Hames	2013
High Performance Home Companies	Lee Kurtas	2017
Holcomb Properties Company	**Jim Holcomb**	**1989**
Holloway Builder & Developer Services	Ray Holloway	2018
HomeTeam Pest Defense	**D'Nita Kuhn**	**1999**
HomeTeam Pest Defense	**Deborah Silver**	**1999**
Houston Association of Realtors- Casa Bella Development	Joseph Licata	2015
Houston Association of Realtors- Class Valuation	Crystal Gregg	2018
Houston Association of Realtors- My Castle Realty	Terrence Hartzell	2018
Houston Association of Realtors- The Seth Brothers	Kunal Seth	2014
Huber Engineered Woods	**Brandon Lackey**	**2004**
ILS Properties	Mike Inselmann	2015
ISB Capital, LLC	Belinda O'Daniel	2013
Inframark	**Myla Moon**	**1977**
Interceramic Tile & Stone Gallery	Dave Gangwer	2018
J. Patrick Homes, Ltd.	**Joe DeGeorge**	**1992**
J. W. Neathery, Inc.	**Jay Neathery**	**2003**
Jeff Paul Custom Homes, Ltd.	Ryan Paul, GMB, CGP	2017
MP Studio Interiors	Shana Jacobs	2014
Marielle Homes LLC	Ernesto Jimenez	2017
Mayberry Homes Inc	**Sharone Mayberry**	**2006**
Merrick Coastal LLC	Barry Neptune, CGB,GMB	2014
Metrostudy	**Lawrence Dean**	**1982**
Mike McCoy Roofer/Builder	Mike McCoy	2018
Millennium Designs, Inc.	**Wendy Mitchell**	**2004**
Morgan Air Services	Steve Lyon	2017
Newland Communities	**Ted Nelson**	**1997**
Niagara Craftsman, Inc.	**Clyde Curry**	**2002**
Operation FINALLY HOME	**Lee Kirgan**	**2009**
PMW, Inc.	**Paula Mischer**	**1996**
Park Lane Builders, Inc.	Steven Deutser	2012
Pella Windows & Doors	**Luis Talamantes**	**1989**
Peramco, Inc.	**Douglas Eibsen**	**1982**
Precision Homes Custom Builders, Inc.	**Henry Wieghat**	**1967**
ProTex Comfort Control	Luis Gallardo	2014
Probstfeld & Associates	**Mathew Probstfeld**	**1997**
Ravenna Homes, LLC	Stephen Najvar	2013
Roberson Building Group	Chris Roberson	2015
Royal Baths Manufacturing Company	**Bryce Boyd**	**1989**
SHR Remodeling, Inc.	Stephen Twarowski, CGR, CAPS	2016
Sandler	**Angela Davis**	**2005**
Schwab Design Builders LLC	David Schwab	2010
Shepherd Steel Doors & Windows	Stanton Scott	2018
Shree Homes	Vishamber Odhrani	2017
Solid Foundations Ltd	Don Jackson	2011
Southwest Sales	Tiffany Casey	2012
Spindletop Builders Inc	Layne Wilson	2014
Stasny Group LLC	Dean Stasny	2014
Stevens Landscape Services	**Ron Stevens**	**2001**
Stoecker Corporation	**Michael Stoecker**	**2004**
Superior Homes Custom, Inc.	**Dean Hall**	**1983**
Texas American Title Company	**Allen Lusk**	**1982**
The Allshouse Group LLC	Kurt Allshouse	2013
The Olde Mill, LLC	Richard Ourso	2018
The Sherwin-Williams Paint Company	**Mike Bernal**	**1989**
Titan Homes	Aman Khan	2018
Total Floors	Pat Mullin	2011
Tryon Homes, LLC.	Phillip Tryon	2015
Unika Construction	**Pablo Pereira**	**2009**
Universal Lights	Ronni Cohen	2010
Walker-Zanger	**Karen Phelps**	**1994**
West Side Drywall, Inc.	**Craig Hill**	**1991**
Wetlands Professional Services	**Jim Coody**	**1999**

TEXAS ASSOCIATION OF BUILDERS

AUG 6-9 2019 SUNBELT

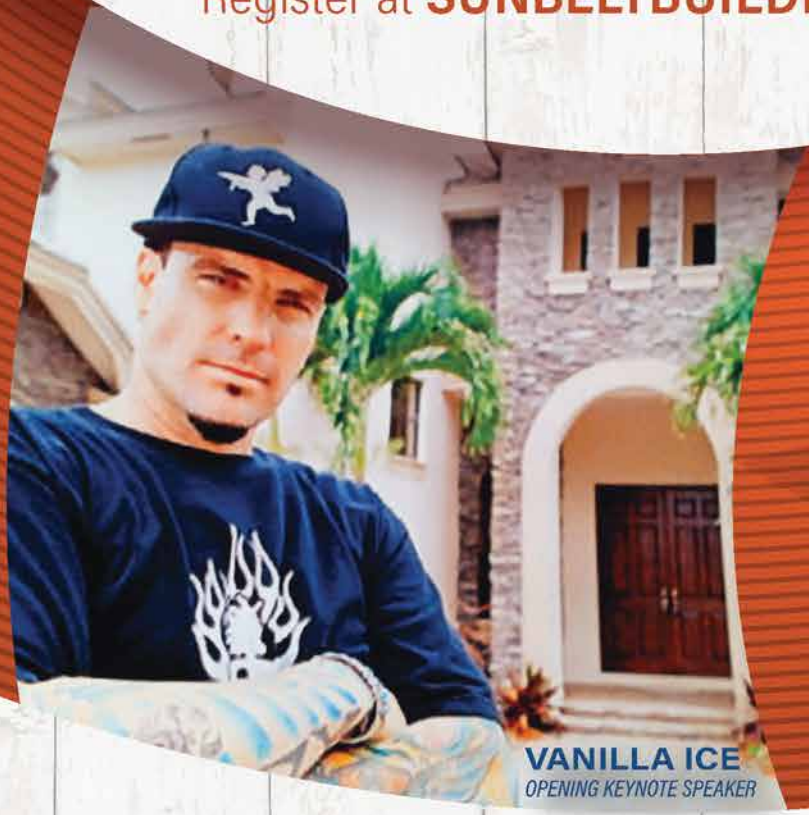
CONFERENCE | TRADE SHOW

BUILDERS' BASH | CONFERENCE | NETWORKING | SHOW FLOOR | STAR AWARDS

CONFERENCE: AUGUST 6 – 9 | TRADE SHOW: AUGUST 7 – 8

GAYLORD TEXAN | GRAPEVINE, TEXAS

Register at **SUNBELTBUILDERSSHOW.COM**



VANILLA ICE
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17th Annual GHBA

PRODUCT EXPO

October 17, Sam Houston Race Park Pavilion

A Custom Builders Council Event presented by BMC

BUILDERS, REMODELERS & DEVELOPERS ATTEND FREE

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

RESERVE YOUR BOOTH BEFORE THEY SELL OUT!

Booth Fee: $950

Includes pipe-and-drape, skirted table, booth sign and company recognition in the 2019 Product Expo Guide.

Contact:

Donna Buenik

281-664-1429; dbuenik@ghba.org

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ACES BUILDERS' WARRANTY 25 Year Anniversary

Builders Post-Tension

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HOMEPRO HOME TECHNOLOGIES

SRG STAIRS

SHERWIN WILLIAMS.

SUNCOAST POST-TENSION A KELLER COMPANY

WESTERN PACIFIC

• • • COMING SEPTEMBER 2019 • • •

2019-2021 TAB CONTRACTS

These contracts are designed to protect your business and assets. The updated Texas Residential Construction Contracts Package will reflect the most recent legislative changes affecting the homebuilding industry in Texas.

Presenting Attorneys:

James Rudnicki - BUSH/*rudnicki*/Shelton
Ian Faria - Bradley Law Firm

SEMINAR SCHEDULE

10:30 am - 12 noon
Custom Builder Seminar

1:30 pm - 3 pm
CBC/RMC Current Insurance Litigation Issues

4 pm - 5 p.m.
Remodeler Seminar

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

DON'T LOSE YOUR ACCESS!

The Texas Association of Builders (TAB) contracts are a members-only benefit and a fantastic value that can save you thousands of dollars in legal fees.

TAB recently updated the contracts for the current legislative session year 2019-2021. 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 17. If you do not attend a seminar, access will be denied as of October 18, 2019.

THE CONTRACTS

In addition to addressing new legislatively mandated notice requirements for homes built near military installations, many other additions and improvements have been made to the 2019-2021 package which includes; warranty parameters on foreclosures and rental properties, clarification of applicable code standards and builder obligations, recovery of certain attorney's fees, a technology disclaimer for smart homes, revisions to the independent contactor agreements, and updates to the Express Home Warranty to reflect current building practice.

TAB's contract 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. Builder attendees are eligible to win a vacation package and chances to win cash in the wildly popular Money Ball Horseracing Game. Complimentary food and bar tickets are available courtesy of our sponsors.

The EXPO is a "must do" event.

2019 Associate Council Chair

GREG MADREY

Builders Post-Tension

Rested, Recharged & Ready to Serve

With summer officially here, these long, hot days are when many of us take a break—from work, from the heat, and from the daily routine. We seek out a change of pace and scenery, whether with a vacation across the globe or a staycation right here in Houston. Even the Associate Council is taking a break in July, with no events on our calendar until August.

Taking a break from it all offers us more than the opportunity to make memories with loved ones. It gives us a chance to renew and re-energize ourselves for another year, so that we can serve our customers and the Houston building industry even better.

For the Associate Council, June proved to be hot for our monthly luncheon. June luncheon attendance reached 89, making it one of the most popular this year. The event featured vice presidents of sales and marketing: Jim Ellison of Beazer Homes of Texas, Dan Gezella of Ashton Woods, Soni Graves of DR Horton, and Amer Syed of Toll Brothers. The expert panel shared how builders strengthen their sales appeal and messaging for buyers, which provided great insights for associates.

Following the summer break is a series of luncheons you won't want to miss. In August, associates will hear from a panel of remodelers; in September, we'll get insights from VPs of construction; October will feature emerging builders. We have a few availabilities for luncheon sponsorships, which is limited to two sponsors per month, so act quickly to hold your spot. As a sponsor, you'll receive logo recognition on all marketing and promotional materials, a two- to three-minute speaking opportunity, a 6 foot tabletop space to display materials, and free admission for one company representative, all for only $400. If you're interested in sponsoring, please contact Peggy Means at the GHBA so that she can get you signed up with sponsorship chairs, Juan Mata and Kendall McDermott.

PHOTO: June Associate Council luncheon featured a panel of VPs of Purchasing. Front row, L to R: Dan Gezella, Ashton Woods Homes (speaker); Soni Graves, DR Horton (speaker); Alexandra Baker, Advantage Benefit Solutions (drawing winner); Pat Wilson, Legends Architectural Stone (sponsor). Back row: Sara Green, Rooftec (sponsor); Jim Ellison, Beazer Homes (speaker); and Amer Syed, Toll Brothers (speaker).

Whatever you do to take a break this summer, come back rested, refocused, and ready to serve your industry and the GHBA. Get back and get involved!

COMING UP:

ASSOCIATE COUNCIL MONTHLY LUNCHEON

Thursday, August 1

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

Cost: $25 earlybird; $30 after July 31

ASSOCIATE COUNCIL MONTHLY LUNCHEON

Thursday, September 5

Topic: VPs of Construction Panel
11:30 a.m. at GHBA Education Center
9511 W Sam Houston Parkway N,
Houston, TX 77064

Cost: $25 earlybird; $30 after Sept. 4

THANK YOU TO OUR 2019 ASSOCIATE COUNCIL ANNUAL SPONSORS

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LEGENDS ARCHITECTURAL STONE

GOLD

Builders Post-Tension

CenterPoint Energy High Efficiency Homes

centricity centered around you

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CAPITOL TECHNOLOGY GROUP A/V | AUTOMATION | LIGHTING | SECURITY

ConnectOne A SMART HOME Company

SUNCOAST POST-TENSION A KELLER COMPANY

ASSOCIATE COUNCIL INFO/ SPONSORSHIPS:
Contact Peggy Means
(281) 664-1431; pmeans@ghba.org

2019 GHBA PARTNERS

THANK YOU FOR YOUR SUPPORT

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Builders Post-Tension

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Ferguson Bath, Kitchen & Lighting Gallery

Suncoast Post-Tension — A Keller Company

ACES Builders' Warranty — 1994 2019 — 25 Year Anniversary

BMC

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Milgard Windows & Doors

Goodman Air Conditioning & Heating

Grogan Building Supply Co.

HomePro Home Technologies

Hotchkiss Insurance

Legends Architectural Stone

Norbord

RoofTec — Roofing Texas 1 Roof At A Time!

94%
RENEWAL RATE
OUR MEMBERS SEE THE VALUE IN THEIR GHBA PARTNERSHIPS, WITH NEARLY ALL OF THEM RETURNING AS PARTNERS YEAR AFTER YEAR.

1,200%
GROWTH
FROM HUMBLE BEGINNINGS, THE PROGRAM HAS GROWN FROM JUST 3 PARTNERS IN 2007 TO 42 IN 2019!

200+
EVENTS ANNUALLY
GHBA PARTNER SPONSORSHIPS MAKE OUR EVENTS WORK! FROM LARGE EVENTS AND EDUCATIONAL SEMINARS, TO LUNCHEONS AND NETWORKINGS, THEY CANNOT HAPPEN WITHOUT OUR SPONSORS. THANK YOU!

67%
ASSOCIATES MAKE UP TWO-THIRDS OF THE GHBA MEMBERSHIP AND THROUGH THEIR EXTRA SPONSORSHIP COMMITMENTS, THEY FINANCE A LARGE PORTION OF THE ADVOCACY AND ONGOING WORK ON BEHALF OF THE HOUSING INDUSTRY.

GOLD PARTNERS

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Carrier — turn to the experts

centricity — centered around you

DPIS Builder Services — Single Source Solution

Environments for Living — TopBuild Home Services

expressions home gallery

Iron Wood Connection — Your Stair & Railing Co.

loanDepot

Perfection — Fireplaces • Insulation • Sound Control

SRG Stairs

Trendmaker Homes

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The Icon Team — Keller Williams

Modern Pest Control, Inc. — Since 1952

Pella

RoyOMartin — Wood Works Naturally

TexasBuildersFinance

Venetian Stairs

Wells Fargo Home Mortgage

2019 Tournament Winners

GUIDED DIVISION

RED FISH
1st: Robert Paul, McCoy's Building Supply - 6.19 lbs

2nd: Richard Burcaw, IES Residential Inc. - 4.91 lbs

TROUT
1st: Valerie Perez, Seaside Construction - 6.79 lbs

2nd: Anthony Davis, Rooftec - 5.19 lbs

STRINGER TEAM
Seaside Construction: Jeff Ehrich, Alfred Ledesma and Valarie Perez
Total weight: 24.02 lbs

NON-GUIDED DIVISION

RED FISH
1st: Neil Hofford, Boise Cascade - 5.53 lbs

2nd: Paul Steffenauer, Cambria - 4.24 lbs

TROUT
1st: Greg Farmer, McCoy's - 3.89 lbs

2nd: Chuck Rom, Core Concrete - 3.3 lbs

STRINGER TEAM
Boise Cascade
Neil Hofford, Brennan Hunter
Total weight: 14.21 lbs

BIGGEST FISH
Richard Burcaw, IES Residential Inc. -
Black Drum, 8.26 lbs

SPOT POT WINNER
Robert Paul, McCoy's Building Supply
4 SPOTS, WON $1,570

Washer Tournament

1st Place:
Builders Post-Tension: Jeremy Linzer & Chris Hawkins

2nd Place:
Legends Architectural Stone: Pat Wilson & Brian Webber

3rd Place:
Builders Post-Tension: Greg Madrey & Sara Green

Thank you, Sponsors

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Andrade Custom Builders

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Legends Architectural Stone

TURN-IN BAG SPONSOR
MTW Pipeworks

SNACK SPONSOR
PPG Paints

ROD SPONSOR
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HAT SPONSOR
SRG Stairs

T-SHIRT SPONSOR
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LURE SPONSOR
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CRAWFISH BOIL DINNER SPONSOR
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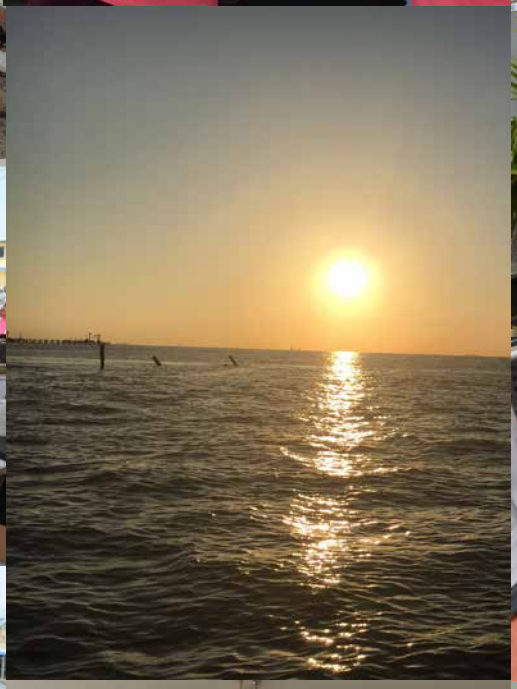

THANK YOU
TO OUR SPONSORS!

2019 Custom Builders Council Chair

JIM BOB TAYLOR

D. L. Doyle Construction Co.

Protect Your Business

The July monthly luncheon was sold out with more than 200 attendees, over half of which were builders and remodelers. What a great turnout!

The fabulous attorney duo of Ian Faria, Bradley Law Firm, and James Rudnicki with Bush|Rudnicki|Shelton, reviewed the 2017-2019 contract package and highlighted all of the recent legislative changes which will be in effect starting on September 1, 2019. They also discussed recent litigation issues happening in the greater Houston area.

With so many possible pitfalls, it's important to protect your business and your assets. Bottom line, use the TAB contracts! They are a terrific benefit of your membership. Take advantage.

The updated 2019-2021 contract package will be introduced on September 1, 2019. To maintain your access to these important documents, be sure to attend the next contract seminars on October 17 at the annual Product Expo.

Participation is vital to accomplishing our council's mission, and getting involved with the Custom Builders Council is a fantastic opportunity both personally and professionally. Your next opportunity is the August 15 CBC luncheon. A panel of experts will discuss moisture in the home from the perspectives of a homeowner, a builder, an attorney, an insurance claims representative and a third party inspector. Hope to see you there.

In the meantime, keep cool!

PHOTO: Attorneys James Rudnicki, Bush|Rudnicki|Shelton (left), and Ian Faria, Bradley Law Firm (right), speak to a packed house of builders and remodelers on how to protect their businesses using the TAB contracts.

COMING UP:

CUSTOM BUILDERS COUNCIL MONTHLY LUNCHEON

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

Cost: $45 earlybird; $55 after Aug. 7

Topic: *"That's a Wrap! Keeping Water Out of Today's Homes"*

Panelists:
Ian Faria, Bradley Law Firm
Dave Yelovich, Tilson Homes
Clayton Morris, DPIS Builder Services
Kena Armstrong, Hotchkiss Insurance

SPONSORED BY: centricity™

TABLETOPS: Carrier Corporation; EnergyGuard Foam Insulators; Expressions Home Gallery; Ferguson Bath, Kitchen & Lighting Gallery; Huber Engineered Woods; Milgard Windows & Doors; Modern Pest Control; and Norbord Industries

THANK YOU TO OUR 2019 CBC ANNUAL SPONSORS

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FERGUSON Bath, Kitchen & Lighting Gallery

DIAMOND

BMC
DATASMART HOME TECHNOLOGIES
DUNCAN SECURITY
THE DETERING CO. BUILDING MATERIALS EST. 1926
Milgard WINDOWS & DOORS

GOLD

expressions home gallery

SILVER

Builders Post-Tension
CAPITOL TECHNOLOGY GROUP
CenterPoint Energy High Efficiency Homes
ConnectOne A SMART HOME Company
FARMHOUSE
FOX ENERGY SPECIALISTS
EKLEKTIK interiors
Goodman Air Conditioning & Heating
HOTCHKISS INSURANCE
AdvanTech ZIPSystem
LEGENDS ARCHITECTURAL STONE
Pella
SHERWIN WILLIAMS
SUNCOAST POST-TENSION A KELLER COMPANY
VENETIAN STAIRS

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

YOU'RE INVITED TO A

BUILDER NETWORKING

THURSDAY, JULY 18, 2019

5:30 P.M. - 7:30 P.M.

Please join your GHBA Pinnacle partner for a builder and remodeler happy hour at the newly opened flagship Ferguson on Richmond Ave.

Catch up with your builder buddies while enjoying live music, light bites and something cold to drink.

4211 Richmond Ave.
Houston, TX 77027
(713) 626-3300

Please RSVP to Donna Buenik at dbuenik@ghba.org.

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FERGUSON
Bath, Kitchen & Lighting Gallery

FERGUSONSHOWROOMS.COM

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2019 Montgomery County Division Chair
ALEX KAMKAR
Toll Brothers

MONTGOMERY CO. BUILDERS AND DEVELOPERS
GREATER HOUSTON BUILDERS ASSOCIATION

Montgomery County Leading the Charge

As you read this, it is the middle of summer. The kids are out of school and businesses are in the off season, with many workers taking vacations. While the rhythms of life are slowing down for many, the economy continues to move at a fast pace, with many stock indexes touching record highs and unemployment continuing to tick down. The reality is that employers are continuing to hire workers, many folks are seeing wage growth, and 30-year interest rates continue to tick down below 4 percent.

With news at the national level seemingly great, we must evaluate the situation closer to home. The reality is that we are now in the middle of Atlantic hurricane season. For the foreseeable future, this will be the tensest time of the year for homeowners, builders and developers alike in Greater Houston.

This tension has caused many local governments at the city and county level to overreact and overregulate flood plain and development standards. That reaction is starting in Harris County with its build requirements and more onerous fill and detention requirements.

This is a potential boon for growth in Montgomery County with prospective homeowners fleeing low lying areas near the bayous, the Brazos River, and Barker and Addicks Reservoir.

This overreaction at the local governance level has the possibility of spreading to other municipalities, which do not have the breadth of experience to adequately discern true risk. With that said, many homebuilders and developers will have an upswing of buyers moving to areas where regulations are reasonable, and homebuyers still retain pricing power.

Builders and developers that are focused on communities with reasonably priced homes while also projecting confidence in drainage infrastructure, will be able to command the market and garner increased home sales. Please continue to pay attention to these critical changes and lead the charge. Go north!

COMING UP:

MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

Wednesday, August 28
11 a.m. at Woodlands Country Club,
100 Grand Fairway Dr, Woodlands 77381

Cost: $40 earlybird; $50 after Aug. 21

SPONSORED BY: THE DETERING CO. BUILDING MATERIALS

TABLETOPS: *Ferguson Bath, Kitchen & Lighting Gallery; Huber Engineered Woods; and RoyOMartin/ Corrigan OSB, LLC*

9TH ANNUAL MONTGOMERY COUNTY GOLF TOURNAMENT

Monday, September 9
The Woodlands Country Club,
100 Grand Fairway Dr, Woodlands 77381

Cost: $150 individual; $500 team of four

MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

Wednesday, October 23
11 a.m. at Woodlands Country Club,
100 Grand Fairway Dr, Woodlands 77381

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

THANK YOU TO OUR 2019 MCBDD ANNUAL SPONSORS

PLATINUM

StrucSure Home Warranty

GOLD

Ferguson Bath, Kitchen & Lighting Gallery

SILVER

HBW Builders' Warranty
Builders Post-Tension
Capitol Technology Group
centricity centered around you
The Detering Co. Building Materials
Entergy Solutions An Entergy Texas Program
Environments for Living TopBuild Home Services
expressions home gallery
FOX Energy Specialists
Goodman Air Conditioning & Heating
AdvanTech ZIPSystem
Legends Architectural Stone
Milgard Windows & Doors
Pella
Sherwin-Williams
Suncoast Post-Tension A Keller Company
Trendmaker Homes
Venetian Stairs

MONTGOMERY COUNTY INFO AND SPONSORSHIPS:
Contact Mel Audain
(281) 664-1428
maudain@ghba.org

MONTGOMERY CO.
BUILDERS AND DEVELOPERS

9th Annual Montgomery County

GOLF TOURNAMENT 2019

Monday, September 9

WOODLANDS COUNTRY CLUB

100 GRAND FAIRWAY DR | THE WOODLANDS, TX 77381

Win! CASH & PRIZES

FOUR PERSON SCRAMBLE

SHOTGUN START AT 10AM

Registration

$500 *(Team of 4)*

$150 *(Individual)*

WWW.GHBA.ORG/CALENDAR

INFO & SPONSORSHIPS

Mel Audain
281-664-1428 | maudain@ghba.org

Thank You! SPONSORS

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Suncoast Post-Tension Ltd.

BEAT THE GOLF PRO
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Builders Post-Tension

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INDIVIDUAL HOLE SPONSORS
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Entergy
HomePro Home Technologies
LP Building Products
Milgard Windows & Doors
DPIS Builder Services
O'Hagin

AVAILABLE SPONSORSHIPS
Hat Sponsor - $1,500
Breakfast Sponsor - $1,200
Sports Bottle Sponsor - $1,000
Golf Ball Sponsor - $1,000
Cart Sponsor - $500
Straightest Drive (1 left) - $350
Closest to the Pin (3 left) - $350
SunscreenSponsor - $350
Koozie Sponsor (1 left) - $350
Individual Hole (2 left) - $300
Door Prize (Unlimited) - $100

2019 Remodelers Council President

SHERRY PRUITT, CGR, CAPS
Whodid It Designs and Remodeling

Expand Your Opportunities with RMC

"Almost everything will work again if you unplug it for a few minutes... Including you." —*Anne Lamott*

After a very busy spring with monthly luncheons, speed selling events and RMCs charity projects, summer is here and many members are busy with family activities. With this in mind, the Remodelers Council will not meet in July.

The next meeting is August 8 at the Houston Racquet Club, featuring past RMC president, Leslie King, CGR, GMB, CAPS, owner of Greymark Construction. She will discuss the best practices of the top 25 remodelers in the country.

Sandcastle Brings Remodelers & Associates Together

The council is busy planning the AIA Sandcastle weekend in August. Every year, RMC members participate in the Sandcastle Competition on East Beach in Galveston. This is a fun, family weekend that will let you see our remodelers and associates in action. Many members feel this is the best way to get to know other members in a casual setting. This year's competition will be held on Saturday, August 24. The event kicks off with a pre-party at Fisherman's Wharf on Friday, August 23. Register for both events at ghba.org/calendar.

Designations Open Doors

I want to mention the importance of designations and the opportunities for Remodelers Council members. Personally, having the CAPS designation has opened up a whole new clientele for me. I feel more confident that I can serve my clients in a professional and more knowledgeable manner.

Continuing education is a way to "enhance your career, boost your professional image, increase your level of expertise, and put yourself at the cutting-edge of your field," according to the GHBA. "Continuing education is the key to a more satisfying, more profitable career."

The GHBA's nationally recognized education department delivers the highest quality of education, training and professional development to the residential construction industry.

I can tell you from experience, it is worth your time to earn a designation. A list upcoming classes is available at www.ghba.org/education/.

See You at Sunbelt!

The Sunbelt Conference and Trade Show is August 7-8 at the Gaylord Texan in Grapevine, Texas, with the TAB Star Awards on August 8. Good luck to all the nominees! We'll be there to cheer you on.

Get Published!

All Remodelers Council members are invited to submit articles for a weekly column in the *Houston Chronicle*. This is an extraordinary opportunity to promote your brand and your council to a wide audience of homeowners.

Articles must be 300–500 words and include an attached high-resolution project photo. Articles should be educational in nature and not self-promoting. Writers will receive a byline mentioning their company as contributor.

Send your ideas, articles and photos to lorraine@idealconsulting.net.

THANK YOU TO OUR 2019 RMC ANNUAL SPONSORS

PLATINUM

THE DETERING CO. BUILDING MATERIALS — EST. 1926 —

DIAMOND

BMC

FERGUSON Bath, Kitchen & Lighting Gallery

GOLD

expressions home gallery

SILVER

ROES BUILDERS' WARRANTY

CAPITOL TECHNOLOGY GROUP A/V | AUTOMATION | LIGHTING | SECURITY

DATASMART HOME TECHNOLOGIES DUNCAN SECURITY

Ideal Windows by Ideal

SHERWIN WILLIAMS

VENETIAN STAIRS

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

COMING UP:

REMODELERS COUNCIL MONTHLY LUNCHEON

Thursday, August 8

Topic: Best Practices of the Top 25 Remodelers in the Country

Speaker: Leslie King, CGR, GMB, CAPS, Greymark Construction

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

Cost: $45 earlybird; $55 after Aug. 1

SPONSORED BY: HOUSTON GRANITE Remnants

TABLETOPS: *Detering Co. of Houston; Emser Tile and Natural Stone; Expressions Home Gallery; Ironwood Connection; Pella Windows & Doors; and The Sherwin-Williams Company*

RMC/AIA SANDCASTLE WEEKEND

Friday, August 23: Pre-Party at Fisherman's Wharf in Galveston

Saturday, August 24: Competition Day at Galveston's East Beach

Sponsorships available!

REMODELERS COUNCIL MONTHLY LUNCHEON

Thursday, September 12

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

Cost: $45 earlybird; $55 after Sept. 5

SPONSORED BY: THE DETERING CO. BUILDING MATERIALS EST. 1926

TABLETOPS: *Ferguson Bath, Kitchen & Lighting Gallery; Milgard Windows & Doors; Venetian Stairs/Indital USA*

REMODELERS COUNCIL MONTHLY LUNCHEON

Thursday, November 14

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

Cost: $45 earlybird; $55 after Nov. 7

SPONSORED BY: Emser Tile

TABLETOPS: *ACES Builders Warranty Inc.; Expressions Home Gallery; Ferguson Bath, Kitchen & Lighting Gallery; Ironwood Connection; Pella Windows & Doors; The Sherwin-Williams Co.*

REMODELERS COUNCIL

AIA SANDCASTLE COMPETITION

Friday, August 23 – Pre-Party Fisherman's Wharf | 6pm-9pm
Saturday, August 24 – Competition | 1923 Boddeker | 10am

Sunshine Sponsor $500
Verbal Recognition at event
(4) tickets to Pre-Party & (4) drink tickets
(4) Tickets to competition & t-shirts
Opportunity to provide logo item at competition.

Mermaid/Merman Sponsor $250
Verbal Recognition at event
(2) tickets to Pre-Party & (2) drink tickets
(2) Tickets to competition & t-shirts
Opportunity to provide logo item at competition.

Thank you to our Food and Beverage Sponsors:
BMC, Pella Windows & Doors, Sherwin-Williams and Western Pacific.

Individual tickets for Pre-Party are $40 | Competition is $45
For Galveston Island Hotel rate call 409-744-5000 and use AIA Sandcastle for $199 rate
Call Donna Buenik 281-664-2429 or dbuenik@ghba.org for details

save the date

12th Annual Remodelers Council CHARITY GARAGE SALE

March 21-22, 2020

CY-FAIR HOME & GARDEN SHOW
Berry Center | 8877 Barker Cypress Rd, 77433

BERRY CENTER Cy-Fair Home & Garden Show 13th Annual

The fastest way to help people in need is to donate! Please donate your tax-deductible appliances, cabinets, countertops, electronics, hardware, building materials, lights, etc. Anything you can spare, we can sell! All proceeds from the 12th Annual RMC Garage Sale are used to fund the council's local charity projects.

VOLUNTEER/DONATE: Contact Donna Buenik, dbuenik@ghba.org, 281.664.1429

2019 Sales & Marketing Council President
CARRIE ROEHLING
Johnson Development Corporation

Christmas in July

For some reason, I can't get Jingle Bells out of my head.

It all started when I sat down to write this column. I had just read an article in the *Houston Chronicle* about the Houston housing market being up again in May, with buyers closing on 8,346 homes — a 2.8 percent increase from last year.

And, it wasn't all homes priced below $300,000. Homes priced $750,000 and above were also selling, boosting the overall median price of a home in Houston to $249,993, which is up 2.4 percent from 2018.

This booming housing market just felt like a gift as we move into the second half of 2019. And that—stay with me here—brings me to Jingle Bells and Christmas in July.

If you think about it, July really is a gift. You can take a vacation to some place sunny and recharge your batteries (or escape the Houston heat to cooler climes). The kids are home from school, or if you don't have kids, you at least benefit from no active school zones. The busy spring selling season is over (and you've gotten all those Houston's Best PRISM entries turned in!) so you can concentrate on plans for the latter half of the year.

And for all of you who truly adore the holidays, you get to immerse yourself in some holiday joy watching Christmas in July movies and specials. (Radio Classics on Sirius XM runs some favorite holiday oldies throughout the month.)

You also can host fun Christmas in July promotions. It's not too late for some simple ideas:

- Throw a holiday party either at the office or at a model home. Roll out the cookies, turn on the holiday music and invite Santa (dressed in shorts and a Hawaiian shirt) to visit with the kids. Don't forget the crazy holiday hats!
- Use this opportunity to reach out to partners, vendors, prospects and more by sending out holiday cards.
- Offer holiday bargains.
- Make it gift-giving season for your Realtors and/or prospects.
- Create a temporary frame around your profile picture.
- Hold a food drive. The local food bank is often overrun in November and December, but people like to eat in the summer, too.

Whether you're a holiday hound or prefer to hide from the hoopla, I wish all of you a very merry July.

COMING UP:

TEXAS BASH

Thursday, August 22
6 to 10 p.m. at Minute Maid Park

Family-friendly event, cheering on our Houston Astros!

HOUSTON'S BEST PRISM AWARDS GALA

Saturday, October 5
6 to 12 midnight at George R Brown Convention Center

Experience "A Tribute to Prince," an elegant black tie gala and awards presentation

THANK YOU TO OUR 2019 SALES & MARKETING COUNCIL ANNUAL SPONSORS

PLATINUM

CHASE

LEGEND HOMES

PRINCETON Classic HOMES

GOLD

DATASMART HOME TECHNOLOGIES

DUNCAN SECURITY

SILVER

BOBS BUILDERS WARRANTY

CONCOURSE DEVELOPMENT

EMPIRE

THE ICONTEAM KELLER WILLIAMS

First American Title HOMEBUILDER SERVICES

ROC HOMES

RMF HECM Specialists

SALES & MARKETING COUNCIL INFO AND SPONSORSHIPS:
Contact Mel Audain
(281) 664-1428; maudain@ghba.org

SMC BATTLE OF THE BUILDERS "ESCAPE ROOM" 2019

Congratulations to Legend Homes/Princeton Classic Homes for taking home the championship belt in SMC's epic 2019 Battle of the Builders "Escape Room Edition." The winners worked together to solve puzzles and escaped their room in an impressive 45 minutes flat!

A special thank you to the Championship Belt Sponsor, Jordan Romero with Cherry Creek Mortgage.

ABC SUPPLY CO. INC. PROMOTES MATT BELCHER TO HOUSTON DISTRICT MANAGER

Matt Belcher has been promoted to manager of building products distributor ABC Supply Co. Inc.'s Houston District in Texas.

Previously, Belcher was the manager of ABC Supply's Bryan, Texas, location from 2005 to 2011 and the manager of the Katy, Texas, location from 2011 to 2019. During his tenure as manager of the Katy branch, Belcher received many accolades recognizing his market expertise, including Southwest Region Manager of the Year and induction into the ABC Supply President's Club in 2012, and a promotion to managing partner in 2013.

In his new role as the Houston district manager, Belcher looks forward to helping reinforce and build strong relationships between ABC Supply's 12 locations in his district and the contractors in the area. He plans to do this through various new company initiatives designed to make it easier for contractors to complete their projects. More information is available at www.abcsupply.com.

LEGAL EAGLE CONTRACTORS CO. WINS NATIONAL REMODELING AWARD FOR "PNEUMATIC VACUUM ELEVATOR" PROJECT

Continuing to set new standards of professionalism, 77 companies from across the United States were named winners at the 2019 Chrysalis Awards for Remodeling Excellence. The entries were judged on the overall design, the creative use of space and materials, and the degree to which the project enhanced the original structure.

Legal Eagle's winning project consisted of a large townhouse renovation with the installation of a unique three-story Pneumatic Vacuum Elevator, or PVE. The owners wanted their renovation to include aging-in-place features, so they could live in the home for the rest of their lives without having to move to assisted living or a nursing home.

"Installing a three-story elevator in a home that was never designed for an elevator of any kind is quite a challenge!" said Dan Bawden, president & CEO of Legal Eagle Contractors Co. in Bellaire, Texas. "The hole for the elevator at the third floor came up through the third floor master bath shower, so that bathroom had to be remodeled as well. The owners took advantage of the situation to get rid of the large tub they never used, and convert the tub to a spacious, walk-in, aging-in-place shower. The owners and I decided a PVE elevator was the best fit because it was cheaper and easier to install than a regular shaft elevator."

"This type of elevator is amazing," added Dan Bawden. "It works just like the vacuum thing you use at the bank drive-in, only slower of course. And it is completely safe. It is a great solution for anyone with mobility issues who want to continue being able to access the second floor of their home."

"Legal Eagle Contractors won 'Texas Remodeler of the Year' in the Chrysalis awards a few years ago," said Mr. Bawden. "So we decided to enter this especially cool project in the Chrysalis awards this year. We have been blessed to win numerous awards including seven 'Awards of Excellence' from the Greater Houston Better Business Bureau, and 'Best of Bellaire' four times."

CRAFTSMANSHIP BY JOHN WINS PRESTIGIOUS 2019 CHRYSALIS AWARD

Craftsmanship By John was honored to win a prestigious 2019 Chrysalis Award in the category of "Addition over $250,000 in the southern region of the U.S." The winning project is located in the River Oaks area of Houston, and was part of a whole house remodel of a two-story brick traditional 1937 home.

The objective of the owners was to create a spacious master suite retreat and open the home's first floor space by enlarging the family room for dining and entertaining. The owners wanted to preserve many of the unique and original features while having a more functional space. They wanted the "wow" factor, a great room with double high ceilings, walls of windows and doors and a luxurious private master suite.

This remodel keeps the beauty and character associated with this 1930s home while giving it modern updates that are normally not found in this type of older home. Care was taken to remodel with the home's original style, which is evident with such features as the tray ceiling, antique style fixtures, tiled columns and barrel ceiling in the master bath, unique radius half-round staircase. You cannot

Continued on next page >>>

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tell inside or out that this was an addition to the home; it looks like it has always been there. The finished project is definitely "wow" and has the function of a modern-day home.

"To win an award in this highly competitive category is quite an achievement," says Ken Kanline, director of the Chrysalis Awards.

Craftsmanship By John has a proven record and has won two previous Chrysalis awards, several Texas Association of Builders Star Awards and Greater Houston Builders Association Houston's Best Prism Awards throughout the years.

ACME BRICK'S KNAUTZ NAMED VOLUNTEER OF THE YEAR BY BRICK INDUSTRY ASSOCIATION

The Brick Industry Association (BIA) has named Acme Brick Company president and CEO, Dennis Knautz, as co-Volunteer of the Year, an honor he shares with Charles Smith, CEO of General Shale Brick. The awards were made at the association's annual spring meeting in Alexandria, Virginia.

Dennis and Charles only learned of the recognition at the awards dinner where they were each presented with a plaque reading: "With Deep Appreciation of Your Diligent Contributions of Knowledge, Talent, Time and Dedication to the Brick Industry Association. Your Efforts Exemplify the Clay Brick Industry's High Ideals and Values."

The awards were presented by BIA President Ray Leonard. In making the presentation Leonard said, "Charles and Dennis have consistently demonstrated leadership in always answering the call when the industry needs it that go beyond the definition of industry volunteer. When BIA was faced with a budget shortfall, General Shale and Acme immediately agreed to pay a higher dues level in 2018 to close the gap. Additionally, both men have led by example in their respective companies as Acme and General Shale have consistently supported BIA programming and encourage their employees to fully participate in all aspects of BIA."

Of the award, Dennis Knautz said, "This recognition was truly a surprise. For me, it is a 'given' that the largest brick producers must actively participate, support and engage with their national association. The BIA staff has many responsive, dedicated and talented individuals helping us in so many ways that it is a privilege to work with them and contribute in any way I can. I want to thank them for this honor."

Acme Brick Company operates 15 brick plants and has 54 company-owned sales offices across 13 states, plus a nationwide network of independent distributors. Other Acme operations include Featherlite Building Products and Innovative Building Products. Acme Brick has been a wholly-owned subsidiary of Berkshire Hathaway Inc. since 2000. The company celebrated its 128th birthday on April 17, 2019.

▲ **PHOTO (L to R): Dennis Knautz, president and CEO of Acme Brick Company; BIA President Ray Leonard; and Charles Smith, CEO of General Shale Brick. Dennis and Charles received co-Volunteer of the Year awards from the Brick Industry Association (BIA).**

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CALENDAR OF EVENTS

Stay informed and connected at association meetings and events.

July

MEETINGS AND EVENTS

Wednesday, July 10
11:30 a.m. - Advantage Benefit Solutions Employee Benefits "Lunch & Learn"

Thursday, July 18
5:30 p.m. to 7:30 p.m. - Builders/Remodelers Only Networking Event, at Ferguson Showroom, 4211 Richmond Ave, Houston 77027

EDUCATION COURSES

Tuesday, July 9
1 p.m. to 4 p.m. - Intermediate QuickBooks

Tuesday, July 16
2 p.m. to 4 p.m. - The Building Envelope (ABCs of Home Building Series)

Wednesday, July 17
9 a.m. to 11 a.m. - Successful Selling with LinkedIn (Sticks & Bricks of Sales and Marketing Series)

Thursday, July 18
9 a.m. to 5 p.m. - Business Accounting and Job Costing: Road Map to Profitability (NAHB Course)

*Dates subject to change.

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

9511 W Sam Houston Pkwy N, Houston, Tex. 77064.

For tickets, visit:
ghba.org/calendar
or call 281.970.8970

August

MEETINGS AND EVENTS

Thursday, August 1
11:30 a.m. - Associate Council Luncheon

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

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

Thursday, August 8
11:30 a.m. - Remodelers Council Luncheon, at Houston Racquet Club, 10709 Memorial Dr, 77024

Monday, August 12
11:30 a.m. - Advantage Benefit Solutions Employee Benefits "Lunch & Learn"

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

Thursday, August 22
6 p.m. to 10 p.m. - Texas BASH, at Minute Maid Park

Friday, August 23
6 p.m. to 9 p.m. - Sandcastle Pre-Party at Fisherman's Wharf, Galveston

Saturday, August 24
9 a.m. to 5 p.m. - Sandcastle Competition Day, Galveston's East Beach

Wednesday, August 28
11 a.m. - Montgomery County Builders & Developers Division Luncheon

EDUCATION COURSES

Tuesday, August 13
9 a.m. to 5 p.m. - Profitable Business through Quality Practices (NAHB Course)

Wednesday, August 14
2 p.m. to 4 p.m. - Stucco & Achieving a Successful Application Seminar

Tuesday, August 20
2 p.m. to 4 p.m. - Masonry Seminar (ABCs of Home Building Series)

Thursday, August 22
1 p.m. to 5:30 p.m. - Residential Foundations: Soils and Materials Testing

September

MEETINGS AND EVENTS

Wednesday, September 4
1:30 p.m. - Developers Council

Thursday, September 5
9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

4 p.m. - GHBA Board Meeting

4 p.m. to 6 p.m. - President's Reception and Member Orientation

Monday, September 9
9 a.m. to 3 p.m. - 9th Annual Montgomery County Golf Tournament, at The Woodlands Country Club, The Woodlands 77380

Thursday, September 12
11:30 a.m. - Remodelers Council Luncheon, at Houston Racquet Club, 10709 Memorial Dr, 77024

Monday, September 16
11:30 a.m. - Advantage Benefit Solutions Employee Benefits "Lunch & Learn"

Thursday, September 19
11:30 a.m. - Custom Builders Council, at Houston Racquet Club, 10709 Memorial (at Voss)

Tuesday, September 27
6 p.m. to 10 p.m. - BABA Casino Night

EDUCATION COURSES

Tuesday and Wednesday, September 10-11
9 a.m. to 5 p.m. each day - Universal Design Build (NAHB 2-Day Course)

Tuesday, September 17
2 p.m. to 4 p.m. - Roofing Seminar (ABCs of Home Building Series)

Monday, September 23
9 a.m. to 11 a.m. - Building Science with Dr. Joe Lstiburek

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

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

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