

HOUSTON Builder

OCTOBER 2016



BMC

BETTER TOGETHER AND
STRONGER THAN EVER

PG. 26



**WORKING EXCLUSIVELY WITH HOME BUILDERS
TO ENSURE CUSTOMER SATISFACTION**



The compliment of Architectural design.



Visit our Product Gallery and Shop Doors at
www.jthomasdoor.com
713-725-8787



Kiln-dried,
Weather treated lumber atop of durable 25ga
commercial steel,
Use of commercial hardware used to insure
proper working order,
Thick vinyl-back insulation used to regulate
inside garage temperature.
Numerous custom configurations of quality
Elements of style with extra curb appeal
Guaranteed to 1 year!



Doors with the strength and durability of a modern steel door combined
with the aesthetics of wood custom quality that only comes
with **40 years** of experience,



CUSTOM BUILDERS' FIRST CHOICE FOR
HIGH QUALITY LUMBER... FAST!

NEXT DAY DELIVERY ON FRAME PACKAGES,
SAME DAY ON FILL-IN ORDERS

NEED IT YESTERDAY?

FAMILY OWNED & OPERATED FOR
SIX GENERATIONS



WE CARRY:



...AND MORE!

NOW AVAILABLE!



Call (713) 329-5300

❖ FRAMING LUMBER ❖ PLYWOOD & OSB ❖ TREATED LUMBER ❖ ANTHONY POWER BEAMS ❖ SIDING & TRIM ❖ CUSTOM FLOOR TRUSSES



One gigabit per second. Now that's a high-speed amenity.

XFINITY's Advanced Communities Network provides fiber solutions to gigabit speeds for your property.

Every resident wants more Internet speed. As an XFINITY® Community on our exclusive Advanced Communities Network, your property will be gigabit capable, ready to support the latest integrated TV, Internet, Voice and Home Automation experience with the X1 Entertainment Operating System® from XFINITY. And since every property is unique, we customize our fiber solutions to fit your environment. Plus, we constantly monitor our network for consistent, reliable service and our customer support is available 24/7. Become an XFINITY Communities property and get a better network, better entertainment and better service.

Visit comcast.com/xfinitycommunities today.

1-800-XFINITY



The Voice available with XFINITY On Demand,™ at xfinity.com/tv and on XFINITY TV Go app

 COMCAST

xfinity
the future of awesome®

Not available in all areas. Restrictions apply. Availability limited to qualifying properties. Features and programming vary depending on area and service level and are subject to change. Call for restrictions and details. © 2015 Comcast. All rights reserved. NBCU celebrity endorsement not implied. All networks are divisions of NBCUniversal. © NBCUniversal Media, LLC. All rights reserved.

NPA159163-0001



TEXAS BUILDERS DO IT RIGHT!



TruFlor
SUB-FLOORING

PINNACLE
PREMIUM SUB-FLOORING SUSTAINABLE PERFORMANCE

TruFlor and Pinnacle
are available in
both $2\frac{3}{32}$ " and $1\frac{1}{8}$ "

Quality Texas sub-floor systems need two things – skilled and knowledgeable builders, and great products. Those Texas builders know Norbord's TruFlor T&G delivers the performance and quality they expect and need to get the job done including its 25 year limited warranty. Builders looking for a premium T&G sub-floor choose Pinnacle Premium Sub-flooring with its 100 day no-sand guarantee & 50 year limited warranty.



**REDUCE MISTAKES,
CALLBACKS, AND COSTS.**

Norbord's Onsite app helps you build a better house. Download for free today at www.Norbord.com/onsite

CHECK OUT OUR GREAT BUILDER RESOURCES ON NORBORD.COM/BLOG



At Goodman®, we believe in American dependability. Units are designed, engineered and assembled in the U.S.A.

Thank goodness for Goodman®.



Air Conditioning & Heating

Our continuing commitment to quality products may mean a change in specifications without notice.

© 2016 Goodman Manufacturing Company, L.P. • Houston, Texas • USA

www.goodmanmfg.com

INTRODUCING: THE NEW DOORCRAFT CONTINENTAL WOOD DOORS
PREMIUM DESIGN FOR LESS THE PRICE.



WOODCRAFT COLLECTION

Mahogany & Knotty Alder Entry Doors

**Find your perfect entry door
at any price point.**

Introducing the latest series of wood entry doors perfect to meet any budget and specification. DoorCraft offers the most economical option without sacrificing quality or design. Choose from a variety of designs including solid panels, decorative glass, wrought iron, GBG, divided lites and craftsman. Portobello and Estancia offer a wide range of premium designs, options, and configurations including those with transoms and sidelights. The 3 WoodCraft series of doors also offer Windstorm options.

Choose the perfect door without compromises. Choose the WoodCraft Collection by GlassCraft.

Call 832-250-9436. Visit www.glasscraft.com for details.



GLASS CRAFT
DOOR COMPANY

Celebrating 40 years of craftsmanship and innovative products.

HOUSTON Builder

The Official Magazine of the Greater Houston Builders Association

October 2016 | Volume 29 | Number 10

FEATURES

10

President's Message: Why MUDs are Good for Houston

If you live in the suburbs in a home built in the last 40 years and have public water and sanitary sewer, there is a very good chance you live in a MUD. MUDs have been attacked in the media recently, but in fact, MUDs are a valuable tool which greatly affects our development and homebuilding industry. Here are the top eight reasons MUDs are a good thing, and how Houston is doing it right.

12

Government Affairs: Advocacy Report

Members of the GHBA Government Affairs Committee have the privilege of meeting with and presenting the NAHB Defender of Housing Awards to our delegation winners in their districts. We are lucky to have some very strong advocates for our industry in the Houston delegation.

16

What You Need to Know About the New Statewide Energy Code

Beginning with all new homes permitted September 1, the statewide move to the 2015 energy code ushers in some significant changes for single-family and low-rise (three stories and lower) multifamily construction. All your burning code questions answered here!

22

Plentiful Jobs but Weak Growth, Wages and Inflation

Dr. Elliott Eisenberg explores the economic paradox that we are experiencing of good sustained employment growth but weak productivity growth, weak GDP growth and weak wage growth. Why is this happening? How long is likely to continue? And what does it all mean for interest rates?

25

Higher Profit, Lower Risk with Outdoor Kitchens

Builders know there is money to be made in outdoor living spaces. But do you have to accept the risk involved? Following a few simple best practices can minimize your risk and maximize profit.

32

Take a Minute for HomeAid Houston

The recent HomeAid Care remodel project for Santa Maria Hostel creates a fresh environment for the families residing at the agency, and has been an inspiration to visitors and residents alike. Read more about the project and the players making it happen.

34

Benefit Homes Project: A Home for Good

GHBA and Trendmaker Homes thank the many vendors and trades donating to the 2016 Benefit Home construction.



BMC is Better Together

BMC, a 2016 GHBA Pinnacle Partner, has been leading and growing the building industry for decades. With the recent merger of BMC and Bison, a Stock Building Supply company, BMC is truly better together and stronger than ever. The BMC objective: make customers successful by delivering what they need, when they need it, exactly how they want it—from start to finish. BMC is well known for the high-caliber talent and dedication of its employees, who make BMC successful every day.

We asked some BMC employees what makes their company the best in the business—Read what they had to say on page 26.

Departments

- 10 President's Message
- 12 Government Affairs
- 24 HOME-PAC Roster
- 28 People & Projects
- 36 Education Calendar
- 39 Green Built Gulf Coast Spotlight
- 40 New Members & Renewals
- 44 Associate Council
- 45 Bay Area Builders Association
- 46 Custom Builders Council
- 48 Montgomery County Division
- 50 Remodelers Council
- 52 Sales & Marketing Council
- 55 GHBA Partners & SAMs
- 56 Officers & Leadership
- 57 Calendar of Events
- 58 The Network

Upcoming Events

- 14 Product EXPO
- 20 BBQ & Wild Game Cookoff
- 30 Installation Celebration 2017
- 45 Bay Area Builders Golf Tournament
- 49 Montgomery County Golf Tournament
- 54 International Builders Show

Advertising/Editorial Information:

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



Greater Houston Builders Association Mission

To provide advocacy, education, professional development, and valuable services to its members and the homebuilding industry.

9511 West Sam Houston Pkwy North, Houston, TX 77064
(281) 970-8970 phone; (281) 970-8971 fax

HOW THE NATION'S BEST BUILDERS PROTECT THEIR BUYERS.



STRUCSURE
HOME WARRANTY

**CONTACT ME TODAY TO LEARN WHY STRUCSURE HOME WARRANTY IS THE NUMBER ONE
PROVIDER OF NEW-HOME WARRANTIES IN TEXAS.**



Contact D'Ann today to learn more about StrucSure's insurance-backed warranties and how you can get the best coverage available on workmanship and materials, wiring, piping and ductwork, and structural components.

D'ANN BROWN, CGA, CGP

Insurance Agent License #1755172

832.814.3942 | dbrown@strucsure.com | www.strucsure.com



Why MUDs Are Good for Houston and Texas

Article by GHBA President [PARKE PATTERSON](#), Parke Patterson Land Development

Municipal utility districts (MUDs) are a governmental entity that provide water, sanitary sewer, storm sewer/drainage and in some cases streets, parks, and other basic services in subdivisions following developer investment risk, design and construction.

If you live in the suburbs in a home built in the last 40 years and have public water and sanitary sewer, there is a very good chance you live in a MUD. My community in Fort Bend County has a MUD and a LID (levy improvement district) which is used to thwart flooding and protect property—thank goodness!

MUDs have been attacked in the media recently and have been painted in a very unfair, uninformed and negative light. GHBA and other associations in Houston are working to provide facts to the public, city and county staffs, and political leaders to protect this valuable tool which greatly affects our development and homebuilding industry.

Following are a few points on the benefits of MUDs.

1. MUDs allow homeowners to buy lots and homes at a lower price since initial basic infrastructure expenses in the community are spread over time.

2. Houston is one of the most affordable housing markets in the nation for a major metropolitan area.

Without MUDs, affordability is lost—period.

By keeping housing prices at all levels more affordable, Houston is able to withstand market fluctuations more easily than other markets.

3. MUDs are ultimately strictly governed by the State of Texas and on a local level governed by a board of directors (the board could be your neighbors). Meetings are advertised and open to the public, and actions and activities by the MUD are available for public view and comment.

4. MUD taxes are paid over time by property owners to help reimburse the costs for the initial construction of basic infrastructure and the long term maintenance and operation of the infrastructure.

It's fair to say that infrastructure in MUDs is often maintained better and operates more efficiently than aging infrastructure in some cities where a bureaucracy can slow down maintenance.

5. MUD taxes cannot outprice the market. Just as other public taxes cannot be too high to discourage investment and purchasing, the same applies to MUD taxes. Taxes are market driven. If MUD taxes are too high the market will respond negatively.

6. The initial financial risk is on the developer, usually for years, who designs and funds the public

infrastructure in accordance with local and state regulations. The developer risks that the lots will sell and the builder risks that the homes will sell. The risk is on the private sector, not the public sector.

7. Houston is doing it right! Having traveled and worked in other markets, it is plain to see that the system of developing infrastructure in Houston is working. While there is always room for improvement, the market in Houston is alive and well. Drastic changes to the MUD system would hamper most homebuyers in their purchase of a home and that's not good for anyone.

8. The public sector—cities and counties—will not fund infrastructure to meet the needs of our growing region. Therefore, the responsibility is on the private sector (developer) to extend or develop new public infrastructure to meet the housing and commercial needs of our population. This applies to all types of housing—single family, apartments, senior and affordable housing, and all the retail and services necessary to live. MUDs are one of the tools that allow this to happen and happen in an affordable and efficient way.

Without MUDs, the master planned communities that have proliferated throughout our region would not be in existence today. MUDs contribute to good planning and good development. ■

TamlynWrap[®]

Drainable Wrap

www.tamlynwrap.com 800-334-1676

Best practice for stucco installation
POWERED BY SCIENCE

DRAINS 2X FASTER THAN OTHER DRAINABLE WRAPS





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

GHBA Government Affairs Team Welcomes New Government Affairs Coordinator Alisa Merritt

GHBA is proud to welcome Alisa Merritt as GHBA's new government affairs coordinator. Alisa will serve as the staff liaison for the Codes & Standards Committee and the Young Professionals Committee, as well as support all Government Affairs endeavors.

Alisa joins us after spending more than eight years with Senator John Cornyn, working for him in both his legislative office in D.C. and with his reelection campaign based out of Houston. Alisa served in various capacities during her time with the senator including, correspondence manager, legislative aide and political scheduler. We are excited to have her on board and are confident she is going to be a valuable addition to the team. You can reach Alisa at (281) 664-1433 or amerritt@ghba.org.

NAHB Defender of Housing Awards

In late September, the NAHB announced its recipients for the inaugural Defender of Housing Award in the 114th Congress. The award was given to legislators that have a strong record of standing with the housing industry to preserve the American Dream. The goal of the award is to recognize members of Congress who go above and beyond for the housing industry. Another goal of the award is to raise the level of attention paid to our issues and industry by members of Congress.

▼ Pictured (L to R) are: Marco Cordon; Lennar Homes of Texas; Casey Morgan, GHBA; John Williams, K. Hovnanian Family of Builders; Mike Dishberger, Sandcastle Homes; Leslie King, Greymark Construction; and Eric Hymowitz, ROC Homes Texas Ltd.



▲ Pictured (L to R) are: Jim Tobin, NAHB executive vice president and chief lobbyist; Parke Patterson, GHBA board president; Eddie Martin, incoming BUILD-PAC chair; Senator John Cornyn; and Tim Jackson, TAB president.



▲ Senator John Cornyn (center) receives the inaugural NAHB Defender of Housing Award from Tim Jackson, TAB (left) and Jim Tobin, NAHB (right).

Members of the GHBA Government Affairs Committee have the privilege of meeting with and presenting the award to our delegation winners in their districts. We have been coordinating with their offices and will begin holding meetings in October. We are lucky to have some very strong advocates for our industry in the Houston delegation.

GHBA delegation Defender of Housing Award recipients:

Senator John Cornyn
Congressman Kevin Brady
Congressman John Culberson
Congressman Gene Green
Congressman Pete Olson
Congressman Ted Poe

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

Continued on next page ➔



Why Builders Choose Milgard:

- Local assembly for Aluminum, Hermosa™ and Style Line® Series products
- Custom made windows for any remodel or new construction project
- Several different product lines to choose from including vinyl, aluminum, fiberglass and wood
- Full Lifetime Warranty including parts and labor
- Extensive Field Representatives
- Local Service Technicians

Contact Darcy Overby for more information:
817-525-2606 • DarcyOverby@milgard.com



Clearly the best.®

VISIT MILGARD.COM FOR MORE PRODUCT INFO

14th Annual GHBA PRODUCT EXPO

October 20, Sam Houston Race Park Pavilion

A Custom Builders Council Event presented by BMC

BUILDERS, REMODELERS & DEVELOPERS ATTEND FREE

Title
Sponsor



Seminars Presented by:

James Rudnicki - BUSH/rudnicki/Shelton
Ian Faria - Coats, Rose, Yale, Ryman & Lee PC

SEMINAR SCHEDULE

10:30 am - 12 noon
Custom Builder Seminar

1:30 pm - 2:30 pm
Remodeler Seminar

3:30 pm - 5 p.m.
Custom Builder Seminar

SPONSORED BY:



DON'T LOSE YOUR ACCESS!

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

TAB recently updated the contracts for the current legislative session years 2015-2017. Every two years the contracts expire in order to adopt any new legislative changes that occur.

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 20. If you do not attend a seminar, access will be denied as of October 21, 2016.

THE CONTRACTS

In addition to addressing new legislatively mandated notice requirements for waterfront homes, many additions and improvements have been made to the 2015-2017 package, which include: a new lot sale contract, a new design-build contract, a new architect agreement addendum, new landscape warranties, added advertising and media permissions, shortened small remodelers contract and a needed revision to the termination damages language. The end result is that the contracts are even more comprehensive than before without adding length.

TAB's 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 available courtesy of our sponsors.

The EXPO is a "must-do" event.

WIN BIG!

Several vacation packages valued at \$2,000 each are up for grabs at the EXPO! The more booths you visit, the better your chances to WIN! In addition, you can get your boots shined or relax for a chair massage.

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

GHBA Hosts Senator John Cornyn for Build-PAC Fundraiser

On September 23, the GHBA hosted Senator John Cornyn for the fourth consecutive year for a fundraiser to benefit the NAHB's Build-PAC.

The event, co-hosted by GHBA past president and NAHB's incoming Build-PAC chair, Eddie Martin, president of Tilson Home Corp., was held at Brennan's with 50 people attending. Jim Tobin, NAHB executive vice president and chief lobbyist; and Tim Jackson, TAB president and president of Tim Jackson Custom Homes, Inc., were also in attendance.

The event provided the GHBA with a unique opportunity to present Senator Cornyn with the NAHB Defender of Housing Award for his continued commitment to the housing industry during the 114th Congress. Senator Cornyn provided the crowd with an update on the current state of the U.S. Senate, a preview of the November election and the status of the EPA's overreaching "Waters of the U.S." rule.

The purpose of the event was to raise money for NAHB's Build-PAC, which makes political contributions only to federal elected officials and candidates. Build-PAC is separate from the GHBA's HOME-PAC which contributes only to state and local elected officials in our Houston-area delegation.

Through HOME-PAC, we are able to pool our resources and unite to support the best qualified, pro-housing candidates for state and local office. However, many times throughout the year our HOME-PAC trustees have the opportunity to visit with our federal delegation members and deliver Build-PAC's contribution.

Let us be HANDS ON,
so you can be HANDS OFF...

Performance Plan

The Performance Plan allows you to reduce or eliminate the cost of maintaining a warranty department!

- We are the Warrantor for workmanship, materials, systems and 10 years of structural coverage.
- We assume the full warranty risk.
- We take the warranty inquiries, conduct evaluations, facilitate repairs and make the payments.

Bonded Builders also offers a wide range of additional products, including:

- The [Builder Express Warranty](#) from only \$150
- The [Warranty Assist Plan](#) where we handle the administration & follow-up with your homeowners
- The [Residential Energy Guarantee](#), a 5 year roof warranty
- The [Classic Insurance](#) backed 1, 2 and 10
- And more!



Bonded Builders

WARRANTY GROUP

SEAN VITELLI, GMB, MBA, CAPS

(281) 850-3378; svitelli@bondedbuilders.com

BONDEDBUILDERS.COM

What You Need to Know About the New Statewide Energy Code

All your code questions, answered!

Beginning with all new homes permitted September 1, the statewide move to the 2015 energy code ushers in some significant changes for single-family and low-rise (three stories and lower) multifamily construction.

The catalyst for these changes is HB 1736, a Texas Association of Builders (TAB) priority bill, passed by the legislature last session. The bill made Texas one of the first states to adopt the energy chapter (Chapter 11) of the 2015 International Residential Code (IRC), though many jurisdictions across the nation had the much maligned 2012 energy code in effect while Texas remained on the 2009 version.

Fortunately, HB 1736 includes some key changes that provide the industry and municipalities flexibility in implementation and allow for more cost effective implementation of the code.

TAB, in partnership with local home builders associations, has held extensive training around the state since the bill was passed. The training focused on implementation of the bill itself as well as key changes in the 2015 code. This article will address some of the common questions that arose.

Why was a bill necessary for the 2015 energy code when the State Energy Conservation Office (SECO) was able to adopt the 2009 energy code statewide by rule?

Chapter 388 of the Texas Health and Safety Code authorizes SECO to conduct a rulemaking process to adopt future versions of the energy code. In 2009, the American Recovery and Reinvestment Act, commonly referred to as "the stimulus bill," made Texas eligible for nearly \$219 million if the 2009 energy code was adopted and 90 percent compliance was demonstrated by 2017. As such, there was a significant incentive for the state to update the code at that time. However, SECO can only specify the version of the code to be adopted; it cannot amend the code itself.

The introduction of the 2012 energy code, and later the 2015 code, saw increasing pressure on SECO to adopt these more stringent codes, making it a matter of when, not if, another upgrade would occur. Also, the 2015 energy code introduced a new compliance path called the Energy Rating Index (ERI). For all intents and purposes, the ERI allows builders to comply with the energy code by hitting a specific Home

GROWING COMMUNITIES

Innovative collaboration since 1913.



T. BAKER SMITH, LLC
SOLUTIONS START HERE

Survey	Mapping/GIS
Engineering	Landscape Architecture
Site Design	Drainage & Utility Layout
Land Planning	Construction Administration
Environmental	Program/Project Management



HOUSTON | SAN ANTONIO

866.357.1050 | tbsmith.com



Energy Rating System (HERS) Index while maintaining certain envelope requirements. The ERI/HERS rating gives builders broad flexibility to get to a certain performance figure (think of requiring cars to get 30 miles per gallon as opposed to requiring all of them to be hybrids).

Unfortunately, the ERI/HERS compliance path in the unamended code requires builders to achieve an ERI/HERS number in the low 50s. Fewer than 10 percent of Texas homes achieve such a low number, meaning that the vast majority of builders would need to look for other ways to comply.

HB 1736, however, moves the ERI/HERS target from the low 50s to a 65 in Climate Zones 2 and 3 and a 69 in Climate Zone 4 (Panhandle Region). The number ratchets down two points in 2019 and four more points in 2022 as part of a compromise reached with stakeholders.

The bill leaves SECO with discretion to adopt future codes in the rulemaking process, but changes their review from a three- to a six-year adoption cycle. Also, future versions of the code do not need to be more stringent than the one that came before in order to be adopted. This is important because the rapid increase in code stringency has brought about the need to find more flexible approaches to reach the desired energy efficiency outcome.

I live in a non-attainment area or affected county, can my local jurisdiction amend the code?

Yes, but the amendments may not result in less stringent requirements than the unamended code. Non-attainment areas and affected counties are defined in Chapter 386.001 of the Texas Health and Safety Code and are determined to have inadequate or deteriorating air quality under either the Federal Clean Air Act or as determined by the Texas Natural Resource Conservation Commission.

I do not live in a non-attainment area or in an affected county. Can my jurisdiction continue with the 2009 code that it has previously enforced?

Yes, but the jurisdiction should take some kind of formal action to amend the 2015 energy code in order to continue with the code that was in place prior

Continued on next page ➔

**SUNCOAST
POST-TENSION**
A KELLER COMPANY

PTI POST-TENSIONING INSTITUTE
CHIROSSE PLANT

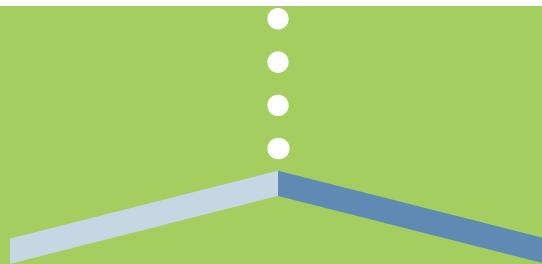
BEST
CHOICE

**POST-TENSION SUPPLIER OF CHOICE FOR
BUILDERS ACROSS THE COUNTRY
DEDICATED TO SERVICE EXCELLENCE SINCE 1983**

Fully equipped to exceed your expectations—not only reinforcing foundations but also peace of mind.

GHBA PROUD MEMBER OF THE GHBA SINCE 1983

WWW.SUNCOAST-PT.COM
HOU-SALES@SUNCOAST-PT.COM | 281.445.8886



NAHB Young Professional Award

The **NAHB Young Professional Award** recognizes **Associate** and **Builder Members** under the age of 45 who have committed their time, efforts and careers to the home building industry. The award is designed to acknowledge the following:

- › Hard work and successes
- › Performance and dedication
- › Potential as leaders of the industry

Nominations are accepted from state and local HBA board members, HBA executive officers or NAHB state representatives. A resume, headshot, nominating letter and letter of recommendation must be submitted along with the application.

A panel of five judges will include NAHB's Young Professionals (YP) Committee Vice Chair and 2nd Vice Chair, the YP Committee Workgroup Chair, the YP Committee Awards Chair, and NAHB's YP Staff Liaison. Judges will select five outstanding entries, one from each of the five regions (A-E) of NAHB's Regional Leadership Network.

Nominees will be judged in the following categories:

- › Professional goals, responsibilities and community involvement
- › Customer service
- › Innovation
- › Philosophies
- › Industry and HBA involvement

All nominees and winners will be honored during the Young Professionals meeting at the 2017 NAHB International Builders' Show in Orlando.

Applicants must be an active member in good standing, excluding anyone on the judging panel and the current NAHB YP Committee Chair. Please note that at least one award winner will be allowed to serve on the judging panel the year after they receive the award.

Deadline for submissions is Oct. 21.

Register at

nahb.org/youngprofessionalaward



to September 1, 2016. The statute makes it clear that the energy efficiency chapter of the IRC is adopted statewide on September 1. However, local amendments in these areas can be less stringent than the un-amended 2015 code. As such, a jurisdiction can take action to amend the 2015 energy code, as prescribed by state law, back to the framework that was in place prior to September 1.

What if my jurisdiction does nothing?

All homes permitted on or after September 1 fall under the energy efficiency chapter of the 2015 IRC or the ERI as modified by the legislature. Again, HB 1736 ushers in statewide change and it is incumbent upon the builder to meet state regulations in the absence of local amendments or revisions.

I am an ENERGY STAR builder / Green Built Gulf Coast (GBGC) builder. Can I use the program as a method of compliance?

Yes, the statute clearly states that, like the ERI path, the ENERGY STAR program shall be considered in compliance with the energy code. Regardless of the jurisdiction's amendments, they must accept ENERGY STAR as an energy

code compliance path provided that the builder meets the guidelines of that program with the help of a RESNET certified home energy rater.

Some builders may find this to be an attractive compliance path at least until the program undergoes its own updates in the coming months.

Additionally, the Green Built Gulf Coast program follows the National Green Building Standard as it is more stringent than the energy code. If you participate in the Green Built Gulf Coast program, this is also an acceptable path of compliance.

Members with questions or concerns about these changes are urged to contact TAB or the GHBA for more information. Our state is fortunate to have a vast array of technical experts who can work with jurisdictions and residential building professionals to ensure these changes are implemented in a manner that achieves the desired energy efficiency gains without compromising housing affordability.

Article by Phil Crone, Dallas Builders Association executive officer; and Ned Muñoz, TAB general counsel. Special thanks to John Williams, K. Hovnanian Family of Builders, for his insightful edits and local code information.

OPTIONS TO BUY THE HOME YOU WANT

*Even if it might seem
too complicated.*

With Trustmark, finding the right mortgage for purchasing or building your home doesn't have to be complicated. Our mortgage team has been helping families with home financing solutions for generations and would welcome the opportunity to simplify the process for you.

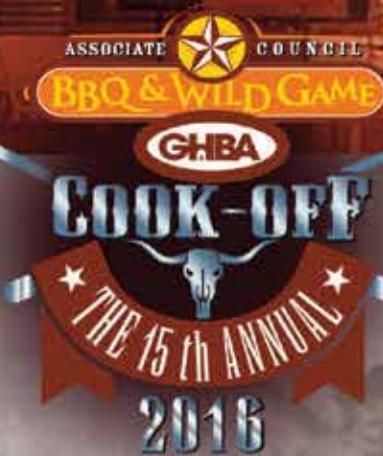
Michelle Bailey
945 Bunker Hill, Suite 200 | Houston, TX | 713.827.4240

[trustmark.com](#)



Trustmark
Banking and Financial Solutions

ASSOCIATE COUNCIL
GREATER HOUSTON BUILDERS ASSOCIATION



FRIDAY
NOV
18
2 to 9 PM

URBAN COWBOY



Gilley's

SPONSORSHIPS

AVAILABLE NOW!

Get tickets at:
GHBA.org



**“Hardhat Days
& Honky Tonk Nights”**

Sign Your Teams Up Now!

Contact Peggy Means at 281-970-8970 Ext. 161 or pmeans@ghba.org

2016 BBQ & Wild Game Cook-Off

AWARDS SPONSOR EXCLUSIVE: \$1,500

- Company name on Silver Plate awards
- Opportunity to assist awards ceremony
- 10 tickets to event
- Logo on judges/team shirts
- Listing in Houston Builder Magazine

OUTHOUSE GANG SPONSOR EXCLUSIVE: \$1,500

- Company Logo on Banner on Trailer
- Opportunity to stock comfort trailer with your promo pieces
- 10 tickets to event
- Logo on judges/team shirts
- Listing in Houston Builder Magazine

NIGHT LIGHTS SPONSOR EXCLUSIVE: \$1,200

- Recognition at event
- 8 tickets to event
- Company name on judges/team shirts
- Listing in Houston Builder Magazine

ICE HOUSE SPONSOR EXCLUSIVE: \$850

- Banner on Ice Trailer
- Recognition at event
- 5 tickets to event
- Logo on judges/team shirts
- Listing in Houston Builder Magazine

POKER RUN SPONSOR EXCLUSIVE: \$750

- Signare at poker run table
- Opportunity to present Poker Run Prizes
- 5 tickets to event
- Logo on judges/team shirts
- Listing in Houston Builder Magazine

TRASH RECEPTACLE SPONSOR EXCLUSIVE: \$500

- Logo'd stickers on all trash containers
- Recognition at event
- 3 tickets to event
- Logo on judges/team shirts
- Listing in Houston Builder Magazine

LOCATION:



#1 ABERCROMBIE DR., HOU., TX 77084
(In Bear Creek Park)

PURCHASE TODAY!

You'll want to purchase your sponsorship by 10-18-15 to ensure that your logo will be on the T-shirt!

Contact Peggy Means at
pmeans@ghba.org or
281-970-8970 X-161

BANDITO SPONSOR (Unlimited) \$500

- Signage at event
- Recognition at event
- 3 tickets to event
- Company name on judges/team shirts
- Listing in Houston Builder Magazine

THANK YOU TO ALL OUR CURRENT SPONSORS

BMC
Koozie Sponsor

BUILDERS POST-TENSION
Watering Hole Sponsor (Sold)

CARRIER UTC MULTIFAMILY &
PROPERTY MANAGEMENT
ROY O. MARTIN LUMBER CO.
Bandito Sponsors

CONNECTONE SECURITY
Wristband Sponsor

DATASMART/ DUNCAN SECURITY
DuPURE
RMF - HECM LOAN SPECIALISTS

STRUQSURE HOME WARRANTY
Wrangler Sponsors - Judges
(1 available)

IRONWOOD CONNECTION
T-Shirt Sponsor

SHERWIN-WILLIAMS PAINT CO.
Howdy Partner Apron Sponsor

SUNCOAST POST-TENSION, LTD.
Turn In Container Sponsor

THE STEVENSON GROUP/
ONE DIGITAL
Stage Sponsor

*Event details and sponsorship availabilities
subject to changes. Ask for full details. 9/16

Contact Peggy Means at pmeans@ghba.org or 281-970-8970 X-161

COMPANY: _____ Sponsorship Type: _____

Contact's Name: _____ Ph: _____

Check Enclosed

Charge my Credit Card:

AMEX

VISA

MC

Total: \$ _____

MAKE CHECK
PAYABLE TO:

Greater Houston
Homebuilders Association
GHBA

Card # _____ Exp: _____

Name on Card: _____

Signature: _____

The Economic Paradox

Plentiful Jobs but Weak Growth, Wages and Inflation

While the U.S. economy is creating plenty of jobs, it isn't growing much. In the first half of 2016, gross domestic product (GDP) grew at an anemic annualized rate of just 1 percent, compared to about 2 percent since the end of the recession, and 2.5 percent from 2000 through 2007.

Usually, weak economic growth has been associated with weak employment growth, but not now! Employment growth during the first six months of the year totaled slightly over one million jobs, or a healthy average of 175,000 net new jobs per month. If the historical relationship between GDP and employment that existed before the Great Recession still held, 40

percent fewer jobs would have been created since January.

So what does slow growth mean for future wages? Why is GDP growth so slow? Is it likely to persist, and what does this imply about future interest rates?

The prolonged and robust job growth we have been experiencing for the last several years has brought the unemployment rate down from 10 percent to just 4.9 percent—low by historic standards. As a result, workers are finally becoming scarce and labor costs are, at long last, rising, although not as fast as before the recession.

This is because wage growth results from two forces: labor scarcity and increases in labor productivity.

Having already discussed scarcity, let's focus on productivity growth, or the increase in output per worker per hour. What we see is dismal labor productivity growth. It has actually been declining for the last three quarters in a row, the first time this has ever happened outside of a recession. This goes a long way in explaining why wage growth remains mediocre despite the low unemployment rate.

While labor productivity is expected to improve and return to the 2006 – 2015 annual average rate of 1.25 percent, that is way below the 2.5 percent annual growth rate between 1949 and 2005.

This weak labor productivity growth is most likely the result of an aging population and years of weak corporate investment in plants and equipment. This continued lack of investment has sharply reduced corporate efficiency gains. As a result, to produce more product to meet virtually any increase in demand requires more hiring.

Importantly, the conditions that have created this weak investment environment will not dissipate soon. While energy prices appear to have bottomed, it is unlikely that they will soon rise. Thus, exploration and production



Build. Protect. Grow.

"Providing insurance protection to Texas Builders for over 40 years."

HOTCHKISS
INSURANCE

Call us to learn more about the many options we have for builders

Shannon McPartland **713.292.5728**
Shelly Mueller **713.292.5723**



www.hiallc.com

activity in the oil patch is unlikely to increase much.

Similarly, mining firms are holding back on investment while commodity prices are weak, and manufacturers that sell their output overseas will continue to face strong headwinds due to the strong U.S. dollar.

In addition, agricultural prices are also expected to remain depressed and auto sales have peaked. Collectively, this means investment in plant and equipment is likely to remain weak, all but ensuring GDP growth of at best 2 percent for the foreseeable future.

With labor productivity weak, GDP growth sluggish, and inflation correspondingly low, the Fed has reduced how high it sees the long-term fed-funds rate reaching—no higher than 3 percent compared to 4 percent or more as recently as 2013! As a result, it may well take three or four years for the fed-funds rate to hit just 3 percent.

As for conventional 30-year mortgage rates, they are likely to remain below 4 percent well into 2018.



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

NEW HOME WARRANTIES FOR THE LONE STAR STATE

Texas Strong for 35 Years!



Marnie Harrington

800.445.8173

sales@homeoftexas.com

www.homeoftexas.com/HoustonBldr



The Ultimate in Windows

Trusted, Proven, Experienced.



Experience the Award Winning Windows & Doors of Renaissance

- ◆ Extensive Window And Door Showroom
- ◆ Client Consultation
- ◆ Sales and Product Installation
- ◆ InstallationMasters™ Certified Window & Door Installers

RENAISSANCE
WINDOWS & DOORS

www.RenaissanceWindowsAndDoors.com • 713-863-9988

VISIT OUR SHOWROOM! 7026 Old Katy Rd. #158 • Houston, TX 77024

STRENGTH IN NUMBERS

Thank you to our current **HOME-PAC** supporters!

CHAIRMAN'S CLUB (\$10,000+)

Jim Holcomb (Chair)
Mike Moody (Vice Chair)
Kathy Britton
Jason Golan
Jim Lemming
David Weekley

PRESIDENT'S CLUB (\$5,000 +)

Harry Masterson

GOVERNOR'S CLUB (\$3,000 - \$4,999)

Mike Dishberger
Daniel Signorelli
Tom Walker

CAPITOL CLUB (\$2,000 - \$2,999)

Levi Bennett
Howard Cohen
Jeff Dye
James L. Goettee, Jr.
Ted Nelson
Jon Skeele

COUNCIL CLUB (\$1,000 -\$1,999)

Adam Bakir
Peter Barnhart
Jim Boone
Bill Callegari
Lisa Clark
David A. Corbin
Cliff Crabtree
Bill Dalton
Kyle Davison
Carl Detering
David Eastwood
Roger Farrow
Kevin Frankel
Austin Garrett

Christopher Gilbert
Jason Gustafson
Jennifer Hamelet
Andrew Johnson
Patricia K. Joiner
Randy Jones
Barry Kahn
Mark Kilkenny
Leslie King
Trey Lary
Brandon Lynch
John Madsen
Karl Mistry
Casey Watts Morgan

CAN YOU AFFORD **NOT?** TO PARTICIPATE

Changes in state and local law or regulations could be detrimental to your business and bottom line. Your contribution to the PAC is an investment in the future of our industry and one of the most affordable options for political involvement.

MAKE YOUR VOICE HEARD.

YES, I WILL SUPPORT HOME-PAC 2016 AS A ...

VOTING TRUSTEE: Voting trustees may make payment in as many as four installments, but may not vote until fully paid. Chairman's, President's, Governor's, Capitol and Council Club Trustees receive one vote.

- Chairman's Club (\$10,000 +) Governor's Club (\$3,000 - \$4,999)
 President's Club (\$5,000 +) Council Club (\$1,000 - \$1,999)
 Capitol Club (\$2,000 - \$2,999)

NON-VOTING MEMBER:

- Sustaining (\$250 - \$999) Foundation (\$1 - \$249)

Total Amount \$ _____

Name _____

Company _____

Email _____ Phone _____

Address _____

Payment Method:

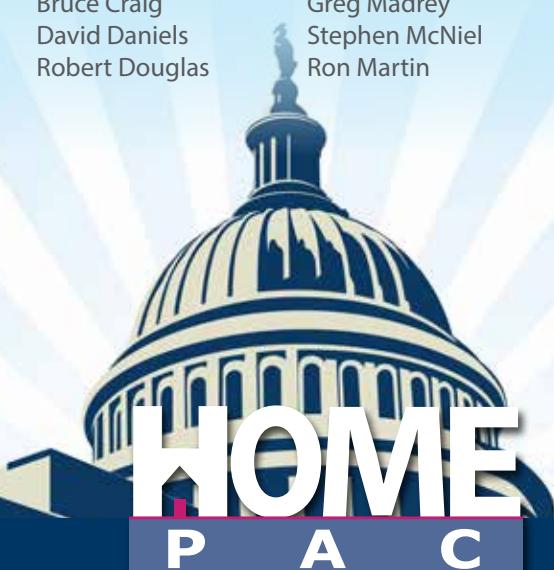
- PERSONAL check enclosed Charge my PERSONAL credit card
Card # _____ Exp _____
Name on Card _____
Signature _____

No corporate donations accepted.

Please make personal checks payable to HOME-PAC and mail to:

9511 W. Sam Houston Parkway N., Houston, TX 77064

Political contributions must be personal and
are not tax deductible for tax purposes.



281.970.8970 | ghba.org/homepac

BUILDER BEST PRACTICES

Higher Profit, Lower Risk with Outdoor Kitchens

There is certainly money to be made for builders who offer consumers outdoor living spaces and options, but there is also risk. Decades ago, people thought of outdoor living spaces as just patios, decks, a grill, table and chairs. Today, society has moved on to demand much more sophistication.

The builder can make more money, but do they have to accept more risk? No, in fact, builders can increase profit and lower risk by implementing a few simple best practices.

Outdoor kitchen risk is highly minimized with these best practices:

#1 Don't hire just any contractor. Outdoor kitchens require plumbing gas lines and water lines. Add to that the reality of consumers' inability or unwillingness to read directions, and there is a lot that could go wrong. Hire a well experienced contractor with deep industry and outdoor kitchen experience.

#2 Hire a contractor that will not allow shortcuts. In fact, the right contractor will decline work from builders not focused on due process.

The following steps will ensure a high-quality outdoor kitchen project, that will provide enjoyment for your clients for years to come:

- Install a steel framed Hardi-backer wrapped box. (While backer board is not one-hour fire rated, it does meet all of the requirements.)
- Provide venting cutouts (very important as required by grill manufacturers.)
- Next, install the veneer, stone, stucco or brick.
- Install the countertop using granite preferably, but concrete or limestone are acceptable.
- Once all the cutouts are made, polish all edges that may be visible once appliances and stainless are installed, OR edges which may come in to contact with any gas or plumbing lines.
- Install all of the appliances, stainless, etc. Your licensed plumber is responsible for hooking up all of the water, drain, and gas, while the licensed electrician is responsible for trimming out electrical outlets that are used for refrigerators, grills or other items. Your outdoor kitchen/landscape architect should NOT install these mechanicals.
- Upon completion, leave the grill manual, other appliance manuals and warranty information inside the grill along with a warranty service call form for the homeowner.

In order to reduce your risk, we recommend following these best practices, venting properly, installing with noncombustible materials and ensuring installation meets current codes and standards. It is imperative that outdoor kitchen installations are performed with high structural integrity in order to meet your standards as well as your customers' satisfaction!

Article provide by Bill Ellison, president of All Services Group Inc. ASG is a residential and commercial remodeling company, specializing in outdoor kitchens and outdoor living for new home builders in the Greater Houston area. Learn more at www.AllServicesGroupInc.com or call (888) 991-0005.



AFTER



“ You only have a one chance to make a first impression. A well-merchandised home really comes to life and helps prospective buyers visualize how they can make it their own. Sally and her team understand the new home market and their staging expertise allow us to shine.

— PATTY EVANS, DIRECTOR OF SALES
GREENECO BUILDERS

Don't Discount Your Inventory Homes!

It negatively impacts your profit, comps and most importantly your BRAND.

Give your buyer instant visual gratification. Allow us to dress your beautiful inventory to sell. Invest in yourself. Use your incentive toward staging.



STAGED
Dressed To Sell

(281) 832-2276

sales@homebuildersportal.com
www.homebuildersportal.com

ON THE COVER



BMC IS BETTER TOGETHER

BMC has been leading and growing the building industry for decades and with the recent merger of BMC and Bison, a Stock Building Supply company, BMC is truly better together and stronger than ever. The BMC objective: make customers successful by delivering what they need, when they need it, exactly how they want it—from start to finish. BMC is well known for the high-caliber talent and dedication of its employees, who make BMC successful every day. We asked some BMC employees what makes their company the best in the business—here's what they had to say:

GREG MCDONALD

CUSTOM SALES MANAGER

"We're family—and that's what keeps us dedicated to being the best we can be, together."

As a building materials provider to custom builders, BMC is second to none. Our millwork inventory levels and variety let trim carpenters finish jobs faster and with more consistency. We provide the best service that anybody can offer in the industry, with next-day, same-day, and twice-a-day deliveries of all stock inventory millwork items. And we offer a 250,000-square-foot facility dedicated entirely to millwork items—it's also a showroom, and can hold client meetings for up to 150 people at a time. I've been employed at BMC for 32 years, and what inspires me most are the people I work with everyday.



BRIAN JONES

MARKET SALES MANAGER

"The BMC sales team in Houston has close to 1,000 years of combined experience in the construction industry and it's always interesting to see that knowledge passed around the room. There is rarely a day that goes by that we don't learn something new."

There are so many new product trends in our industry. There is nothing like latching on to a new product or service that you believe in, and promoting it. Outdoor Living is one of the latest trends—and it has helped create a market for "Open Spaces" or big sliding and folding door units. BMC began installing these big doors on a limited basis a few years ago and recently the trend has really caught fire. Like most new products in our industry, exposure to the consumer is the key and having one of these doors in a model home makes a huge difference.

Our industry and product expertise brings real value to our customers. BMC currently has three lumberyards, four millwork locations and a truss plant in Houston. Not only do these locations allow BMC to service all of the Houston Metro Area, but they allow us to focus on different segments of the construction industry including the single family custom builder, production builder, new multi-family, and repair/remodel for single and multi-family. BMC focuses on each of these key segments with the most experienced and professional sales team in the business.



JIM ABERNATHY

DIRECTOR OF MILLWORK OPERATIONS

"BMC believes strongly in helping employees advance their careers. Since our recent merger, we've placed many employees in new and exciting roles—ensuring that our joined talent creates the best options for our future together."

After ten years as an Outside Salesman, I was recently promoted to Director of Millwork Operations. It is both an honor and a fantastic challenge. BMC is committed to helping employees advance, creating a unified culture of dedication and innovation. One example of this is our “draw-it-on-a-napkin” approach. We have the capability to create virtually any wood or wood/PVC door design that a client can envision. Through CAD design, CNC milling, and skilled craftsmanship we can take a rough sketch on a napkin all the way through to a final product. From advancement opportunities for employees, to delivering whatever our customers can dream up, BMC continually moves toward a strong and exciting future.



SLADE SLOAN

WINDOW SALES MANAGER

"BMC has provided windows as part of the total package for over 50 years—and we're still pioneering first-rate changes."

There are many exciting things happening in the BMC windows department in 2016 and 2017. We are creating a dedicated, standalone window department operation for the first time in the Houston market, for our second-to-none premium window sales staff. This operation has dedicated resources such as fleet, service technicians, and product specialists. Houston has incredible design and architect talent—soon, a total facelift of our 10,000-square-foot showroom will offer an amazing space for them to give their clients a true show-and-tell. Partnering with suppliers like Andersen, JELD-WEN, Marvin, MI, Amsco, and others gives BMC customers the choices that make their remodel or new dream home a reality.



TOMAS GONZALES

MILLWORK SUPERVISOR

"Our customers are our driving force, our people are our best asset, and we operate with integrity and excellence in everything we do—with safety constantly in mind."



BMC's talented craftsmen turn our customers' dreams into reality. We have highly experienced craftsmen in all of our custom departments—our supervisor has over 30 years of experience and can build anything per our customers' drawings, as well as inspiring and managing top-quality work from his entire team. We let our product speak for itself with a very dedicated customer base. The current custom team has been together for 16 years—and we are dedicated to giving the customers what they want, when they want it, and how they want it.



TOM TOLLESON

MARKET MANAGER

"I'm thrilled to work alongside associates who are so committed to our customers' needs, and who have such a passion for our newly formed company."

At BMC Houston, we're very excited about the recent merger with Bison, a Stock Building Supply company. We've been given the unique opportunity to identify best practices from both legacy companies and leverage them across the enterprise. This means improved and expanded offerings such as READY-FRAME®, installed services, windows and cabinets, improved purchasing power, a better service position and the best team in the industry. As BMC, we are providing solutions and unparalleled experience for our customers. We are Better Together.

BRYAN BAKER

ROSENBERG LUMBER LOCATION MANAGER

"In a commodity driven industry, our people, and the matchless service they provide, make us a truly unique and valuable partner to our customers."

BMC Rosenberg houses one of the largest lumberyards in the industry. We recently completed a \$2M expansion that added an additional 20% capacity to our operation and made significant investments in fleet. Between receiving inventory, pulling orders and loading delivery trucks, the Rosenberg operation is a massive, well-oiled machine, delivering upwards of 300 orders each day, on-time and in-full. And that's just what happens outside the building. Our inside sales team has a keen understanding of our product and the construction industry. They appreciate the high standards of our customers and strive to deliver with precision, innovation and a sense of urgency.

BUILDING INDUSTRY RECOGNIZED WITH TWO HBJ 40 UNDER 40 HONOREES



More than 500 individuals from across all industries were nominated this year as the Houston Business Journal 40 Under 40 Award honorees. The individuals range from CEOs and other leaders at major for-profit and nonprofit companies to a Texas state representative and a rabbi. Judges scored nominees on leadership, overcoming challenges and community involvement.

Representing the building industry was GHBA's own Dustin O'Neal CEO of Costello Engineering. Dustin is active at the GHBA on the Developers Council, Developers Council Dry Utilities Taskforce, HOME-PAC and Government Affairs. He has also accepted the invitation to serve on the GHBA board in 2017 by the Leadership Development Committee. The 2017 board LDC recommendations will be approved at the November board meeting.

GHBA member John Leggett with On Point Custom Homes was also honored. John is a licensed real estate broker and member of the National Association of Realtors (NAR), the Texas Association of Realtors (TAR) and the Houston Association of Realtors (HAR). This summer, John

was selected as one of TAB's Excellence Under 45 award recipients. He designs and builds homes in the River Oaks area.

GHBA congratulates both individuals for this impressive accomplishment!

GHBA MEMBERS RANK HIGH ON REMODELING 550 LIST



Congratulations to the GHBA members who made the 2016 Remodeling 550 list! These companies represent the top full-service remodelers, replacement contractors, insurance restoration firms, and franchisers across the country.

Local honorees include:

- #47 – Craftsmanship by John
- #54 – DWR Construction
- #119 – Greymark Construction
- #166 – Living Improvements
- #195 – Remodelers of Houston
- #230 – Envision Design Build
- #244 – Creative Property Restoration
- #337 – The Residence Doctor

See the full list at www.remodeling.hw.net



Come See Why Over 6,000 Members Are Part of The Stevenson Group!

Offering GHBA Association Medical Plans as well as specially designed 401k plans, The Stevenson Group has helped save millions of dollars for member companies.

The Stevenson Group allows you to focus on what you do best: leading your business. Contact us to find out more!



14800 Saint Mary's Lane Suite 105 Houston, TX 77079 (281) 752-9300 www.TheStevensonGroup.com



Special Houzz Benefits for NAHB Members

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

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

NAHB Member Benefits Include:

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

→ Learn More at: houzz.com/NAHBmembers



**VENETIAN
STAIRS**

From Old World style to Modern and Contemporary We are your complete turnkey stairway solution.

713-481-1188
venetianstairs.com



WE ARE BMC SERVICE YOU CAN COUNT ON

Serving Houston Builders with over 50 years of proven industry performance and a rock-solid reputation.

LUMBER AND BUILDING MATERIALS

HOUSTON
7355 West Rd.
281.440.9090

CONROE
15585 I-45 South
936.273.2256

ROSENBERG
235 Benton Rd.
713.365.0060

DOORS AND MILLWORK

HOUSTON
16002 Tomball Pkwy • 281.440.9090
1615 Dart St. • 713.224.5361
1445 W Sam Houston Pkwy N • 713.467.6700

ROSENBERG
1319 Spur 529
281.344.5611
BuildWithBMC.com



Building a GREATER Houston

2017

INSTALLATION CELEBRATION

honoring

Incoming President Bo Butler
& his board of directors

48

TACKLING THE

FUTURE

SATURDAY
JAN. 28



6:30PM-10PM

RIVER OAKS COUNTRY CLUB

1600 River Oaks Blvd

Houston, TX 77019

Tickets:

\$100 INDIVIDUAL

\$1,000 TABLE OF TEN

ORDER ONLINE AT

WWW.GHBA.ORG

Sponsorships available!

CONTACT MEL AT MAUDAIN@GHBA.ORG; 281.664.1428

DRESS CODE: Coat & Tie for men | Cocktail attire for ladies

Sponsor PLAYBOOK

SUPPORT YOUR HOME TEAM WITH A SPONSORSHIP!

EXCLUSIVE SPONSORSHIPS

ALONG WITH THEIR INDIVIDUAL BENEFITS, ALL EXCLUSIVE SPONSORSHIPS INCLUDE:

Your logo displayed during the A/V program and recognition in Houston Builder magazine, and all event marketing and communications

"Touchdown" Cocktail Sponsor

(2 available) - \$4,000

- Ten (10) tickets for you & your guests
- Logo on stir sticks or cocktail napkins at all bars
- 1/2 page ad in Installation program

"The Heisman" Dinner Sponsor

(2 available) - \$4,000

- Ten (10) tickets for you & your guests
- Logo at all ballroom dinner stations
- 1/2 page ad in Installation program

"The Longest Yard" Entertainment Sponsor

(2 available) - \$4,000

- Ten (10) tickets for you & your guests
- Logo where appropriate
- 1/2 page ad in Installation program

"The Sack Attack" Photography Sponsor

(2 available) - \$3,500

- Eight (8) tickets for you & your guests
- Logo on all green screen photos
- 1/2 page ad in Installation program

"First and Goal" Centerpiece Sponsor

(1 available) - \$3,500

- Eight (8) tickets for you & your guests
- Logo incorporated in Centerpieces
- 1/2 page ad in Installation program

"The Blitz" Program Sponsor

(2 available) - \$3,500

- Eight (8) tickets for you & your guests
- Full page ad in Installation program (inside front or back cover)

"Backfield in Motion" Dessert Sponsor

(2 available) - \$3,000

- Six (6) tickets for you & your guests
- Logo on dessert pick
- 1/2 page ad in Installation program



SCORE WITH AN AD IN THE PROGRAM GUIDE

Full page - \$750

1/2 page - \$500

1/4 page - \$250

Art deadline: Dec. 15, 2016

UNLIMITED SPONSORSHIPS

"Offensive Line" Diamond - \$3,000

- Ten (10) tickets for you & your guests
- Listing in Installation program

"Defensive Line" Gold - \$2,000

- Six (6) tickets for you & your guests
- Listing in Installation program

"Field Goal" Silver - \$1,000

- Four (4) tickets for you & your guests
- Listing in Installation program

THANK YOU TO OUR CURRENT SPONSORS

"THE LOMBARDI" TITLE SPONSOR



"THE GRIDIRON" TOAST SPONSOR





HomeAid Care's Santa Maria Hostel Project Nears Completion



With the completion of the HomeAid Care remodel project for Santa Maria Hostel on the horizon, many thanks are extended to the team that is making this much needed update possible. Leslie King with Greymark Construction and the generous vendors and trades working together to create a fresh environment for the families residing at the agency, have been an inspiration to visitors and residents alike.

The project was underwritten by Bank of America.

"Seeing the wonderful transformation of this aging lobby is a true measure of the commitment Leslie and the crew have to enhance an environment that is designed to bring a welcoming, warm experience to the lives of families in crisis," said Bette Moser, executive director of HomeAid. "The folks at Santa Maria and HomeAid are blessed to receive these charitable contributions."

Greymark Construction is coordinating several vendors who have graciously offered to donate materials and labor to the cause.

"I have worked on many HomeAid Care projects," said Leslie, "And it has always been a remarkable experience each time because of the huge hearts these vendors and trades show with their involvement. They never

hesitate to come forward with the materials and service we need for a Care project."

Vendors on the project include The Detering Co.; MS International Stone; Danny Salinas with Texas Brand Custom Flooring; Bolen Electric, Sherwin-Williams Paint Co. and Jorge Arreloa, Greymark Construction.

"First impressions are so important, and we want to make sure that the families walking in to our lobby feel welcomed," said Nadine Scamp, Santa Maria Hostel CEO. "The renovations provided by HomeAid will ensure we have a beautiful, calming space that shows how much we care about the families we serve." Work will include rebuilding the reception area desk, providing much needed storage and a new coat of paint.

Santa Maria is Texas' largest multi-site residential and outpatient substance abuse treatment center and one of a very few to provide comprehensive continuum for pregnant and parenting women and their children. Clients progress toward achieving improved mental and physical health, family functioning and economic stability that supports a drug and violence-free lifestyle. Through these recovery services, clients complete substance abuse treatment, acquire parenting skills, develop job readiness skills, set and attain educational and employment

goals, gain critical life skills, get referrals and resources, and obtain permanent housing.

HomeAid Care Projects are smaller projects ranging from \$10,000 to \$50,000.

HOMEAID RECEIVES DONATION FROM BANK OF AMERICA FOUNDATION

Pictured above: Celebrating the gift of \$20,000 from the Bank of America Foundation, with Bette Moser and Ben Dismore, Bank of America at the Deluxe Theatre.

"Community development initiatives and revitalization efforts help improve access to affordable housing and foster sustainable growth in the Houston community," said Hong Ogle, Houston area president. "We're proud to partner with leading nonprofit organizations like HomeAid Houston, and are honored to support these two new construction and three remodeling developments that will add new real estate to Houston's homeless community, bringing hope and stability to over 120 homeless women and children."

New & Important Developments at HomeAid:

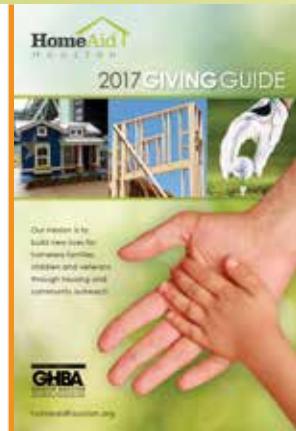


Toner Kersting, owner of Snyder Energy Services, has recently joined the board of HomeAid Houston. Toner has served the GHBA for the past five years as Ambassador then Membership Committee chair, as well as a member of the Retention Committee and as a presidential appointee to the board. He is excited about the opportunity to move on to serving the homeless community of Houston with HomeAid Houston.

Toner graduated from Stephen F Austin State University and is a published journalist, turned building professional. He has grown

his current business over the last seven years and has emerged as a national specialist in energy, sustainability, forensics of structures ranging from the early 1800s to new development. Toner speaks nationally and locally as well as supports small to large businesses in the development of market gap products and services.

Toner, his wife Ronda and kids Kaleb and Kendall split their time between their high performance remodeled home in Kingwood and their restored, 1900 Storm Survivor, house in the historic district of Galveston. He plans on involving his children in his time with HomeAid as an opportunity to learn and serve a community that often includes other kids of the same age.



HomeAid Partners with Local Media Outlets

HomeAid takes great pride in the development of partnerships with various media outlets around the city that donate time and services to the mission "to build new lives for homeless families and individuals through housing and community outreach."

One of the longest partnerships HomeAid has is with the Houston Chronicle. The Chronicle has donated PR space in its popular New Home Section each weekend for more than 10 years. These articles highlight the agency's numerous projects and help educate readers about homelessness in Houston. The Chronicle also includes the PR articles in their online issues.

On Target! Marketing and Advertising is also a long-time partner of HomeAid Houston that provides creative services for marketing campaigns, the website, and collateral for fundraising events. They are an award-winning agency that offers full service marketing and advertising that includes branding and strategic marketing plans. "When we joined the GHBA in 2005," said Tasha Steiner, COO, "we were inspired to help HomeAid achieve their mission by donating a portion of our marketing services for their many initiatives. To this day we are honored to be a small part of the beautiful construction projects they contribute to our city."

Billboard space is also a key media for HomeAid to help raise awareness about the projects and services that are making a difference. OUTFRONT Media, Inc. is one of the country's largest out-of-home media companies in the U.S. They donate three

rotating billboards every year. The billboard vinyl production is donated by Brivic Media, a longtime member of the GHBA and partner of HomeAid.

Perfect Image Signs has also been committed to giving back to Houston by donating the production and printing of all HomeAid signage for various fundraisers and HomeAid Care construction projects. The company creates a full line of signage including internal and external signs, flags and banners.

HomeAid is also pleased to bring Southwest Precision Printing on as a new partner. The company recently donated printing services for a fundraising brochure. "Southwest Precision Printing is happy to work with HomeAid Houston to provide our services to help them achieve their goal in providing transformational housing for Houston's homeless," said Tony Cisneros, senior sales representative. "We look forward to future projects that will help this charity make a difference in the lives of men, women and children in crisis."

"We could not do what we do without the partnerships we have made with these valuable companies," said Cindy Hinson, president of HomeAid Houston. "It isn't easy to communicate our message of building hope and homes to the general public. These weekly articles in the Houston Chronicle, the billboards and event and fundraising signage, and the brochures all touch different segments of Houston's population. We are grateful to each company for their unwavering support."



GHBA & Trendmaker Grateful to Vendors and Trades for Benefit Home Construction

1st Class Landscaping	Dal-Tile Corporation	Forterra	Schlage
Airteam Ltd.	David Romero	GAF	Shaw Flooring
Allpoints Services	Designer Stone	Hoelscher Doors	Sherwin-Williams Paint Co.
ASAP Masonry	Dow	Installed Building Products	Southwest Sales
Bay Area Engineering	DPIS Inspection Service	James Hardie	Square D by Schneider Electric
BMC	DSM Construction	L & R Flooring	Standard Electric
Builders First Source	E&M Plumbing	LP	Therma-Tru
Café Construction	Ellen Lighting and Hardware	Ochoa Painting	Wayne Dalton
Ceiling Fans Direct	Fashion Glass & Mirror	Old Castle	Weyerhaeuser
Champion Shutters		Perfection Supply	
ConnectOne Security			

Trendmaker Homes is joining the Greater Houston Builders Association and members to construct a home for the GHBA's annual fundraiser called the Benefit Homes Project.

The Home

Trendmaker has started construction of its F501C Plan with the fourth bedroom option. Trendmaker is building the home on a site in Meridiana MPC (master planned community). Rise Communities donated the homesite.

The Vendors

The list of vendors and trades who are donating materials and services to this construction continues to grow.

"The involvement by so many companies and individuals year after year for the Benefit Homes fundraiser is remarkable," said Will Holder, president of Trendmaker and also the Benefit Homes chairman.

"It is obvious these donations are made because these companies understand the importance of the three charities that will benefit, Texas Children's Cancer Center, the Alzheimer's Association and HomeAid Houston," Holder added.

Each Benefit Home offers a variety of the most popular features and amenities on the market today. Since the fundraiser began 36 years ago, more than \$9.5 million has been raised.

"The involvement by so many companies and individuals year after year for the Benefit Homes fundraiser is remarkable. It is obvious these companies understand the importance of the three charities that will benefit, Texas Children's Cancer Center, the Alzheimer's Association and HomeAid Houston."

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

The Builder

For 45 years, Trendmaker Homes has been a well-known name in Houston's new home market.

"Trendmaker's reputation ensures the Benefit Homes Project will be a success," said Lisa Pepitone, GHBA project liaison.

"The company has always put an emphasis on excellence. They create homes that are both beautiful and functional, combining high-end finishes. They are also known for delivering a superior home buying experience and that experience starts in their model homes where the buyer knows 'what you see is what you get.' This is indeed an exciting year for the Benefit Homes Project," added Pepitone.

The Community

Meridiana, located south of the Texas Medical Center off Hwy 288 and Hwy 6 is a new 2,700 acre community that is accessible by the new Meridiana Parkway (now County Road 56), creating an easy commute heading north to the Texas Medical Center or south to Dow Chemical, BASF and other Brazoria County workplaces.

In addition to luxury homes by Houston's finest homebuilders, Meridiana MPC will offer an impressive waterfront Amenity Village where residents can enjoy a resort-style family pool with cabanas, café, kids' splash pad, spacious fitness center with on-site personal trainers and outdoor amphitheater

BUILDER/DEVELOPER TEAMS



OUR CHARITIES



the compassion to care, the leadership to conquer



In its 36 years, the Benefit Homes Project has donated more than \$9.5 million to local charities.

INFO: Please contact Lisa Pepitone at (281) 664-1425 or LPepitone@ghba.org for more information on how you can participate as a Benefit Home builder/developer or donate labor/materials as a Project vendor.



Education Corner

GENERAL COURSES

(Not for designations)



TWO SEMINARS IN ONE!

30 Ways to Improve Your Construction Business NOW

Instructor: Erik Cofield
Date: Wednesday, October 12
Time: 2 pm to 3 pm

Content: Businesses in every part of the residential construction industry including builder, trade partner, subcontractor, remodeler, Realtors and more, all have to consider their business a constant work in progress. Come to an exciting, high energy, very fast paced presentation on 30 things you can do TODAY to improve your company's position, processes and profit making.

This brand agnostic presentation offers something for everyone, no matter where you are in the industry. The content is about business process improvements, sales, marketing, managing people and applies to both business to consumer (B2C) and business to business (B2B) enterprises.

Improving Cash Flow by Improving Sales Processes

Instructor: Erik Cofield
Date: Wednesday, October 12
Time: 3 pm to 4 pm

Content: Cash is now. Profit is later. This course redirects focus from profit to cash flow and speaks to the business benefits of such. Sales process overviews are discussed from suspect and lead management, to online sales counselor processes, to onsite sales processes that impact cash flow. This is relevant for any size or type of builder.

This is a fast-paced, high energy course for those in business management or sales who have at least a few years of experience. The content is about business process improvements, sales, marketing, managing people and applies to both business to consumer (B2C) and business to business (B2B) enterprises.

To learn more and go further, visit

ghba.org/education



2016 NAHB
EDUCATION PARTNERS

ACES Builders Warranty, Inc.

Bonded Builders Warranty Group

Builders Post-Tension

**Environments for Living,
Topbuild Home Services**

Sherwin-Williams Paint Company

StrucSure Home Warranty

Suncoast Post-Tension, Ltd.

Trendmaker Homes

Weatherization Partners Ltd



Architectural Blueprint Reading & Estimate Calculations

ABC'S OF HOME BUILDING SERIES

Instructor: Brannon King, PE

Date: Tuesday, October 18

Time: 4 pm to 6 pm

Fee: \$35 members / \$50 non-members

- Learn the basics of blueprint reading including the elements of a blueprint
- Learn what information is attained from each plan
- Learn what the different nomenclature means on prints
- Learn the highest priority items to quickly capture from a residential blueprint
- Learn math in estimate calculations

Who should attend? Building superintendents, engineers, designers, inspectors, insurance agents, architects, construction managers, field superintendents, CSMs, project managers, construction superintendents, unit managers, custom and small volume builders and contractors, subdivision managers, and decision makers.

Tailored Communication for Success

STICKS & BRICKS OF SALES & MARKETING SERIES

Instructor: Dr. Kim Nugent, Kijo Consulting

Date: Wednesday, October 19

Time: 9 am to 11 am

Fee: \$35 members / \$50 non-members

Content: New Communication Tools for Connection with Your Team, Clients and Community

One of the toughest challenges for organizations is to increase revenue and retain customers. Every community is better served by the homes built and neighborhood infrastructures developed, but only if they continue to thrive. So how can you do that even more effectively? Come see how.

This workshop is designed to improve your communication skills and strengthen relationships. It is designed to increase revenue for sustainability and client retention. It is never what you say but how you say it to the customer!

Do you want to have a communication system for success? Do you want to learn something about your communication and others who are different from you? Do you want to know the research behind it?

Join our session and learn new communication tools to connect more effectively with your team, your clients, and your community while having fun!

Scheduling for a Remodel

NUTS AND BOLTS OF REMODELING SERIES

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

Date: Tuesday, October 25

Time: 4 pm to 6 pm

Fee: \$35 members / \$50 non-members

Content: Time is money...how about more of both? Learn how to effectively schedule a project, cutting down on completion times and maximizing your profits.



Serving the Best Texas
Builders for Over 20 Years

Learn How ACES Can Serve You

Safeguarding our builders and their homeowners is paramount

Winner of 2016 BBB Award for Excellence!



★ DISPUTE RESOLUTION
ACES helps prevent costly litigation by quickly and efficiently resolving disputes.

★ 10 YEAR STANDARDS
ACES works with the TAB Contract and exceeds its standards.

★ QUICK, EASY SERVICE
Local TX staff available to offer timely service! Same day enrollments available.

www.acesbuilderswarranty.com
281-362-5413 ★ order@acesbuilderswarranty.com



KRAFTSMAN
COMMERCIAL
PLAYGROUNDS &
WATER PARKS

Water Play Equipment, Playground Equipment, Skate Parks, Site Amenities, Fabric Shade Covers, Park Pavilions, Sporting Equipment, Safety Fall Surfaces, Design Assistance Services, Equipment Installation



KRAFTSMAN
WE BUILD FUN!
www.kppe.com
1-800-451-4869

Complete project management working hand and hand with architects and city planners
From initial designs to complete installation and everything in between, Kraftsman has over 28 years experience to do the job right.

800.451.4869
281.353.9599
www.kppe.com

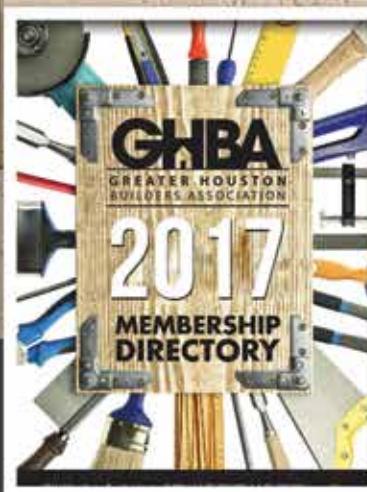
Houston
Dallas
Austin
San Antonio
Corpus Christi

Proudly serving Texas & Louisiana



Building a GREATER Houston

www.ghba.org



PRINT IS FOREVER. CHECK YOUR LISTING TODAY.

It's 2017 Membership Directory Time.

Is Your Membership Information Correct? Are Your Dues Current?

WHAT YOU NEED TO KNOW:

- GHBA is in the process of updating company contact information for the 2017 GHBA Membership Directory. Please log on to the GHBA website at www.ghba.org to verify that your membership status, company contact information and listing categories are correct. The deadline for changes is October 31, 2016.
- For an index of available categories, or to retrieve your login and password, please contact the GHBA Membership Department at 281-664-1426; vbonilla@ghba.org.
- **YOUR MEMBERSHIP DUES MUST BE CURRENT TO BE LISTED IN THE 2017 DIRECTORY.**
- **ADVERTISING:** Sales representatives from E&M Consulting are in the process of contacting all GHBA members regarding advertising in the 2017 directory. If you are interested in advertising, please call (800) 572-0011.
- **CHANGES RECEIVED AFTER OCTOBER 31, 2016 WILL NOT APPEAR IN THE BOOK.**

DEADLINE
**31
OCT**

Go green with confidence...

GBGC Builder Spotlight

Zander Homes: A Commitment to High Performing Homes

Zander Homes is honored to partner with Green Built Gulf Coast (GBGC) to help ensure that all of its homes built now and in the future will not only meet, but exceed in Energy, Design, Efficiency and Performance. Zander Homes has certified nine GBGC homes this year, with plans to do the same in 2017.

"Not all homes are created equal, because not all home builders are equal. I think that most people can agree on that statement," says Justin Henry, CGB, CGP. "At Zander Homes, we believe partnering with the GBGC helps us to not only become better builders, but deliver a better product to our customers. Our homes are not only being designed, but field tested and certified by a third party verification company and process that is out to produce positive results."

With everything going green these days—from our phones and computers to our TVs and cars – 'green' can be difficult to define. At its simplest form, green means becoming more consciously responsible in our daily lives. But the 'shade' of green homes and green builders isn't always consistent. By becoming an active member in the GBGC you ensure that your homes are built to the highest standards that not only meet and exceed code, but are custom built for the local Gulf climate.

According to Redfin, homes that utilize green building features sold for more than

the median sales price of homes that did not employ these green building features and products. You cannot be successful in today's homebuilding industry if you are not applying some form of green building sciences, techniques and products.

While there are many great homebuilders in Houston who produce reputable homes, the GBGC is there to help guide us with economical and efficient design as well as ensure that we are code compliant, so that we can continue delivering great homes to Houston buyers.

Zander Homes is committed to creating high performing homes that are not only efficient and healthy but also economical and easy to maintain. That commitment is the principal building block for the company's Live Efficiently® program. The Live Efficiently® program includes items such as: whole house spray foam insulation, tankless water heaters, 95% efficient gas burning furnaces, humidity control T-stats, synthetic roofing underlays, low VOC products, Energy Star appliances and more.

Zander Homes is a semi-custom homebuilder that constructs small townhome developments and single family homes primarily inside the Loop as well as the company's Build On Your Lot program around the greater Houston area. "We Build Where You Live®."

To learn more, visit www.zanderhomes.net.

**GREEN BUILT
GULF COAST**
GREATER HOUSTON BUILDERS ASSOCIATION



2016 ANNUAL SPONSORS

SILVER



New Homes Incentive Program



BRONZE



To learn more about becoming a GBGC builder or associate, contact Donna at dbuenik@ghba.org or call 281-664-1429.



2016 Membership Chair

TONER KERSTING

Snyder Energy Services

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

Getting the most out of your membership means getting involved. We invite you to attend events, join a committee or council, start working toward a NAHB designation or volunteer for a charity project. The GHBA hosts over 200 networking events annually, including 100 industry-specific education classes, and has 16 council, committees and divisions in which to participate. Association involvement will lead you to that pivotal next step in building relationships within the industry.

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

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

AUGUST SPIKE OF THE MONTH

PARKE PATTERSON

Parke Patterson Land Development

RETENTION SPIKE OF THE MONTH

DEBBIE PAGE

1st Infiniti Construction Services

WELCOME NEW MEMBERS • • • • •

BUILDERS

AC HOME

Andrew Kottlowski
6200 Savoy Dr. #950
Houston, TX 77036
(832) 582-8938
andrew@achome.com
www.achome.com

Acadia Custom Homes

Ryan Gonsoulin
902 Jefferson Terrace Ste C
New Iberia, LA 70560
(337) 365-7117
ryan@acadiacustomhomes.com
www.acadiacustomhomes.com

Alquimia, Inc.

Fulton Davenport
1636 Richmond Avenue
Houston, TX 77006
(713) 446-7022
jfd@alquimiainc.com
www.alquimiainc.com

American Tradition Custom Homes, LLC

Steven Belknap
11625 Spring Cypress Rd, Ste. C
Tomball, TX 77377
(936) 446-7072
stevebelknap07@gmail.com
AmericanTraditionCustomHomes.com

Birdsong Homes LLC

Kenneth Vogelsang
3611 Merrick St.
Houston, TX 77025
(281) 687-4225
birdsonghomesllc@gmail.com

Brazos River Builders, LLC

Keith Bronikowski
35955 Richard Frey Road
Waller, TX 77484
(832) 348-7405
keith@brazosriverbuilders.com
www.brazosriverbuilders.com

Corin Homes LLC

Danny Hannon
32731 Egypt Lane Suite 804
Magnolia, TX 77354
(281) 259-9407
billing@corinhomes.com
www.corinhomes.com

Diamond Luxury Homes, LLC

Judy Walton
1930 Elkington Circle
Conroe, TX 77304
(713) 385-3651
judy.diamondhomes@gmail.com

Garrett Custom Homes

Christopher Garrett
5210 Spruce Street
Bellaire, TX 77401
(281) 657-5525
garrettcustoms@yahoo.com

Global Market Integration LLC

Abdon Mendez
1718 Amber Chase Dr.
Katy, TX 77450
(832) 545-4277
finance@globalmarketintegration.com

Ironstone Builders

Curtis Young
5322 W. Bellfort Suite # 115
Houston, TX 77035
(281) 702-3937
curtis@ironstonebuilders.com

Kezira Homes

Dole Omer
6200 Savoy Dr., Ste. 446
Houston, TX 77036
(832) 236-2446
Dole@RealtyStarGroup.com

L&B Limited, LLC

Lucas Brown
639 Heights Blvd
Houston, TX 77007
(409) 351-2287
brownlr07@gmail.com

Millennia Building Group

Kyle Williams
27327 Saxon Meadow Ln
Cypress, TX 77433
(281) 213-4603
kwbinvestments@yahoo.com

Owner Builder Network

Sheila Marler
7102 FM 1488
Houston, TX 77354
(281) 356-9050
sheilamarler@ownerbuildernetwork.com
www.ownerbuildernetwork.com

ASSOCIATES

American Home Builders Company
Jose Alvarez
P.O. Box 36612
Houston, TX 77236
(832) 935-0274
josealvarez@live.com

B. Parks Design, LLC

Bess Parks
10685-B Hazelhurst Dr. #18718
Houston, TX 77043
(713) 588-1487
bparks87@outlook.com
bparksdesignllc.com

Control-IT Smart Home Automation

Shane Davenport
3614 Walker Falls Ln
Fulshear, TX 77441
(713) 569-8992
sdavenport@controlitav.com
www.controlitav.com

Dahill

Terry Smith
1330 Lake Robbins Drive, # 220
The Woodlands, TX 77380
(832) 918-4751
tsmith@dahill.com
www.dahill.com

Greater Houston Contractors, Inc.

Raymond Fox, CGR
P.O. Box 1287
Spring, TX 77383-1287
(281) 467-6640
rfox@houstoncontractors.com
www.houstoncontractors.com

Piper Pools, LLC

Robin Nicholson
7407 Stone Arbor Dr.
Sugar Land, TX 77479
(832) 930-2556
robin@piperpools.net
www.piperpools.net

Plycem USA

Jessica Navascues
10945 State Bridge Road Ste 401-304
Alpharetta, GA 30022
(678) 357-1852
jessica.navascues@plycem.com
www.plycemtrim.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!

Pro-Vigil Surveillance Services

Nicole Jackson
4646 Perrin Creek, Ste. 280
San Antonio, TX 78217
(210) 858-1105
nicole.jackson@pro-vigil.com
www.pro-vigil.com

TopBuilder Solutions

Erik Cofield
6266 Chevy Chase Dr.
Houston, TX 77057
(855) 806-6648
erikc@topbuildersolutions.com
www.topbuildersolutions.com

USM, Inc.

Chris Johnson
12303 Fuqua St.
Houston, TX 77034
(281) 619-0144
cjohnson@usminc.com
www.usminc.com

AFFILIATES

Ferguson Bath, Kitchen & Lighting Gallery
Bryson Blowey
21250 Foster Road
Spring, TX 77388
(281) 350-3355
bryson.blowey@Ferguson.com
www.shop.ferguson.com

Houston Association of Realtors- Coldwell Banker
Hope Fontenot-Morris
4207 Terrace Pines Dr.
Kingwood, TX 77345
(281) 910-3020
hope@homebyhome.com

Houston Association of Realtors- Realty Kings Properties
Kiesha Curtis
1717 St. James Pl., Ste 210
Houston, TX 77056
(713) 987-7050
kiesha@patrickkingteam.com

COMPANY	NAME	JOIN DATE	COMPANY	NAME	JOIN DATE
ABC Supply Company, Inc.	Kevin Duncan	1996	Hunton Distribution	Charlie Hunton	1983
ABM Cabinets	Jamie Murphey	2015	IES Residential, Inc.	William Wilks	2007
AEI Engineering, LLC	Mike Kurzy	1989	InnerDimensions	Sheila Bludworth	2004
AG Custom Homes	Aristides Garcia	2014	James Hardie Building Products	Marc O'Brien	1994
Accent Cabinets	Tammy Overstreet	2010	Jerald E. Graves & Associates, Inc.	Michael Graves	2011
Aliana Development Company	Linda Kilgore, MIRM,CMP	2010	Kent Moore Cabinets, Ltd.	Jesse Sherlock	1991
Allen Boone Humphries Robinson, LLP	Tina Tobias	2003	Legends Architectural Stone	Pat Wilson	2013
Andersen Windows, Inc.	Bridgette Cummings	2015	Loyd Russel Homes, LP	Steve Rudin	2001
Apex Stone, LLC	Justin Jackson	2008	M & M Lighting, LP	Allan Margolin	1989
Archeterra Homes, LP	Christine Hood	2013	Malaga Homes, LLC	Jimena Alverde	2010
Array Investment Group, Inc. dba	Michael Bass	2014	McAlister Investment Real Estate	Paul Connor	2012
Paragon Homes, LLC			Mel-Lo Development, LLC / Pace Homes, Inc.	Lourel Jones	2014
Arrow Custom Homes Inc	Douglas Bingham, CGP	2002	Metro Wholesale Distributors	Bill Stevens	1986
Ashton Woods	George Sanchez	2014	Michael Schafer Custom Homes	Michael Schafer	2003
Avanti Stone	John Calayag	2015	Morris Hullinger Design Build	Marvin Morris	2014
Beacon Builders LLC	Sahair Ramji	2015	My Design Team	Katy Fernandez	2004
Beazer Homes of Texas, LP	Bruce Craig	1994	Omega Restoration & Remodeling	David Feldmeyer CGR, GMB, CGP, CAPS	2004
Bentley Homes, Inc., DBA Bentley Custom Homes LP	Menny Rosenbaum	2002	Omega Wine Rooms	David Feldmeyer CGR, GMB, CGP, CAPS	2009
Bicycle Bungalows LLC	Bill Riley, CGB, GMB, CGR, CGP	2013	Overhead Door Company of Houston	Brad Gallion	2005
BlueLinx Corporation	Martin Dunaway	2012	Park Road Builders, LLC	James Reuther	2015
Brighton Homes, Parkwood Builders, K. Hovnanian Homes	Julie Yurick	1975	Protege Homes, Inc.	Amir Khosrowshahi, GMB	2007
Builder's Choice, Inc.	Linda Stewart	2013	RZ Enterprises USA, Inc. (Oppidan Homes)	Aviv Arieli	2014
Builders Club Services LLC	James Dong	2009	RobRyan Construction	Bob Newsome	2004
Builders West, Inc.	Kurt Lopbries	2008	Russo Services, Inc.	Jerry Hernandez	2012
Burgess Construction Consultants, Inc.	Charles Vandagriff	1998	SSH Custom Homes LLC	Jason Hawthorne	2006
C.I.A. Services Inc.	Renea Miksch	2010	Sabo Custom Builders	Edward Sabo	2011
Capital Insulation, LTD	Kyle Baker	2015	Shower Doors of Houston	Chris Sezonov	2012
Cavalry Construction, Inc.	Frank Jones	1992	Snyder Energy Services	Toner Kersting	2012
Champions Lighting	Annette Muti	2012	Sprouse House Custom Homes	Dan Sprouse	2005
Charles R Martin Custom Homes	Charles Martin	2010	Stewart Title Company	Larry Warren	1989
Charter Custom Homes Corp.	Steve Streller	2001	StrucSure Home Warranty	D'Ann Brown	1999
Clarus Benefits Group	Cary Goss	2014	Sueba USA Corporation	John Chiang	2003
Clydesdale Homes, LP	Darin Ward	2001	Sullivan Signature Homes	Paul Sullivan	2010
Corbel Custom Homes, Inc.	Mike Bregenzer	2003	Sullivan, Henry, Oggero & Associates, Inc.	John Sullivan	2011
Cornerstone Home Lending, Inc.	Andrina Valdes	2013	Sunrise Custom Homes, Inc.	Nasir Malik, GMB, CGP	2007
Cunningham Development Ltd	Chris Cunningham, CGB, CGP	2004	T.D. Cox Homes, LLC	Thomas Cox	1990
DAC Engineering	David Keel	2013	Termeer Design Group, Inc	John Termeer	2000
DWR Construction	Mike Arnett	2010	Terra Cotta Homes, LLC	Brett Von Blon	2005
Dal-Tile Corporation	Shane Neal	1994	Texas Express Plumbing Inc.	Jaime Cardenas	2010
Darling Homes of Houston	Jim Black	1998	Texas Foam Insulators	TC Crawford	2014
Darling Homes of Houston	Bill Dalton	1998	The Bath & Kitchen Showplace / Moore Supply Co.	Zach Fisher	2014
Dave Hughes Signature Custom Homes LLC	Dave Hughes	2014	Third Coast Custom Homes LLC	Lane Bertrand	2011
Drees Custom Homes	Ken Callicott	2014	Thorntree Slate & Marble	Kimberly Hanks	2010
Earthcore Industries, LLC for Isokern Fireplaces	Claudia Blackman	2005	Travis Homes, LLC	John Speer	2008
Energy Inspectors Texas	Cody McGhie	2012	Tyara LLC	Maximiliano Jambrina	2014
Fashion Glass & Mirror	Larry Jaynes	2011	US Eco Logic, Inc.	Ross Britton	2013
Forterra Brick	Chris Briggs	1972	Vacation Home Builders	Charles Von Schmidt, GMB, CAPS, CGP	2007
GEMS Custom Homes	Michael Stephens	1997	Van De Wiele & Vogler, Inc.	John Van De Wiele	1998
Gunn Construction & Building, LLC	David Gunn	2015	Vill-Co Homes	Erik Villegas	2014
HG Walton & Sons, LLC	Justin Walton	2015	Vollmer Custom Pools, LLC	David Vollmer	2007
HNI Services	Terry Grier	1994	Wheeler & Associates, Inc.	Catherine Wheeler	1996
Home Builders Insurance Services, LP	Ronny Robinson	2007			
Home Menders, Inc.	Michael Newhouse	2014			

MEMBER PROFILE

Help your buyers envision themselves in the comfort of a well-designed interior space. **B. PARKS DESIGN** offers professional design services to builders and Realtors. We create an inviting atmosphere where buyers can feel "at home" and excited about the idea of owning the home they are experiencing. Using proper space planning and design concepts that are true to the style and essence of the community, we can give your homes personality!

To learn more, visit www.bparksdesignllc.com or contact Bess Parks at **713-588-1487; bparks87@outlook.com**.



MEMBER PROFILE



time and labor costs during construction.

Stego has the accessories you need to complete an ASTM E1643-compliant installation. Stego® Tape, Stego Mastic, Stego Crete Claw® Tape and StegoTack® Tape enable efficient vapor barrier installations, saving time and resources. To learn more about protecting homes against termites and moisture vapor, contact Stego Industries today!

To learn more, visit www.stegoindustries.com or contact Mike McCarthy at **(949) 412-3444**.

STEGO INDUSTRIES, the leader in below-slab moisture vapor protection, is now the exclusive worldwide sales and marketing representative for Pango™ Wrap, a high performance vapor barrier as well as a termite defense barrier. Combining these two solutions in one product saves

MEMBER PROFILE

Founded by a group of professional engineers with deep and wide industry experience, we at **QUARTET ENGINEERS** are committed to serve the civil engineering industry by ensuring the construction quality through excellence in specific areas of Soil Investigation and Construction Material Testing along with engineering services in Civil, Structural, Geotechnical and Forensics areas.

Quartet Engineers strives to be part of your process to seamlessly serve you better – within budget, time and quality.

To learn more, visit www.quartet-eng.com or contact Stephen Rohrer at **832-844-6556; Stephen.Rohrer@quartet-eng.com**.



MEMBER PROFILE

THE POINDEXTER GROUP: Working together to design and build a custom blueprint to address your financial goals.

With over 66 years of experience, we have learned that building an investment portfolio starts with the client's GOALS and risk tolerance. Our team seeks to create professional relationships by listening to your objectives and risk tolerance to assist you with your financial goals, legacy and retirement planning. We use a disciplined investment process to recommend financial strategies. The most important feature of our strategy is to monitor and adjust the recommendations as market conditions and client goals change.

Learn how we may assist you with ways to preserve your wealth. Visit fa.opco.com/john.fry/ or contact John Fry at **713-650-2014; john.fry@opco.com**.



MEMBER PROFILE

For nearly 30 years, **DAHILL** has been an industry leader in the office technology and business consulting arena. For the past two years, we have been expanding our portfolio of products and services to include 3D Printing equipment & Managed IT Services.



Dahill represents the best of both worlds when it comes to providing the best in class business solutions your organization requires and the local accountability our clients have come to expect from an organization tied to the local economy and the business that make it thrive.

Dahill 3D and Managed IT are accelerating innovation and redefining superior support. That's how you work smarter; that's Dahill.

To learn more, visit www.dahill.com or contact Terry Smith, regional account executive at **832-918-4751; tsmith@dahill.com**.

MEMBER PROFILE

At **HOME BY HOPE**, I will help you find the home for your heart. As mother of three, wife and former teacher I understand the importance of making a house a home. My first priority was always to immediately turn our houses into homes where my family could have a safe place to excel in all their endeavors. As your Realtor I will listen to your wants, needs and desires so that I can partner with you to find the perfect house to make your new home.

To learn more, visit www.homebyhope.com or contact Hope Fontenot-Morris, REALTOR® at **281-910-3020; hope@homebyhope.com**.



MEMBER PROFILE



ALQUIMIA, INC. builds on a team of talent and a quality-based value system. Each team member brings a unique expertise to the company. With a collaboration of backgrounds in engineering, property management, residential construction, restaurant

design, real estate and interior design, the leadership team is family-based and has worked together successfully for more than 20 years on residential construction projects. In short, the Alquimia client will benefit from the team's substantial range of experience and talent.

Alquimia President and Founder Fulton Davenport brings his eye for detail and sophisticated design to every home he builds. Well regarded for his art, photography, and graphic design, Mr. Davenport uses his creative touch to refine every corner of the Alquimia home. This eye for design couples with more than 20 years of experience in residential construction and remodeling projects. Davenport has built the Alquimia team with some of the best engineers, architects, interior designers and real estate professionals in the Greater Houston area.

To learn more, visit alquimiainc.com/ or contact Fulton Davenport at **713-446-7022; info@alquimiainc.com**.

MEMBER PROFILE

With over 30 years of innovative improvement and development,

GRÜNBURG WINDOWS, DOORS AND IRONWORKS,

LLC has taken the best of the best, designing and efficiently manufacturing the highest product quality with all the options in Custom Windows, Doors and Ironworks. GRÜNBURG European designed products are an exceptional brand with broad product offerings, all at an equally exceptional value and warranty.



- All Wood
- Wood/Clad
- Aluminum Clad
- Anodized Aluminum
- German Steel
- Wrought Iron
- Highly Energy Efficient
- Standard Low E-5/Tempered Glass
- Tilt-Turn
- Double Hung
- Casement
- Awning
- Oversized Sliding, Folding Doors
- German Engineered Hardware
- 25 Standard Colors

Learn more at www.grunburgwindowsdoorsandironworks.com or contact Gary Dawson at **713-410-8044; mrgwdawson@yahoo.com**.

National Association of Home Builders

Put your membership to work now.

Money-saving discounts that benefit you, your business, and your family



and many more...



nahb.org/MA

GOLD



SILVER



dupure



ASSOCIATE COUNCIL BOARD

President

Rocky Flores,
Datasmart/Duncan Security

Vice President

Megan Starnes, Allpoints
Services

Treasurer

Kim Lawrence,
HomePro Home Technologies

Past President

Beth Holman, Tri-Tech Surveying
Co. / BEC-LIN Engineering

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



ASSOCIATE COUNCIL

2016 Associate Council Chair

ROCKY FLORES

Datasmart/Duncan Security

As we near the finish line of 2016, I'm certain everyone is looking forward to a strong Q4. The Associate Council is planning the final luncheon of the year on October 6. Themed "Special Teams," this meeting will feature presidents from some of the top builders in the Houston market. They will discuss the importance of strong departments and what makes them drive for success. Please plan on attending this last meeting as it will be one you won't forget!

I like to give a special thanks to Pat Wilson, Kim Lawrence, Greg Madrey and the rest of the Speaker Panel Committee, for delivering great speakers at our luncheons all year.

The Cookoff

The Annual GHBA Barbeque Cookoff is just around the corner, so book your booth space now. Even though we are moving to a larger venue, the cooking spots will fill up very fast! Denny Patterson is the 2016 committee chair for this event and working hard with his team to ensure this will be the best cookoff yet. The event has proven to be Associate Council's biggest and most popular event for networking with fellow associates and prospective customers. Tickets go on sale soon and I can't wait to see all of you there!

Put Your Membership to Work

Are you a new member to the GHBA? Throughout the year I can't talk enough about the importance of getting involved with the GHBA. If you are not serving on a committee now please let me know, it's never too late. We can guide you in areas of involvement that will be beneficial to you and your organization. Getting new members plays a vital role in building relationships with other members, GHBA staff and your customers. There are many ways you can get involved in the GHBA Associate Council alone. Just ask any member that is involved, we are here to help!

Let's all take a little advice from the very successful and business-savvy Mark Cuban who says, "It's not about money or connections, it's about the willingness to outwork and outlearn everyone when it comes to your business. And if it fails, you learn from what happened and do a better job next time."

COMING UP:

**ASSOCIATE COUNCIL
MONTHLY LUNCHEON**

Thursday, October 6

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

Cost: \$20 earlybird; \$25 after Oct. 3

TOPIC: "Special Teams: Making it

Happen" - Presidents from some of the top home builders in Houston, who will discuss the importance of strong departments and what makes them a success.

PANELISTS: David Assid, Division
President, Toll Brothers

Jimmy Frankel, CEO, Frankel Building Group
Will Holder, Division President, Trendmaker

SPONSORED BY:



BBQ & WILD GAME COOK-OFF

Friday, November 18

2 p.m. to 9 p.m. at Houston Farm & Ranch Club, #1 Abercrombie Dr., Houston, TX 77084 (in Bear Creek Park)

"Hardhat Days & Honky Tonk Nights"

**Sponsorships and tickets available now
at www.ghba.org/calendar**



THURS.
Oct.
13th
7:00 am check in
8:30 am shotgun start



Magnolia Creek GOLF CLUB

1501 West Bay Area Blvd.,
League City, TX 77573



Teams: \$540
**Individual
Players: \$135**



- TROPHY SPONSOR (exclusive) - \$1500
 - 2-3 minute speaking opportunity at awards dinner
 - Company name on all trophies
 - Opportunity to hand out awards to winners
 - Signage at the event
- TOWEL SPONSOR (exclusive) - \$1200
- TROPHY SPONSOR (exclusive) - \$1500
- GOLF BALL SPONSOR (exclusive) - \$1000

- PUTTING CONTEST SPONSOR (exclusive) - \$500
- KOOZIE SPONSOR (2 available) - \$350
- TROPHY SPONSOR (exclusive) - \$1500
- DRIVING RANGE (exclusive) - \$350
- TEE SPONSOR (exclusive) - \$250
- BEVERAGE CART SPONSOR - \$500 (3 available)
 - Ferguson Bath, Kitchen & Lighting Gallery,
Hotchkiss Insurance Agency, LLC
- \$5,000 PUTTING CONTEST SPONSOR - \$500
- LONGEST DRIVE - (Sold Out)
 - Builders Post-Tension, RMF - HECM Loan Specialists
- CLOSEST TO THE PIN -(Sold Out)
 - Huber Engineered Woods, Sherwin-Williams
Paint Company

- INDIVIDUAL HOLE SPONSORS - \$300 (7 available)
 - Bonded Builders Warranty Group, Compliance Resources, Inc., Milgard Windows & Doors, Texas New Mexico Power, The Stevenson Group
- \$15,000 HOLE-IN-ONE (exclusive) - \$850 Available
- DOOR PRIZE SPONSORS – \$100 (unlimited)
 - ACES Builders Warranty, Inc.

BREAKFAST SPONSOR (Sold Out)
Venetian Stairs/Indital USA

LUNCH SPONSOR ((Sold Out))
Suncoast Post-Tension, Ltd.

CART SPONSORS (Sold Out)

BMC Building Materials, Roy O Martin Lumber,

STRAIGHTEST DRIVE - (Sold Out)
Carrier UTC Multi-Family Property Management

BABA Golf Tournament 2016: PLEASE RESPOND NO LATER THAN FRIDAY, SEPT. 30, 2016 FOR SPONSORSHIP.

I would like to participate as a _____ SPONSOR for \$ _____

NAME: _____

PHONE: _____ EMAIL: _____

Company Name: _____

(EXACTLY AS YOU WOULD LIKE IT TO APPEAR ON SIGNAGE)

YES, PLEASE RESERVE A CART FOR ME (\$25) NO, I WILL NOT NEED A CART.

Check Enclosed

Charge my Credit Card:

AMEX VISA MC

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

Card # _____ Exp: _____

Name on Card: _____

Signature: _____

PLATINUM



DIAMOND



GOLD



SILVER



CUSTOM BUILDERS COUNCIL
INFO AND SPONSORSHIPS:

Contact Donna Buenik
(281) 664-1429
dbuenik@ghba.org



2016 Custom Builders Council Chair

BRANDON LYNCH, GMB, CGP, CAPS

Keechi Creek Builders

See You at the Expo!

Every year, I look forward to the GHBA Product Expo. It has grown in size and scale, and the Expo is a great way to keep abreast of the latest and greatest trends, products, and services. The Custom Builders Council and the staff work tirelessly to fill the show with our associate members, and the culmination is a day of cool products, food and fun.

Before 2013, the Product Expo was also a forum for educational seminars to show the builders and remodelers best practices and background regarding our very own contracts. A few years ago, we adopted the Texas Association of Builders (TAB) contracts. I use the TAB custom building contracts exclusively and I absolutely love them. They are very well written, straightforward, and functional. For a small business like ours, I cannot describe the additional comfort we feel knowing that we have institutional protections.

There is one way we can lose a beneficial tool like the remodeler and custom builder contracts: the customer may choose not to accept the contract in favor of another form with different terms.

How can we keep our contract relevant? EVERYONE who uses the contract MUST know at least a little about how the contract works, what the contract terms are, and what is the intent behind those contract terms. Before 2013, the CBC and the RMC held a few seminars throughout the year to make sure all builders/remodelers had this base knowledge, and we were the only local association in Texas that required this type of education.

In 2013, we voted to adopt the TAB contracts, but to keep the educational requirement. Why? Because it only takes a little misuse and misunderstanding of our contracts for buyers and agents to lose their confidence. If buyers want to use another promulgated contract, we lose our terms. Once again, we are the only local association to require education before we allow access and use of the TAB contracts, and I absolutely believe that it will make our

builder/remodeler users more responsible while keeping the contract relevant for years to come.

So, builders and remodelers, you need this education to keep your contract access. The contracts change every two years with new statutory updates; for instance, new legislation requires new notices to homes on waterfront lots, a new lot sale contract, a new design-build contract, a new architect agreement addendum, new landscape warranties, added advertising and media permissions, shortened small remodelers contract and a much needed revision to the termination damages language. The end result is that the contracts are even more comprehensive than before without adding length.

James Rudnicki and Ian Faria will address these updates, basic contract terms, and other contract related questions. Come for the Expo and stay to keep your contract access. Look forward to seeing you on October 20!

COMING UP:

PRODUCT EXPO

Thursday, October 20

12 noon to 6 p.m. at Sam Houston Race Park
Free to attend for builders, remodelers, developers

Contract Seminars:

10:30 a.m. - 12 noon - Custom Builder Session
1:30 p.m. - 2:30 p.m. - Remodeler Session
3:30 p.m. - 5 p.m. - Custom Builder Session

Learn more at ghba.org/expo

**CUSTOM BUILDERS COUNCIL
MONTHLY LUNCHEON**

Thursday, November 17

11:30 a.m. at Norris Conference Center
City Centre, 816 Town & Country Blvd. #210
Houston, TX 77024

Cost: \$35 early; \$45 after Nov. 14

Topic: A candid conversation with some of the CBC board members on using a pragmatic approach to developing best business practices that will result in generating a greater profit!

CUSTOM BUILDERS COUNCIL CHARITY PROJECT

The Casa de Esperanza project is complete! Builder captain Jim Bob Taylor and his co-captain Matt Sneller did an outstanding job coordinating the annual CBC Charity project.

Work included installing new appliances and sink fixtures, a fresh coat of paint for the floors, LED lighting throughout, ceiling fans and new dining room fixtures, new appliances and sink fixtures, and additional minor repairs.

A big thanks to all of the donors and in-kind suppliers who made this project possible, including HomeAid Houston, D.L. Doyle Construction, Sneller Custom Builders & Remodeling, Sherwin Williams, K & N Builders Sales, Ferguson Kitchen, Bath & Lighting, Richard Alan & Associates, Moen, GT Plumbing and SpaceMan Home & Office.

Casa de Esperanza strives to break the destructive cycle of child abuse by offering safe homes to children of families in crisis. The goal of Casa de Esperanza is to return physically and emotionally healthy children to stabilized homes where caregivers can safely provide daily care. Children receive comprehensive assessment and intervention services while in placement. Parents receive case management and referral services while their children are safely cared for. When family reunification is not possible, Casa de Esperanza is licensed to supervise long term foster care and adoptive placements.

Learn more at casahope.org.

The council is still seeking donations to the project. If you are interested, please call Donna at 281-664-1429.



PLATINUM



STRUCSURE
HOME WARRANTY

DIAMOND



GOLD



SILVER



COMPLIANCE RESOURCES
INCORPORATED



dupure

ENERGY SOLUTIONS
AN ENERGY TEXAS PROGRAM

ENVIRONMENTS FOR *Living*

FERGUSON
Bath, Kitchen & Lighting Gallery

Goodman
Air Conditioning & Heating

Advantech
ZIP System

MORRISON
PLUMBING | APPLIANCES | HARDWARE

Perfection
Fireplaces • Insulation • Sound Control

ROYAL
RESIDENTIAL

SUNCOAST
POST-TENSION
A KELLER COMPANY

TRENDMAKER
HOMES

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



2016 Montgomery County Division Chair

RON MARTIN

Ron Martin Interests

H-Town Pride and Your gHba

We live in a great American city, teeming with hard working, fun loving citizens who are very proud to call Houston home. We see and hear this pride every day.

H-Town Pride is most evident when our sports teams do well. As I write this, our UH Cougars are No. 6, our Astros are fighting for the playoffs, and our division champ Texans are about to start their season. When our hometown becomes part of the national conversation, we swell with H-Town Pride.

Within our industry, Houston has a nationally recognized and well respected builder association. Your team at the GHBA takes great pride in running a top notch organization. It is not the largest in the country, but it is the best. We have national leaders in advocacy, education, and community outreach. We are part of the national conversation as one of the top producing markets in the country.

We proudly sponsor the nation's best HomeAid chapter, leading the fight to provide hope for the homeless citizens of our city. Operation Finally Home is also a model organization, born out of our Bay Area, building homes for seriously wounded veterans.

H-Town is very much a "can do" city. When we "git 'er done," we glow with pride. Your GHBA offers the opportunity to lead and get things done. For those of you in the northern suburbs, the Montgomery County division can make it easier to get involved.

Come share your H-Town Pride at our next event.

COMING UP:

MONTGOMERY COUNTY FORECAST LUNCHEON

Wednesday, November 2 at 11:30 a.m.
The Woodlands Waterway Marriott Hotel
1601 Lake Robbins Dr., The Woodlands 77380

Cost: \$65 earlybird; \$75 after Oct. 27

CENTERPIECE SPONSORS:



SILVER SPONSORS:



ENVIRONMENTS FOR *Living*

TABLETOP SPONSORS:

Carrier UTC MultiFamily & Property Management National Accounts

Goodman Manufacturing Company Inc

Milgard Windows & Doors

Morrison Supply

Roy O. Martin Lumber Company

ZONDA - Meyers Research LLC

MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION GOLF TOURNAMENT

Monday, December 5

10 a.m. Shotgun Start
Walden Golf Club

Cost: \$500 team; \$150 individual player

SPONSORSHIPS AVAILABLE!

Get tickets at www.ghba.org/calendar

Work Less, Play More

Montgomery Co Builders & Developers
6th Annual Golf Tournament

Monday, December 5th (rain date Monday, December 12th)
Walden Golf Club • 13101 Walden Rd. Montgomery
Shotgun Start 10:00 am

 Team \$500  Individual Player \$150  Golf Cart \$60

Available Sponsorships

- | | |
|--|---|
| <input type="checkbox"/> Pin Flag Sponsor \$1,750 | <input type="checkbox"/> Koozie Sponsor \$350 (1 left) |
| <input type="checkbox"/> Hat Sponsor \$1,250 | <input type="checkbox"/> Straightest Drive Sponsor \$350 |
| <input type="checkbox"/> \$15k Hole in One Sponsor \$1,000 | <input type="checkbox"/> Closest to the Pin Sponsor \$350 |
| <input type="checkbox"/> Sports Bag Sponsor \$1,000 | <input type="checkbox"/> Individual Hole Sponsor \$350 |
| <input type="checkbox"/> Breakfast Sponsor \$1,000 | <input type="checkbox"/> Tee Sponsor \$350 |
| <input type="checkbox"/> Driving Range Sponsor \$350 | <input type="checkbox"/> Door Prize Sponsor \$100 |

Thank You to Our Current 2016 Sponsors

ACES Builders Warranty | BMC | BSH – Bosch, Thermador & Gaggenau | Builders Post Tension | Compliance Resources | ConnectOne Security | DuPure International Entergy Compliance Resources | Environments for Living Expressions Home Warranty | Ferguson Bath, Kitchen & Lighting Gallery | Goodman Manufacturing Company Huber Engineered Wood | Ironwood Connection | RMF HECM Loan Specialists | Milgard Windows & Doors Roy O. Martin Lumber Company | Sherwin-Williams Paint Company | Suncoast Post-Tension | The Stevenson Group Top build Home Services

For sponsorship or general information please contact Mel Audain at maudain@ghba.org or 281.664.1428.

Register online at <http://www.ghba.org/calendar>



PLATINUM



DIAMOND



GOLD



SILVER



REMODELERS COUNCIL INFO
AND SPONSORSHIPS:

Contact Lisa Pepitone
(281) 664-1425
lpepitone@ghba.org



2016 Remodelers Council President

STEPHEN McNIEL, CGR, CAPS

Creative Property Restoration



Charity Garage Sale Has Another Successful Year

The GHBA Remodelers Council just wrapped up its annual Charity Garage Sale at the Texas Home & Garden Show. Every charitable thing the Council does start with the funds raised by this event.

Our mission as an organization is to serve our members, the industry and our community. For several years, we have been able to help numerous nonprofit groups such as Casa de Esperanza, Family Time Crisis Shelter, SIRE Therapeutic Equestrian Center, ECHOS Community Center, Jacquelyn House, Open Door Mission, Habitat for Humanity and The Sonrise Shelter. These are just a few of the beneficiaries of our charitable efforts and we are excited about the prospect of being able to help many others in the future.

The Garage Sale is a huge undertaking and we would like to extend a special thank you to our donors and volunteers. Hundreds of companies donated to the garage sale and dozens of volunteers took time out of their own busy schedules to work the show. This remarkable effort demonstrates the unwavering commitment the Remodelers Council has to give back to those less fortunate in the Houston community. Thank you everyone!

I would like to personally thank Jennifer Wall and Bill Carter, of BMC, for chairing the 2016 Garage Sale and making sure all the moving pieces came together for another successful year! I would also like to thank William Cole, with Divine Renovation, for making sure the Council distributed nearly 60,000 *Houston Remodeling Guide* magazines this year – a record – many of

which were handed out during the garage sale.

Special thanks to Ryan Boyles, of GB General Contractors, and his committee of volunteers who tirelessly unloaded donations all day Thursday and Friday before the sale. Lastly, thank you to Stacy Argo, A-Plus Glass Services, who once again headed the Cashier Committee and made sure we had plenty of volunteers ringing up the sales, and Michael Jorewicz (MJ to those who know him), with Vejore.com, for spearheading our sales force for the weekend. Great job everyone and thank you!

This year's sale netted \$15,000 and those funds will be used for the RMC's 2017 charity project. We are hoping to team with the Houston Police Department or Operation FINALLY Home on a project for an officer or veteran in need of a remodel. Stay tuned for details.

CADRE Awards: The Council Wins Again!

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

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

- ▶ The September "City of Houston Panel" RMC Luncheon was a huge success with a sell-out crowd. Thank you to our distinguished guests for joining us!

Pictured (L to R) are: RMC President Stephen McNeil, Creative Property Restoration; RMC Government Affairs Committee Chair Jeff Roberts, Trifection Remodeling & Construction; Mike Dishberger, Sandcastle Homes; and from the City of Houston, Byron King, Cheryl Daniels, Robert Lemley and Jamila Johnson.



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

Mary is an employee of Casa de Esperanza who has adopted four children from Casa de Esperanza. The youngest, Luke, has significant disabilities (cerebral palsy) and is wheelchair bound. The project added wheelchair accessibility to the home, as well as a much-needed first-floor bathroom with roll-in shower.

Additionally, the crew updated the kitchen with new cabinets, countertops and appliances and painted and replaced flooring on the first floor. Mary has dedicated her life to giving a safe home to children in crisis. Giving back is a core belief of the Council and this annual project is our small way to give back to those in need by doing what we do best – REMODELING!

Sherry and I went to the NAHB All-Stars Party in Baltimore to accept the award. I am proud to say that the GHBA Remodelers Council is the envy of the entire country!

Networking at its Finest!

Remodelers and builders, join us for a remodeler/builder ONLY after-hour networking hosted by Ferguson Bath, Kitchen & Lighting Gallery on Thursday, November 10 at the Conservatory Underground Beer Garden & Food Hall in downtown Houston. Network with your friends and peers, dine at four different food establishments and choose from 60 beer and cider taps. Complimentary valet parking provided, too!

On December 13, 2016, the Council will hold its annual Holiday After-Hour Networking. This year's event is hosted by BMC at Hearsay Gastro Lounge. Help us celebrate the holidays and induct the 2017 Remodelers Council board of directors. Hearsay Gastro Lounge blends Houston's robust history with modern features to create an atmosphere both elegant and unpretentious. Join us for

heavy hors d' oeuvres, cocktails, music and networking. This event is free for builders and remodelers. Contact lpepitone@ghba.org to register.

Reach 50,000+ Potential Clients with One Ad

Time is running out to advertise in the 2017 *Houston Remodeling Guide*. The guide is one of the best ways to market your company to over 50,000 consumers all year long. The guide is distributed in 50 high-end retail locations like Sherwin-Williams stores, Ferguson Bath, Kitchen & Lighting Gallery, BMC, DalTile, Morrison Supply, Cabinets & Designs and many more. The guide is also distributed to consumers

at seven area home shows annually, including shows in The Woodlands, Katy, Cy-Fair, Houston and Sugar Land.

To learn more or to advertise, contact Amy Robinson, Fort Bend Publishing, at 832-274-6212 or amy@lifestyles-magazines.com.

Leo Meerman Scholarship

This year the RMC will award two \$1,000 scholarships to children of Remodelers Council members. The deadline to apply is October 31, 2016 and the scholarships will be awarded in December. Contact Lisa Pepitone at lpepitone@ghba.org for details or to request an application.

JOIN US FOR A
Custom Builders & Remodelers ONLY:
After-Hour Networking Event

HOSTED BY:
FERGUSON
Bath, Kitchen & Lighting Gallery

DOWNTOWN AT
CONSERVATORY
UNDERGROUND BEER GARDEN & FOOD HALL
1010 PRAIRIE STREET, HOUSTON, TX 77002

THURSDAY
NOVEMBER 10
6 pm - 8 pm

REMODELERS COUNCIL

CUSTOM BUILDERS COUNCIL
GREATER HOUSTON BUILDERS ASSOCIATION

Network with your friends and peers, dine at four different food establishments and choose from 60 beer and cider taps inside the 7,500 sq. foot relaxed space. Don't miss out!

THIS IS A FREE EVENT!
(Builders & Remodelers ONLY!)
FREE VALET PARKING!

GHBA
GREATER HOUSTON BUILDERS ASSOCIATION

Contact: Lisa Pepitone
281.664.1425
lpepitone@ghba.org

PLATINUM



Open the Possibilities™



GOLD



SILVER



ENVIRONMENTS FOR *Living*®



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



2016 Sales & Marketing Council President

KRISTINA JONES

Highland Homes

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

October... Already?!

Where has the time gone? I cannot believe October is already here.

It's the time of year to look at budgets and start planning for 2017. I would encourage you to consider allocating at least a small portion of your budget for the GHBA Sales & Marketing Council if you don't already.

The council hosts such great events throughout the year and brings together the best sales and marketing professionals in the industry. From Million Dollar Circle Awards to Battle of the Builders and Texas Bash, your SMC is always hard at work planning networking events to allow peers, colleagues and associates to interact outside of work in fun environments. It's a great place to build relationships.

The Sales & Marketing Council is also responsible for the wonderful event you just experienced at Royal Sonesta, the PRISM awards! This is our flagship event and it takes a lot of

dedicated people to make this event a success. I want to personally thank all of our sponsors and volunteers. Without you none of this would be possible. We are excited about next year's theme and would love to have your company join the fun in 2017!

COMING UP:

SMC NETWORKING & TOP PRODUCERS

November - Date TBD
6 p.m. to 8 p.m.

Join us as we recognize Houston's top sales professionals for Q2 & Q3 2016. We'll also announce the 2017 SMC board of directors. Don't miss this one!

Get TICKETS at www.ghba.org/calendar



NAHB Members Save up to 36% With UPS®

The National Association of Home Builders is proud to bring its members valuable discounts on the products and services you need. Make the most out of your membership and take advantage of competitive rates on UPS® shipping services. Whether you need your documents or packages to arrive the next day or are looking for the most affordable shipping option, UPS understands the importance of speed, reliability and cost.

To save on your UPS shipments, simply:

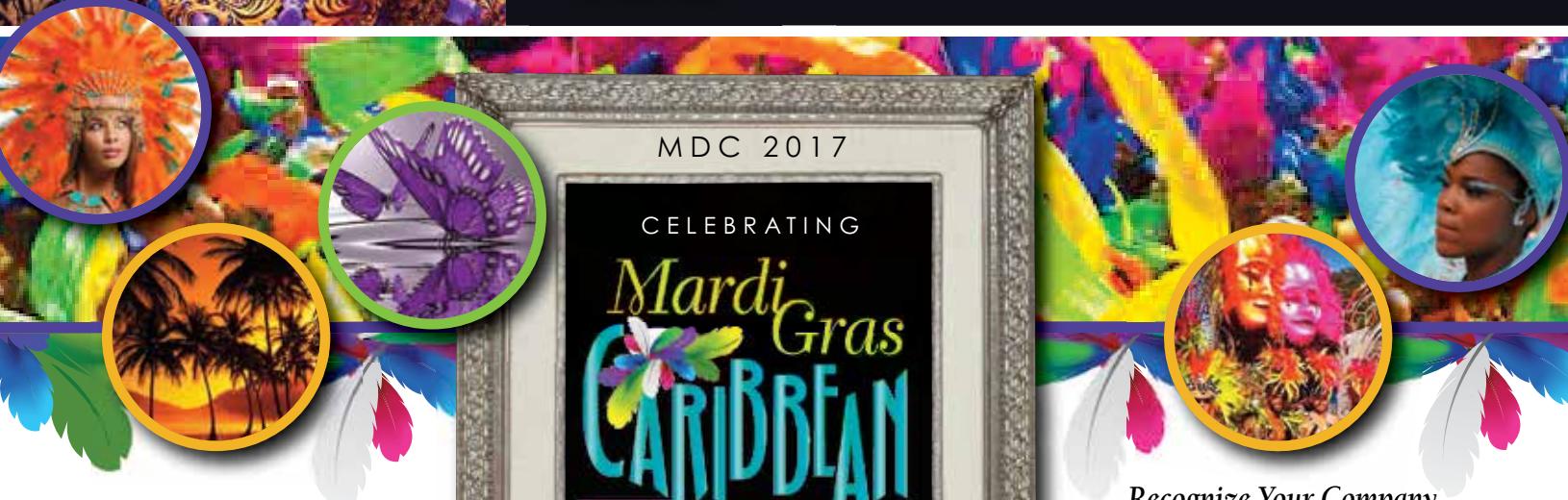
- Call: 1-800-MEMBERS (636-2377)
- Visit: savewithups.com/nahb



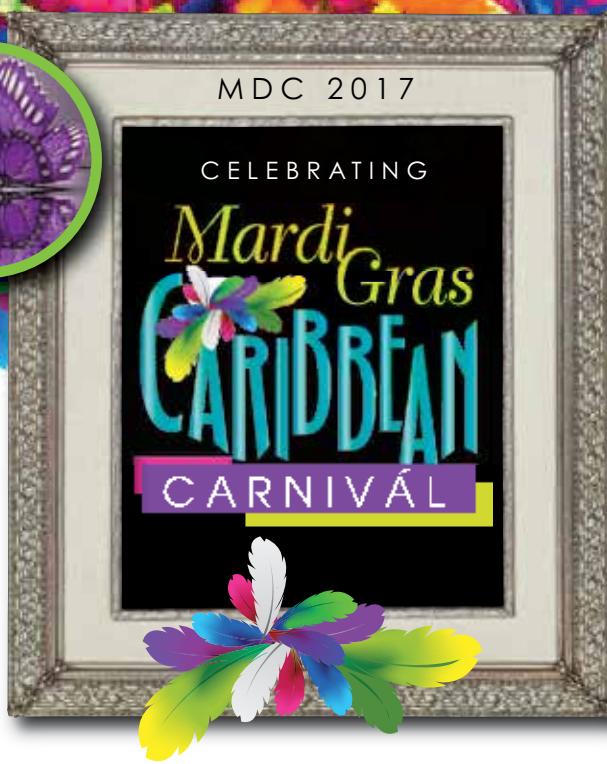


SAVE-THE-DATE

FEB. 15th
EVENING
EVENT
VENUE TBD



DINNER & AWARDS
PRESENTATION
INCLUDING OUR
*Fabulous
Silent Auction*



2017

MILLION DOLLAR CIRCLE AWARDS

Become a Sponsor now!

Recognize Your Company.

Recognize Your People.

Awarding Sales Associates, Sales Managers and REALTORS® who closed over \$1 million worth of new single family homes, townhomes or patio homes during the 2016 calendar year.

Attendance: 400+

Sales & Marketing Professionals

THE 2017 MILLION DOLLAR CIRCLE AWARDS

Annual event recognizing new home sales achievement in the Houston building industry.

Exclusive sponsorships include the following: Company name or logo listed on GHBA website, in all event marketing and promotional materials, social media, and in on-screen presentations, event programs and signage (as applicable). Plus, company recognition as a Sponsor during the event (as applicable).

Carnivál Title Sponsor – \$4,000

On stage opportunity to show promotional company video

- Ten (10) tickets to the event

Calypso Dinner Sponsor – \$2,500 (2 opportunities)

Company logo on dinner menu

- Eight (8) tickets to the event

J'Ouvert DJ Sponsor – \$2,500

Company recognition on signage in DJ area (as applicable)

- Eight (8) tickets to the event

Masqueraders Program

Sponsor – \$2,000

Company name or logo on booklet (as applicable)

- Six (6) tickets to the event

Les Saintes Silent Auction

Sponsor – \$2,000

Logo on all bidding forms and auction item displays

- Six (6) tickets to the event

Antigua Decor Sponsor – \$2,000

Company logo displayed in ballroom

- Six (6) tickets to the event

Festival Valet Sponsor – \$2,000

Company logo on signage at the valet station (as applicable)

Opportunity to provide a sponsor-provided promotional item to be left in every car that valets

- Six (6) tickets to the event

Nevis Dessert Sponsor – \$2,000

(2 opportunities)

Company name or logo on dessert picks placed in each dessert served

- Six (6) tickets to the event

St. Kitts Entertainment

Sponsor – \$2,000 (2 opportunities)

Company name or logo in the entertainment area (as applicable)

- Six (6) tickets to the event

Bachannal Cocktail Sponsor – \$1,750

(2 opportunities)

Company name or logo on swizzle sticks or napkins placed at bars

- Four (4) tickets to the event

Revellers Toast Sponsor – \$1,750

Opportunity to propose a toast on stage

- Four (4) tickets to the event

Play Mas Treat Sponsor – \$1,750

Company name or logo on a sweet "something extra" favor

- Four (4) tickets to the event

Le Fortune Certificate Sponsor – \$1,750

Company name or logo printed on each award certificate

Opportunity to congratulate award recipients as they exit the stage with their certificates

- Four (4) tickets to the event

Bonaire Photography Sponsor – \$1,750

Logo on photos taken in photo booth

- Four (4) tickets to the event

Million Dollar Sponsor – \$750 Unlimited

Tabletop is provided to sponsor for displaying company collateral

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

Contact: Mel Audain at
maudain@ghba.org or
281-664-1428

ALL HOMES
**START
HERE**

IBS 2017

Register by Nov. 11 & Save!



TOP 3 REASONS YOU SHOULD ATTEND

Improve your business at the **industry's premiere event** with access to the latest products, vital industry knowledge and key business partners—experience the **2017 NAHB International Builders' Show®** (IBS) and get **all the tools you need to grow your business in 3 days!** **Here are the top 3 reasons you should attend:**

- 1 Education:** Access to 80% new content in **130+ IBS education sessions**
- 2 Exhibits:** Explore more than **1,400 top manufacturers and suppliers**
- 3 High Performance Building Zone:** See the latest methods and tips in action with **live construction demos** led by building science experts

See more reasons to attend today and register by November 11* to save!

*Rates increase on November 12, see BuildersShow.com/fees for more information.

2017 NAHB International Builders' Show®
JANUARY 10-12 • ORLANDO • BUILDERSSHOW.COM/TOP10



IBS

2016 GHBA PARTNERS

PINNACLE



Builders Post-Tension



PLATINUM



DIAMOND



GOLD



SILVER



DO YOU KNOW SAM?

SAM stands out from the crowd. SAM is a leader. SAM doesn't jump on the bandwagon; SAM is driving it! People know they can rely on SAM, because SAM gets things done.

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!"

Any associate member whose financial contributions through sponsorships and advertising reach \$10,000 or more during the year will become a Grand Sustaining Associate Member. Any associate member whose contributions reach between \$5,000 and \$10,000 during the year will become a Premier Sustaining Associate Member. (This recognition is exclusively for financial

contributions made by ASSOCIATE members on an annual basis.)

Recognition for our SAMs includes: a monthly listing in *Houston Builder* magazine; distinguishing ribbons on name tags at all events; recognition of the top member of each (current year's) Sustaining Associate Member group at the association's forecast and political luncheons; listing on the signage display in the entranceway of the GHBA building; and GHBA officers will convey the value of Sustaining Associate Members when they speak at their visits to all councils, committees and divisions.

Our SAMs really "go the extra mile." If you see one of these superstar associates, please take a minute to say 'thank you.' Find out more at www.ghba.org/SAM.

MEET SAM

2016 GRAND (\$10,000+)

ACES Builders Warranty

BMC

Bonded Builders Warranty

Builders Post-Tension

DataSmart/Duncan Security

The Detering Co.

DuPure

Ferguson Bath, Kitchen & Lighting Gallery

Goodman Manufacturing

Keller Williams - The ICON Team

Milgard Windows & Doors

Sherwin-Williams Paint Co.

The Stevenson Group

StrucSure Home Warranty

Suncoast Post-Tension

TopBuild Environments for Living

2016 PREMIER (\$5,000+)

ACME Brick

Benchmark Mortgage

Cambria

Carrier

CenterPoint Energy - Energy Star

New Home Program

Comcast Cable

Compliance Resources

ConnectOne Security

Eklektik Interiors

Glasscraft Door Company

Huber Engineered Woods

Ideal Consulting/Websites by Ideal

Ironwood Connection

Morrison Supply

Norbord Industries

Perfection Supply

RMF - HECM Loan Specialists Rooftec

Roy O. Martin Lumber Co.

Scholl Forest Industries

Tamlyn

Thomas Garage Door

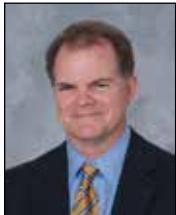
Venetian Stairs / Indital USA

Join the 2016 SAM list!

Call (281) 664-1425 to find out more



OFFICERS AND LEADERSHIP



PARKE PATTERSON
PRESIDENT



BO BUTLER
VICE PRESIDENT



GREG MADREY, CGA
ASSOCIATE V.P.



RON MARTIN
SECRETARY



JOHN MADSEN, CPA
TREASURER



KEVIN FRANKEL, CGP
PAST PRESIDENT



CASEY MORGAN
EXECUTIVE VP & CEO

GHBA BOARD OF DIRECTORS

Eric Alarid, Tilson Home Corporation

Peter Barnhart, Caldwell Companies

D'Ann Brown, StrucSure Home Warranty

Bo Butler, Butler Brothers Construction

Bruce Craig, Beazer Homes of Texas

Dave Daniels, 3D Builders, LLC

Bob Douglas, The Johnson Development Company

Jeff Dye, Newmark Homes

Rocky Flores, DataSmart / Duncan Security

Kevin Frankel, Frankel Building Group

Kristina Jones, Highland Homes

Kim Lawrence, HomePro Home Technologies

Kena Looker-Armstrong, Hotchkiss Insurance

Brandon Lynch, Keechi Creek Builders

Greg Madrey, Builders Post-Tension

John Madsen, Bentley, Bratcher & Associates, P.C.

Ron Martin, Ron Martin Interests

Karl Mistry, Toll Brothers

Stephen McNeil, Creative Property Restoration

Parke Patterson, Parke Patterson Land Development

Mike Pelletier, Fairmont Homes LP

Matthew Reibenstein, Royal Residential

Jim Russ, EHRA

Ed Taravella, TARACORP

Stephen Tobin, The Tobin Firm, PC

Michael Van, Enterra Homes

John Williams, Brighton Homes / K. Hovnanian Family of Builders

Steve Wilson, Allpoints Builder Surveying

PRESIDENTIAL APPOINTEES

Chris Hawkins, Bayou City Risk

Amy Robinson, Fort Bend Publishing

Greg Tomlinson, Builders Post-Tension

GHBA'S TAB DIRECTORS

Adam Aschmann

D'Ann Brown

Bo Butler

Kevin Frankel

Gonzalo Garcia

Allen Griffin

Stephen Hann

Victoria Hawes

Sean Hodge

Leslie King

Harry Masterson

Parke Patterson

RG "Bubba" Reeder

Matthew Reibenstein

Keith Rodgers

Ron Rohrbacher

John Williams

TAB ALTERNATE DIRECTOR

Kena Looker-Armstrong

TAB LIFE DIRECTORS

Adam Bakir

Randy Bayer

Suzi Bayer

Randy Birdwell

Ronny Carroll

Jonathon Casada

KC Cox

Mike Dishberger

Jim Frankel

Russel Garrison

Kathy Howard

Jeff Hunt

Barry Kahn

Andy Loyd

Eddie Martin

Bill Shaw

Kathleen Stadler



GHBA'S NAHB DIRECTORS

Adam Aschmann

Dan Bawden

Bo Butler

KC Cox

Mike Dishberger

Clayton Farmer

Victoria Hawes

Kathy Howard

Jeff Hunt

Barry Kahn

Linda Kilgore

Leslie King

Parke Patterson

Bill Shaw

NAHB ALTERNATE DIRECTOR

Alan Fails

NAHB LIFE DIRECTORS

Randy Bayer

Suzi Bayer

Jonathon Casada

Stephen Hann

Mike Manners

Eddie Martin

Tom Richey

David Walton

NAHB SENIOR LIFE DIRECTORS

Randy Birdwell

J.S. Norman, Jr.



COUNCIL PRESIDENTS & COMMITTEE CHAIRS

Ambassador Committee – Debbie Page

Associate Council – Rocky Flores

Benefit Homes Committee – Will Holder

Codes & Standards Committee – Dave Yelovich

Community Developers Council – Ed Taravella

Custom Builders Council – Brandon Lynch

Education Committee – Dave Yelovich

Government Affairs Committee – Mike Dishberger

Green Built Gulf Coast – Nicole Keown

HomeAid Board President – Cindy Hinson

HOME-PAC – Jim Holcomb

Membership Committee - Toner Kersting

Past President's Council – Kevin Frankel

Retention Committee – Ron Martin

Remodelers Council – Stephen McNeil

Sales & Marketing Council – Kristina Jones

Volume Builders Committee – Jeff Dye

Young Professionals – Lindsey Bub

GHBA DIVISION PRESIDENTS

Bay Area Builders Association – Bob Douglas

Montgomery County Division – Ron Martin

GHBA STAFF

Executive Vice President and CEO

Casey Watts Morgan - (281) 664-1430

CMorgan@ghba.org

Director of Government Affairs

Bradley Pepper - (281) 664-1430

BPepper@ghba.org

Government Affairs Coordinator

Alisa Merritt - (281) 664-1433

AMerritt@ghba.org

Director of Builder Programs

Donna Buenik - (281) 664-1429

DBuenik@ghba.org

Publisher - Print & Web

Brittany Feldmann - (832) 215-7232

BFeldmann@ghba.org

Director of Membership/Marketing

Lisa Pepitone - (281) 664-1425

LPepitone@ghba.org

Membership Coordinator

Vilma Bonilla - (281) 664-1426

VBonilla@ghba.org

Special Events Director

Melvina Audain - (281) 664-1428

MAudain@ghba.org

Education and Career Services Director

Peggy Means, CGA - (281) 664-1431

PMMeans@ghba.org

Controller

Griff Godwin, CPA - (281) 664-1427

GGodwin@ghba.org

Staff Accountant

Lincoya Ferguson - (281) 664-1434

LFerguson@ghba.org

Administration & Communications Coordinator

Cynthia Fagan - (281) 664-1439

CFagan@ghba.org

Office Manager

Janet Todd - (281) 664-1424

JTodd@ghba.org

Public Relations Director

Terry Swenson - (281) 382-9977

TerrySwenson21@gmail.com

HomeAid Houston Executive Director and CEO

Bette Moser, CAPS, CGP, CGA - (281) 664-1436

BetteMoser@homeaidhouston.org

HomeAid Director of Development

Sheri Douglass - (281) 664-1435

SDouglass@homeaidhouston.org

HomeAid Assistant Director of Operations & Events

Paige Shugart - (281) 664-1438

pshugart@homeaidhouston.org

CALENDAR OF EVENTS

Stay informed and connected at association meetings and events.

October 2016

MEETINGS AND EVENTS

Saturday, October 1

6 p.m. to 12 midnight - Houston's Best PRISM Awards, "Bollywood Nights" at the Royal Sonesta

Tuesday, October 4

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

Wednesday, October 5

1:30 p.m. - Developers Council Meeting

Thursday, October 6

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

2 p.m. - Finance/Executive Committee

4 p.m. - President's Reception, Member Orientation & Networking

Tuesday, October 11

11:30 a.m. - Remodelers Council Luncheon,
"6 Retirement Account Options When Leaving Your Job or Retiring," at Lakeside Country Club, 100 Wilcrest, 77042

Thursday, October 13

8 a.m. to 5 p.m. - Bay Area Builders Association Golf Tournament, at Magnolia Creek Golf Club

Wednesday, October 19

6 p.m. to 8 p.m. - Young Professionals {YP} "Hops & Handshakes" Networking Happy Hour, at 8th Wonder Brewery

Thursday, October 20

12 noon to 6 p.m. - Product Expo, at Sam Houston Race Park

EDUCATION

Wednesday, October 12

2 p.m. to 4 p.m. - 30 Ways to Improve Your Construction Business (Building Blocks of Business Series)

Tuesday, October 18

2 p.m. to 4 p.m. - Architectural Blueprint Reading & Estimate Calculations (ABCs of Home Building Series)

Wednesday, October 19

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

Thursday, October 20

10:30 a.m. to 12 noon - Custom Builder Contract Seminar (at the EXPO)
1:30 p.m. to 2:30 p.m. - Remodeler Contract Seminar (at the EXPO)
3:30 p.m. to 5 p.m. - Custom Builder Contract Seminar (at the EXPO)

Tuesday, October 25

3 p.m. to 5 p.m. - Scheduling for a Remodel (Nuts & Bolts of Remodeling Series)

Statement of Ownership, Management, and Circulation UNITED STATES POSTAL SERVICE® (All Periodicals Publications Except Requester Publications)

1. Publication Title Houston Builder	2. Publication Number 2 1 8 - 2 6 0	3. Filing Date 9/26/2016
4. Issue Frequency Monthly	5. Number of Issues Published Annually 12	6. Annual Subscription Price \$15
7. Complete Mailing Address of Known Office of Publication (Not printer) (Street, city, county, state, and ZIP+4) 9511 W Sam Houston Pkwy N, Houston, TX 77064		
8. Complete Mailing Address of Headquarters or General Business Office of Publisher (Not printer) 9511 W Sam Houston Pkwy N, Houston, TX 77064		

9. Full Names and Complete Mailing Addresses of Publisher, Editor, and Managing Editor (Do not leave blank)

Publisher (Name and complete mailing address)

Brittany Feldmann

9511 W Sam Houston Pkwy N, Houston, TX 77064

Editor (Name and complete mailing address)

Brittany Feldmann

9511 W Sam Houston Pkwy N, Houston, TX 77064

Managing Editor (Name and complete mailing address)

Brittany Feldmann

9511 W Sam Houston Pkwy N, Houston, TX 77064

10. Owner (Do not leave blank. If the publication is owned by a corporation, give the name and address of the corporation immediately followed by the names and addresses of all stockholders owning or holding 1 percent or more of the total amount of stock. If not owned by a corporation, give the names and addresses of the individual owners. If owned by a partnership or other unincorporated firm, give its name and address as well as those of each individual owner. If the publication is published by a nonprofit organization, give its name and address.)

Full Name	Complete Mailing Address
Housinguide Inc.	9511 W Sam Houston Pkwy N, Houston, TX 77064

11. Known Bondholders, Mortgagors, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages, or Other Securities. If none, check box ► None

Full Name	Complete Mailing Address

12. Tax Status (For completion by nonprofit organizations authorized to mail at nonprofit rates) (Check one)

The purpose, function, and nonprofit status of this organization and the exempt status for federal income tax purposes:

Has Not Changed During Preceding 12 Months

Has Changed During Preceding 12 Months (Publisher must submit explanation of change with this statement)

13. Publication Title	14. Issue Date for Circulation Data Below
Houston Builder	September 2016

15. Extent and Nature of Circulation	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date	
a. Total Number of Copies (Net press run)	3000	3000	
b. Paid Circulation (By Mail and Outside the Mail)	(1) Mailed Outside-County Paid Subscriptions Stated on PS Form 3541 (Include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	761	757
	(2) Mailed In-County Paid Subscriptions Stated on PS Form 3541 (Include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	1720	1698
	(3) Paid Distribution Outside the Mails Including Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid Distribution Outside USPS® (e.g., First-Class Mail®)	0	0
	(4) Paid Distribution by Other Classes of Mail Through the USPS (e.g., First-Class Mail®)	0	0
c. Total Paid Distribution (Sum of 15d, (1), (2), (3), and (4))	► 2481	2455	
d. Free or Nominal Rate Distribution (By Mail and Outside the Mail)	(1) Free or Nominal Rate Outside-County Copies included on PS Form 3541	0	0
	(2) Free or Nominal Rate In-County Copies included on PS Form 3541	0	0
	(3) Free or Nominal Rate Copies Mailed at Other Classes Through the USPS (e.g., First-Class Mail®)	15	15
	(4) Free or Nominal Rate Distribution Outside the Mail (Carriers or other means)	250	250
e. Total Free or Nominal Rate Distribution (Sum of 15d and 15e)	265	265	
f. Total Distribution (Sum of 15c and 15e)	► 2746	2720	
g. Copies not Distributed (See Instructions to Publishers #4 (page #3))	► 254	280	
h. Total (Sum of 15f and g)	3000	3000	
i. Percent Paid (15c divided by 15f times 100)	► 90.3%	90.2%	

*If you are claiming electronic copies, go to line 16 on page 3. If you are not claiming electronic copies, skip to line 17 on page 3.

16. Electronic Copy Circulation	Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
a. Paid Electronic Copies	► 0	0
b. Total Paid Print Copies (Line 15c) + Paid Electronic Copies (Line 16a)	► 2481	2455
c. Total Print Distribution (Line 15f) + Paid Electronic Copies (Line 16a)	► 2746	2720
d. Percent Paid (Both Print & Electronic Copies) (16b divided by 16c × 100)	► 90.3%	90.2%

► I certify that 50% of all my distributed copies (electronic and print) are paid above a nominal price.

17. Publication of Statement of Ownership	
<input checked="" type="checkbox"/> If the publication is a general publication, publication of this statement is required. Will be printed in the <u>October 2016</u> issue of this publication.	<input type="checkbox"/> Publication not required.

18. Signature and Title of Editor, Publisher, Business Manager, or Owner	Date
	9/26/16

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).

Ideal
Consulting Services Inc.
Marketing • Sales • Hiring
Planning • Organization
Effective • Efficient • Professional

Website Design
Internet Marketing **W**ebsites by Ideal

Paving the Road to Success

832.569.5079

idealconsulting.net websitesbyideal.com

INSURANCE-BACKED STRUCTURAL WARRANTY



McCalle Fryar

BUILDER RELATIONS SPECIALIST

832.428.5504 | mfryar@2-10.com

LONG LIVE HAPPY HOMES® **2-10.com**

C.K.I.
WHOLESALE
LOCK SUPPLY INC.

Beautiful homes are made by small details ...

Serving the multi-housing industry since 1974

10020 Sussex Houston, TX 77041
MAIN: 713.462.0704
FAX: 713.462.7130
FREE: 1.800.445.5230
www.CKILOCK.COM



- Locally Built Cedar Garage Doors
- Best Prices
- Fastest Lead Times
- Family Operated
- GHBA members since 2010

Visit our gallery at www.cornerstoneoverheaddoor.com

O: 832.528.8407 | C: 832.681.1867

Bonded Builders
WARRANTY GROUP

Sean Vitelli, GMB, CAPS, MBA
Director of Sales & Marketing

Direct 281.850.3378
Toll Free 800.749.0381 x 3648

svitelli@bondedbuilders.com

New Home Warranties

W.R. WATSON, INC.
CUSTOM COUNTERTOPS
Granite • Quartz • Laminate • Solid Surface

WADE WATSON
President

Tel 281-495-2800
Fax 713-583-0676
wwatson@wrwatson.com

12902 Mula Lane
Stafford, Texas 77477
www.wrwatson.com

Houston Post Tension, Inc.
(713) 937-6990
(713) 937-6011 FAX

Fabricated/Bulk Post-Tension Cables
Fabricated/Bulk Rebar
Accessories, Poly

Kristen Harshman
Outside Sales
Cell: 210-273-8326
www.HoustonPostTension.com
kharshman@houstonposttension.com

7015 San Antonio
Houston, TX 77040
Office: 713-937-6990

STRUCSURE
HOME WARRANTY

Corporate Office
6825 E. Tennessee Ave.
Suite 410 Denver, CO 80224
832.814.3942 (o) • 281.354.8001 (f)
dbrown@strucsure.com • www.strucsure.com

D'ANN BROWN, CGA, CGP
Vice President of Sales, South Texas
Insurance Agent License #1755172



Builders Post-Tension



Jeremy Linzer
Sales Representative

403 RICHEY RD.
HOUSTON, TX 77090
jlinzer@builderspt.com
www.builderspt.com



281-873-9500
Fax: 281-873-9600
Cell: 281-639-8260



Leslie Woods
Senior Vice President

431 Nursery Road Ste A-600
The Woodlands, TX 77380
(281) 804-3073 cell
(281) 362-5432 fax

lwoods@acesbuilderswarranty.com



Amanda Riddle
Regional Account Executive



431 Nursery Road Ste A-600
The Woodlands, TX 77380
(832) 754-4089 cell
(281) 362-5432 fax

amanda@acesbuilderswarranty.com

Advertise here for as little as \$99/month!

Call 832.215.7232 or email
bfieldmann@ghba.org for rates

INDEX TO ADVERTISERS

2-10 Home Buyers Warranty.58 866.795.9758 www.2-10.com	Houston Post Tension.58 713.702.8899 www.houstonposttension.com	Trustmark19 713.827.3701 www.trustmark.com
ACES Builders' Warranty37, 59 281.362.5413 www.AcesBuildersWarranty.com	Ideal Consulting Services Inc.58 832.569.5079 idealconsulting.net	Venetian Stairs29 713.481.1188 www.venetianstairs.com
Acme Brick. back cover 713.681.4651 www.brick.com	Kraftsman Playgrounds and Waterparks37 800.451.4869 www.kppe.com	W.R. Watson Inc.58 281.495.2800 x14 www.wrwatson.us
Bonded Builders15, 58 281.850.3378 svitelli@bondedbuidlers.com	Milgard Windows & Doors.13 817.525.2606 www.milgard.com	
Builders Post-Tension Inc.59 281.873.9500 www.builderspt.com	Norbord5 www.norbord.com/blog	
CKI Wholesale Lock Supply Inc.58 713.462.0704 www.ckilock.com	Renaissance Windows & Doors.23 713.863.9988 RenaissanceWindowsAndDoors.com	
Comcast Xfinity.4 1-800-XFINITY comcast.com/xfinitycommunities	Scholl Lumber3 713.329.5300	
Cornerstone Overhead Garage Door, LLC58 832.528.8407 cornerstoneoverheaddoor.com	Stevenson Group, The28 713.752.9300 www.thestevensongroup.com	
Glasscraft Door Co.7 www.glasscraft.com	StrucSure Home Warranty.9, 58 832.814.3942 www.strucsure.com	
Goodman Manufacturing8 www.goodmanmfg.com	Suncoast Post-Tension.17 281.445.8886 www.suncoast-pt.com	
Home of Texas23 800.683.6833 www.homeoftexas.com/HoustonBldr	T. Baker Smith.16 866.357.1050 tbsmith.com	
Hotchkiss Insurance Agency22 713.292.5723 www.hiallc.com	Tamlyn.11 800.334.1676 tamlynwrap.com	
Home Builders Portal25 281.832.2276 www.homebuildersportal.com	Thomas Garage Door.2 713.725.8787 www.jthomasdoor.com	

HOUSTON BUILDER, OCTOBER 2016, VOLUME 29, ISSUE 10

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

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

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

For display advertising contact the Publisher at (832) 215-7232 or bfieldmann@ghba.org.

Postmaster: Send address changes to HOUSTON BUILDER, 9511 West Sam Houston Parkway North, Houston, TX 77064.



Acme Brick Is Your Source for Quality Outdoor Living Products.

You know that fire pits, fireplaces and kitchens are among homebuyers' most sought-after features for outdoor spaces. You know the right outdoor amenities can help close the deal on a home sale. But do you know just how well your local Acme Brick showroom can fulfill your outdoor product needs?

From top-quality outdoor kitchen grill units and full kitchens to stand alone systems, Acme is your source. And, for beautiful custom outdoor fireplaces and fire pits, and accessories count on Acme to have the products you need – to be your convenient single source for a full range of quality outdoor products at many price points. The expertise of our sales professionals is a bonus.

We sell the products that help you sell homes. Please visit your local showroom soon and see for yourself just how great an outdoor resource Acme Brick can be.

For more information please visit www.brick.com



Since 1891, the best thing to have around your house.