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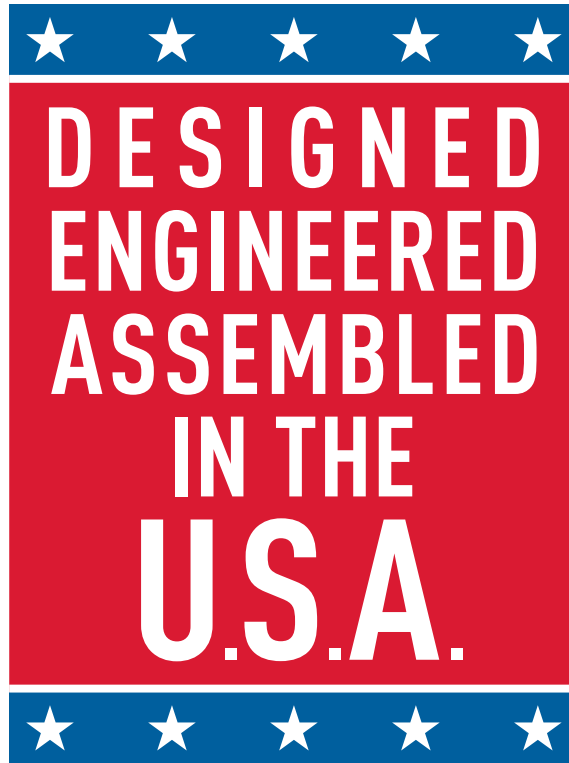
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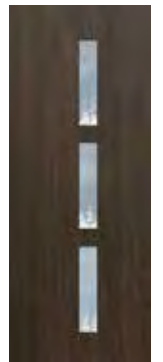
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November 2016 | Volume 29 | Number 11

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The GHBA staff, councils, divisions and committees have been busy lately! In case you missed it, here are a few highlights and successes from the third quarter of 2016.



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Read more on [page 24](#).

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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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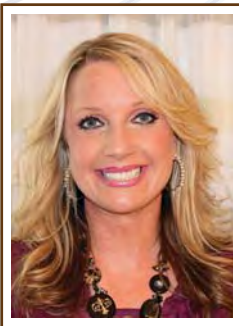
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Defenders of Housing: Our Houston Congressmen

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

Our National Association of Home Builders (NAHB) has awarded the “Defender of Housing” awards to several local congressmen. Each of these recipients have stood up for our industry in Washington D.C. when it comes to new regulations that will cause us harm.

Representatives of GHBA have been very pleased to personally hand these awards to the congressmen. They have all been flattered and honored to be awarded such distinction.

In our meetings with the congressmen, we took the opportunity to discuss the national issues that affect us locally such as immigration reform, labor shortages and the EPA’s “Waters of the U.S.” regulations which would cause grave consequences on the Houston economy as proposed.

Congressmen receiving the inaugural NAHB “Defender of Housing” awards are:

U.S. Senator John Cornyn
U.S. Representative Kevin Brady
U.S. Representative John Culberson
U.S. Representative Gene Green
U.S. Representative Pete Olson
U.S. Representative Ted Poe

This month the GHBA will meet with Congressman Brady.

The NAHB and GHBA thank them for the attention and protection of our housing.



▲ (L to R) Bradley Pepper, GHBA; Lisa Clark, Ryko Development; Representative Pete Olson; Casey Morgan, GHBA; and Parke Patterson, Parke Patterson Land Development.



▲ (L to R) Bo Butler, Butler Brothers Construction; Alisa Merritt, GHBA; Parke Patterson, Parke Patterson Land Development; Congressman John Culberson; Casey Morgan, GHBA; and Mike Dishberger, Sandcastle Homes



▲ (L to R): Bo Butler, Butler Brothers Construction; Alisa Merritt, GHBA; Congressman Ted Poe; Casey Morgan, GHBA; and Mike Dishberger, Sandcastle Homes



▲ Bradley Pepper, GHBA; Alisa Merritt, GHBA; Lisa Clark, Ryko Development; Congressman Gene Green; Casey Morgan, GHBA; and Mike Dishberger, Sandcastle Homes

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

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.

Advocacy Report

Support Your Industry with Your Vote on November 8

If you have not cast your ballot during the early voting period from October 24 to November 4, please remember to get out and vote on Election Day, November 8.

This is a significant election that will see us vote not only for numerous federal, state, county and judicial seats, but also for our president for the next four years.

The decisions made at the ballot box will have significant impact on the homebuilding industry moving forward. Electing the most qualified, pro-housing candidates for local and state office is vital to the homebuilding industry and protecting housing affordability and consumer choices.

The GHBA HOME-PAC actively screened candidates and made endorsements in a variety of state and local races. Please print off the list of GHBA HOME-PAC endorsed candidates for this election and bring it with you to the polls.

Download the HOME-PAC Voter Guide at ghba.org/advocacy/homepac/.

During early voting, you could vote at any early voting location, but on Election Day, you must vote at the precinct where you are registered. Find more information on early voting and your precinct go to <https://teamrv-mvp.sos.texas.gov/MVP/mvp.do>

Temporary Moratorium on IECC Solar Readiness Requirements

On Wednesday, September 21, 2016, the City of Houston Council approved the adoption of a revised Residential Energy Conservation Code based on the Residential Provisions of the 2015 International Energy Conservation Code (IECC). The code became effective on Monday, October 24, 2016, and all permit applications submitted on or after the effective date will be required to comply with the 2015 IECC.

Continued on next page ➔

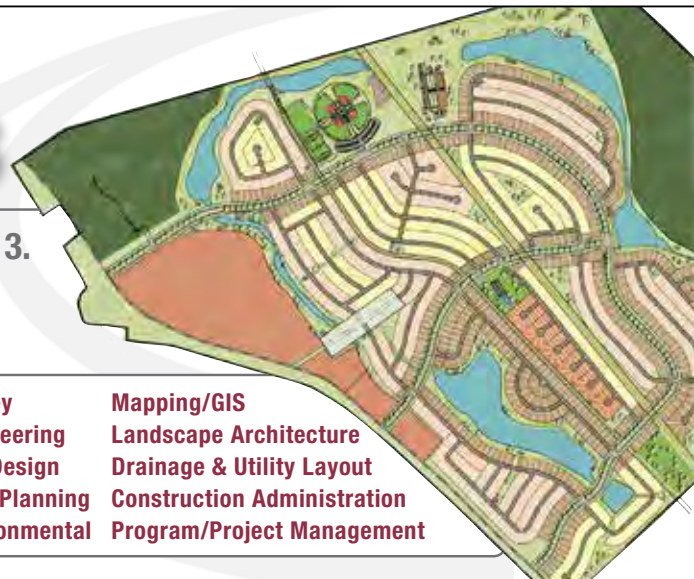
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"Advocacy Report," continued from pg. 12

HOWEVER, Appendix RB, which outlines proposed solar readiness requirements, is under a temporary moratorium for those provisions until November 28, 2016.

While the GHBA worked with the City on amending the new energy code prior to council's adoption, this appendix was not agreed to by the GHBA and the Construction Industry Council (CIC) and we oppose its implementation.

GHBA representatives have met with City of Houston permitting officials and are actively working to address our concerns with these new solar readiness proposals. Through those discussions, the GHBA was able to get the city to agree to issuing the temporary moratorium. We will continue to work with permitting officials to resolve our objections, but have also been in contact with city council members to explore a legislative solution through ordinance.

Defending MUDs to Greater Houston State Delegation

In a follow up to the October issue of *Houston Builder* and Parke Patterson's "President's Message" which referenced the recent negative articles regarding municipal utility districts (MUDs) being published by local media, Government Affairs Committee members have been actively meeting with both state representatives and senators from our Houston area state delegation in an effort to educate them on how critical utility districts are for infrastructure, growth and housing affordability.

With the next legislative session beginning on January 10 and with the senate focused on property tax reform, these meetings are intent on shoring up support for the continued use MUDs as well as equipping them with facts to counter the falsehoods being reported in the media. We want to ensure that they realize and are able to communicate to their colleagues in the legislature that the use of MUDs is an essential tool for the business of land development and homebuilding, which is an integral segment of the Texas economy.

This education is not only for elected officials though. GHBA is planning a "lunch and learn" MUD 101 event for legislative staff in Austin. The aim will be not only to help educate staff of our Houston-area members, but staff of members throughout the state. In addition to this GHBA-led advocacy effort, we are working with other stakeholders on a broader public relations strategy and pathway.



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GHBA Partners with Jones Futures Academy High School

Get involved in training future builders, developers

On September 20, the GHBA Young Professionals Committee greeted 20 Jones Futures Academy High School students to the GHBA ABC's of Building Series class. The builder class was a part of GHBA's growing partnership with Jones Futures Academy High School located in southeast Houston.

GHBA builders also volunteered their time by hosting students at their offices and job sites. On September 30, a group of 10 Jones Academy students visited the offices of Sandcastle Homes and Butler Brothers Construction to tour job sites led by Mike Dishberger and Bo Butler respectively. On October 14, Lennar Homes hosted a shadowing event led by Marco Cordon. The tours offered a personal glimpse of the stages of homebuilding.

Additionally, Dave Yelovich with Tilson Homes, led OSHA safety-related lectures at Jones Academy on September 30 for the students who were unable to attend the job shadowing visits. And, on October 14, Rod Broussard and Lisa

"We had a good group of students that asked some great questions! I think they had fun and enjoyed the briefing from one of our vendors about entrepreneurship. I'd love to host another group in the future."

— MARCO CORDON, LENNAR HOMES OF TEXAS

Napier with Suncoast Post-Tension also volunteered as guest lecturers at the academy.

Thank you to the GHBA volunteers who have participated in our program. The GHBA is very excited to grow this educational partnership. If you are interested in hosting a job shadowing visit or serving as a guest lecturer at Jones Academy, please contact Casey Morgan at cmorgan@ghba.org for more information. There is ample opportunity to volunteer!

IN THE FIELD...



▲ Mike Dishberger (center) leads a group of Jones Academy students on a tour of the homebuilding operations at Sandcastle Homes.



▲ Jones Academy students attend a shadowing event at Lennar Homes, led by Marco Cordon (left).



▲ Mike Dishberger fields questions from the Jones Academy students.



▲ Bo Butler, Butler Brothers Construction, takes the students into the field to visit an active construction site.



▲ The students visit the Audubon Hollow development with Bo Butler.



▲ Twenty Jones Academy students sit in on the ABCs of Home Building course hosted at GHBA in September.

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Tax Reform Done Right

With elections upon us, tax proposals are surfacing like mushrooms after a rainstorm. While we can all agree that the current tax code is a disaster, the most recent proposals regrettably range from just bad to positively dreadful. Why? They are political documents designed to attract voters—not tax policy experts and economists!

With this in mind, I offer several key principles that should be generally followed in any successful tax reform.

The primary goal of taxation is to raise revenue while causing the least economic damage possible. This means broadening the tax base.

Think about it; if the only thing we taxed was oregano, we would all stop buying oregano. If, however, we taxed all spices equally, there would be no reason to avoid oregano, but there would be a strong incentive to eat

bland food and smuggle in spices. But if we tax everything equally, then you have no incentive to alter your behavior as you cannot reduce your taxes.

Better yet, as you broaden the base, you will be able to lower tax rates and still collect the same amount of revenue. Of course, this means doing away with most deductions, credits and exclusions, including tax breaks for charitable donations, employer-provided health insurance and state and local income taxes.

The next step involves simplification.

Most taxpayers resent the fact that the rich hire clever accountants and lawyers, thus reducing their tax payment to nothing or next-to-nothing. This is corrosive behavior, creating distrust of the entire system across the political spectrum.

Moreover, simplifying our 75,000-page federal tax code would cause entrepreneurs to think harder about how to make more money and grow their businesses, not on which lobbyists and lawyers to hire and how many racehorses to buy, all of which are unproductive activities. Tax simplification means doing away with the corporate income tax and all the insane rules regarding investment expensing, depreciation schedules, repatriation of profits, tax-deductibility of debt, R&D tax credits and so on.

Third, tax consumption—not savings. When the government taxes savings, income, interest payments, dividends, capital gains, wealth and even inheritances (but we can argue about that one), it reduces the incentive to save, invest in new plant and equipment, and, most critically, take financial risks.

Recognizing this, the government already allows for health-savings accounts, IRAs, life insurance exemptions and a multitude of trusts that the rich use to shelter wealth and avoid inheritance taxes. Why not let everyone do it without having to jump through any hoops?



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While consumption taxes such as sales taxes or value added taxes may sound regressive, they need not be. Consumption by the wealthy can be taxed at a higher rate than consumption by the poor. In this way, the tax code can remain progressive. Moreover, as the consumption tax will be based on the difference between what you earn and what you save, this plan will discourage hiding assets offshore, giving our economy yet another boost!

The last time the tax code was reformed was during President Reagan's second term; roughly 30 years ago! We are clearly overdue. While reaching a compromise that both ends of Pennsylvania Avenue will agree to will be tough, if done as outlined above, it will boost GDP growth and improve living standards. Congress, get going!

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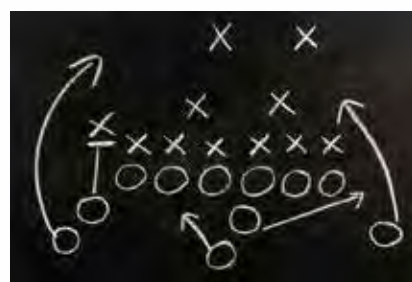
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1/2 page - \$500
1/4 page - \$250

Art deadline: Dec. 15, 2016

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Builders Post-Tension



BUILDERS POST-TENSION OFFERS 'MOM & POP' CUSTOMER SERVICE



A COMMITMENT TO TOP-NOTCH SERVICE, EMPLOYEE SATISFACTION, AND CHARITABLE EFFORTS

Greg Tomlinson, president of Builders Post-Tension (BPT), explains his company's approach since its founding in 2001 as "big company expertise with mom and pop customer service."

"We're the kind of operation where a construction superintendent can call the guy who owns the company to solve a problem," said Tomlinson. "We know that there are going to be issues in any construction project. It is just the nature of this business. We strive to solve problems as quickly as possible to avoid jobsite slow-downs. BPT always has the materials and services our customers need."

In addition to PT cable, the company's inventory includes rebar, wire mesh, stirrups, corner bars, tape, poly, mastic, anchor bolts, mudsills, and most other tie-down products. In addition to PT slabs, it also sells materials for conventionally reinforced slabs. In 2015, BPT hit \$32 million in sales.

As part of its customer service, Builders Post-Tension delivers its products directly to the jobsite. It will also pick up foundation plans directly from the engineer or receive them via email.

GROWING THE RANKS

More good news at BPT is the addition of Greg Madrey as the new Outside Sales Manager. Greg brings to BPT



more than 13 years of experience within the building industry. BPT also added a new sales rep, Jeremy Linzer. BPT is looking forward to a long, productive relationship with both Greg and Jeremy.

BPT employs 50 people in the Houston office and another 15 in the Dallas office. Those employees work in accounting, inside sales, outside sales, estimating, fabricating and field services.

Tomlinson shared that 60 to 70 percent of the shop and office employees have been with Builders Post-Tension since day one.

"We don't have a lot of turnover. We think the only way to make our customers happy is to make our employees happy. We don't micromanage. We believe in hiring the right people, giving them the tools they need to succeed, and letting them do their jobs."

Builders Post-Tension also rewards all of its employees by paying them regular bonuses when the company is doing well.

"It's the 'Circle of Life' for us. I'm a big believer in karma. Being honest, above board and doing things the right way will come back to you. Happy, contented employees will provide outstanding customer service and make for happy customers," Tomlinson said. After all, the company's motto is "BPT is customer service."

During the next five years, Builders Post-Tension plans to grow its market share in both locations. Dallas/Fort Worth is centrally located in the U.S. and is ideal for shipping all over the country. The company just bought a rebar stirrup machine for its operations to better serve customers nationwide.

A CULTURE OF GIVING BACK

Tomlinson concluded by touching on one of his favorite topics: charity. "Builders Post-Tension supports a lot of charities all over Texas," he said, "but three favorites that we go out of our way to help in the local community are the Greater Houston Builders Association's Adopt-a-Family Holiday Project, Operation Finally Home and HomeAid Houston. We are a big believer in giving back to our community."

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HomeAid Annual Fundraiser Highlights

Single Mothers



Lakeside Country Club's ballroom was the setting for HomeAid Houston's 8th annual fundraiser, HALO (HomeAid's Amazing Ladies Organization) on October 19. Nearly 400 women representing a variety of industries and professions were in attendance. With a theme of "Serving Children / Preserving Futures," the packed house heard speakers share some of the challenges that children facing homelessness endure and their victories.

The event took nearly a year of planning by the HomeAid staff and the HALO committee, McCalle Fryar and Jennifer Wall, co-chairs, and Lisa Clark, Lisa Gentry, Cindy Hinson, Amy Robinson, Tasha Steiner and event co-underwriter, Toy Wood.

Credit for the growth of this event goes to this powerhouse committee and the growing reputation of the HALO luncheon. Attendance increased 25% over 2015, with 360 guests registered to attend. In addition, HomeAid hosted the following elected officials: Senator Sylvia Garcia; Representatives Carol Alvarado and Sarah Davis; Councilwomen Amanda Edwards and Brenda Stardig; Sugarland Mayor Joe Zimmerman and

his wife, Nancy; from the office of Judge Ed Emmett, Barbara Koslov; Sarah Jane Swanson, Republican candidate for the 127th Civil District Court; from District Attorney Devon Anderson's office, Kapriva Hutchinson and Leeja Thomas.

The program was anchored by Toy Wood, retired GHBA CEO and HomeAid board member, who provided the opening remarks and a heartfelt welcome and thanks to all participants. Cindy Hinson, Lennar/Village Builders and president of HomeAid, honored the generous sponsors, the table hosts, the HALO committee and explained the "how and why" of HomeAid.

Bette Moser, executive director of HomeAid, introduced the speakers. Rebekkah Wallin shared her story of being rescued and restored by Boys and Girls Country (B&GC) to the point where she was able to attend Baylor University, funded by an anonymous B&GC donor. She now works for Oracle in Austin. Susan Molitar, the director of programs for Casa de Esperanza de Los Ninos, shared her experiences working for Casa for the last 25 years, including stories of children and their parents whose lives were changed

for the better. Both organizations are recipients of HomeAid construction and remodeling projects.

THANK YOU TO OUR GENEROUS SPONSORS & UNDERWRITERS!

LUNCHEON UNDERWRITERS

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Mike & Faye Wyatt



Barbara Page, CFO of Santa Maria Hostel, shared what it meant for the women and children clients, and the staff, to have HomeAid as a partner. Regina Hearne, a Gracewood mom, brought the house down with her rendition of "The Greatest Love."

Centerpieces and favors reflected the children's theme with art supplies as part of the table decor that were later donated to Casa de Esperanza and Boys and Girls Country and notecards created by Casa children.

Guests also viewed photos from three different Picture This exhibits showcasing children from SEARCH Homeless Services, Angel Reach youth, who are aging out of foster care, and Gracewood moms and their children.

"HomeAid's 8th annual HALO luncheon was a spectacular event that brought together nearly 400 of Houston's most accomplished and generous women," said Bette Moser. "The event also inspired more discussion about the serious issues that surround homelessness in our community and how we can do even more to serve this vulnerable population. The entire HomeAid board and staff thank all our guests and sponsors for the most successful HALO event to date."

TABLE HOSTS

LEGACY TABLE HOSTS

Lynne Humphries, Allen Boone Humphries Robinson
Pam Puckett, Costello Inc.
Maggie Williams, David Weekley Homes
Jessica Goehring, Hotchkiss Insurance Agency
Becky Ullman, KB Homes
Larissa Poindexter, Oppenheimer & Co.
Kathy Britton, Perry Homes, LLC
Lisa Clark, Ryko Development Inc.
Marth Bersch, Schwartz, Page & Harding LLP
Mike Moody, Newmark Homes
Edward Martin, Tilson Home Corporation
Craig Gentry, Wells Fargo Home Mortgage
Tiffany Soltis, Wilson, Cribbs + Goren

CORNERSTONE TABLE HOSTS

McCalle Fryar, 2-10 Home Buyers Warranty
Linda Kilgore, Aliana Development Company
Jennifer Wall, BMC
Greg Tomlinson, Builders Post-Tension
Debra Jan Hall, Central Bank Houston
Samantha Snow, Chesmar Homes
Jessican Welsh, Comcast
Amy Rino, Darling Homes
Toy Wood & Casey Morgan, GHBA
Cindy Hinson, Lennar/Village Builders
Lisa Gentry, Retired GHBA CFO
Jennifer Hamelet, Mirador Builders LLC
Jennifer Taylor, Newland Communities
Becky Ratcliff, Westco Grounds & Maintenance
Julie Stephenson, Winstead PC

JEREMY LINZER JOINS BPT TEAM



Builders Post-Tension is pleased to announce its newest addition to the sales team, Jeremy Linzer. Jeremy is a native Houstonian and received his bachelor's degree from Sam Houston State University in Huntsville.

Jeremy got his start in construction when he was 18 years old working for Water Works Construction installing and repairing underground water lines every summer and Christmas break, while working toward his degree. From there, Jeremy worked for Free Flow Plumbing for approximately two years doing mainly new construction work and acquiring extensive jobsite experience. BPT is pleased to have Jeremy as part of the team, and he will be introducing himself soon to the GHBA membership.

MEYERS RESEARCH EXPANDS SKILLS AND CAPABILITIES

Meyers Research is pleased to announce the appointment of Scott Davis to senior vice president, advisory. "Scott brings a unique perspective to our business, which will allow us to provide our clients with actionable market insights," says Tim Sullivan, managing principal.

Scott's 20-year real estate career in Houston has been focused on single-family and retail market research. He has developed a keen eye for spotting emerging trends and for providing

forward-thinking guidance to his clients. His industry insights have guided the Houston market for more than a decade.

Prior to joining Meyers Research, Scott was the Houston regional director for Metrostudy. He also has been a successful land broker. Scott is a frequent speaker and columnist on trends in the Houston real estate market and has written two books about the role of the Millennial generation in changing the workplace and faith communities. Scott is a graduate of the University of Texas, where he received degrees in geography, community and regional planning.

DREES CUSTOM HOMES ANNOUNCES HOUSTON DIVISION PRESIDENT



Drees Custom Homes has named Christian Sommer as president of its Houston division. Sommer offers years of local residential real estate experience, including work with Newmark Homes, Pulte Homes, Partners in

Building and Toll Brothers, where he helped grow the Houston division from 12 annual closings to more than 175 annual closings in a three-year timespan.

Repeating similar success for Drees Custom Homes is a goal. "The Houston Division's future is bright as we achieve momentum with our Drees Custom Homes' reputation," Sommer said. "We will continue to gain market share

by building beautiful quality homes within the many different submarkets and price points throughout Greater Houston."

Sommer is an active community volunteer, working with Blessing in a Backpack, the Fort Bend Women's Center, the Girl Scouts of America and The 100 Club.

JOHNSON DEVELOPMENT BREAKS GROUND IN VERANDA



Dirt is officially turning in Johnson Development's newest Houston-area community, Veranda. Area officials and members of the development team were onsite for the groundbreaking ceremony on Sept. 29 in the 590-acre Richmond development. The community will offer up to 2,500 homes, with construction expected to begin in early 2017.

"Veranda is being designed to reflect the area's rich legacy," said Trey Reichert, vice president and general manager of Veranda. "Homes will offer front porches and architectural elements that harken back to days gone by."

More at www.johnsondevelopment.com.



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Introducing the 2016 and 2017 Benefit Homes Project Teams

The 37th annual GHBA Benefit Homes Project will launch in 2017 with two enthusiastic builder/developer teams.

At a recent Benefit Homes Committee meeting, representatives from the 2016 team including Trendmaker Homes and Rise Communities joined the upcoming 2017 builder/developers.

In 2017, Westin Homes will partner with Land Tejas to build in the new community of Largo Mar. This will be the 15th lot that Land Tejas has donated to the Benefit Homes Project. Chesmar Homes is partnering with Newland Communities in Elyson, a new master planned community in West Houston.

About Chesmar Homes

An industry leader from its beginning in 2005, Chesmar utilizes cutting-edge building science to achieve energy efficiency, building to the stringent Environments For Living specifications. Each Chesmar MPG [Modern Design/Performance Guaranteed/Green Certified] home offers a high performance and comfort guarantee.

Happy homeowners are a top priority at Chesmar Homes, resulting in outstanding customer satisfaction and referral scores. Happiness among Chesmar associates ranks high as well, giving rise to the company being named a Top Workplace for five

consecutive years, based on feedback by its associates.

About Elyson (A Newland Community)

Elyson is the newest Houston area development by Newland Communities, the largest private developer of planned residential and urban mixed-use communities in the United States, with communities currently under way in 14 states and an award-winning track record that spans more than 45 years.

Elyson joins Cinco Ranch, Seven Meadows and Grayson Lakes as the fourth Newland community to be

developed in the highly regarded Katy Independent School District. Other recently completed Newland communities in the Houston area include Telfair, Eagle Springs and Summerwood.

A 3,642-acre community, Elyson will devote more than 750 acres to recreation centers, parks, trails, lakes and natural open spaces, continuing the Newland philosophy of envisioning and planning communities from the ground up to create the best possible experience for people who will one day call them home.

About Westin Homes

For more than two decades, Westin Homes has earned a reputation for building elegant, high quality homes in some of the most desirable communities in Houston. The company's passionate focus has always been centered on customer satisfaction, architectural design and an unparalleled attention to detail.

With both distinct and refined details, Westin creates the perfect balance of beauty and function. Westin takes pride in delivering the highest level of satisfaction to every customer. Whether they are moving to Houston from another country or relocating from a neighborhood nearby, homeowners are looking for a home that is comfortable, timeless, and affordable.

About Largo Mar (A Land Tejas Community)

Within Lago Mar, luxurious homes built by name builders are set against a backdrop of palm trees, community lakes and lush landscaping. A broad range of amenities add to the appeal of this distinctive development.

Largo Mar is located in Texas City, off Interstate 45 South, in the Galveston-Clear Lake corridor. This location is just minutes from major employment centers and rich sources of entertainment.

The 2016 Benefit Home



The 2016 Benefit Homes builder/developer team currently under construction is Trendmaker Homes building in Meridiana, a Rise Communities development, a 2,700 acre master-planned community located in a rapidly growing area along Texas 288 just south of Highway 6 and the Medical Center. Trendmaker is building its F501C Plan with the fourth bedroom option.

PHOTO, OPPOSITE PAGE: Pictured are (seated, L to R) David Ebarb, Chesmar Homes; Samantha Snow, Chesmar Homes; Raymond Willburn, Chesmar Homes; Scott Merovitch, Chesmar Homes; Tim Johnson, Land Tejas Cos.; (back row) Brandi Coatsworth, Newland Communities; Casey Morgan, GHBA; Lesa Menegay, Westin Homes; Chris Michaels, Westin Homes; Patrick Mayhan, Westin Homes; Heather Gustafson, Newland Communities; Dan Naef, Rise Communities; Will Holder, Trendmaker Homes; Randy Barras, Trendmaker Homes; Susan Brown, Land Tejas Cos.; Susan Leszczynski, Trendmaker Homes; and Jennifer Taylor, Newland Communities

PHOTO, ABOVE: Front elevation of Trendmaker's F501C plan, now under construction in the community of Meridiana.

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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.



Education Corner

UPCOMING COURSES



DESIGNATION COURSES

(NAHB University of Housing Courses)

Advanced Green Building Science

Instructor: Donald Ferrier

Dates: Tuesday & Wednesday, November 29-30 (2 day course)

Time: 9 am to 5 pm

Fee: \$420 members / \$630 non-members

Content: This two-day course instructs builders and remodelers on proper building science techniques for constructing and remodeling high-performance homes. The high-performance ideal encompasses more than just energy efficiency; it's about potentially creating a more durable, environmentally responsible and sustainable living environment. By using case studies, detailed construction drawings and other resources found on GreenBuildingAdvisor.com, NAHB and BuildingGreen, LLC have developed this course to provide builders and remodelers with the highest-level information available.

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

- Apply building physics to building performance
- Translate building science into elements of design and construction
- Dovetail all features of high performance: energy efficiency, water efficiency, materials efficiency and indoor environmental quality
- Describe the high-performance home and its benefits to both your team and your clients
- Use all aspects of GreenBuildingAdvisor.com, including "My GBA," the site's project management tool, on individual projects and with your project team.

Designations: Master CGP, GMB

Continuing Education Credits: CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP, MIRM

Who should attend? Consumers, remodelers, architects, planners, designers, commercial contractors, residential builders, real estate brokers and agents, subcontractors and specialty trades, manufacturers and suppliers, mortgage professionals

GENERAL EDUCATION

(Not for designations)

OSHA 10 Hour Safety and Health Certification Course

(This is a 2 day course. Attendance is mandatory both days.)

Instructor: Dave Yelovich, CGB, CGP

Part 1: Monday, November 7

Part 2: Monday, November 14

Time: 12 noon to 6 pm (*You must be on time for class, OSHA will not accept late entrance into this class)

Fee: \$130 members / \$155 non-members

Content: Upon successful completion of the course, participants will receive an OSHA construction safety and health 10-hour course completion card.

Topics Covered include:

- Introduction to OSHA
- General Safety & Health Provisions
- Electrical
- Fall Protection
- Personal Protective & Lifesaving Equipment
- Hand & Power Tools
- Scaffolds Cranes, Derricks, Hoists, Elevators & Conveyors
- Excavations
- Stairways & Ladders

Who should attend? Construction workers, foremen, job supervisors, and anyone else involved in the construction industry

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Weatherization Partners Ltd



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

Residential Foundations: Soils and Materials Testing

Instructor: David Eastwood, PE, Geotech Engineering

Date: Wednesday, November 9

Time: 1 pm to 5:30 pm

Fee: \$45 members / \$60 non-members

Content: This seminar is a must-see for builders, architects, structural engineers and developers. After taking this course, you will understand the basics and importance of geotechnical, materials and forensic engineering as it relates to residential design and construction.

Eastwood will discuss:

- Geotechnical field studies, laboratory testing, data analysis
- Expansive soils and how to treat them for residential design
- Foundation types, including slab-on-grade, post-tensioned, drilled footings, and helical pile systems
- Foundations risks, the effects of trees, quality control and soil stabilization
- Design of beach houses in places such as Galveston
- A forensic evaluation of distressed residences in Houston, focusing on design, construction, materials, environmental conditions and wear and tear
- Causations for foundation distress and repair techniques
- Inground swimming pool design
- Houston faults and how to build homes near them

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

Negotiating Strategies: Tips from Around the World

STICKS AND BRICKS OF SALES & MARKETING SERIES

Presented by: Mar'Sue with Sales Solve Everything

Date: Wednesday, November 16

Time: 9 am to 11 am

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

The HVAC System

The ABCs of Home Building Series

Date: Tuesday, November 15


Time: 4 pm to 6 pm

Instructor: Denny Patterson

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

Content: Follow along as we discuss the ABCs of the A/C system. We see it once it's done, but what takes place behind the scenes to get a quality A/C system? The plan, the machines and the installation of A/C systems will be discussed in this eye-opening course. Energy efficiency starts here.

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




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As green and high-performance construction turns to the mainstream, experienced green industry professionals seek an educational designation that signifies their long-standing commitment to and experience with sustainable building and remodeling. They find it with the Master Certified Green Professional (Master CGP) designation.

More than theory, this designation includes a series of hands-on curriculum requirements as well as significant experience in the field. Classes are held with the support and cooperation of Green Building Advisor, the leading green web publication in the field. The emphasis is on building science: a core competency in a field that changes almost daily as new products and techniques are introduced. Master CGP classes are closely aligned with the ICC 700 National Green Building Standard.

The Master CGP designation builds on the concepts taught in the Certified Green Professional™ (CGP) program, providing a more in-depth and much more advanced study. It covers topics such as building science techniques, the high-performance home and marketing strategies for selling green. Master CGP also teaches you ways to decrease the liabilities associated with green building and how to incorporate green building certification into your scheduling and project management.

Curriculum and Other Requirements

* *Green Building for Building Professionals (2-day course)*

* *Business Management for Building Professionals (1-day course)*

OR hold an NAHB educational designation

* *Advanced Green Building: Building Science (2-day course)*

* *Advanced Green Building: Project Management (1-day course)*

Only building industry professionals are eligible and you must have five years of green building experience and have built, remodeled or been involved with the construction of at least three dwellings that have been certified to the ICC 700 National Green Building Standard or a recognized local, state or national green residential rating program. See the full requirements at nahb.org.

Upcoming Courses

The majority of the required Master CGP courses are conveniently offered right here at the GHBA Education Center. Up next is:

Advanced Green Building: Building Science (2-day course)

Instructor: Donald Ferrier

Dates: Tuesday & Wednesday, November 29-30

Time: 9 am to 5 pm

Fee: \$420 members / \$630 non-members

Designations: Master CGP, GMB

Continuing Ed Credits: CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP, MIRM

SPONSORED BY:



GREEN BUILT GULF COAST

In the News...

Green homes sold for \$33,894 more on average than homes without green features in 2015

According to Redfin, homeowners are going green in response to environmental conditions — like a drought — or are taking advantage of eco-friendly elements in the course of other upgrades. Homeowners also see green features as a contributor to future resale value and energy-bill savings. Those renovating or building a home are also aiming for a healthier living environment by using more nontoxic building materials and finishes.

The analysis also revealed that homeowners can earn green by going green. Homes with green features sold for \$33,894 more than the median sale price of all homes in the cities Redfin analyzed. With record-breaking droughts and high temperatures across the country, more house hunters are looking for these amenities.

Homebuyers in all demographics are increasingly demanding homes with green features, and Hanley Wood recently reported that baby boomers are no exception. The company found that 55+ homebuyers valued sustainability, energy efficiency, wireless security, adaptive lighting and smartphone-controlled home features.

Taking green living literally has emerged with the rising popularity of "agrihoods," which are residential communities built around farms, like Johnson Development's Harvest Green in Fort Bend County. Instead of demolishing farms to make way for development, homes are added so that residents can experience growing their own food, raising animals and living as part of a community. Green features often come standard with these homes, which tend to be more expensive because of the low-density nature of the developments. Other major homebuilders like D.R. Horton and PulteGroup's Del Webb division are experimenting with the concept and have reported success so far.

While most people appreciate the value of green features, particularly ENERGY STAR appliances and windows, a National Association of Home Builders survey found that homeowners are cost-minded when it comes to upgrading their homes to these standards, and at least half demand a 20 percent return on their energy efficiency investments.

Learn more at greenbuiltgulfcoast.org.



SAVE-THE-DATE

FEB. 15th
EVENING
EVENT

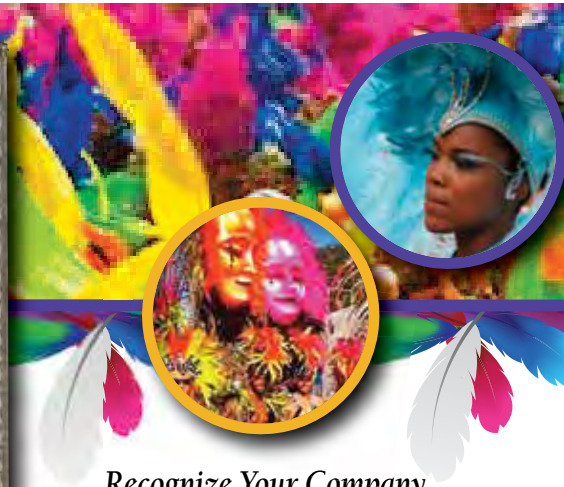
VENUE TBD

2017 MILLION DOLLAR CIRCLE AWARDS

Become a Sponsor now!



DINNER & AWARDS
PRESENTATION
INCLUDING OUR
*Fabulous
Silent Auction*



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

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).

Carnival Title Sponsor \$4,000
On stage opportunity to show promotional company video
• Ten (10) 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

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

Play Mas Treat Sponsor \$1,750
Company name or logo on a sweet "something extra" favor
• Four (4) tickets to the event

Calypso Dinner Sponsor \$2,500
(2 opportunities)
Company logo on dinner menu
• Eight (8) tickets to the event

Antigua Decor Sponsor \$2,000
Company logo displayed in ballroom
• 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

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

J'Ouvert DJ Sponsor \$2,500
Company recognition on signage in DJ area (as applicable)
• Eight (8) 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

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

Masqueraders Program Sponsor \$2,000
Company name or logo on booklet (as applicable)
• Six (6) tickets to the event

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

Thank You
TO OUR CURRENT
SPONSORS!*



Toast Sponsor



Certificate Sponsor



Photography Sponsor

MILLION DOLLAR CIRCLE
SPONSOR:
Trendmaker Homes

*as of print date.

Q3 2016 @ GHBA

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



EDUCATION

12 CLASSES W/
810 TOTAL ATTENDANCE



GROWING RANKS

92 NEW MEMBERS!



- Associates (63.04%)
- Single Family Builders (33.70%)
- Multi Family Builders (1.09%)
- Remodelers (2.17%)

GOING GREEN

GREEN BUILT GULF COAST (GBGC)
WELCOMED ONE NEW BUILDER



■ 1,150 New Homes Certified ■ 1,362 Website Visitors

LARGE EVENTS



July saw the organization's only family event take place at Minute Maid Park. A sell-out crowd of over 570 guests helped cheer on the Houston Astros to a huge win over the Los Angeles Angels.



The Annual GHBA Membership Drive brought in 45 new members thanks to our SPIKES!



The Remodelers Council's Charity Garage Sale raised \$17,000 for the council's next community outreach project.



The Custom Builders Council charity work day at Casa de Esperanza (the House of Hope for Children) brought a fresh face to the shelter with updated appliances, paint and new flooring.



A "top golf" speed selling event in September connected associates face to face with 18 of the Bay Area's top builders.

COUNCILS

LUNCHEON ATTENDANCE



GHBA's monthly council luncheons are the perfect opportunity to connect with like-minded members, network and learn. Meeting covered timely topics ranging from energy code training to OSHA, law enforcement and jobsite theft, a lender panel, and even advice from a "Marketing Ninja."

GOVERNMENT AFFAIRS

GOVERNMENT AFFAIRS COMMITTEE (GAC)

NAHB announced recipients for the inaugural Defender of Housing Awards. These legislators have a strong record of standing with the housing industry and going above and beyond for our industry. So far, members of the GAC have presented the award to Senator John Cornyn, and Congressmen John Culberson, Gene Green and Ted Poe.

In light of recent negative articles regarding MUDs published by the Houston Chronicle, GAC members have been actively meeting with members of the Houston area state delegation, including house members and senators. With the next legislative session beginning in January, these meetings are focused on educating Houston area members on how critical utility districts are for infrastructure, growth and housing affordability.

In August, members of the GAC met with the City of Houston Planning Department Director Pat Walsh to review the first quarterly report on the implementation of its Special Revenue Fund. The SRF was passed last year and is intended to increase development-related staffing levels over previous budget levels, including additional plan reviewers, increase quality of reviews and improve technology and supplies.



CODES & STANDARDS COMMITTEE

The committee met in August to discuss OSHA regulations affecting the construction industry as well as the 2015 IRC. The approved 2012 Code Words, published by the City of Houston, were also highlighted at the meeting.



DEVELOPERS COUNCIL

August: A presentation from former councilman and new Houston Chief Resilience Officer Steve Costello. The new "food czar" discussed his short and long term goals for drainage maintenance, hurricane preparedness and working with stakeholders to develop drainage policies and address large scale projects.
September: Michael Bloom, R.G. Miller Engineers, discussed Low Impact Development and addressed cost data and feasibility studies for several projects in our area.

HOME-PAC

On September 23, GHBA hosted Senator John Cornyn for a fundraiser to benefit the NAHB's BUILD-PAC. The event was co-hosted by incoming BUILD-PAC Chair Eddie Martin at Brennan's with roughly 50 in attendance. NAHB's BUILD-PAC 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.



YOUNG PROFESSIONALS

The Steering Committee met in September to discuss their October networking event.

The YPs partnered with students from Jones Academy who attended their first workshop in September. Students enjoyed listening to members of the Young Professionals speak about their jobs and how the GHBA has helped facilitate their careers.

CHARITY

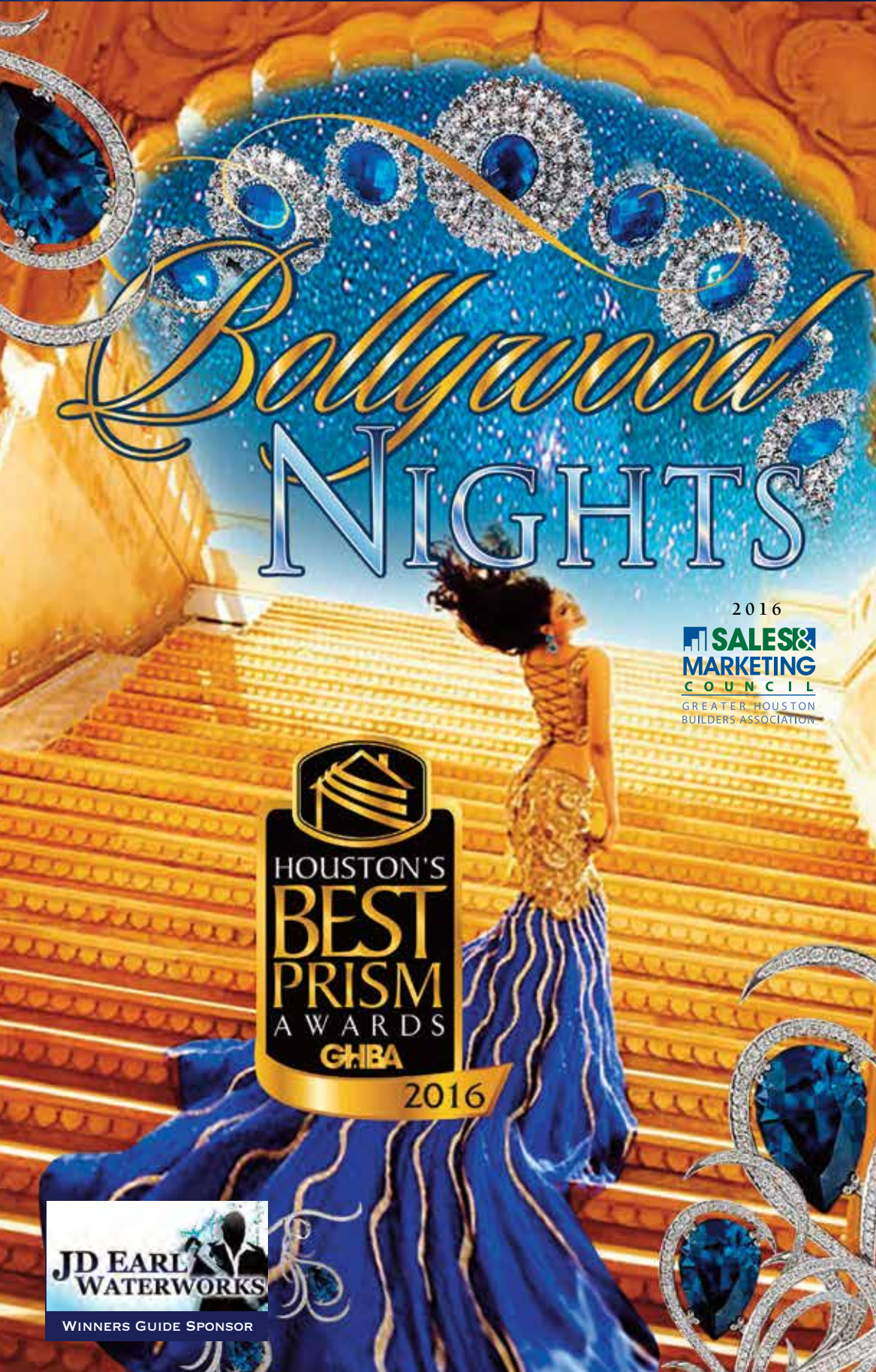
BENEFIT HOMES PROJECT

Trendmaker Homes completed construction on its Benefit Home in Meridiana on a lot donated by Rise Communities.



MORE THAN
\$9.5 MILLION
DONATED TO LOCAL CHARITIES

2016 WINNERS & FINALISTS



GRAND AWARD WINNERS & FINALISTS

CUSTOM BUILDER FRANKEL BUILDING GROUP

FINALISTS:
On Point Custom Homes
Whitestone Builders
Zander Homes

VOLUME BUILDER DARLING HOMES

FINALISTS:
Newmark Homes
Taylor Morrison

REMODELER MORNING STAR BUILDERS & RENOVATIONS

FINALIST:
Sneller Custom Homes &
Remodeling
Keechi Creek Builders

DEVELOPER CRESCENT COMMUNITIES

FINALISTS:
Caldwell Companies
Rise Communities

PROMOTION ON TARGET! MARKET- ING & ADVERTISING FOR FALLS AT IMPERIAL OAKS

FINALISTS:
Trendmaker Homes
On Target! Marketing &
Advertising
FOR ALLURA USA
Crescent Communities

Thank you to our 2016 Sponsors*

EXCLUSIVE SPONSORS



DECOR SPONSOR



MARTINI



SPECIALTY DRINK

WINNERS GUIDE



BAR



DESSERT



CENTERPIECE



TRIP GIVE AWAY



ENTERTAINMENT



PHOTO BOOTH



PHOTOGRAPHY



OFFICIAL TOAST



FLYING HIGH



SCARFS



HENNA ARTIST



VALET

UNLIMITED SPONSORS

DIAMOND LEVEL

Caldwell Companies
Coventry Homes & Plantation Homes
Ferguson Bath, Kitchen & Lighting Gallery
Friendswood Development Company
IES Residential, Inc.
MP Studio Interiors
The Howard Hughes Corporation - Bridgeland, LP

GOLD LEVEL

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Sherwin-Williams Paint Company

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BMC
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Sales Solve Everything

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MARKETING & DESIGN SPONSOR

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VIDEO SPONSOR

832-303-0396

*As of print date.

BEST PEOPLE



Humanitarian of the Year - Business
**THE WOODLANDS
DEVELOPMENT COMPANY**
FINALIST:
William David Homes



Marketing Professional
of the Year -
Developer
Jennifer Jones
RISE COMMUNITIES

FINALIST:
Lona Shipp -
Bridgeland
Development



Marketing Professional
of the Year -
Volume Builder
Melissa Guerra
NEWMARK HOMES

FINALISTS:
Jaime Virkus - Darling Homes
Carrie Roehling - Ashton Woods



Sales Manager of the Year
Volume Builder
Randy Wallace
TAYLOR MORRISON



Online Sales Professional
of the Year
Volume Builder
Bobbie Baker
GEHAN HOMES

FINALISTS:
Kim Bennett
Trendmaker Homes
Tara Slusser
Darling Homes



Design Center Associate
of the Year
Tiffany Trask
ON POINT CUSTOM HOMES

FINALISTS:
Leslie Restrepo - Taylor Morrison
Amy Townsell - Darling Homes



REALTOR® Team of the Year
The Seth Brothers
Sonit Seth and Kunal Seth



Sales Professional of the Year
Volume Builder
Ed Mercado
TAYLOR MORRISON

FINALISTS:
Jenna Sidenstricker
Darling Homes
Greg Sewell
Westin Homes



Rookie Onsite Sales Professional
of the Year - Volume Builder
Kelly Porter
DARLING HOMES

FINALISTS:
Carina Leeka
Meritage Homes
Laura Duke
Ashton Woods



2016 PRISM
TRAILBLAZER AWARD
RECIPIENT
Dan Wallrath
FOUNDER OF
OPERATION FINALLY HOME



REALTOR® of the Year
Shijimon Jacob
EVEREST REALTY

FINALIST:
Jim Mulholland
Cy Fair Real Estate



Mortgage Specialist
of the Year
Kristy Cormier
DARLING HOMES

FINALIST:
Brad Snyder
Gehan Homes



Construction Superintendent
of the Year - Custom Builder
Stephanie Carwile
SANDCASTLE HOMES



Construction Superintendent
of the Year - Volume Builder
Steve Townsend
CAMILLO PROPERTIES

FINALISTS:
Kelly Kinsley -
Legend Homes/
Princeton Classic Homes

Mick Papesh -
Legend Homes/
Princeton Classic Homes

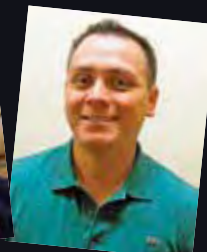


Green Building
Advocate of the Year
Nicole Keown
SANDCASTLE
HOMES

SMC Associates of the Year



Randall Duncan



Rocky Flores

DATASmart/DUNCAN SECURITY



SMC Board
Member of the Year
Carrie Roehling
ASHTON WOODS

CUSTOM BUILDERS



Custom Home Design
over \$2 Million
FRANKEL BUILDING GROUP



Custom Home Design
\$1 Million to \$1.5 Million
CASON GRAYE HOMES
FINALIST:
Frankel Building Group
Bella Torre Homes



Custom Home Design
\$500,000 to \$1 Million
FRANKEL BUILDING GROUP
FINALISTS:
William David Homes
Whitestone Builders



Custom Home Design
Under \$500,000
ON POINT CUSTOM HOMES, LP
FINALISTS:
Texas Elite Custom Homes
Sandcastle Homes



Custom Home Elevation
\$1 Million to \$1.5 Million
ROHE & WRIGHT BUILDERS
FINALIST:
Cason Graye Homes
Bella Torre Homes



Custom Home Elevation
\$500,000 to \$1 Million
WILLIAM DAVID HOMES
FINALISTS:
William David Homes
Whitestone Builders



Custom Home Elevation
Under \$500,000
ZANDER HOMES
FINALISTS:
Zander Homes
ROC Homes Texas, LTD



Custom Garden / Patio Home
ON POINT CUSTOM HOMES, LP
FINALISTS:
Zander Homes
ROC Homes Texas, LTD



Custom Home
Townhome Product Design
ON POINT CUSTOM HOMES, LP
FINALISTS:
Rohe & Wright Builders
Sandcastle Homes



Custom Home Kitchen
Home Over \$1 Million
CASON GRAYE HOMES
FINALISTS:
Mirador Builders
Frankel Building Group



Custom Home Kitchen
Home \$500,000 to \$1 Million
WHITESTONE BUILDERS
FINALISTS:
Whitestone Builders
Realex Homes



Custom Home Kitchen
Home Under \$500,000
ZANDER HOMES
FINALISTS:
Texas Elite Custom Homes
On Point Custom Homes, LP



Custom Home Specialty Room
Home Under \$1 Million
CAPITAL BUILDERS
FINALISTS:
On Point Custom Homes, LTD
Capital Builders



Custom Home
Specialty Room
Home Over \$1 Million
FRANKEL BUILDING GROUP
FINALISTS:
Cason Graye Homes
Bella Torre Homes



Custom Home
Outdoor Living Space
FRANKEL BUILDING GROUP
FINALISTS:
Butler Brothers
On Point Custom Homes, LP



Custom Home Bedroom
Home Over \$1 Million
FRANKEL BUILDING GROUP
FINALIST:
Bella Torre Homes



Custom Home Bedroom
Home Under \$1 Million
WHITESTONE BUILDERS



Custom Home Bath
Home Over \$1 Million
FRANKEL BUILDING GROUP
FINALISTS:
Mirador Builders
Cason Graye Homes



Custom Home Bath
Home \$500,000 to \$1 Million
WHITESTONE BUILDERS
FINALISTS:
Whitestone Builders
William David Homes



Custom Home Bath
Home Under \$500,000
TEXAS ELITE CUSTOM HOMES
FINALISTS:
Zander Homes
ROC Homes Texas, LTD



Custom Home
Green Building -
Single Family Home
FRANKEL BUILDING GROUP
FINALIST:
Zander Homes

VOLUME BUILDERS



Volume Builder
Specialty Product Design
Over \$1 Million
**FEDRICK, HARRIS by
NEWMARK HOMES**



Volume Builder Product Design
\$600,000+
DREES HOMES
FINALISTS:
Darling Homes
J. Patrick Homes



Volume Builder Product Design
\$500,000 to \$600,000
J. PATRICK HOMES
FINALISTS:
Darling Homes
Coventry Homes



Volume Builder Product Design
\$400,000 to \$500,000
**LEGEND HOMES/PRINCETON
CLASSIC HOMES**
FINALISTS:
Newmark Homes
J. Patrick Homes



Volume Builder Product Design
\$350,000 to \$400,000
DARLING HOMES
FINALISTS:
Westin Homes
Gehan Homes



Volume Builder Product Design
\$300,000 to \$350,000
PULTEGROUP - DEL WEBB
FINALISTS:
Plantation Homes
Ashton Woods



Volume Builder Product Design
\$250,000 to \$300,000
WESTIN HOMES
FINALISTS:
Legend Homes
Ashton Woods



Volume Builder Product Design
\$200,000 to \$250,000
BEAZER HOMES
FINALISTS:
Taylor Morrison
Beazer Homes



Volume Builder Product Design
Under \$200,000
PULTEGROUP - DEL WEBB
FINALIST:
PulteGroup



Volume Builder
Townhome Product Design
COVENTRY HOMES



Volume Builder - Kitchen
DARLING HOMES
FINALISTS:
Taylor Morrison
Darling Homes



Volume Builder - Family Room
DREES HOMES
FINALISTS:
Darling Homes
Taylor Morrison



Volume Builder - Bedroom
DARLING HOMES
FINALISTS:
Newmark Homes
Taylor Morrison



Volume Builder - Specialty Room
**FEDRICK, HARRIS
by NEWMARK HOMES**
FINALISTS:
Darling Homes
Darling Homes



Volume Builder - Bath
J. PATRICK HOMES
FINALISTS:
Newmark Homes
Darling Homes

2016 HOUSTON'S BEST PRISM AWARDS



Volume Builder
Specialty Home Front Elevation
Over \$1 Million
FEDRICK, HARRIS by
NEWMARK HOMES



Volume Builder
Specialty Home Front Elevation
\$750 to \$1 Million
FEDRICK, HARRIS by NEWMARK HOMES
FINALIST:
Coventry Homes



Volume Builder
Specialty Home
Front Elevation
Up to \$750
COVENTRY HOMES



Volume Builder
Garden Home/Patio Home of the Year
DARLING HOMES
FINALISTS:
Darling Homes
Taylor Morrison



Volume Builder
Model Home Park Design of the Year
TAYLOR MORRISON

FINALIST:
Beazer Homes



Design Center of the Year
Volume Builder
TAYLOR MORRISON

FINALISTS:
J. Patrick Homes
Darling Homes



Volume Builder Outdoor Living Space
DARLING HOMES

FINALISTS:
Drees Custom Homes
Newmark Homes



Volume Builder
Interior Merchandising for a
Model Home: \$600,000+
DARLING HOMES
FINALISTS:
Newmark Homes
J. Patrick Homes



Volume Builder Interior
Merchandising for a
Model Home: \$500,000 to \$600,000
DARLING HOMES
FINALISTS:
Darling Homes
Trendmaker Homes



Volume Builder Interior
Merchandising for a
Model Home: \$400,000 to \$500,000
DARLING HOMES
FINALISTS:
Westin Homes
J.Patrick Homes



Volume Builder Interior
Merchandising for a
Model Home: \$350,000 to \$400,000
WESTIN HOMES
FINALISTS:
Darling Homes
Gehan Homes



Volume Builder Interior
Merchandising for a Model Home:
\$300,000 to \$350,000
PULTEGROUP - DEL WEBB
FINALISTS:
Taylor Morrison
MP Studio Interiors for KB Home



Volume Builder Interior
Merchandising for a Model Home:
\$250,000 to \$300,000
MP STUDIO INTERIORS
FOR KB HOME
FINALISTS:
Newmark Homes
MP Studio Interiors for KB Home



Volume Builder Interior
Merchandising for a Model Home:
\$200,000 to \$250,000
MP STUDIO INTERIORS
FOR KB HOME
FINALISTS:
MP Studio Interiors for KB Home
MP Studio Interiors for KB Home

REMODELERS & ASSOCIATES



Whole House Renovation
\$500,000 to \$750,000
SOUTHERN GREEN BUILDERS
FINALIST:
Sneller Custom Homes and Remodeling



Whole House Renovation
\$250,000 to \$500,000
MORNING STAR RENOVATIONS
FINALISTS:
Lippold Custom Homes
329 Design



Whole House Renovation
Under \$250,000
THIRD COAST BUILDERS



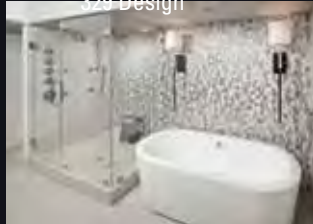
Home Addition Over \$150,000
REMODELERS OF HOUSTON
FINALISTS:



Home Addition Under \$150,000
SNELLER CUSTOM HOMES AND REMODELING
FINALIST:



Remodeled Bath Over \$50,000
SNELLER CUSTOM HOMES AND REMODELING



Remodeled Bathroom \$25,000 to \$50,000
MORNING STAR RENOVATIONS
FINALISTS:
Sneller Custom Homes and Remodeling
Keechi Creek Builders



Remodeled Bathroom Under \$25,000
SNELLER CUSTOM HOMES AND REMODELING



Remodeled Specialty Room
MORNING STAR RENOVATIONS
FINALISTS:
Sneller Custom Homes and Remodeling
Keechi Creek Builders



Remodeled Outdoor Living Space
TEXAS CUSTOM PATIOS
FINALISTS:
Sneller Custom Homes and Remodeling
Texas Custom Patios



Remodeled Kitchen Over \$100,000
SNELLER CUSTOM HOMES AND REMODELING

FINALISTS:
Craftsmanship by John
329 Design



Remodeled Kitchen \$50,000 to \$100,000
MORNING STAR RENOVATIONS

FINALISTS:
Keechi Creek Builders
329 Design



Remodeled Kitchen Under \$50,000
KEECHI CREEK BUILDERS

FINALIST:
329 Design



Private Residence Interior Design - Specialty Room
CHAIRMA DESIGN GROUP

FINALISTS:
Chairma Design Group
Chairma Design Group



Private Residence Interior Design - Bath
CHAIRMA DESIGN GROUP

FINALISTS:
Chairma Design Group
Chairma Design Group



Private Residence Interior Design - Family
EKLEKTIK INTERIORS

FINALISTS:
Chairma Design Group
Eklectik Interiors

DEVELOPERS



Master Planned Community of the Year
CALDWELL COMPANIES
for Towne Lake

FINALISTS:
Crescent Communities for The Groves
Bridgeland Development, LP
for Bridgeland



Community of the Year
RISE COMMUNITIES
for Cane Island

FINALIST:
Friendswood Development Company
for Woodtrace



Model Home Park Design of the Year - Developer
POMONA
SUBMITTED BY ANDERSON-HANSON-BLANTON

FINALISTS:
Johnson Development for
Sienna Plantation
Harper's Preserve submitted by
Boe Creative



Signage of the Year - Developer
CRESCENT COMMUNITIES
for The Groves

FINALISTS:
Pomona submitted by
Anderson-Hanson-Blanton
The Johnson Development
Corporation
for Imperial Sugar Land



Master Planned Community Entrance of the Year
Developer
CALDWELL COMPANIES
for Towne Lake

FINALISTS:
Holcomb Properites
for The Falls at Imperial Oaks
Harper's Preserve
submitted by Boe Creative



Community Entrance of the Year - Developer
RISE COMMUNITIES
for Cane Island

FINALISTS:
Friendswood Development Company
Pomona
submitted by
Anderson-Hanson-Blanton



Master Planned Community Recreation Center of the Year
CALDWELL COMPANIES
for Towne Lake

FINALIST:
Holcomb Properites for
The Falls at Imperial Oaks



Community Recreation Center of the Year
Developer
RISE COMMUNITIES
for Cane Island



Interactive Point of Sale Experience of the Year - Developer
BRIDGELAND DEVELOPMENT, LP

FINALIST:
Rise Communities for Cane Island



Sales Information Center of the Year
Developer
CRESCENT COMMUNITIES
for The Groves

FINALIST:
Johnson Development
for Sienna Plantation



Master Planned Landscape Design of the Year - Developer
CRESCENT COMMUNITIES
for The Groves

FINALISTS:
Holcomb Properites
for The Falls at
Imperial Oaks

Bridgeland
Development, LP
for Bridgeland



Community Landscape Design of the Year
Developer
RISE COMMUNITIES
for Cane Island

FINALIST:
Friendswood
Development
Company for
Woodtrace

PROMOTIONS



Billboard of the Year- Branding - Developer
HOLCOMB PROPERTIES - THE FALLS AT IMPERIAL OAKS

submitted by On-Target! Marketing & Advertising

FINALISTS:

Pomona submitted by Anderson-Hanson-Blanton
Rise Communities for Cane Island



Billboard of the Year Volume Builder
TRENDMAKER HOMES

FINALIST:
Newmark Homes



Billboard of the Year- Event
Builder
DARLING HOMES
for Luxury In Bloom Tour



Marketing Campaign of the Year
Volume Builder
DARLING HOMES
for "Luxury In Bloom"

FINALISTS:
Gehan Homes for
"Give & Receive" promo

Newmark Homes for
"Sell Away" promo



Marketing Campaign of the Year
Developer
POMONA
submitted by Anderson-Hanson-Blanton

FINALISTS:
The Johnson Development for
Tuscan Lakes

Miramasa submitted by
Baker One



Internet Marketing Campaign of the Year
Custom Builder
ON POINT CUSTOM HOMES, LP
"Instagram Giveaway"



Internet Marketing Campaign of the Year - Developer
HOLCOMB PROPERTIES - THE FALLS AT IMPERIAL OAKS
submitted by On-Target! Marketing & Advertising

FINALISTS:
Pomona
submitted by Anderson-Hanson-Blanton

Woodridge Forest
submitted by On-Target! Marketing & Advertising



Internet Marketing Campaign of the Year
Volume Builder
GEHAN HOMES



Marketing Campaign of the Year
Associate
ALLURA USA
by **ON-TARGET! MARKETING & ADVERTISING**



Internet Marketing Campaign of the Year
Associate
ALLURA USA
by **ON-TARGET! MARKETING & ADVERTISING**

PROMOTIONS



Direct Mail Piece
of the Year
Associate
ALLURA USA
by ON-TARGET!
MARKETING &
ADVERTISING

FINALISTS:
Anderson Canyon
Cambria



Direct Mail Piece
of the Year
Business to
Business -
Developer
BAKER ONE
FOR MIRAMESA



Direct Mail Piece of the Year
Business to Consumer
Developer

FRIENDSWOOD DEVELOPMENT
for Woodtrace

FINALISTS:
Trendmaker Homes for
Hidden Arbor

Miramesa submitted by Baker One



Direct Mail Piece of the Year
Business to Consumer - Builder
ZANDER HOMES

FINALIST:
Cason Graye Homes



Direct Mail Piece
of the Year
Business to Business
Volume Builder
TRENDMAKER HOMES

FINALIST:
Trendmaker Homes



Print Ad of the Year
Volume Builder
WESTIN HOMES
for "Sophisticated Elegance"

FINALISTS:

Taylor Morrison for "Happy Place"

Darling Homes for "Luxury In Bloom"



Print Ad of the Year
Developer
CRESCENT COMMUNITIES
for The Groves

FINALISTS:
Pomona submitted by Anderson-Hanson-Blanton
Friendswood Development for
"We Are Houston's Largest Developer"



Print Ad of the Year
Custom Builder
ROHE & WRIGHT BUILDERS



Print Ad of the Year
Associate
ALLURA USA
by ON-TARGET! MARKETING & ADVERTISING

FINALIST:
Cambria

PROMOTIONS



Event of the Year - Developer
BRIDGELAND DEVELOPMENT, LP
FOR BRIDGELAND "NATUREFEST"

FINALISTS:
Crescent Communities
for The Groves Grand Opening

Anderson-Hanson-Blanton
for the Pomona Realtor Grand Opening



Event of the Year - Community
Developer
MIRAMESA submitted by BAKER ONE
for "The Fine Art of Living"

FINALISTS:
Friendswood Development for
Woodtrace Parade of Homes

Trendmaker Homes for
"Bust Dem Holiday Blues"



Television/Video Promo of the Year
Builder
ON POINT CUSTOM HOMES, LP

FINALIST:
On Point Custom Homes, LP

RADIO

Radio Commercial of the Year - Builder
DARLING HOMES
"Luxury In Bloom Home Tour"



Television/Video Promo
of the Year -Developer

BRIDGELAND DEVELOPMENT, LP
for Bridgeland

FINALISTS:
Falls at Imperial Oaks
submitted by On-Target! Marketing & Advertising
The Signorelli Company for Valley Ranch



Television/Video Promo of the Year
Associate
COBB FENDLEY
by ON-TARGET! MARKETING & ADVERTISING

FINALISTS:
Allura USA
submitted by On-Target! Marketing & Advertising

Chesmar Homes
submitted by Crozier & Henderson Productions, Inc.

RADIO

Radio Commercial of the Year - Developer
HOLCOMB PROPERTIES FOR
THE FALLS AT IMPERIAL OAKS LAKES,
submitted by On-Target! Marketing & Advertising

FINALIST:
Holcomb Properties for The Falls at Imperial Oaks Lakes,
submitted by On-Target! Marketing & Advertising

The Falls at Imperial Oaks Lakes "Happy Tails Dog Park,
submitted by On-Target! Marketing & Advertising

2016 HOUSTON'S BEST PRISM AWARDS



Sales Brochure of the Year
Developer
CRESCENT COMMUNITIES
for The Groves

FINALISTS:
Johnson Development
Rise Communities



Sales Brochure of the Year
Volume Builder
DARLING HOMES

FINALISTS:
Trendmaker Homes
J.Patrick Homes



Sales Brochure of the Year
Associate
COBB FENDLEY
by ON-TARGET! MARKETING & ADVERTISING



Website of the Year
Developer
RISE COMMUNITIES
for MeridianaTexas.com

FINALISTS:

Crescent Communities for The Groves
Rise Communities for Cane Island



Website of the Year - Remodler
TEXAS CUSTOM PATIOS



Sales Brochure of the Year
Custom Builder
ROHE & WRIGHT BUILDERS
for Windfield Gate

FINALIST:
Cason Graye Homes



Website of the Year - Associate
CAMBRIA

FINALISTS:
Anderson Canyon

Allura USA

created by On-Target! Marketing & Advertising



Website of the Year - Volume Builder
WESTIN HOMESS for westin-homes.com

FINALIST:
Trendmaker Homes for trendmakerhomes.com
Sitterle Homes for sitterlehomes.com



Website of the Year - Custom Builder
ROHE & WRIGHT BUILDERS

FINALISTS:
Terrenova Real Estate Company
for Colibri Custom Homes



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!"

CONGRATS (AND THANKS!) TO OUR 2016 MEMBERSHIP DRIVE TOP RECRUITERS

DEBBIE PAGE, 1st Infiniti Enterprises Inc.
(8 new members)

BRIAN STEVENSON, The Stevenson
Group/One Digital (6 new members)

GREG TOMLINSON,
Builders Post-Tension (4 new members)

RICHARD MOGRIDGE,
Bluegill Energy (3 new members)

RON MARTIN,
David Weekley Homes (3 new members)

WELCOME NEW MEMBERS • • • • •

BUILDERS

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Houston, TX 77007
(713) 682-7337
bford@fallharborhomes.com
www.fallharborhomes.com

DPG Customs

Daniel Green
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www.dpgreen82@live.com

Dynamic Builders, Inc.

Terry A. Collins
3926 Allen Road
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www.dynamicbuilders.net

Echo Custom Homes LLC.

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www.EchoCustomHomes.com

Empire Communities

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Farb Homes

Jonathan Farb
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jfarb@farbhomes.com
www.farbhomes.com

Harrisburg Homes

Shawn Speer
8765 Spring Cypress Rd.
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Spring, TX 77379
(713) 249-8196
shawn@harrisburgtx.com

LakeLife Homes

Christian Milazzo
3206 Marina Bay Dr. # 1
League City, TX 77573
(713) 474-4314
info@lakelifehouses.com
www.lakelifecustomhomes.com

McKinley Homebuilders, Inc.

David Nemeth
11821 FM 2432 Road
Willis, TX 77378
(936) 588-9030
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Steven Finger Custom Homes, LLC

Steven Finger
5606 S. Rice Ave.
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WM Baker Companies, Inc.

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MULTI-FAMILY BUILDER

Blazer Building, Inc./

Blazer Building Texas, LLC

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www.blazerbuilding.com

REMODELERS

Downunda Pools

Brett Hatfield
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(281) 236-4344
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www.downundapools.com

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Aasktech 3D Rendering

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Alex's Air Conditioning, Inc.

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CUTCO Cutlery

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Completely Booked Houston

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Conroe Concrete LTD, DBA

Yancey Ready Mix

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Generator Supercenter

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Housing Capital Company

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Independent Bank

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Kathy Andrews Interiors, Inc.

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Keystone Tile

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Logical Network Technologies

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Merit Professional Services

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www.meritprofessional.com

My Cabinet Source

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PE Square Engineering Consultants, LLC

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SignalBooster.com

Customer Service
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www.signalbooster.com/

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Bob Hanson
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brenda@sunproglasstinting.com
www.sunproglasstinting.com

Sunny Rock Cabinet Wholesale

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www.sunnyrockint.com

The Fierro Group

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www.thefierrogroup.com

Verisolar

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Worldwide Sorbent Products Inc.

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Zone Industries dba Precision Pump Systems

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www.precisionpumpsystems.com

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Houston Association of Realtors - eXp Realty

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Sanctuary Builders

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Bill@sanctuary-builders.com
www.sanctuary-builders.com

MEMBERPROFILE

Since 1983 **AMERICAN HVAC SERVICES** has been delivering the highest quality of:

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MEMBERPROFILE

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Do you hate bookkeeping? Janice loves figures, finance and business. Her services include payroll, bank reconciliation, invoicing, payables, tax preparation/filing and, of course, bookkeeping. Personalized financial statements are a priority.

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Janice guarantees accurate and timely business transactions at an affordable price. Schedule an appointment online today!

Learn more at www.completelybookedhouston.com or contact Janice Zeller at **281-797-2815; jan@completelybookedhouston.com**.



MEMBERPROFILE

DNA MOBILITY INC. is a family-owned, mobile solutions business with more than 40 years experience. DNA Mobility focuses on increasing productivity, efficiency, and maintaining compliance by leveraging our business mobile solutions within the construction vertical.

DNA's value is realized through the use of our applications. E-Log/ELD compliant solutions, mobile device management, digital form solutions (YOUR invoice, timesheet, work order, change order, JSAs/JHAs, DVIRs) are converted to an Android or iOS application.



DNA stands for Device, Network, and Application. Regardless of the information our clients are looking to collect or use to stay compliant, we provide the device, network, and application from one source. DNA provides most devices (phones, tablets, modems, data cards) on any network (T-Mobile, Verizon or AT&T business voice and data plans).

To learn more, visit www.dnamobility.net or contact Mike Cicchetto at (832) 856-2445; info@DNAMobility.net.

MEMBERPROFILE

SIGNALBOOSTER.COM is the leader in wireless signal boosting solutions indoors and in vehicles. Enjoy better reception when using your tablet connected to broadband Wi-Fi, or when using your cell phone in offices, homes, or in vehicles, or for watching your favorite show or movie on your HDTV. Our all-in-one signal boosters for consumers boost reception indoors up to 10,000 sq. ft. Another similar, but commercial grade 3-in-1 signal booster boosts reception up to 80,000 sq. ft. in large indoor spaces such as buildings, stadiums, and warehouses. Our products are an asset for houses where people can communicate wirelessly without having to rush outside to take a cell phone call. They are an asset for businesses too, where employees and customers can use their wireless devices without interruptions due to bad reception which typically results in dropped calls and incoherent cellular voice transmissions.

For cellular-only signal booster kits made in USA, please visit cellphonesignalbooster.us/ or visit www.signalbooster.com/ for cellular as well as Wi-Fi and HDTV signal boosters. To request an installation quote for any size installation project, please contact Customer Service.

Contact customer service at 1-855-846-2654; order@signalbooster.com.



MEMBERPROFILE

CRYSTAL COMMUNICATIONS, LTD. specializes in the design, development, and support of network communication systems and high-speed infrastructures.



Crystal Communications, Ltd. designs, engineers, installs, and supports complete end-to-end cabling and wireless solutions to meet any communications need. Crystal Communications provides data, voice and video solutions over copper/fiber optic cable and wireless broadband installations with professionalism and expertise.

Based in Kingwood, Texas, Crystal Communications offers the service and expertise necessary to succeed in today's converging communications environment. With over 100 years of combined technical experience, Crystal's technology and management team has the product/project knowledge to ensure that our infrastructure solutions provide the high-speed performance and flexibility our customers require.

Our integration team is well established and experienced and provides services on a national, regional, or local basis. Our attention to detail ensures our communication solutions will meet and exceed our customer's requirements.

To learn more, visit www.crystalcomltd.com or contact Daniel Chong at 281-361-5199; danny@crystalcomltd.com.

MEMBERPROFILE

KWIKSET manufactures and markets a complete line of door locks and door hardware including door knobs, door levers, deadbolts, handlesets, pocket door hardware and electronic keyless entry locks for residential and light commercial applications.

Over the past 7 years, Kwikset has truly revolutionized the door hardware category. Three great examples of this are SmartKey, SmartCode and most recently Kevo. Your phone is now your key! Millions of families have relied on Kwikset for security and peace of mind.

At Kwikset, we think people shouldn't have to settle when it comes to home security. For more than 60 years, we've believed that innovation is our greatest asset. Technology can deliver both quality and convenience. And the strongest insights come from understanding the people who use our products and how they use them. Everything we've learned has led us to one simple premise—the best security is smart security.

To learn more, visit www.kwikset.com or contact Dianna Grotenhuis, Territory Manager-Houston, at 281-222-2581; dianna.grotenhuis@spectrumbrands.com.



RENEWALS

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

COMPANY	NAME	JOIN DATE
A.D. Vice Construction	David Vice	2015
ADAC Home Builders	Aleida Rodriguez	2013
AHC Construction, LLC	Donald Milbauer	2013
ASID- Pamela Hope Designs	Pamela O'Brien	2014
Airtron Houston	Jack Hamilton	2003
All Star Construction, Inc.	Dennis Haws, CGR	1998
Alliance Roofing Co.	Eric Enneking	2015
Aurous Development Services, Ltd.	Larry Kupstas	2002
B & B Industries	David Rodriguez	2011
BR Electric	Glynn Golden	1993
Baths of America Inc.	Ali Sultanal	2015
Better Homes and Gardens Real Estate Gary Greene	Mark Woodroof	1993
Bradley Signature Homes	Craig Boyd	2013
CKI Wholesale Lock Supply Inc	Patrick Collins	2004
CM2 Construction	Chad McCartney, CGR	2014
California Closets	Charles Allday	2010
Charanza Contracting, Inc.	Kenneth Charanza, GMB CGR	1997
Charter Drywall Houston, Inc.	Robert Randall	1990
City Homes of Houston	Roger Farrow, GMB, CAPS	1997
Coats Rose, PC	Chris Ryman	1980
Comfortemp Insulation, Inc.	Paul Adamoli	2015
Corey Construction	Mike Budworth	2009
Culligan of Houston LLC	Brent Chinn	2012
Culp Engineering, LLC	Dwayne Culp	2015
Custom Windows	Michael Shoemaker	2014
Cutting Edge Closets Inc	Mark Holdsworth	2009
D & D Mechanical	Denny Patterson	2015
Davis A/C & Heating, Inc.	Bryan Davis	1995
East Montgomery County Improvement District	Frank McCrady	2004
Elan Development, LP	Mike Manners	1998
Eric L. Davis Engineering, Inc.	Kathleen Stadler	2006
First Continental Mortgage Co.	Andy Perlman	2007

COMPANY	NAME	JOIN DATE
Goetz Construction Co.	Michael Goetz	2002
Gulf Coast Fan & Light / Connect Source	Joshua Sheffield	2013
Heartwood Custom Homes, Inc.	Frederick Roberts, CGB	2000
Higginbotham Insurance Agency, Inc.	Mark Hilliard	2015
Hoover Slovacek, LLP	Sarah Powers	1997
Hotchkiss Insurance Agency, LLC	Mike Hotchkiss	2012
Hotchkiss Insurance Agency, LLC	Kena Looker - Armstrong	2012
Hotchkiss Insurance Agency, LLC	Shannon McPartland	2012
Houston Association of Realtors - Paulette Blackwood Tate & Assoc.	Paulette Blackwood-Tate	2012
Houston Association of Realtors - J. Carter Breed Properties	J. Carter Breed	2014
Houston Association of Realtors - Re/Max Prestige	Alex Rezende, CSP	2013
Houston Heavenly Homes, LLC	Rory Caton	2011
Houston Window Fashions	Eric Land	2007
ICON Home	Damian Ogier	2015
IDS Engineering Group	Teague Harris	1980
Interceramic Tile & Stone Gallery	Dave Gangwer	1969
Jacobs Overhead Door Company, Inc.	David Jacobs	1996
Jett Weld Inc.	Glenn Selldin	2014
John R. St. John Const, Inc./ JSJ Inc.	John St. John	1982
KLG Ironwork, LLC / Duomo Iron Doors	Andres Selva	2014
Kirksey Residential LLC	John Kirksey	2011
LGI Homes	Eric Lipar	2003
Leeco Precision Spring Manufacturing Co. Inc.	Matt Couey	2015
Lennar Homes of Texas	Cindy Hinson	2015
Lewis Construction	Myron Lewis	2014
Linc Plumbing	Wendi Lincoln	2015

COMPANY	NAME	JOIN DATE
Lippke Cartwright & Roberts Inc	Paul Lippke, PE	2005
Lone Star Elevator Company	Elie Graustein	1997
Morris, Ligon & Rodriguez, P.C.	Chad Capers	2014
Norex Engineering Inc	Michael Scanlon	2005
Open Design & Development, Inc.	Heidi Dellafera Eagleton	2012
Pinnacle Builders	Gregory Bartley	2015
Platinum Custom Construction Inc.	Mike Yarborough	2010
Power Now LLC	Brent Fridrich	2014
ProSource of Katy	Jon Schuler	2014
QDI Quarries Direct International	Emre Senyuva	2010
ROC Homes Texas, LTD.	Eric Hymowitz	2003
Redline Industries, Inc.	Mike Kocurek	2015
Reverse Mortgage Funding	Vicki Cheairs, CAPS	2013
Shea Homes	Keith Luechtefeld	2013
Silverlake Homes, Corp.	Tom Hargrove	2014
Sims Luxury Builders	Chris Sims	1995
Southeast Tile & Marble Co., Inc.	Jim Bauer	2010
Stone Store	Daniel Robinson	2005
Strack Homes, LLC	Mario Mazzella	2014
Surface Systems Of Texas	Michael Raney	2013
Talia Homes, LLC	Monica Mehta	2014
TNG Utility Corp.	Chip Callegari	2009
Texas Farmhouse Homes, LLC	Sean Dunbar	2012
Texas Tile Services	Gustavo Carrera	2010
Toll Brothers	David Assid	2009
Traditional Designs, Inc.	Dave Allum	2014
Urban Garden Homes Incorporated	Robert Goolsby	2015
Wayland Construction	Doug Wayland, GMB, CGR, CGP, CAPS	2002
Western Brick & Stone, a Headwaters Company	Eric Graves	2006
Westin Homes	Jason Golan	2009
Wiley Homes, LLC	Cade Wiley	2011
Your Great Outdoors	Brandon Seay	2015

MEMBERPROFILE

L&B LIMITED LLC owner, Lucas Brown, graduated from Texas A&M University with a degree in Construction Science. The principles learned from Texas A&M inspired Lucas to create a company based on proficiency, integrity, and excellence. Lucas' wife and business partner, Brooke, has a business degree in Marketing from Texas A&M and is lead designer for the home interiors.

The mission of L&B Limited is to not only build and restore beautiful, high quality homes but to influence the community in a positive way. Very passionate and hardworking, these two entrepreneurs aim to provide the best quality of home in every aspect of construction and design.

To learn more, contact Lucas Brown at **409-351-2287** or email **brownlr07@gmail.com**.



MEMBERPROFILE



SUNNY ROCK CABINET WHOLESALE is your best source for ready to assemble (RTA) cabinets in the Houston area. Sunny Rock is a factory direct RTA cabinet distributor based in Houston. We have large inventory stock for each line to meet your renovation and new construction project needs with high quality and very affordable prices.

To learn more, visit **www.sunnyrockint.com** or contact Jane Ren at **281-564-4199; jane@sunnyrockint.com**.

BAY AREA BUILDERS ASSOCIATION GOLF TOURNAMENT

Thanks to everyone who came out to enjoy a beautiful day of golf and networking at the annual Bay Area Builders Association (BABA) Golf Tournament on Thursday, October 13 at Magnolia Creek Golf Course in League City, TX.

A special thank you to our sponsors, and a big congrats to the winners!

2016 WINNERS

Longest Drive:

Kevin Bertelsman & Nicole Keown

Closest to the Pin:

Cody Little & Travis Henson

Straightest Drive: Benny Hollis

1st Place Net:

Allen Lusk, Charles Anders, Shelly Skeele, Jon Skeele

2nd Place Net:

Larry Werbiski, Tra Martin, Craig Roll, Frank Mistretta

3rd Place Net:

Kevin Bertelsman, Nicole Keown, Kenny Pierce, Andrew Ritchie

1st Place Gross:

Rick Anderson, Kyle Holmes, Wally Holmes, Rick Swanson

2nd Place Gross:

Vanessa Garza, Chris Hawkins, Bruce Winfrey, Chandler Eaddy

3rd Place Gross:

Roddy Blumrick, Gregg Slone, Roy Campbell, Brad McMeekin





PLATINUM



DIAMOND



2016 Custom Builders Council Chair

BRANDON LYNCH, GMB, CGP, CAPS

Keechi Creek Builders

Product EXPO 2016 Was a Hit!

The 14th annual EXPO was probably one of the most talked about the GHBA has ever held—and in a very good way! We had an impressive showing at the Sam Houston Race Park, sponsored by BMC. Throughout the day, nearly 500 builders and remodelers attended the CBC and RMC contract seminars sponsored by StrucSure Home Warranty and presented by James Rudnicki and Ian Faria. These new contracts reflect the most recent mandates and case law coming out of the Texas Legislative Session. This members-only benefit is a fantastic value and can save you thousands of dollars in legal fees.

After the seminars, the builders and remodelers followed the program and map sponsored by Suncoast Post-Tension to visit more than 100 exhibitor booths showcasing the hottest new products and services, virtually everything

Builders winning their individual races. A total of over \$1,400 was awarded to these winners.

Several builders scored vacation packages courtesy of ACES Builders Warranty. Janelle Martin, Kuehn Custom Homes, won a \$500 package. Krystin Hill with Kolbe Hill, and Eleanor Gould with TriFaction Remodeling & Construction both went home with \$1,250 vacation packages. Congratulations winners!

"You guys did a phenomenal job on the EXPO! We landed a lot of leads, met some key management of production builders, and made some new friends that will offer great networking opportunities. On behalf of Cast Fireplaces, we feel very privileged to be part of such an amazing organization. See you again at next year's EXPO!"

—SONORA STORM, CAST FIREPLACES, INC.

*** The GHBA recommends registering early for the 2017 Product EXPO to ensure a booth space at this popular event. Contact Donna Buenik at dbuenik@ghba.org; 281-664-1429 for more information.**

COMING UP:

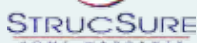
CUSTOM BUILDERS COUNCIL MONTHLY LUNCHEON

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!



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CUSTOM BUILDERS COUNCIL INFO AND SPONSORSHIPS:

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

you need to construct a home, plus additional features that can be added both inside and outside to enhance its look and comfort level. There were numerous unique exhibitors, including the Ferguson Bath, Kitchen & Lighting/Custom Builders Council booth where visitors got their boots shined or receive a hand rolled cigar. Proceeds went to the CBC's charity of choice, Casa de Esperanza.

Food and beverages were sponsored by Builders Post-Tension, Rooftec, and Western Pacific Building Materials.

The simulcast horse racing sponsored by Sherwin-Williams was a huge hit as well, with Alex Cheng with Tyron Homes, Tammy Sanchez with Lone Star, and Abner Burnitt with Bellaire

PRODUCT EXPO, HOSTED BY THE CUSTOM BUILDERS COUNCIL



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**MONTGOMERY COUNTY
INFO AND SPONSORSHIPS:**

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



2016 Montgomery County Division Chair

RON MARTIN

David Weekley Homes

The Ancient Greek Word was Idiōtēs

This word was “used derisively in ancient Athens to refer to one who declined to take part in public life.” In that time, in that society, citizens were expected to take part in the world outside their home (or office). Collective wisdom, or wisdom of the crowds, was valued.

By joining our association, you get involved in the outside world. The Greeks would be encouraged and not use that term on us. When we engage in our builder association, we are collectively using our wisdom and seeking the best for our industry.

At the Montgomery County Builders and Developers Division we try to make it easier for the folks in the far north market to get involved in something larger than our everyday concerns. We commonly have 100+ business leaders attend our monthly lunch meetings. We network and share information. It works.

Every two years our Texas legislature is in session. There is always a call to action to help inform our elected officials on issues that are important to our noble industry. We have to fight to keep homes affordable. One event where a crowd is very important is our designated day to visit the legislature in Austin. We call it Rally Day.

Rally Day is an impressive venture into a civics class. You will leave Austin inspired that our government can work if we get involved. Our elected officials are not experts in homebuilding. We must share our collective wisdom with them.

Please mark your calendar for the next Rally Day on Wednesday, February 22, 2017.

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

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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

MONDAY, DECEMBER 5

(RAIN DATE: DEC. 12)

SHOTGUN START @ 10 AM



13101 WALDEN RD.
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The 6th Annual Montgomery County

GOLF TOURNAMENT

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REMODELERS COUNCIL INFO AND SPONSORSHIPS:

Contact Alisa Merritt
(281) 664-1433
amerritt@ghba.org



2016 Remodelers Council President

STEPHEN McNIEL, CGR, CAPS

Creative Property Restoration



Charity Garage Sale Has Another Successful Year

The GHBA Remodelers Council (RMC) just wrapped up its annual Charity Garage Sale at the Texas Home & Garden Show on September 24-25, 2016. Every charitable thing the Council does begins with the funds raised by this event.

This year's Charity Garage Sale raised \$17,000. Those funds will be used for the Remodelers Council's 2017 charity project.

RMC's mission as an organization is to serve its members, the industry and the community. For the last several years, RMC 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 Sunrise Shelter. These are just a few of the beneficiaries of the Council's charitable efforts, with more projects planned in the near future.

The Garage Sale is a huge undertaking and the RMC would like to thank all the 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.

A special thanks goes to 2016 co-chairs Jennifer Wall and Bill Carter of BMC; William Cole, Divine Renovation; Ryan Boyles, GB General Contractors; Stacy Argo, A-Plus Glass Services; and Michael Jorewicz, Vejore.com.

"The Garage Sale takes months of planning and committee work," said Maria Frank of Cabinets & Designs. "It's a really wonderful opportunity for vendors and their associates to come together to help others, and so many people offer up their time and assistance with everything from donations to storage to transportation of donated items."

Stacy Argo of A-Plus Glass Services said, "Working at the annual Remodelers Council Garage Sale is so awesome. You can feel the enthusiasm from the people waiting in the line Saturday morning when it opens, excited to go in to find home improvement items at very reasonable prices."

"We had items such as new bathtubs, wine coolers, granite countertops, air conditioning units and lighting fixtures. The Garage Sale is a great way for consumers and businesses who donate to give back to the community. It is also good for the environment because these items get new homes rather than ending up in a landfill," Stacy concluded.

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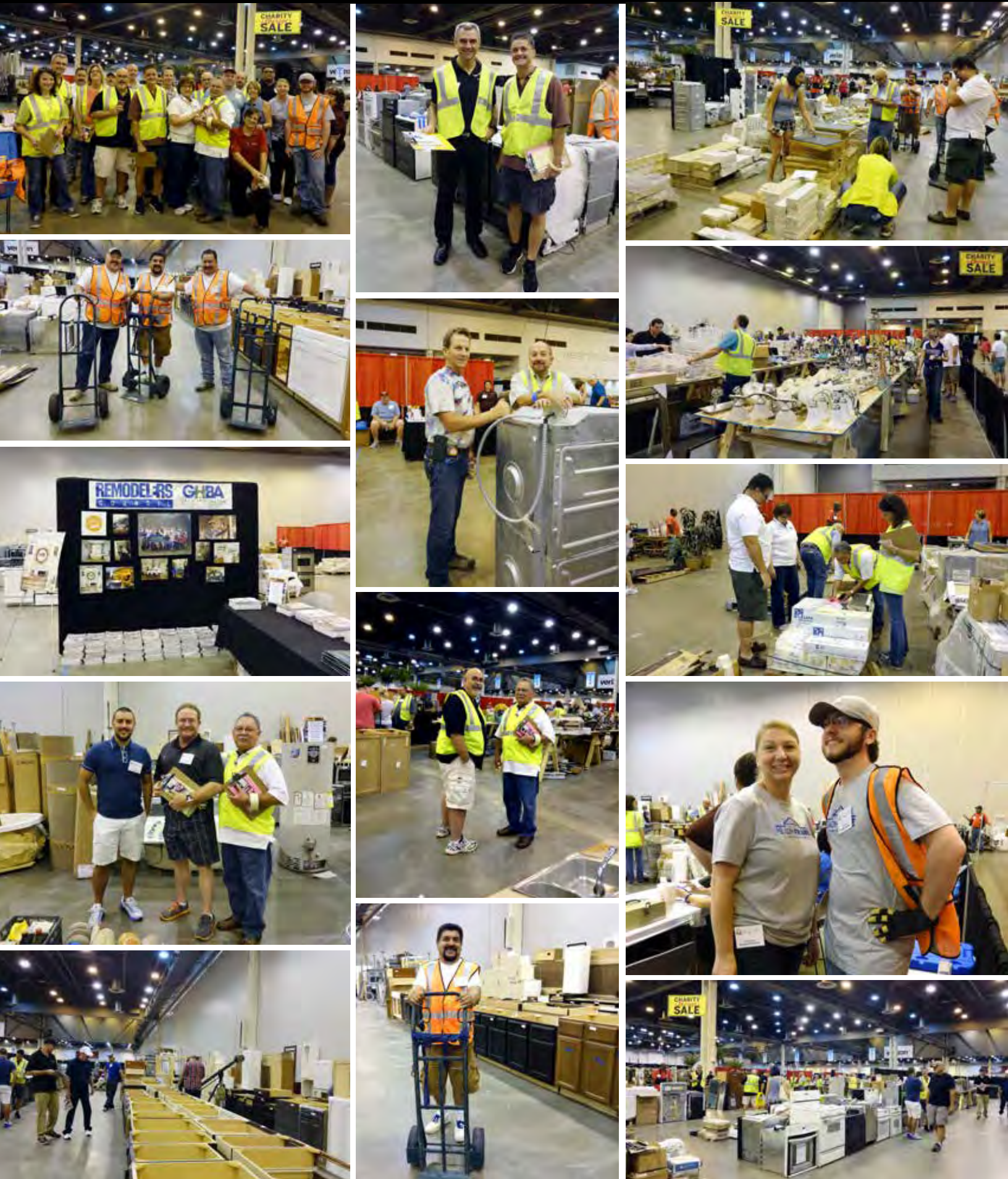
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Contact: Lisa Pepitone
281.664.1425
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REMODELERS COUNCIL CHARITY GARAGE SALE



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

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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

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Sherwin-Williams Paint Co.
The Stevenson Group
StrucSure Home Warranty
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pshugart@homeaidhouston.org

Stay informed and connected at association meetings and events.

November 2016

MEETINGS AND EVENTS

Tuesday, November 1

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

Wednesday, November 2

11:30 a.m. - Montgomery County Builders & Developers Forecast Luncheon, at The Waterway Marriott, 1601 Lake Robbins Dr., The Woodlands

1:30 p.m. - Developers Council Meeting

Thursday, November 3

9 a.m. - Education Committee

2 p.m. - Finance/Executive Committee

4 p.m. to 6 p.m. - President's Reception & New Member Orientation Networking

Tuesday, November 8

11:30 a.m. - Remodelers Council Luncheon, "EPA Lead: Renovation, Repair & Painting (RRP) Program Certification / Re-certification," at Lakeside Country Club, 100 Wilcrest, 77042

Wednesday, November 9

6 p.m. to 8 p.m. - Sales & Marketing Council Networking & Top Producer Awards

Thursday, November 10

2 p.m. to 7 p.m. - Volume Builders Clay Shoot, at American Shooting Centers

6 p.m. to 8 p.m. - Remodeler/Builder Only Networking hosted by Ferguson Bath, Kitchen & Lighting Gallery, at the Conservatory Underground Beer Garden

Thursday, November 17

11:30 a.m. - Custom Builders Council, at Norris Center, City Centre, 816 Town & Country Blvd #210

Friday, November 18

2 p.m. to 9 p.m. - 15th Annual BBQ & Wild Game Cookoff, at Houston Farm & Ranch Club, 1 Abercrombie Dr., Houston 77084

EDUCATION

Monday, November 7 & Monday, November 14

12 noon to 6 p.m. - OSHA 10 Hour Safety Certification Course (2 day course, must attend both days)

Wednesday, November 9

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

Tuesday, November 15

2 p.m. to 4 p.m. - HVAC System (ABCs of Home Building Series)

6 p.m. to 8:30 p.m. - SMC Top Producers / Networking Event, at Towne Lake Clubhouse

Wednesday, November 16

9 a.m. to 11 a.m. - Negotiating Strategies: Tips from Around the World (Sticks & Bricks of Sales and Marketing Series)

Tuesday and Wednesday, November 29-30

9 a.m. to 5 p.m. - NAHB Course: Advanced Green Building Science (2 day course)

December 2016

MEETINGS AND EVENTS

Thursday, December 1

9 a.m. - Education Committee

11:30 a.m. - Codes & Standards Committee

Friday & Saturday, December 2-3

9 a.m. to 4 p.m. - Frank Aranza Adopt-a-Family Holiday Project

Monday, December 5

8 a.m. to 3 p.m. - 6th Annual Montgomery County Golf Tournament, at Walden Golf Club

Tuesday, December 13

6 p.m. to 9 p.m. - Remodelers Council After-Hours Holiday Networking & Board Installatin, at Hearsay Gastro Lounge

EDUCATION

Tuesday, December 6

12:30 p.m. to 5 p.m. - Lead Renovator RRP Refresher Course

Wednesday, December 14

9 a.m. to 5 p.m. - NAHB Course: Estimating & Scheduling for Profitable Business Operations

Several of GHBA's groups take a holiday during the month of December. The following committees & councils will NOT meet in December:

Ambassador/Membership
Associate Council
Bay Area Builders Association
Codes & Standards
Custom Builders Council
GHBA Board of Directors
Government Affairs
Green Building Committee (GBGC)
HOME-PAC
Montgomery County Division
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