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# **HOUSTON**

The Official Magazine of the Greater Houston Builders Association

September 2019 | Volume 32 | Number 09

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StrucSure Home Warranty, a 2019 GHBA Pinnacle Partner, is a longtime supporter of the Sunbelt Builders Show and the Texas homebuilding community. Thank you to all who attended this important industry event and congratulations to all of the local Star Award winners!

Pictured: The StrucSure Home Warranty team with keynote speaker Rob Van Winkle of DIY Network's "The Vanilla Ice Project." pg 25

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#### **Greater Houston Builders Association Mission**

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

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#### 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.



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By GHBA President JOHN WILLIAMS, K. Hovnanian Homes

# Give this Article to a Kid You Want to Help

ur nation continues a great economic boom. We have historically low unemployment, the stock market is at record highs, and yet many of today's youth entering the workforce are just surviving instead of thriving. There are a combination of issues fueling this crisis—and homebuilders want to help solve it.

When I was growing up, there was a strong national message that going to college was the only way to be successful. Everyone needed to go or you were a loser.

This message overshadowed the reality that, for many, they would also dig a deep financial debt that would burden them for years to come. I've been astounded to learn more about how bad this burden has become.

A recent *Bloomberg Businessweek* analysis found that because of the skyrocketing costs of continuing education, most U.S. student loan borrowers are stretching out their loan payoff to avoid astronomical monthly payments. As a group, loan borrowers are now paying down about 1% of their federal debt each year. At this rate, some will actually owe more money after two years of minimum



payments. In addition, it may take up to 100 years to pay it off.

To complicate things further, many college graduates learn that a degree doesn't guarantee a fruitful career and while school has prepared them for many things, few young people understand what it costs to live on their own.

A "living wage" calculator was developed by academics at Massachusetts

Institute of Technology (MIT) to estimate the cost of living in your community or region based on typical expenses. The tool helps individuals, communities, and employers determine a local wage rate that allows residents to meet minimum standards of living.

Continued on next page >>>







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For Harris County, the living wage for an individual without student loan payments was almost \$25,000. That amount doesn't include student loan payments, happy hour with friends, cable TV, the newest iPhone, or countless other things many of today's youth consider "necessities."

Many students find it difficult to get a job in their field of education and wind up looking for entry level work just like those without degrees and the corresponding starting salaries fall far short of the living wage.

The minimum wage in Texas is \$7.25 an hour. Working 40 hours a week would total \$15,080 per year before taxes.

This is about half what an individual with an average amount of student loans would need just to make a living wage. The addition of the student loan burden could easily be avoided if our youth chose a career that didn't require a degree.

Fortunately, there are many high paying opportunities readily available in the construction field.

Texas has four of the top 10 housing markets in the state and the industry continues to suffer from a shortage of construction workers and professionals. Many high-paying jobs go unfilled as our youth do not understand the missed opportunities. We need a clear and unified message to them to take a harder look at a career in construction.

Keeping in mind some of the numbers from earlier, construction salaries should sound very enticing. According to statistics pulled from Indeed.com on jobs recently placed in the greater Houston area, a plumber makes about \$58K a year, an electrician makes about \$52K a year, an HVAC technician makes about \$55K a year, and a construction manager pulls in \$80K+ a year.

These salaries are readily available for people who want to learn a skilled

trade and create a great life for themselves. Many in construction will tell you these numbers actually look like pretty conservative estimates. With some experience and career development advice, many can go on to start companies of their own and the earning potential has no limits.

The GHBA wants to help the construction labor shortage and get more kids involved in bright futures in construction. We support several initiatives to do so, such as: the Jones Academy, the Scholarship Program, and even helping to start Houston's first Home Builders Institute in Acres Homes.

I encourage you to rip this article out and give it to a kid who needs direction. Help them create a bright future in construction. If they are looking for a job or additional resources, the members of the GHBA will be here to support them.

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## New State Laws Effective September 1



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

he 86th Texas Legislature has come to a close with hundreds of bills signed into law. Here are three that should be on your radar as a Texas homebuilding professional.

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

Examples of some mandates include: masonry ordinances, restricting to one type of insulation and mandating one specific pipe or tubing be used.

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

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

House Bill 1743 by Representative Tracy O. King (D-Uvalde) will lower the number of years that the agriculture and timber land roll-back (or claw back) tax is due following a change in land use designation from five years to three years and lowers the interest rate owed from 7% to 5%.

These taxes are owed when the use of land previously appraised as agricultural land changes. This bill will provide substantial property tax relief and reduce the burden of the overly punitive agriculture



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exemption roll-back tax on Texas landowners, builders, developers and businesses.

**House Bill 852** by Representative Justin Holland (R-Rockwall) will prohibit a municipality from considering the value of a residential dwelling or the cost of constructing or improving the dwelling in determining the amount of a related building permit or inspection fee.

It will also prohibit cities from requiring the disclosure of information related to the value of or cost of constructing or improving a dwelling as a condition of obtaining a building permit, except as required by the Federal Emergency Management Agency for participation in the National Flood Insurance Program.

Although Texas Supreme Court precedent already states that fees can only cover the cost of providing a service and may not generate revenue, many cities use construction fees for other services and to make up gaps in their budgets. This bill will bring greater fairness to the

distribution of the fee burden and reduce the amount of unnecessary fees that builders and remodelers incur.

This bill was effective immediately on May 21 after it was signed into law.

## City of Houston Announces Green Infrastructure Incentives

Last summer, the GHBA along with other development and community stakeholders were invited to participate and contribute in the process to develop the City of Houston's Green Stormwater Incentives to encourage the use of green stormwater infrastructure in development within the City.

According to the Environmental Protection Agency (EPA), green stormwater infrastructure (GSI) is designed to mimic nature and capture rainwater where it falls. Green infrastructure reduces and treats stormwater at





its source while also providing multiple community benefits such as reducing localized flooding, improving community aesthetics, improving economic health by increasing property values and decreasing the economic and community impacts of flooding.

These techniques can include using biofiltration, rain gardens, vegetated filter strips, porous pavements, rainwater harvesting, urban forests and other strategies to manage near where the rain falls.

After a yearlong study, the report published by the City of Houston recommends four incentives to encourage the use of green infrastructure by the private sector. The incentives are:

1. Integrated GSI Development Rules: The City will adopt rules that harmonize parking, landscaping, open space, drainage design, detention design and stormwater quality design requirements.

- **2. Property Tax Abatements:** The City will defer or reduce property tax bills for developers who use GSI in their projects.
- **3. Award and Recognition Program:** The City will recognize and award developers who use GSI.
- **4. Increased Permitting Process Certainty and Speed:** The City will provide a fee-based, more consistent and faster plan review process, with lower fees associated with projects that use GSI.

While the GHBA is supportive of the City's proposed Green Stormwater Incentives for encouraging the use of green and low impact development practices, we only support these as an option for a developer's use and not a requirement.







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ome to four of the top 10 fastest growing cities in the country, the Texas homebuilding market continues to heat up. One challenge homebuilders face in this hot market is how to maintain capital to build new homes now while also securing lots for future development.

In today's lending environment, the requirements for a traditional financing structure can stretch a company's capital resources and balance sheet to the limit. A non-traditional financing option called lot banking assists homebuilders in securing prime locations in sought-after developments while managing cash flow.

Residential lot banking was born out of the recession of 2008 when bellwether banks were falling like dominoes, and those banks that survived faced greater governmental scrutiny than ever before. Investing in residential real estate was not the safe investment it once was, and homebuilders struggled to secure the money needed to complete projects.

This alternative way of financing developers and homebuilders gave rise

to opportunity for investors looking to get into real estate investment and to homebuilders who needed help financing new projects.

For instance, a homebuilder seeking a position in a master-planned community needs to secure 50 lots in a new section but will only build on a handful at a time. The builder needs capital on hand to build, and also needs to secure the additional lots for future growth.

That's where lot banking comes in. A lot bank purchases the extra lots so the homebuilder can buy them back as

needed at a certain interest rate. This frees up the homebuilder's capital to build homes while ensuring they have inventory on hand for the next phase of building.

"To keep up with demand and grow their businesses, homebuilders are scrambling to secure lots as quickly as they can," said Philip Guyton, director at CBA Land Capital. "Mid-size homebuilders can find themselves in a bind if they commit too much capital on lots and do not have the equity to borrow money for building. On the other hand, larger, publicly traded homebuilding companies need large



**ABOUT THE AUTHOR:** Paul Connor, principal and founder of CBA Land Capital, has nearly 20 years of real estate investment expertise. He managed more than \$600 million in real estate assets during his tenure at Senterra LLC and McAlister Investments. Earlier this year, Connor founded CBA Land Capital, which works with residential developers and homebuilders primarily in south-central Texas to assist and provide capital structures allowing for acquisition and development of land and lots. The team's understanding

and knowledge of land development, local market conditions and capital markets provides a unique combination of skills to assist with structuring a project. For more information, please call 281-602-0600 or visit www.CBALandCapital.com.



amounts of lots on hand to show analysts they have inventory to last the next 24 to 36 months and are therefore in a secure place financially. Lot banking can help ease the financial strain for each unique business."

Last year, Texas boasted the largest increase in additional housing units in the U.S. with 1.1 million. Houston homebuilder Grand Dominion Homes is looking to fully capitalize on the opportunities this market presents by staking a claim in Lago Mar, a 2,033-acre master-planned community in Texas City. At completion, Lago Mar will have approximately 4,000 homes.

"Lot banking has allowed Grand Dominion Homes to invest in the growing community of Lago Mar without dampening our expansion goals for the company," said Christian Sommer, president and CEO, at Grand Dominion Homes. "We could not have secured these lots through traditional financing, but this method enables us to grow and use our capital wisely."

With the ongoing housing demand in Texas and Houston, specifically, lot banking will continue to provide growing businesses with a beneficial alternative to traditional financing.

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# Military Veteran Receives Keys to Mortgage-Free Home

GHBA JOINS THE HOWARD HUGHES CORP AND OPERATION FINALLY HOME AT KEY PRESENTATION IN THE WOODLANDS HILLS

U.S. Army Sergeant Roland Sengstock and his family joined representatives from Operation FINALLY HOME (OFH), Century Communities, The Howard Hughes Corporation and The Woodlands Corp., Greater Houston Builders Association (GHBA) and the Houston Texans recently to celebrate the dedication of their new mortgage-free home in The Woodlands Hills. It was the 165th home dedication for deserving veterans through Operation Finally Home.

OFH is a nonpartisan/nonprofit 501(c)(3) organization that provides homes and home modifications to America's military heroes and the widows of the fallen who have sacrificed so much to defend our freedoms and values. OFH also an official charity of the GHBA.

Additionally, The Woodlands Hills community, joined by Houston Texans cheerleaders and representatives from the Patriot Guard Riders, gathered to welcome Roland and his family to their new home. The special dedication ceremony included comments from members of the build team, Houston Texans ambassador Steve McKinney; Tim Welbes, president of The Woodlands Corp; and the Sengstock family.



**PHOTO ABOVE:** The Sengstock family receives the keys to their new home in The Woodlands Hills.



Following a ribbon cutting, the Sengstocks received the keys and toured their completed home for the first time. The family was also surprised to see a fully stocked pantry thanks to donations from the build team and community. Roland expressed his gratitude for the generosity of all who made this project possible.

"I feel so blessed to have the support of these selfless organizations," said Roland. "I will never be able to fully express my gratitude. Thank you to everyone who has made this day happen."

"It's such a blessing to see communities come together to give back to our nation's heroes," said Dan Wallrath, Operation FINALLY HOME founder. "We're honored to welcome Sergeant Sengstock and his family to their new home." In December 2018, the Sengstocks were surprised with the news they were receiving a custom-built, mortgage-free home during a Houston Texans game. Fans participated in "The Last Fan Standing" contest where everyone in the stadium was asked to stand in order to win prizes. Ultimately, Roland was the last one standing and was asked to come down to the field to learn what he had won. During the third quarter, he and his family were on the field when his Mystery Prize was revealed—a custom-built, mortgage-free home from Operation FINALLY HOME.

#### ABOUT U.S. ARMY SGT ROLAND SENGSTOCK

U.S. Army SGT Roland Sengstock spent his early years in Wisconsin and then moved to a Native American reservation in Arizona and attended multiple schools. Following high school graduation, he earned his electrical wire diploma and then entered the military based in Fort Benning, Georgia in 2002.

Following basic training, Sengstock moved to the main base in Oahu, Hawaii, and within a year, was deployed to Irag, where he took on Quick Reaction Force (QRF) duties. His unit became the most movable unit in a warzone since the Vietnam War, and he spent his deployment searching Iraq in pursuit of combat. He experienced trauma when a 500-pound bomb knocked him unconscious and a helicopter crashed in a nearby camp. Sengstock was redeployed in 2007 to Kunar Province in Afghanistan, stationed in "the worst place on earth," coined by TIME Magazine for its notoriety as "IED Road." During this deployment, Sengstock experienced countless firefights and gruesome missions resulting in combat stress.

During back to back 15-month deployments to Iraq and Afghanistan as an infantry grunt on the front lines, battle fatigue set in. Sengstock suffers from post-traumatic stress, traumatic brain injury, degenerative disc disease, facial disfigurement, allergies and migraines. For his admirable service, Sengstock received awards including a Combat Infantry Badge, two Navy and Marine Achievement Medals, NATO Medal, Meritorious Unit Commendation, Army Good Conduct Medal, National Defense Service Medal and more.

After eight years of service, Sengstock was honorably discharged and resides in Mesa, Arizona. He works as a security guard officer and helps veterans from all wars at the Mesa Vet Center. In addition, Sengstock gained an associate degree from Mesa Community College and is pursuing a computer science degree.

When stationed in Hawaii, he met and married his wife, Anne, who helped him transition to civilian life. Together, they have three children, and they are looking forward to being closer to family in Houston, Texas.

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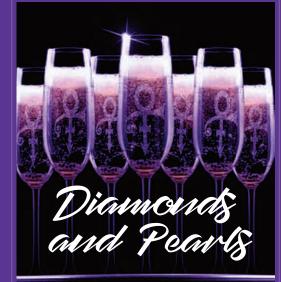
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## GHBA Congratulates Local Star Award Winners

he Texas Association of Builders (TAB) announced and presented the 2019 Star Awards winners on August 8 at the Gaylord Texan in Grapevine, Texas. The highly-coveted Star Awards are given annually in conjunction with the Sunbelt Builders Show™ to recognize excellence in all areas of the home building industry. A record 575 entries were judged by a distinguished panel of industry experts from across the nation.

The only statewide tribute to excellence in the home building industry, the annual Star Awards showcase the outstanding work of builders, remodelers, architects, designers, and sales, marketing, and construction professionals in Texas.





#### 2019 Grand Awards:

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#### Winners by Company:

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Custom Builder - Best Promotional Video Remodeler - Best Historic Renovation, Beverly

#### **ASHTON GRAY DEVELOPMENT**

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#### **ASHWOOD DESIGNS & CUSTOM HOMES**

Remodeler - Best Website www.ashwooddesigns.com Best Bathroom Renovation (\$60K – \$75K), West University Best Kitchen Renovation (\$65K – \$75K), Grennoch Best Whole House Renovation (\$175K – \$250K), Grennoch Best Whole House Renovation (\$450K – \$500K), West University

#### **CASON GRAYE HOMES**

Custom Builder - Best Website – www.casongrayehomes.com Best Overall Interior Design (\$1M –\$1.25M)

#### **CHAIRMA DESIGN GROUP**

Best Kitchen Renovation (\$125K – \$175K), Fern Court Re-imagined Best Kitchen Renovation (Over \$300K), Glamorous

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## CHAIRMA DESIGN GROUP & SNELLER CUSTOM HOMES AND REMODELING

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#### CHARANZA CONTRACTING INC.

Best Kitchen Renovation (\$100K – \$125K), Spring Branch

#### **EMPIRE COMMUNITIES**

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#### HANN BUILDERS/HOBBS INK/ COLLABORATIVE DESIGN

Best New Custom Home (\$775K - \$1M)

#### HANN BUILDERS/ HOBBS INK

Best Architectural Design (\$775K – \$1M), Lakeside living

#### **JAMESTOWN ESTATE HOMES**

Best Master Bathroom (\$1.25M – \$1.5M), Surrey Oaks

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Best Overall Community 200 Acres or More

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#### **KEECHI CREEK BUILDERS**

Best Kitchen Renovation (\$40K – \$55K), Pecan Loop

#### LEGAL EAGLE CONTRACTORS CO.

Best Specialty Room, The Driscoll Elevator

#### **MEMORY BUILDERS**

Best Bathroom Renovation (\$40K – \$50K), 12th Street

#### **NEEZO STUDIOS**

Best Promotional Video, WestGate Luxury Condominiums

#### **ON POINT CUSTOM HOMES**

Best Master Bathroom (\$500K - \$775K), **Briargrove Transitional** Best Master Bedroom (Under \$350K), Montrose Modern Farmhouse Best Overall Interior Design (\$500K - \$775K), Bellaire Modern Best Architectural Design, Attached Home (Under \$350K), Montrose Modern Best Email Message, Bringing Together Modern Farmhouse Best Special Promotion, Morning with Santa Best Overall Interior Design, Attached Home (Under \$350K), Montrose Modern Farmhouse

#### **PAMELA HOPE DESIGNS & LBJ CONSTRUCTION**

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Best New Custom Home (\$2M - \$3M) Best Social Media Marketing Program

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Best Outdoor Living Space (\$65K - \$85K), **Emerald** 

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#### **TEXAS ELITE CUSTOM HOMES**

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

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

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

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



Happy Hour for Home Aid!

Vote for HomeAid Houston



JOIN US AS WE CELEBRATE BEING FEATURED AS ONE OF OKRA Charity Saloon's September Charities

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Gather a group for happy hour to sip and nosh, all for the benefit of HomeAid Houston!





Every food or beverage purchase qualifies for one ticket to cast a vote.



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Plan your happy hour! STEP 1

Email krobbins@homeaidhouston.org with your September date.

STEP 2 Check in on your favorite social network! Check in onsite at OKRA and use the hashtag #HappyHourforHomeAid!



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STEP **7** Vote anytime from 4pm to close!

Make sure your post settings are set to public. We will do a drawing in October to recognize one lucky social media guru!



Building new lives for Houston's homeless families and individuals through housing and community outreach.





StrucSure Home Warranty was proud to be a Presenting Sponsor for the tenth consecutive year, and one of more than 200 exhibitors who welcomed over 2,300 Texas builders, remodelers, and developers to Grapevine for this year's Sunbelt Builders Show. Sunbelt has continued to cultivate lasting relationships for many over the years, and we are honored to be a part of the Texas homebuilding community and this important industry event. If we didn't see you at this year's show, we look forward to seeing you in 2020 for the show's 20th year celebration!

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#### **EXCELLENCE UNDER 45 AWARD**

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Keynote speaker, Rob Van Winkle, performs his 90's anthem, "Ice Ice Baby" to the delight of show attendees.



The Builders' Bash concert featuring The Bellamy Brothers benefiting the Texas Builders Foundation. With StrucSure Home Warranty's D'Ann Brown, Tiffany Acree, Jerry Thompson, CEO and Scott Whisenant.



Congratulations to all of our amazing Star Award and Excellence Under 45 Award winners!

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**THANK YOU TO: Sherwin Williams Paint**  Craps Table Sponsor: SOLD OUT!

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#### nsor: SOLD!

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THE BUILDER/DEVELOPER TEAM



Setting a Higher Standard







hesmar Homes has reset the bar when it comes to acquiring donated materials, labor and services for the construction of a GHBA Benefit Home. Chesmar's Benefit Homes team recruited nearly 80 vendors, suppliers and trades to team with Chesmar on construction of its Mesquite Plan in NorthGrove, a Toll Brothers community. This is Chesmar's sixth Benefit Home. Toll Brothers donated the homesite.

Proceeds from the sale of the home go to HomeAid Houston and Operation Finally Home.

The Chesmar BHP team includes David Ebarb, vice president of purchasing; Dan Toth, purchasing; Ben Cook, construction manager; Steve Smith, vice president of construction/operations north and team leader; and Scott Merovitch, city president/Houston.

Representatives from many of these companies were on-hand for a Vendor Appreciation Luncheon held at The Retreat, the NorthGrove community center. Guests were treated to a barbecue buffet that was sponsored for the 14th year by Allpoints Surveying Group, with Jeff Solomon and Kendall McDermott overseeing the lunch.

Representatives from the charities, the GHBA and the builder/developer teams showed their appreciation of the record donations by saying a few words. Speakers were Casey Morgan with GHBA; David Assid with Toll Brothers; Scott Merovitch with Chesmar; Lee Kirgan with Operation Finally Home; Carole Brady with HomeAid Houston; and guest speaker from Gracewood, an agency who has partnered with HomeAid on several projects, Jenny Rice Cotton.

Jenny addressed the crowd of nearly 60 people by sharing Gracewood's appreciation for the donations and

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

**OUR CHARITIES** 







#### **BENEFIT HOMES PROJECT—"A HOME FOR GOOD"**

commitment of the Benefit Homes vendors. She also read a letter written by a mother who is working her way toward rebuilding her life while living in one of the many cottages built by HomeAid.

"Chesmar Homes has enjoyed participating as builder captain for the GHBA Benefit Homes charity fundraiser every one of our six years," said Scott Merovitch. "It's such a tremendous opportunity to be able to provide funding to two outstanding organizations like HomeAid Houston and Operation Finally Home, through the construction and sale of this new Chesmar home. We are extremely grateful to all of our vendors, suppliers, and trade base that generously gave financially towards this project."

The home recently sold to area school teachers, Scott and Melissa Reid.

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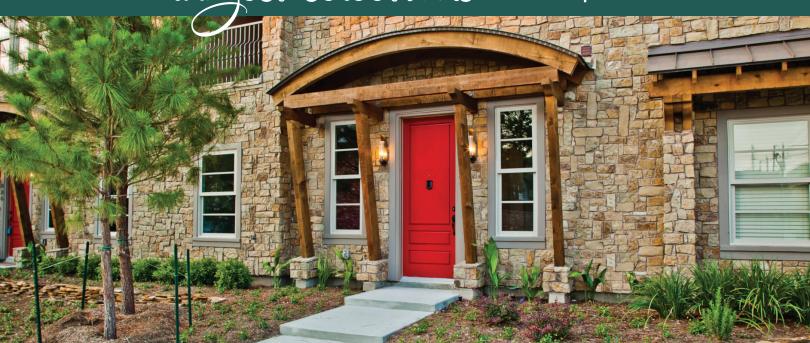
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#### **MORE INFO:**

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



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## LEGENDS ARCHITECTURAL STONE STANDS ON U.S. MARINE CORPS PILLARS

At Legends Architectural Stone, customer service starts from the word "go," according to Pat Wilson, president. "Integrity and customer service are paramount in all facets of our business," he added.

Wilson and his partner Jimmie Morris have more than 30 years of combined experience in the architectural stone business. They started the company in 2013.

Having served honorably in the U.S. Marine Corps together, they designed Legends Stone to mirror the core values they learned in the Marines, especially the three pillars of honor, courage, and commitment. They continue to recognize those who serve others, offering discounts to active military, veterans and first responders.

"Communication is key to customer service. There's a lot of emotion tied to buying or renovating a home. We want to ensure our clients are well informed about the variations within our products to minimize any surprises or a 'buyer letdown.' Each and every experience is important," Wilson continued.

Legends Architectural Stone customers are custom and production home builders, architects, general contractors, masons, designers, landscapers and pool builders. These customers use its products for exterior elevations, interior accent walls, summer kitchens, landscaping, retaining walls, fireplaces, outdoor living and driveways. In addition, Legends provides cast stone services for balustrades, columns, ornate window trimming, custom door entries, column caps and more.

"Sometimes natural stone is not the answer, so we offer several brands of manufactured stone, such as cultured stone, creative mines, and more. Legends also offers several lines of residential/commercial and reclaimed brick," Wilson added.

Legends is truly a "one-stop shop" because it offers masonry accessories, such as mortar, lintels, steel fabrication, cleaners, and its own brand of stucco products. Legends also provides a full landscape package of decorative gravels, edge stone, flagstone, accent boulders, pavers and retaining wall systems.

Wilson said Legends Architectural Stone buys directly from selected quarries domestically and globally. In fact, he visits the quarries once or twice a year to select the raw product himself. In addition, Legends offers stone fabrication services for specialty products, such as fireplace mantles, door entries, cladding and columns.

As the operations guy in the company, Wilson said he is very detail oriented. "I dot every 'i' and cross every 't.' That's the U.S. Marine in me."

Joining during the week of invasion of the Iraq War (January 1991), Wilson spent 10 years on active duty and then another year in the Reserves, assigned to Marine Corps Security Forces, Motor Transport and Logistics and various administrative duties. He continues to use daily the logistics skills he learned while managing missions and unit deployments while serving as a U.S. Marine.

Recognizing other veterans, Legends Architectural Stone proudly supports Operation Finally Home, a nonprofit organization that works to help rebuild the lives of severely wounded or disabled veterans or widows of the fallen by donating homes that are mortgage-free and custom-built.

















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- · 20 tickets to event

#### Bunk House Sponsor - \$1500 (Exclusive)

- · Signage on Judges Tent
- Company name on judges and team shirts & on All Sponsors Banner\*
- Listed on event marketing materials, in Houston Builder Magazine & Online Events Calendar
- 15 tickets to event

#### Hitch Post Sponsor - \$1500 (Exclusive)

- Signage at front entrance & on the border fencing
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- Listed on event marketing materials, in Houston Builder Magazine & Online Events Calendar
- 15 tickets to event

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- 10 tickets to event

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- · Banner on Ice Trailer
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# China is Slowing and It's Their Fault

ver the last several years, the economic data coming out of China has not been particularly good. GDP growth in 19Q2 was 6.2%, a three-decade low.

While the Chinese publicly say that the trade war with the U.S. and global slowing are the culprits and that 6.2% is not bad for a middle-income nation, the weakening growth is a sign of a much more serious problem.

In short, despite, or more accurately because of the policies pursued by President Xi, China will, like most nations, fail to make the leap from middle-income to wealthy, and in the process will fail to overtake the U.S. as the globe's largest economy.

To begin with, official data overestimates true growth. A recent paper that looked at real Chinese economic activity by drilling down to tangible visible variables, such as electricity consumption and port activity, found that growth between 2010 and 2016 was about 20% slower than what was reported.

As a result, Chinese GDP is not \$14 trillion, but closer to \$11.5 trillion, and thus per capita GDP is about \$8,300 not \$10,000, a big difference. For purposes of comparison, U.S. per capita GDP is about \$62,000, in Japan it is about \$40,000 and in Mexico it is about \$10,000.

In addition, Chinese growth at this stage of their economic development

is not keeping up with the growth patterns of Japan, South Korea and Taiwan, the economies China is most trying to emulate. Those nations all experienced many decades of superfast growth and only began to slow as they approached developed nation status—the 1970s for Japan, and the late 1980s and early 1990s for the others.

By contrast, China's growth rate has been consistently below that of the trio above at similar stages of development.

For example, when Taiwan's per capita income was where China's is today, Taiwan kept growing at 7.5% for another decade while South Korea grew at 6.3%. China will soon have a hard time keeping growth much above 5%.

This slowdown is the result of China's commitment to state control over the economy. Making matters worse, since about 2005, the government has tightened its control over the sectors of the economy it considers militarily or economically strategic. As a result, competition in those areas has decreased and productivity and economic growth have slowed.

Another reason for slipping growth is an over-reliance on debt to stimulate the economy whenever growth slows. As a result, the Chinese debt-to-GDP ratio is three times higher than that of its east Asian peers at similar stages of development.

This huge debt overhang not only limits the use of fiscal policy in the future but is compounded by an over-reliance on infrastructure spending. Decades ago, when roads were bad and housing was drastically substandard it made sense, but no longer. As a result, the return on capital has plummeted from almost 20% in 2007 to 8.4% in 2017.

In closing, think about it this way. If GDP growth in China averages 6% in the 2020s, 5% in the 2030s, 4% in the 2040s, and 3% in the 2050s, by 2060 China's economy will be 50% bigger than ours.

But if, as is more likely given the problems just discussed and given irreversible demographic trends resulting from the now discarded one baby policy, Chinese growth is just one percentage point/decade lower (thus averaging 5% growth in the 2020s, 4% in the 2030s, 3% in the 2040s, and 2% in the 2050s), China will, at best, come close to catching the U.S. And as their population is four times larger, they will forever remain a relatively poor nation.



Article by Elliot Eisenberg, Ph.D., president of GraphsandLaughs LLC. His daily economics and

policy blog can be found at www.econ70.com.

#### THE 2019 HOMEAID HOUSTON PROJECT PLAYHOUSE

BY SATTERFIELD & PONTIKES CONSTRUCTION AND NEWBERRY ARCHITECTURE



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## Winners of Project Playhouse Receive Key at Minute Maid Park







The Rangel family was cheered on by thousands of Houston Astros fans as they were presented the ceremonial key to the 2019 HomeAid Houston Project Playhouse, named The Toy Box Playhouse, on the field prior to the Astros vs. Angels game on July 7. This whimsical creation was designed by Newberry Architecture and constructed by Satterfield & Pontikes.

This is the 13th anniversary of HomeAid's Project Playhouse, a fundraiser that builds hope and homes for Houston's homeless community. Project Playhouse raised nearly \$100,000 for HomeAid's mission, to build new lives for homeless families and individuals through housing and community outreach. Claudia Tax, design associate with Newberry drew the winning ticket. HomeAid partners every year with the Houston Astros and the Astros Foundation on this charity fundraiser.

Newberry's design included a number of play areas such as a rock climbing wall, a TV and desk area with a mini fridge, a painting and chalkboard station, and a Minute Maid juice bar area for kids to "sell" juices. There was also a loft above with a play—net that can be accessed by a built—in ladder or the rock climbing wall. The exterior featured a slide that is accessible from the interior loft. The Toy Box Playhouse also included air conditioning and interior/exterior decor that enhances the amenities.

"The months leading up to the drawing of the playhouse winner and the key presentation was an incredible run for the whole Project Playhouse team," said Patrick Mayhan, president of HomeAid Houston. "The unique design and all of the interactive features generated a load of excitement at every game it was

displayed. We can't thank the Astros, the Astros Foundation and the entire design/construction team enough for creating such a memorable year."

Numerous vendors and suppliers came together to donate materials and services to help in the construction. These companies included R.B. Hash, Chavez Carpentry, Gonzales Electric, Trifection, The Sherwin–Williams Co., Bamex Painting, Greco Structures, Marvin Windows and Doors, and Mirror Gallery, among others.

The Toy Box Playhouse team included from S&P: Nic Flannery, Alex Pontikes, Adam Butler, Robert Pleasants, Dan Bihn, and Jim Muska. From Newberry were Ken Newberry, Hana Abuelaish, Diane Eberly, Claudia Tax, Marshall Stewart, Brooke Brodlowicz, Aleks Ramiz, Gabriela Espinosa, Erick Morales, and Michelle Fuentes.

Joining Pontikes in presenting the key were Diane Eberly, Newberry Architecture; John Williams, GHBA president; Kendall McDermott, Allpoints Surveying; Patrick Mayhan, HomeAid president and Carole Brady, HomeAid executive director.

"Gathering members of the Playhouse team together on the field was the perfect way to celebrate another successful year for Project Playhouse," said Carole Brady. "It brought the entire Playhouse team together to honor the builders, sponsors, vendors and volunteers who made this a World Series success. A huge thank you to the Astros, the Astros Foundation, Satterfield & Pontikes and Newberry Architecture!"

# hewbeginnings

# 2019 HALO Luncheon

Friday, November 1st

The Westin | Memorial City

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TRENDMAKER HOMES

## **LEGACY TABLE HOSTS**

ALLPOINTS SURVEYING BMC EHRA ENGINEERING

THE POINDEXTER GROUP OF OPPENHEIMER & CO. NEWLAND COMMUNITIES NEWMARK HOMES

# CORNERSTONE TABLE HOSTS

AIRIA DEVELOPMENT CO.
ALLEN BOONE HUMPHRIES
ROBINSON LLP
ASHTON WOODS
CENTERPOINT ENERGY
CHESMAR HOMES
COLINA HOMES
LISA GENTRY
INFRAMARK, LLC
METROSTUDY
MOODY BANK
THE SHERWIN-WILLIAMS CO.

THE SIGNORELLI COMPANY



# HomeAid Invites You to OKRA Charity Saloon

"WHERE THE FUN IS IN FUN-DRAISING"

HomeAid was recently honored by being selected as one of four charities to compete for funds at OKRA Charity Saloon in downtown Houston. Beginning September 1, HomeAid will be showcasing a display that depicts HomeAid's mission "to build new lives for homeless families and individuals through housing and community outreach." Three other charities will compete for funds with their own displays.

For each drink or food item purchased during Happy Hour until closing, guests receive a ticket for one vote to cast that evening for their favorite charity. The charity with the most votes at the end of September receives the next month's proceeds. Since 2011, OKRA Charity Saloon has raised \$1,253,247.45 for local charities.

The OKRA Charity Saloon, located at Congress and Main is a historic venue originally opened in 1882 as the Original Casino Saloon and remained open until Prohibition. The building has also been home to a barber shop and a jazz club. The oval—shaped bar is accented by exposed brick walls with gas light fixtures. The original circle arch and barrel vault ceilings are still intact today.

"We invite our supporters and their friends and family to spend a fun and unique evening raising awareness about who we are and what we do," said Patrick Mayhan, president of HomeAid. "Your vote will also raise valuable funds that will go toward our upcoming projects. It will be a month—long opportunity that could make a difference in the lives of those we serve."

OKRA stands for Organized Kollaboration on Restaurant Affairs. The concept was created by a group of restaurant and bar owners in Houston who recognized a need for a public voice for independent businesses in the industry. The idea was to pursue community and charitable initiatives in the city.

Plan your happy hour! Email krobbins@homeaidhouston.org with your September date.Vote anytime from 4pm to close. Then check in on your favorite social network with hashtag #HappyHourforHomeAid. (Make sure your post settings are set to public. A drawing in October will recognize one lucky social media guru!)

# **EXAMPLES OF PAST CHARITY PROCEEDS:**

2019 - Pup Squad Animal Rescue - \$9,309.17

2019 - re:MIND - \$9,317.13

2018 - Houston Ballet - \$16,306.18

2018 - A Chance to Bloom - \$14,123.52

2018 - The Children's Assessment Center - \$12,010.11

2017 - Direct Hope - \$17,309.18

2017 - The Women's Fund - \$15,820.82

2016 - Association for Women in Science - \$18,128.85

2016 - The Way Home Adoption - \$15,913.86

2016 - DePelchin Children's Center - \$13,050.99

17th Annual GHBA

# PRODUCT EXPO

October 17, Sam Houston Race Park Pavilion

A Custom Builders Council Event presented by BMC BUILDERS, REMODELERS & DEVELOPERS ATTEND FREE



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

# RESERVE YOUR BOOTH BEFORE THEY SELL OUT!

Booth Fee: \$950

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

Contact:

# **Donna Buenik**

281-664-1429; dbuenik@ghba.org

# **CUSTOMBUILDERS**

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THANK YOU TO OUR ADDITIONAL SPONSORS:

















• • • COMING SEPTEMBER 2019 • • •

# **2019-2021 TAB CONTRACTS**

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

# **Presenting Attorneys:**

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

# **SEMINAR SCHEDULE**

10:30 am - 12 noon Custom Builder Seminar

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

4 pm - 5 p.m. Remodeler Seminar

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

# **DON'T LOSE YOUR ACCESS!**

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

TAB recently updated the contracts for the current legislative session year 2019-2021. Every two years the contracts expire in order to adopt any new legislative changes that occur during session.

In order to access this member benefit, you must attend a contract seminar annually. Several sessions are conveniently available at the Product EXPO on October 17. If you do not attend a seminar, access will be denied as of October 18, 2019.

# THE CONTRACTS

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

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

# THE EXPO

Builders, remodelers and developers attend the EXPO for free to see the latest products and services. Builder attendees are eligible to win a vacation package and chances to win cash in the wildly popular Money Ball Horseracing Game. Complimentary food and bar tickets are available courtesy of our sponsors.

The EXPO is a "must do" event.



# **DESIGNATION COURSES**

(NAHB University of Housing Courses)

# Universal Design Build (\*2-day class)

# **GMB/GMR Designations Course**

**Instructor:** Dan Bawden, CGR, GMB, CAPS, CGP **Date:** Tuesday & Wednesday, September 10-11

Time: 9am to 5pm

Fee: \$465 members; \$675 non-members

**Content:** Universal Design/Build presents a shift in the approach to residential design and construction. Comfort and convenience regardless of age, stature or ability is the hallmark of inclusive design. Designers suppliers, builders, remodelers, social and health service providers will benefit from the creative design concepts and practices presented to develop market-driven projects that have broad aesthetic appeal as well as the necessary functional attributes.

Certified Aging-in-Place Specialist (CAPS) courses are not a pre-requisite and CAPS will find benefit by expanding into the broader spectrum of universal design that offers a much wider target audience.

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

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

# Continuing Education: 12 hours

The course counts as 12 CE hours for the following designations: CAPS, CGA, CGB, CGP, CGR, GMB, GMR, and Master CGP. It also counts as 6 CE hours for the CMP, CSP, Master CSP, and MIRM designations.

This course is qualified for: 12 HSW/LU Hours by AIA & 1.2 CEUs

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



**ACES Builders Warranty, Inc.** 

**Builders Post-Tension** 

CenterPoint Energy High Efficiency Homes Program

**Environments for Living, Topbuild Home Services** 

Fox Energy Specialists
Huber Engineered Woods

# EDUCATION PARTNERS

**Legends Architectural Stone** 

Milgard Windows & Doors

**Norbord Industries** 

**Perfection Supply** 

Roy O. Martin/Corrigan OSB, LLC

Sherwin-Williams Co.

**StrucSure Home Warranty** 

**Suncoast Post-Tension, Ltd.** 



# **GENERAL EDUCATION**

(Not for designations)

# **Roofing Seminar**

**ABC'S OF HOME BUILDING - A BUILDERS EDUCATION SERIES** Sponsored by: Rooftec

Instructor: Dave Yelovich, CGB, CGP Date: Tuesday, September 17

Time: 2pm to 4pm

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

Content: Roofing—it seems like a fairly simple topic but it can be tricky. A common source of warranty calls revolve around leaky roofs. The proper underlayment, the correct method to install fiberglass shingles, how valleys are done, how roof penetrations can be made water tight, proper venting techniques, and many other topics will be discussed. Other types of roofing systems will also be presented. This 2-hour presentation will give you the ability to recognize a quality roof job as it is going on as well as after it is complete.

# The Secrets of Staging

# STICKS & BRICKS OF SALES & MARKETING SERIES

Instructors: Mary Scalli, CEO/President, Simple Elegance

& Karen Budde, Simple Elegance Date: Wednesday, September 18

Time: 9am to 11am

Earlybird Fee: \$35 members; \$45 non-members After Sept 11: \$45 members; \$55 non-members

Content: Whether its detailing a car before placing it on the market or designing a website to best advertise your company, we all like to maximize our profitability by presenting the best versions of where we are investing. The same is true for our houses. So how do we do just that? Come learn the current buyer trends as well as how to attract different demographics. You'll also understand how staging can increase the equity in your investment and learn practical ways to maximize your house investment profitability.

# **Topics covered:**

- Current buyer trends in finishes, colors, flooring and tile
- Current design trends in furniture selection and accessories
- How to attract different demographics through staging
- How staging can increase the equity in your investment
- Practical application through hands-on activities

Who should attend? Home builders, interior designers, staging professionals, real estate brokers and agents.

# A Day with Dr. Joe Lstiburek

# "All About Attics, Raised Slabs/Crawl Spaces and Spray Foam Applications"

Date: Monday, September 23 Session 1: 9am to 11am Session 2: 12 noon to 2pm Session 3: 3pm to 5pm

Fee: \$50 per session members; \$75 per session non-members

Content: Back by popular demand! On Monday, September 23 the GHBA will bring you Dr. Joe Lstiburek live and in person. Dr. Joe Lstiburek is the #1 authority on building science and is known for diagnosing what ills modern homes. He will present three separate and unique sessions covering all things building science. Buy your tickets for one session or all three!

# Morning Session: 9am to 11am "THE NEW RAIN FOREST -ATTICS, VENTED & UNVENTED"

- Why do vented attics sweat more today than they did
- How do you construct a vented attic correctly?
- How do you construct an unvented attic correctly?
- How do you convert a vented attic into an unvented attic?
- How do you do this with spray foam?
- How do you do this without spray foam?

# Lunch Session: 12 noon to 2pm (lunch included) "ELEVATE YOUR EXPECTATIONS

- RAISED SLABS AND CRAWL SPACES" How do you construct a raised slab?
- How do you construct a vented crawl space?
- How do you construct an unvented crawl space?
- How do you install wood flooring over all of this?

# Afternoon Session: 3pm to 5pm

"STUCK ON YOU -

# SPRAY FOAM DONE CORRECTLY AND INCORRECTLY"

- How do you do walls and roofs with closed cell spray foam?
- How do you do walls and roofs with open cell spray foam?
- How not to do walls and roofs with closed cell spray foam?
- How not to do walls and roofs with open cell spray foam?



2019 Membership Chair D'ANN BROWN Strucsure Home Warranty

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

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

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

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

# **JULY SPIKE OF THE MONTH**

# **RICK PHILLIPS**

First United Bank Mortgage Group

# **JULY RETENTION SPIKE**

# **ALLEN LUSK**

**Texas American Title Company** 

# **WELCOME NEW MEMBERS** •

# **BUILDERS**

# **Blackacre Builders, LLC**

Will Seyer 4141 Southwest Freeway, Suite Houston, TX 77057 (713) 859-9397 will@blackacrebuilders.com

# **Dwell Design & Renovation LLC**

David Perry 39 N Provence Circle The Woodlands, TX 77382 (281) 541-9081 dwelldesign100@gmail.com

# **Grace and Gold Homes LLC**

Elroy Gold P.O. Box 130042 The Woodlands, TX 77393 (281) 705-4938 elroy@graceandgoldhomes.com

# **Harvard Homes**

Elisabeth Silva 1335 Sue Barnett Dr Houston, TX 77018 (281) 728-7456 vbbsholdings@outlook.com

# **Providence Custom Homes**

Mike Mitchell 2430 Chantilly Lane Conroe, TX 77384 (281) 772-4536 mikeprovidence@gmail.com

# Wahea Homes Inc.

Wayne West 9595 Six Pines Dr., Ste. 8210 The Woodlands, TX 77380 (808) 220-7277 info@waheahomes.com www.waheahomes.com

# **ASSOCIATES**

# **Action Landscaping**

Oscar Reves 1011 Williams Lake Richmond, TX 77469 (281) 498-1973 Reyes8325@gmail.com

# **CBA Land Capital LP**

**Paul Connor** 2450 Fondren Rd., Ste. 205 Houston, TX 77063 (713) 535-2250 paul@connorinv.com www.connorinv.com

# **Capital Consultants Management Corporation**

Athena Henrickson 2717 Commercial Center Blvd., Ste. E200 Katy, TX 77494 (346) 240-6422 ahenrickson@ccmcnet.com

# **Isokern Fireplaces by Earthcore**

Nicole Cartica 4125 Southerland Rd Houston, TX 77092 (713) 895-7595 ncartica@isokern.net

# Richard Grothues Designs, Inc.

**Richard Grothues** 9225 Katy Freeway, Ste. 103 Houston, TX 77024 (713) 449-9191 rick@rgrothuesdesigns.com

# **Trinity Title of Texas**

John Kulasa 2002 Timberloch #200 The Woodlands, TX 77380 (713) 819-8958 jkulasa@trinitytitletx.com www.trinitytitletx.com

# **MEMBERSHIP** DEPARTMENT

# **Westpark Communications**

Laura Baker 20475 SH 249, Ste. 100 Houston, TX 77070 (713) 785-3238 *lbaker@WestparkCom.net* www.WestparkCom.net

# **AFFILIATES**

**ASID-Scene One Interiors** 

Karen Black 7026 Old Katy Rd. Suite 109 Houston, TX 77024 (713) 895-8686 k.black@sceneoneinteriors.com

# **Houston Association** of Realtors- Century 21 Olympian

Donna Aron P.O. Box 980491 Houston, TX 77098 (713) 503-1293 msdonna659@aol.com

# **Houston Association of Realtors-Sapphire Realty**

Chandra Ware 13103 FM 1960 Rd W, Ste. 208 Houston, TX 77065 (832) 487-9493 homesbychandra@gmail.com

# **Houston Association of Realtors-Walzel Properties**

Jacqueline Lopes 8614 Westcove Circle Houston, TX 77064 (713) 806-2949 jacqui@jacquisoldit.com

# **MEMBERPROFILE**•

PREMIER GUTTER SOLUTIONS is a family-owned, full-service gutter installation company. Owners Titus Troyer and Matt Troyer are brothers with a combined 30+ years experience in the gutter industry.

Premier Gutter is committed to providing quality craftsmanship and dependable service with integrity on each and every project. We offer various gutter styles and sizes, including

standard K-style gutter and half round gutter, as well as quality leaf guard options.

Whether your project is big or small, we have the gutter solutions you need.

To learn more, visit www.mypremiergutters.com or contact Titus Troyer at 832-987-3626; info@mypremiergutters.com.



# MEMBERPROFILE . .



**GOBRAVURA** is a fast-growing manufacturer and wholesaler in Houston, Texas. Our focus is on frameless kitchen and bathroom cabinets and other advanced home products with high quality materials, durable construction and affordable prices. We have chosen trend-setting designs in hopes of teaming with Houston's most innovative builders, designers, and retailers.

We also focus on being engaging and enjoyable to work with, to ensure a long-lasting and trusting relationship

with all customers. Our goal is to win your preference as a go-to cabinet supplier.

As a new member of the GHBA, we are excited to meet new business partners and look forward to working together with all of you.

To learn more, visit gobravura.com or contact Vincent Pan at (443) 835-6812; vpan@gobravura.com.

# **MEMBERPROFILE...**

# **iSOLVED HCM**

Payroll + HR + Benefits + Time data, all in one platform that also delivers a better work life for your employees. You'll love having your important, commonly needed, mission-critical employee data available in one place. Your employees will love the tools that help them stay connected, share ideas, seek help, and collaborate.

iSolved is the perfect fit for small-to-mid-sized companies. We believe this size of company deserves one comprehensive human capital management solution to not only navigate today's business compliance maze, but to also efficiently handle complex workforce management needs.

To learn more, visit www.isolvedhcm.com or contact Mallory Wiseman, director of sales Texas, at 832-586-6444; mwiseman@isolvedhcm.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!

A & Cable Contractors, Inc.  ASID-Designs Anew Houston, LLC  ASID-Designs Anew Houston, LLC  ASID-Designs Anew Houston, LLC  Ascidin Window Coverings, Inc.  Alquimia, Inc.  Fulton Davenport  Alquimia, Inc.  Fulton Davenport  Amailey Plumbing, LLC  Americas Home Place  Americas Home Place  Americas Home Place  Americas Home Place  American Villas, LLC.  Alex Seven Belknap  Arrow Custom Homes, LLC  American Villas, LLC.  Mader Shirazi  Andersen Windows, Inc.  Arrow Custom Homes Inc  Bac Trace Plumbing Co.  Cliff Mountain  Sab Saour  Sab Saou	COMPANY	MEMBER NAME	JOIN DATE
Action Window Coverings, Inc.  Alaqueline Perry  Action Window Coverings, Inc.  Alaqueline Perry  Alaqueline, Perry  Alaqueline, Perry  Amaliey Plumbing, LLC  America's Home Place  America's Home Place  America's Home Place  America's Home Place  American Tradition Gustom Homes, LLC  American Villas, LLC.  Andersen Windows, Inc.  American Villas, LLC.  Andersen Windows, Inc.  American Villas, LLC.  Andersen Windows, Inc.  Arrow Custom Homes Inc  Bac Trac Plumbing Co.  Beazer Homes of Texas, LP  Beachmark Engineering Corporation  Blazer Building, Inc./ Blazer Building Texas, LLC  Beachmark Engineering Corporation  Blazer Building, Inc./ Blazer Building Texas, LLC  Builders Choice, Inc.  Builders Ghoice, Inc.  Builders Millance LLC  Chad Hall  Chad Ha	•	• •	1997
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Closet Factory  Cunningham Development Ltd  Chris Cunningham, CGB, CGP  2C  DECOR Builders Hardware Inc.  DIY/EMS LLC DBA DIY Custom Homes/ EMS Home Remodeling  Ducky Johnson Home Elevation LLC  Durango Doors of Houston  Jill Dragonetti  EHRA Engineering  Jim Russ  19  Earth Engineering, Inc.  Elron Construction, Inc.  Empire Communities  Wade Bradow  Entergy  Kelley Carson  Euclase Stone Company LLC  Junlei Du  Evans Cabinet Door Ltd.  Edward Rogers  Eyeon Integrated Systems  Flooring Services of Texas Design Gallery  Frox Energy Specialists  Frankel Building Group  Friendswood Development Company  Global Market Integration LLC  Bund Yokowich  Chris Cunningham, CGB, CGP, MCGP  20  Ensheng Zhuang  Abdon Mendez  Count Construction  Mario Delgado  Exterior Unspan Homes  Shawn Speer	Citizens Bank	Mark Sossaman	2018
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Higginbotham insurance Agency, Inc. Kick Dernehl 20			2016
Hallis Contain Hamas IIC			2010
			2018
Horace Homes LLC David Beck 20	Horace Homes LLC	navid Reck	2007

COMPANY	MEMBER NAME	JOIN DATE
HAR - Realty Kings Properties/	Patrick King	2018
LUV This Home Inc.	,	
HAR- HomesUSA.com, Inc.	Ben Caballero	2017
HAR-Keller Williams Signature Realty	Al Rincon	2015
Houston Habitat For Humanity, Inc.	Johnny Zaborowski	2013
Independent Bank	John Gonzales	2017
JWilliams Staffing Texas, LLC	CiAnn Blue	2010
Joe Swartz Electric Company, LTD	Marguerite Swartz	2018
K & N Builders Sales	Justin Hawes	2009
Kathy Andrews Interiors, Inc.	DW Greene	2016
Kohler Co	Alison Wilson	2011
L&B Limited, LLC	Lucas Brown	2016
Laird Investments, Inc.	Kirk Laird	2015
Langford Engineering Inc	Tim Hardin	2005
Loftech Homes, LLC	Jerry Alexander	2016
Lone Star Building & Construction Svcs. Inc.	,	1984
Loyd Russel Homes, LP	Steve Rudin	2001
Majestic AC	Rod Pine	2003
Materials Marketing Corporation	Doranne Frugoni-Baker	2012
Mel-Lo Development, LLC / Pace Homes Inc.	Lourel Jones	2014
Mitsubishi Electric Cooling & Heating	Erik Grav	2014
National Sign Plazas, Inc.	Steve Startzell	2002
Novatecture Design Group	Ray Barazandeh	2011
OnSight Industries LLC	Gene Sanderfield	2018
Partners in Building, LP	LaSaundra Jackson	1987
Perfection Supply	Carolyn Frusco Mohr	1986
Pioneer Bank	Susan Brooks	2013
Poulson Custom Homes	Dennis Gau	2003
Prosperity Bank	Jessica Chu	2015
Quest Design & Fabrication LLC	Lisa Hicks, CMP, MIRM	2015
Quintessa Homes of Texas, Inc	Jake Gopinath	2012
RAVE Electrical Service, LLC	Victor Mitosinka	2009
RCOT Construction Company	Stephen Cryan	2005
Radcliffe Bobbitt Adams Polley PLLC	Rita Rodriguez	2016
Reliant - an NRG Company	Brittney Williams	2014
Renewal By Andersen of Houston	Robert (Bob) Birner, CGP, CGR	2001
Robert L. Bradley & Associates, Inc.	Robert Bradley	1992
Rueby Homes, LLC	Robin Rueby	2018
Ryan Barrett Homes	Greg Stessel, GMB	2003
SMS Engineering	Steve Schilder PE	2017
SRG Stairs	Michael Rollins	2009
SSH Custom Homes LLC	Jason Hawthorne	2006
Sandcastle Homes, Inc.	Mike Dishberger, GMB	2000
Scholl Forest Industries, Inc.	Ward Scholl	2013
Smooth Move Services	Erin Edwards	2016
Sonderfan Custom Homes	Jeffrey Sonderfan	2018
Stewart Door LTD	Tom Walton	2014
Stiffel Homes LLC	Scott Stiffel	2008
Stone Meadow Homes	Greg Blume	2015
Sundance Const. LLC DBA Sundance Bldrs	John Payne	2004
Termeer Design Group, Inc	John Termeer	2000
Texas Concrete Placement, Inc.	Peter Eickstead	2018
Texas Farmhouse Homes, LLC	Sean Dunbar	2012
Texas New Mexico Power	Christine Couch	2017
The Muller Law Group, PLLC	Richard Muller	2015
Trinity Signature Homes	Clay Hudson	2013
Van De Wiele & Vogler, Inc.	Jeffrey Vogler	1998
Vejore.com	Michael Jorewicz, CAPS	2018
Venetian Stairs/Indital USA	Margie Melgar	2013
Vogler Sheet Metal Company, Inc.	James Kaiser	2013
Wiley Homes, LLC	Cade Wiley	2011
Wisenbaker Builder Services	Debbie Isaac	1973

# GHBA MEMBERSHIP DRIVE

**PRIZES** Join for Top in May A

**FUN** 

DAY!!

**BBQ Lunch provided** by Greg Tomlinson, Us! Recruiters Builders Post-Tension & Chris Hawkins **Bayou City Risk** 

**Prospect** Leads will be **Provided** 

**Incentive** Coupons for New **Members** 

**Triple NAHB SPIKE Credits** for the Month of May

# HELP GROW YOUR ASSOCIATION!

Join the GHBA Membership Department for a fun day of recruiting. We'll provide the leads, just bring yourself.



When:

Tuesday, September 17, 2019

Where:

**GHBA** 9511 W Sam Houston Pkwy N Houston, TX 77064

**Lunch Sponsored by:** 







For details, contact Cynthia Fagan at cfagan@ghba.org or 281-664-1425





2019 Associate Council Chair **GREG MADREY** Builders Post-Tension

# Small Contributions, Big Results

hope you all had a great Labor Day, and that you took a few moments to contemplate what Labor Day really celebrates. This national holiday honors the accomplishments of American workers and the prosperity and advancements they have made possible for our entire country. So, Labor Day is more than just a day off of work. It reminds us to feel great about the work we do-individually, as part of a team, and as part of our entire country.

As vendors, we all come together from many different companies and at different phases of the building process to mirror exactly what Labor Day celebrates. Each of us alone contributes something that must serve as part of a whole, and when we all come together, something amazing happens. We help create homes and contribute to our local and national economies as well as to our own companies and families.

Work is also vital to the GHBA and the Associate Council. There are many jobs that must be done to make everything happen, from our monthly luncheons to the special events hosted throughout the year.

Speaking of monthly luncheons, thank you to all who attended the August Associate Council luncheon. We had an outstanding remodelers speaker

panel including: Dan Bawden with Legal Eagle Contractors, Jackson Gillette with Craftsmanship by John, Leslie King with Greymark Construction, and Brandon Lynch with Keechi Creek Builders.

They emphasized the importance of prompt communication, service, and doing business with people they had relationships with. One way to accomplish this was to be a member of the GHBA. They also encouraged associates to sign up and show up for the GHBA. I feel that everyone who attended this event walked away with a handful of nuggets of knowledge from these industry leaders.

The Associate Leadership Committee is working hard on the speaker appreciation end-of-the-year event. We are aspiring to host this special event in October to recognize our speakers, sponsors, and red box winners and to introduce the 2020 Associate Council leadership. This is an invitation-only event, but you still have the opportunity to be part of this exclusive event by giving five dollars for a chance to be drawn in our next two Associate Council red box monthly drawings.

This month, work hard and think about the kinds of contributions your work makes. And remember that involvement in the Associate Council is a great way to make your contributions reach our entire industry and beyond.

PHOTO (L to R, front row): Dan Gezella, Ashton Woods; Soni Graves, DR Horton; and drawing winner Alexandra Baker, Advantage Benefit Solutions, Back row: Sara Green, Rooftec: Jim Ellison, Beazer Homes; Amer Syed, Toll Brothers; and Pat Wilson, Legends Architectural Stone



## **COMING UP:**

# ASSOCIATE COUNCIL MONTHLY LUNCHEON

# Thursday, September 5

# **Topic: VPs of Construction Panel**

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

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

# ASSOCIATE COUNCIL MONTHLY LUNCHEON

# Thursday, October 3

# **Topic: TBA**

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

Cost: \$25 earlybird; \$30 after Oct. 2

# THANK YOU TO OUR 2019 ASSOCIATE COUNCIL ANNUAL SPONSORS

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High Efficiency Homes"









46









**Contact Peggy Means** (281) 664-1431; pmeans@ghba.org

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**EVENTS ANNUALLY** 

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2019 Custom Builders Council Chair JIM BOB TAYLOR

D. L. Doyle Construction Co.

'he council's largest event of the year is quickly approaching the 17th Annual Product Expo. The Expo is a "must do" event for builders! Attend for free to see the latest products and services from your associate member partners. Attendees are eligible to win a vacation package and chances to win cash in the wildly popular Money Ball Horse Racing Game. Complimentary food and bar tickets available courtesy of our sponsors.

The Expo is also the perfect opportunity to renew your TAB contract access, with seminars scheduled throughout the day.



PHOTO (L to R): August CBC panelists Ian Faria, Clayton Morris and Kena Armstrong

# **Moisture in Homes:** The Good, Bad & the Ugly

A sold out crowd attended CBC's August luncheon focused on moisture in homes. Panelist Dave Yelovich with Tilson Homes gave a graphic presentation on what not to do. Kena Armstrong with Hotchkiss Insurance and Ian Faria with Bradley Law Firm discussed the ramifications if you did do it wrong. Clayton Morris with DPIS led the discussion on how to do it right.

# **Star Awards**

I would like to congratulate my fellow council members on their 2019 Star Awards, announced last month at the Sunbelt Builders Show. (For a complete list of local winners, see page 24.)

Alair Homes Ashton Gray Development Ashwood Construction Ashwood Designs Cason Grave Homes Chairma Design, Sneller Custom Homes Chairma Design, Charanza Contracting Charanza Contracting Hann Builders Jamestown Estate Homes Keechi Creek

On Point Custom Homes Pamela Hope Design & LBJ Construction Southland Homes of TX Zander Homes ...and Adam Aschmann for his Excellence Under 45 award!

We hope you see you at the Council's next meeting on September 19 with a panel of building officials from Bellaire, Bunker Hill and Spring Valley Village who will discuss permit times and new/ revised processes.. Don't miss this one!

# **COMING UP:**

# **CUSTOM BUILDERS COUNCIL** MONTHLY LUNCHEON

# Thursday, September 19 11:30 a.m. at Houston Racquet Club, 10709 Memorial Dr., 77024

Cost: \$45 earlybird; \$55 after Sept. 12

**SPONSORED BY:** 



**TABLETOPS:** ACES Builders Warranty; Builders Post-Tension, The Detering Co.; Emser Tile; Ferguson Bath, Kitchen & Lighting Gallery; Huber Engineered Woods; Ironwood Connection; Milgard Windows & Doors

# THANK YOU TO OUR 2019 CBC ANNUAL SPONSORS

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# DIAMOND

































**CUSTOM BUILDERS COUNCIL INFO AND SPONSORSHIPS:** 

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

















# stand out with SAM!

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

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

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

# **2019 GRAND** (\$10,000+)

**ACES Builders Warranty BMC** Builder's Choice Inc. **Builders Post-Tension Capitol Technology Group Carrier Corporation** Centricity

**DataSmart/Duncan Security Detering Co. of Houston DPIS Builder Services DuPure** 

**Environments for Living/TopBuild Home Services** 

**Expressions Home Gallery** Ferguson Bath, Kitchen & Lighting **Gallery** 

**Fox Energy Specialists** GlassCraft Door Co. Goodman Manufacturing Co. **Grogan Building Supply** HomePro Home Technologies **Hotchkiss Insurance Agency Ironwood Connection Legends Architectural Stone** 

LoanDepot Milgard Windows & Doors **Norbord Industries** 

**Perfection Supply** Rooftec Sherwin-Williams Co. **SRG Stairs Strucsure Home Warranty Suncoast Post-Tension** 

# 2019 PREMIER (\$5,000+) **AHI Supply**

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



# Join the 2019 SAM list!

Call Cynthia at (281) 664-1425 to find out more.



# **Health Insurance & Employee Benefit Plans Available to Members**



GHBA members now have access to a full range of human resources, employee benefits, insurance and risk management solutions, through GHBA-endorsed provider Advantage Benefit Builders. Join larger pools of participants, with rates much more competitive than the open market

For questions or quotes, email GHBA@ABSBenefitAdvisor.com

# LUNCH 'N LEARNS

11:30 a.m. to 1 p.m. **GHBA Education Center** 

9511 W Sam Houston Pkwy N.

Monday, September 16 Thursday, October 10 Monday, November 18 Monday, December 9



**2019 Montgomery County Division Chair ALEX KAMKAR**Bold Fox Development



# **Transitions**

# "The only constant in life is change." —Heraclitus

The ancient Greek philosopher Heraclitus was correct, there are few constants throughout the ages, but change is surely one.

Throughout my professional career, I was able to spend four years as a member of the Master Planned Community team. As that chapter of my career ended with much tenacity, it allowed me to transition into the role as the owner of Bold Fox Development. With these changes come Jeff Johnson as the county engineer and Diane Cooper as the floodplain administrator for Montgomery County.

As Montgomery County continues to diversify in the product, developers are finding that transforming to new standards is inevitable.

For homebuilders, the last 18 months has seen a change in building philosophy. The market has shifted to smaller lots with high-grade option finishes increasing the price per foot.

The City of Conroe recently changed its ordinances to all 45' product and has seen a positive burst of homebuilding activity as a result. Municipalities are starting to learn by osmosis that Montgomery County can provide a quality product on a smaller footprint.

I am sure that these flurries of changes will result in better things for Montgomery County. Homebuilders and developers must be up to the task of adapting to the new normal, so we can continue to deliver the American Dream to Montgomery County.

# **COMING UP:**

9TH ANNUAL MONTGOMERY COUNTY GOLF TOURNAMENT

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

Cost: \$150 individual; \$500 team of four

MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

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

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

SPONSORED BY:



**TABLETOPS:** ACES Builders Warranty, Goodman Manufacturing Company Inc., Milgard Windows & Doors, and Pella Windows & Doors

# THANK YOU TO OUR 2019 MCBDD ANNUAL SPONSORS

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### FERGUSON\*
Bath, Kitchen & Lighting Gallery

**SILVER** 































MONTGOMERY COUNTY INFO AND SPONSORSHIPS:

Contact Mel Audain (281) 664-1428 maudain@ghba.org











9th Annual Montgomery County

# GOLF

**TOURNAMENT** 

2013

Monday, September 9

WOODLANDS COUNTRY CLUB
100 GRAND FAIRWAY DR | THE WOODLANDS, TX 77381

Win! CASH & PRIZES

FOUR PERSON

SHOTGUN START AT

Registration

(Team of 4)

(Individual)

WWW.GHBA.ORG/CALENDAR

**INFO & SPONSORSHIPS** 

Mel Audain

281-664-1428 | maudain@ghba.org

# Thank You! SPONSORS

## BEVERAGE CART SPONSORS

ACES Builders Warranty Inc. Ferguson Bath, Kitchen & Lighting Gallery Ironwood Connection SRG Stairs Suncoast Post-Tension Ltd.

# **BEAT THE GOLF PRO**

**DPIS Builder Services** 

**Expressions Home Gallery TOWEL SPONSOR** 

Roy O. Martin/Corrigan OSB Weyerhaeuser Wood Products

# **CLOSEST TO THE PIN**

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# Costello

**GOLF BALL SPONSOR** Whirlpool Corporation

# HOLE-IN-ONE Termimesh, LLC

**KOOZIE SPONSOR** Dupure

Pinnacle Tile & Flooring PUTTING CONTEST SPONSOR Wells Fargo Home Mortgage STRAIGHTEST DRIVE Blackmon Mooring & BMS CAT

# TROPHY SPONSOR The Sherwin-Williams Co.

## LONGEST DRIVE SPONSORS

Wells Fargo Home Mortgage The Sherwin-Williams Co.

# TEE SPONSOR

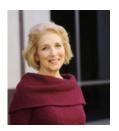
Trendmaker Homes

# **INDIVIDUAL HOLE SPONSORS**

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# **AVAILABLE SPONSORSHIPS**

Hat Sponsor - \$1,500 Breakfast Sponsor - \$1,200 Sports Bottle Sponsor - \$1,000 Gift Bag Sponsor - \$1,000 SunscreenSponsor - \$350 Door Prize (Unlimited) - \$100



2019 Remodelers Council President

# SHERRY PRUITT, CGR, CAPS

Whodid It Designs and Remodeling



"There is no limit to the amount of good you can do if you don't care who gets the credit."

—President Ronald Reagan

The AIA Sandcastle was a fun weekend in Galveston and a great team builder. We appreciate all of the members and sponsors who participated. A special thank you to our co-chairs who helped coordinate the efforts of this weekend, Courtney Turner with Ferguson Bath, Kitchen & Lighting Gallery and Scooter Nicholson of BMC. Also a huge thanks to Desiree Guillory with Arizona Tile, Stephen Twarowski with SHR Remodeling, John Gillette with Craftsmanship by Design, Harry Durham with The Ark Concrete and Aaron Lytal with 3D Home Designs. I also want to give a shout out to Donna Buenik for her excellent planning skills!

# The Expo

The GHBA Product Expo will be held on October 17 at the Sam Houston Race Park. An important aspect of our GHBA membership is utilizing the TAB contracts. This annual seminar, held at the Product Expo, will allow your company to gain access to the TAB 2019-2021 contracts. Remodelers are REQUIRED to attend. All seminar registration options allow you to bring any additional employees from your company and to attend as many of the contract seminars as you want. Please register any additional attendees from your company using the "secondary guest registration" option. Register at GHBA.org.

# Scholarships Open to Council Member Families

We like to include our families in this organization whenever possible. Every year, the Houston Remodelers Council awards scholarships to deserving students and members to honor the memory of former members, Leo Meerman and Bill Carter. The deadline to enter an application is November 5, 2019. The scholarships will be awarded at the Remodelers Council Holiday Party in December. More information and applications may be found on the Remodelers Council page on the ghba.org website.

Have a productive September and I hope to see you all at the meeting on September 12.

# **COMING UP:**

# REMODELERS COUNCIL MONTHLY LUNCHEON

Thursday, September 12

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

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

SPONSORED BY: THE DELERING CO.

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

# **HOUSTON'S BEST PRISM AWARDS GALA**

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

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

# 17TH ANNUAL GHBA PRODUCT EXPO

Thursday, October 17

12 noon to 6 p.m.
Sam Houston Race Park Pavilion

**Cost:** Free for builders, remodelers & developers to walk the show floor

# THANK YOU TO OUR 2019 RMC ANNUAL SPONSORS

DIAMOND

**PLATINUM** 











**SILVER** 













REMODELERS COUNCIL INFO AND SPONSORSHIPS: Contact Donna Buenik

(281) 664-1429 dbuenik@ghba.org



- PHOTO: Remodelers Council members and HomeAid Houston were honored for their donations and volunteer work in renovating the Jacquelyn House at Santa Maria Hostel this spring.
- ▼ PHOTO: Barbara Page, Santa Maria Hostel (left) and Patrick Mayhan, HomeAid Houston board president



▼ PHOTO (L to R): Cassie Milam, The Detering Co.; Sherry Pruitt, Remodelers Council president; and Patrick Mayhan, HomeAid Houston president



save the date

# 12th Annual Remodelers Council GARAGE SALF

March 21-22, 2020

**CY-FAIR HOME & GARDEN SHOW** 

Berry Center | 8877 Barker Cypress Rd, 77433



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

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

# Know who you're doing dusiness with?

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

Call on a member first!

Start your search at www.ghba.org







2019 Sales & Marketing Council President
CARRIE ROEHLING
Johnson Development Corporation

# Get Ready for 'Prince-ly' Fun

Prediction: There will be a shortage of purple dresses, shirts and ties this fall in Houston-area clothing stores.

Retailers aren't going to know why the surge in all things purple, but we will — our Prince-themed Houston's Best PRISM Awards happening Oct. 5. And this year, the event will be bigger than ever as the venue has been switched to the George R. Brown Convention Center.

Why the change of venue? Well, if you've attended PRISM the last few years (or waited too long to get tickets), you'll know that we've been a nearly overflowing house as hundreds of guests showed up to toast the very best people, builders and developers in the Houston area. Our new venue will give us more room and allow for more attendees. (But we still recommend getting

those tickets soon, especially since early registration ends Sept. 16.)

And while many people drive in just for the show, why not make it a stay-cay? Both Hilton Americas-Houston and the Marriott Marquis Houston are a three-minute walk from the convention center. Or really pamper yourself and stay at the Four Seasons, which is less than half a mile away.

Discovery Green is right across the street and the much-talked about Finn Food Hall and Bravery Chef Hall are less than a mile from the convention center. Check in to your hotel early and enjoy the afternoon before putting on your PRISM purple.

So, make plans to join us for our biggest night of the year. Purple isn't really required — we're sure "U Got the Look" with or without it. See you there. We're gonna party like it's 1999!

# **COMING UP:**

**HOUSTON'S BEST PRISM AWARDS GALA** 

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

Experience "A Tribute to Prince," an elegant black tie gala and awards presentation. Join us for SMC's biggest night of the year, honoring the very best in the categories of People, Project and Promotion in the greater Houston area.

## SMC NETWORKING

Tuesday, November 12 6 to 9 p.m. on the Recreation Deck of the Mosaic Condominium Towers, Hermann Park, 5825 Almeda Rd, 77004

James Bond themed networking event honoring the Q2 & Q3 Top Producers, and introducing the 2020 SMC board of directors.

# THANK YOU TO OUR 2019 SALES & MARKETING COUNCIL ANNUAL SPONSORS

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SALES & MARKETING COUNCIL INFO AND SPONSORSHIPS:

Contact Mel Audain (281) 664-1428; maudain@ghba.org



ON THE RECREATION DECK OF THE MOSAIC CONDOMINIUM TOWERS: HERMANN PARK • 5825 ALMEDA RD., HOU. TX 77004



Members: \$40
Non-Members: \$50
(Includes two drinks & hors 'doeuvres)
\$10 Late Fee after
10-31-19
ghba.org/calendar



**BOARD MEMBERS** 

(4) EXCLUSIVE VIP SPONSORSHIPS AVAILABLE: \$1,000 ea.

4 Tickets to Event with Private VIP Area for you and your guests to mix & mingle, 2 Valet Passes, Tabletop for collateral, Logo in A/V presentation and event marketing\*



2 Tickets to Event Tabletop for collateral Listing in presentation and event marketing\*



Contact: Mel Audain maudain@ghba.org 281•664•1428

\*As of print date. Event details are subject to change with out notice. 8/19



JOHN WILLIAMS



**ROB HELLYER** 



**KENA ARMSTRONG** 



**KEITH LUECHTEFELD** 



JOHN MADSEN, CPA



IAN FARIA LEGAL COUNSEL



**DON KLEIN** 



**CASEY MORGAN** 

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Keith Luechtefeld, Shea Homes Greg Madrey, Builders Post-Tension

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

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Lindy Oliva, PulteGroup

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Sherry Pruitt, CAPS, CGR, Who Did It Designs | Remodeling

Carrie Roehling, Johnson Development

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Jim Bob Taylor, D.L. Doyle Construction John Williams, K. Hovnanian Homes

Laurie Wilson, First American Title

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Rocky Flores, ROC Homes Texas, Ltd. Denny Patterson, Lone Star Air Systems Inc.

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# **GHBA'S NAHB DELEGATES**

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# **NAHB LIFE DELEGATES**

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# NAHB SENIOR LIFE DELEGATES

Randy Birdwell J.S. Norman, Jr.



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# GHBA DIVISION PRESIDENTS

Bay Area Builders Association – Patrick Mayhan Montgomery County Division – Alex Kamkar

## **GHBA STAFF**

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Bradley Pepper - (281) 664-1430 BPepper@ghba.org

**Director of Builder Programs** Donna Buenik - (281) 664-1429 DBuenik@ghba.org

Director of Membership/Marketing Cynthia Fagan - (281) 664-1425 CFagan@ghba.org

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Stay informed and connected at association meetings and events.

# September

# MEETINGS AND EVENTS

# Wednesday, September 4

1:30 p.m. - Developers Council

## Thursday, September 5

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

4 p.m. - GHBA Board Meeting

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

# Monday, September 9

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

## Thursday, September 12

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

## Monday, September 16

11:30 a.m. - Advantage Benefit Solutions Employee Benefits "Lunch & Learn'

## Tuesday, September 17

2 p.m. - HOME-PAC Meeting

# Thursday, September 19

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

# Tuesday, September 27

6 p.m. to 9 p.m. - BABA Casino Night, at the Palms Banquet & Event Center, 15301 Gulf Fwy, 77034

# **EDUCATION COURSES**

# Tuesday and Wednesday, September 10-11

9 a.m. to 5 p.m. each day - Universal Design Build (NAHB 2-Day Course)

# Tuesday, September 17

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

# Wednesday, September 18

9 a.m. to 11 a.m. - Secrets of Staging: How to Maximize Profitability (Sticks & Bricks of Sales and Marketing Series)

# Monday, September 23

A Day with Dr. Joe Lstiburek: "All About Attics, Raised Slabs/Crawl Spaces and Spray Foam Applications"

9 a.m. to 11 a.m. - The New Rain Forest: Attics, Vented & Unvented

12 noon to 2 p.m. - Elevate Your Expectations: Raised Slabs and Crawl Spaces

3 p.m. to 5 p.m. - Stuck on You: Spray Foam Done Correctly and Incorrectly

# October

# MEETINGS AND EVENTS

# Tuesday, October 1

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

# Wednesday, October 2

1:30 p.m. - Developers Council

# Thursday, October 3

9 a.m. - Education Committee 11:30 a.m. - Associate Council Luncheon

## Saturday, October 5

6 p.m. to 12 midnight - Houston's Best PRISM Awards Gala, at George R. Brown Convention Ctr

## Thursday, October 10

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

# Thursday, October 17

12 noon to 6 p.m. - 17th Annual GHBA Product Expo, at Sam Houston Race Park

## **EXPO SEMINARS**

10:30 a.m. - Custom Builder Contract Seminar 1:30 p.m. - Insurance & Litigation Seminar 4 p.m. - Remodeler Contract Seminar

## Wednesday, October 23

11 a.m. - Montgomery County Builders & Developers Division Luncheon, at The Woodlands Country Club, 100 Grand Fairway Drive 77381

# EDUCATION COURSES

# Tuesday, October 15

2 p.m. to 4 p.m. - Building Science: New Codes, the Same Old Science (ABCs of Home Building Series)

# Wednesday, October 30

9 a.m. to 5 p.m. - Introduction to Project Management (NAHB Course)

# November

# MEETINGS AND EVENTS

# Wednesday, November 6

1:30 p.m. - Developers Council

## Thursday, November 7

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

# Friday, November 8

2 p.m. to 9 p.m. - 18th Annual BBQ & Wild Game Cookoff, at Rock Materials, 13315 Theis Ln, 77375

## Tuesday, November 12

6 p.m. to 9 p.m. - SMC Networking & Top Producers, Recreation Deck, Mosaic Condominium Towers, Hermann Park, 5825 Almeda Rd. 77004

## Thursday, November 14

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

## Monday, November 18

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

## Tuesday, November 19

12 noon - Volume Builders Quarterly Meeting

2 p.m. to 6 p.m. - Volume Builders Clay Shoot, **American Shooting Centers** 

# Thursday, November 21

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

# EDUCATION COURSES

# Thursday, November 14

1 p.m. to 5:30 p.m. - Residential Foundations: Soils and Materials Testing

# Tuesday, November 19

2 p.m. to 4 p.m. - Scheduling Seminar (ABCs of Home Building Series)

\*Dates subject to change.

Unless otherwise noted, all meetings held at the GHBA offices, located at: 9511 W Sam Houston Pkwy N, Houston, Tex. 77064.

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



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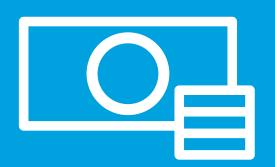
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