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GHBA Names "Of the Year" Winners pg 18

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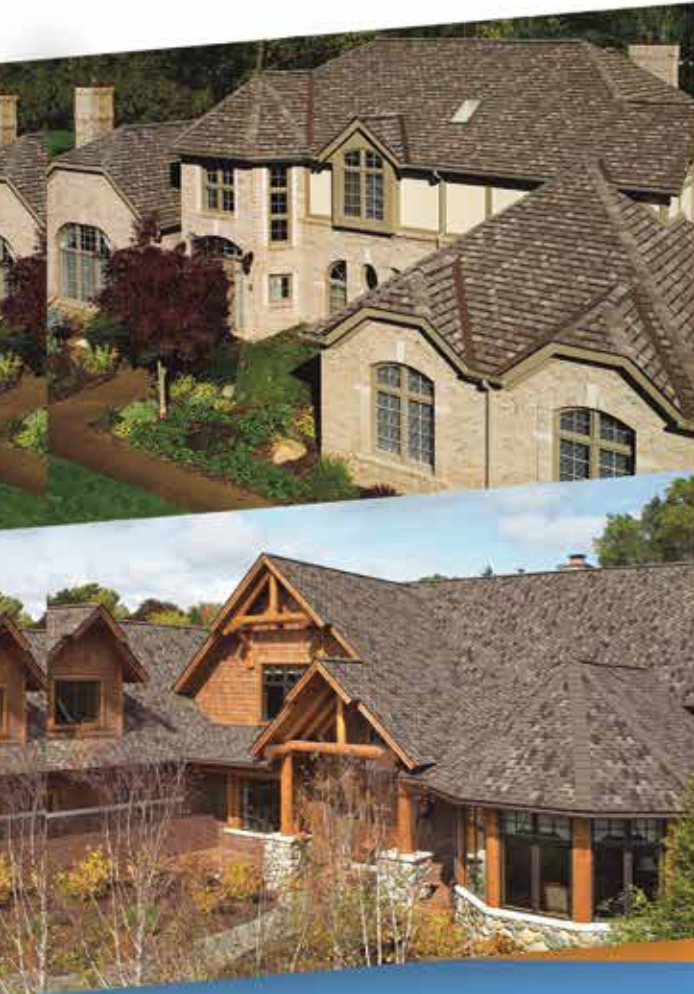
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HOUSTON Builder

The Official Magazine of the Greater Houston Builders Association

March 2019 | Volume 32 | Number 03



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- 10 Government Affairs: Advocacy Report**
The 86th Texas Legislative Session has reached the turning point when legislation actually gets moving. The GHBA Government Affairs team is actively monitoring housing-related issues, primarily disaster response measures following Hurricane Harvey. All members are encouraged to support these advocacy efforts by joining HOME-PAC and signing up for Rally Day 2019.
- 14 Economic Forecast Predicts No Recession in 2019**
"Build, build, build," was the advice from Dr. Elliot Eisenberg at GHBA's 2019 Economic Forecast Luncheon. Read more on his predictions for housing starts, home sales, GDP growth, employment, inflation, mortgage volume, interest rates and much more.
- 18 GHBA Names "Of the Year" Winners for 2018**
Congratulations to this year's honorees, who exemplify outstanding service to both the community and the association. Winners were recognized at the 2019 GHBA Installation Celebration in January.
- 22 2018 Spikes of the Year Honored**
Member-to-member recruitment efforts are the lifeblood of the association. GHBA would like to thank its top recruiters and membership champions, honored recently as Spike of the Year and Retention Spike of the Year.
- 25 GHBA Awarded Local Community Service Award by HBI**
GHBA was honored for its efforts in establishing the Home Builders Institute carpentry school in Acre Homes, Houston. The mission is to continue growing a skilled workforce for the local building community.
- 26 Chesmar Homes and Toll Brothers Break Ground for GHBA Charity**
More than 70 GHBA members, including vendors and trades, gathered at The Retreat Community Club in the Toll Brothers' neighborhood of NorthGrove to help mark the official groundbreaking of the first GHBA Benefit Home for 2019.

Solutions from Slab to Sky

Suncoast Post-Tension, a 2019 GHBA Pinnacle Partner, is the nation's largest supplier of unbonded post-tension materials, celebrating 35 years of industry leadership and advancement. Learn how Suncoast can optimize your post-tension project. [pg 17](#)

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



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Get on the Pro-Housing Bus



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

Rally Day is upon us! If you're not on the pro-housing "bus," then you're part of the problem.

On Wednesday, March 20, more than 150 builder, remodeler and associate members of the GHBA will converge upon the state capitol for a day of advocacy, education and networking in Austin. Through the GHBA, political advocacy is immediately accessible and effective. Regardless of your political leanings, you should all be pro-housing advocates and voters. Homeownership and homebuilding have historically demonstrated benefits that are easy to get behind.

Homeownership betters the lives of millions of Americans by cultivating a sense of community, creating wealth and providing financial security. In addition, there are numerous tax benefits which allow Americans to keep more of their hard earned money in their pockets.

Homebuilding and remodeling also have other great economic effects for our community. I'd like to share a number of statistics, and I encourage you to take note of their importance and share with others in your day-to-day operations.

A National Association of Builders (NAHB) study found that the one-year impact of construction of 100 single family homes creates 394 local jobs and more than \$28.7 million in income, as well as \$3.6 million in taxes and other revenue for local government. That's impressive

for a single year! The benefits continue for years to come. The same study found the one-year local impact of \$1 million spend on residential remodeling generates \$841,000 of local income, \$71,000 in taxes and other government revenue, as well as 11.5 jobs.

NAHB also found that housing's combined contribution to the national Gross Domestic Product averages 15-18%, which consists of 3-5% residential investment, as well as 12-13% from consumption spending on housing services, such as rent, utilities, etc.

Housing is vital to our economy, but affordability is an ever-increasing barrier. NAHB estimates that nationally, a \$1,000 increase in the cost of a median-priced new home will price 127,560 U.S. households out of the market, with 3,622 of those being in the Greater Houston area.

Considering housing is so great for people, the economy, job creation, and government revenue AND also considering that slight increases in cost have catastrophic effects, you would assume all politicians would focus policy on housing affordability, but the facts

speaks otherwise. NAHB studies find, on average, regulations imposed by government account for 24.3% of the final price of a new single family home.

The facts are clear. Housing is great for you, for our city, county, state and country. It unmistakably improves the lives of individuals and communities while also generating enormous economic activity and government revenue. One can't help but wonder how dramatically results would improve and how much more accessible the American Dream would be if our government invested in affordable housing instead of creating obstacles. The call to action is now.

Even if you miss the Rally Day bus on March 20, your help and engagement in political advocacy is still critically needed throughout the year. We need people to serve as subject matter experts, attend government meetings, contribute to HOME-PAC, and most importantly to invest in themselves and their community by voting pro-housing.

Keep any eye out for "Call to Action" notices, put the association's voter guide to good use, and to get further involved, contact Caroline at cconte@ghba.org. ■



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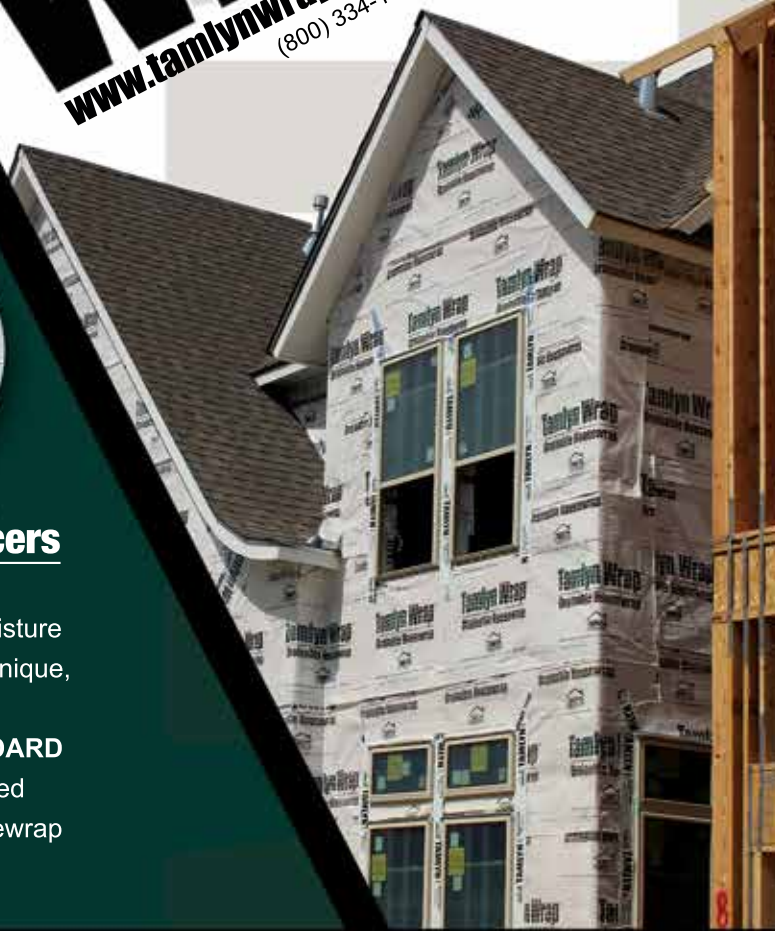
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The 86th Texas Session is Rolling Along



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

As the legislative session enters its third month, we have reached the turning point and the time when legislation actually begins to get moving. Members only have 140 days to complete the business of the state during the session. That said, the only items that can be voted on within the first 60 days of the session are “emergency items” which are exclusively determined by the governor.

On Tuesday, February 5, Governor Greg Abbott delivered his “State of the State” address to a joint session of the Texas Legislature. The “State of the State” is the governor’s biennial speech to both highlight current Texas success stories and outline his legislative agenda for the session.

In addition to discussing the need to reduce gang violence, shutting down human trafficking operations, supporting general and mental health services for veterans, Governor Abbott listed five emergency items:

- School finance reform and increasing teacher pay
- Improve school safety
- Increase mental health care services
- Property tax reform
- Disaster response and making Texas more resilient to future disasters

Declaring these items as “emergency” means that both the House and Senate can immediately begin considering bills pertaining to these items.

The GHBA is particularly interested in the last item directed largely at Hurricane Harvey recovery.

The GHBA is a founding member of Houston Stronger, a coalition of development stakeholders from around our region. The group’s initial purpose was to push for the \$2.5 billion Harris County Flood Control bond election to help fund a comprehensive regional flood control plan.

Since that proposal passed overwhelmingly in August, Houston Stronger has pivoted to make a push for a substantial allocation from the Economic Stabilization Fund (Rainy Day Fund) for both recovery and mitigation projects. This was something the governor also spoke in favor of during his address.

This plan would help provide communities the matching dollars required to draw down substantial federal recovery dollars. In many cases, there are millions of dollars available to these areas, but those communities do not have the fractional matching monies that they need to receive them.

In addition, it would create a Texas-wide flood infrastructure fund for future flood mitigation projects. This fund would provide financing for the most effective and timely projects to protect people, property, and natural resources across the state.

We know that property tax reform and public school finance reform, along with Harvey relief funding are the major priorities this session. As the session continues to take shape and we have a more comprehensive view of what has been filed and what is being pursued, the GHBA Government Affairs team will be active in working with our delegation in Austin, as well as tracking legislation that could affect homebuilding and development.

Rally Day is Almost Here!

Make Your Voice Heard March 20 in Austin, Texas

Rally Day is an advocacy event hosted at the Texas State Capitol in Austin. It is a valuable opportunity for association members to talk with our local legislators and key policy staff face-to-face.

Briefing materials will be provided on legislative issues and pending legislation that is important to the Texas residential construction, remodeling and development industry.

The day's events include a Welcome Ceremony with keynote speaker Texas Comptroller Glenn Hegar, scheduled meetings with our local legislators, and a GHBA-provided lunch with

Continued on next page >>>

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delegation members. Rally Day is conducted every other year when the Texas Legislature is in session.

After you register for Rally Day, you will be assigned to a team with a team captain. On the morning of Rally Day, you will be given your team assignment so you can identify your team members either on the bus or once in Austin.

You'll also be given background information of our state legislators, a map of the Capitol, talking points for your meetings and background information on legislation and issues on which you and your team will brief our delegation members.

Your participation in meetings with the GHBA delegation is critical. They need to hear directly from you on issues affecting your business and our industry in their districts and throughout the state.

This event won't take place again until 2021, so don't miss it.

Register online at ghba.org/calendar or contact Caroline Conte at cconte@ghba.org.

City of Houston "Electronic Plan Review (EPR)" Training

This spring, the City of Houston's Permitting Center will be moving to 100% electronic plan submittal for all residential projects. While the EPR option has been available for years, it will now be mandatory.

City of Houston Permitting staff have offered to provide training courses for association members at the GHBA where they will provide an overview of the EPR process for residential buildings. They will be covering the two online systems used to complete the steps in the EPR process—the iPermits and ProjectDox applications. In addition, there will be a Q&A session with permitting staff, including Chief Building Official Mark Savasta, to address any questions related to code development, inspections, permits, and plan review processes.

Two sessions will be offered:
Wednesday, March 6, 4 pm - 6 pm
Wednesday, March 13, 4 pm - 6 pm

Please take advantage of this opportunity to learn from and ask questions of the Houston Permitting

Center staff. To register, visit ghba.org/calendar or contact Peggy Means at pmeans@ghba.org.

Join HOME-PAC 2019

This will be a fluid and dynamic year in politics and with every seat on Houston City Council and the mayor being on the November election ballot, HOME-PAC will be engaged.

The GHBA HOME-PAC will actively screen candidates to endorse in a variety of races throughout the year. By contributing at a council level, you can participate in voting for who the GHBA endorses in these races.

There is a lot at stake during this election cycle, particularly in the post-Harvey political climate. As we saw with the City of Houston's overreach in their revised Ch. 19 floodplain regulations, the candidates elected can have a significant impact on the homebuilding industry moving forward.

Our continued commitment to HOME-PAC is vital to the homebuilding industry and protecting housing affordability and consumer choices. To make your annual commitment, visit ghba.org/homepac. ■

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Economic Forecast predicts **No Recession** in 2019

"BUILD, BUILD, BUILD!"

If you were one of the 900+ guests at GHBA's Economic Forecast Luncheon hoping for good news in the housing market, there were a number of reasons to stay positive. Guest speaker Elliot Eisenberg, PhD, The Bowtie Economist, gave plenty of incentive for optimism.

Dr. Eisenberg predicted that prices aren't likely to crash the way they did in the bust of 2006 to 2009. During the last boom, buyers, lenders and builders were swept up in speculation, and prices soared even as a flood of new homes came onto the market. That unsustainable combination doesn't exist today, he said.

Economic conditions are not indicative of a recession in the next 12 months. In 2018 the GDP (gross domestic product), was 3% and Eisenberg sees it dipping only slightly to 2.4% in 2019

with a 2% GDP growth in 2020. Several factors exist that are a good sign for the economy: small business confidence remains strong, hotel occupancies are up and new car sales were \$17 million for five straight years. Eisenberg added that in 2019 both job growth and take-home pay are looking good and government spending is still stimulant.

Taking these factors into account, he predicts a recession is not probable in the near future but cautions, "after the next 12 months, I'm not so sure."

Dr. Eisenberg also explained that "housing improvements and repairs keep rising which means that homes are aging, rates are low, home equity is good and lack of inventory growth a bit slower."

On the more negative side, Eisenberg reported that oil prices have slacked.

The higher dollar will impact exports and trade, and interest rates are also up. "Add it all up, the result is not great but is still well above the flat."

"Corporate profits are higher, but in 2019 they won't grow as fast as last year," he stated, "because of tax reform. Last year's taxes were lower than in 2017, so corporations could show large increases in corporate profit."

"Our economy can take some hits," Eisenberg said, "We do have lower oil prices, relatively weak manufacturing, and if car sales did decline, those factors alone can't hurt us. It would take much more, such as fiscal policy mistakes to make an impact."

Eisenberg reported that a \$250 billion trade war has hurt the GDP, and global growth is slowing down. "China and Japan have had economic problems and in Europe, Germany experienced a recession, and of course add the fact that Brexit is an ongoing crisis right now. All affect our GDP."

2018 was the best year for the U.S. since the recession ended at the end of 2009. "In five months, this becomes the longest recovery in history," he stated.

There is nothing resembling a recession in sight. Unemployment is low at 3.7%, people are changing jobs, no one is getting laid off. "That's a sign of a good market," Eisenberg said.

From 2010 to 2018, wage growth went from 2% to 3% and inflation has stayed

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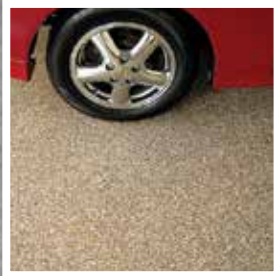
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PHOTO: Mike Casey, Texas Builders Finance; Lindsey Root, Ferguson Bath, Kitchen & Lighting Gallery; Joe Mandola, Trendmaker Homes; Kathy Howard, TopBuild/Environments for Living; Elliot Eisenberg, PhD, The Bowtie Economist; Mel Audain, GHBA; GHBA President John Williams, K. Hovnanian Homes; Casey Morgan, GHBA; Veronica LeBlanc, Associa; D'Ann Brown, StrucSure Home Warranty; Nick Garcia, HomePro Technologies; and Michael McNall, Suncoast Post-Tension.

in check. "The federal government just announced it will put the brakes on any increases any time soon, and that's good news for home builders."

Single family housing is 2.4% of the GDP. "Housing won't drive us into a recession," said Eisenberg, "it's too tiny. Homebuilders can go into recession but not the economy. We need more houses, desperately!"

The U.S. home ownership rates are rising again. Home prices are up by

3% or 4% because land, labor and materials have increased in cost and wage increases in housing are nearly double the national average. The number of people in construction is 7% less than 12 years ago and home prices are too high to sustain growth. Home inventory has bottomed out and going up. Single family new home sales are down by 3% or 4%.

"The total dollar volume is flat," said Dr. Eisenberg. "I think pricing growth appears to be topping out."

Eisenberg concluded by reporting there is not a housing bubble and there is no credit crisis.

"Household debt is down, and we are in great fiscal shape." The Texas population growth is high and the fastest growing in the nation. Unemployment is very low in Texas and payrolls are up in both Texas and across the country. "Build, build, build!" he said.

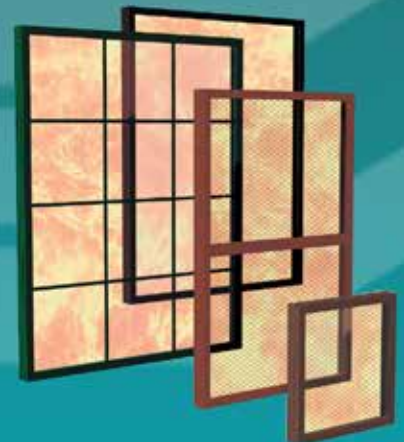
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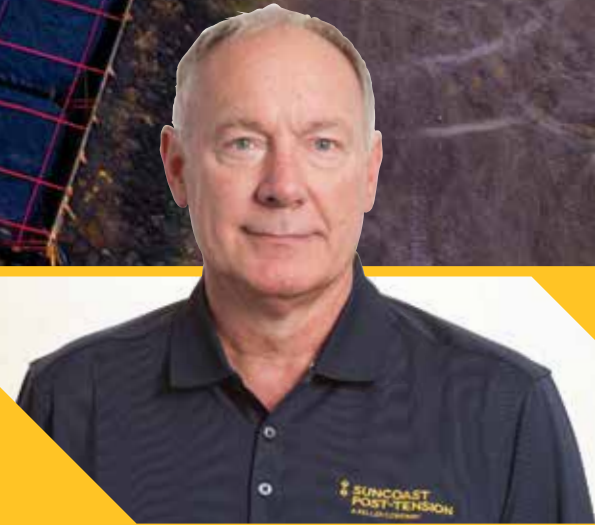


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GHBA Names "Of the Year" Award Winners for 2018

Every year GHBA honors six GHBA members for their outstanding work and service to the community and to the association throughout the year. These members were honored at the 2019 GHBA Installation Celebration event held on January 18 at Houston Stampede Event Center where the theme was "Rising to the Occasion: Houston is Texas Strong."

Every year a team of judges—who are the last five winners of each of these awards, along with the current GHBA president (Don Klein, Chesmar Homes) and CEO Casey Morgan—convene to discuss the candidates and choose the next recipient for each of the awards.

The evening also featured the formal installation ceremony for incoming GHBA President John Williams with K. Hovnanian Homes, and the new board of directors before a crowd of nearly 400. Winners are:

Bud Inscho Associate of the Year

*Greg Madrey,
Builders Post-Tension*

Greg has served in many positions at the GHBA, some in leadership and some behind the scenes. In considering all the positions this individual has held, there isn't a council or division where he hasn't been involved, from the Bay Area to Montgomery County, to HomeAid and Adopt-a-Family, to the Volume Builders Committee and

the GHBA Executive Committee. And, to top off his service to the association, this year, he is the GHBA Associate Council president.

Young Professional of the Year

Nicole Keown, Sandcastle Homes

2018 is the fifth year GHBA has recognized one of its many young professionals. Nicole is a trailblazer in her field as she is a young builder, an expert in navigating the permitting center and a valuable resource to GHBA's Green Built Gulf Coast program. GHBA frequently sees her supporting a wide range of GHBA activities; she

attends GHBA classes, major events and monthly luncheons. And, even though she was relatively new to the HomeAid Houston board, this young professional took on new challenges and led HomeAid construction projects in 2018. The association greatly appreciates the many contributions of the 2018 Young Professional of the Year. Congratulations, Nicole!

Developer of the Year

*Jim Holcomb,
Holcomb Properties*

Jim has been a mentor to many in the industry. He is an expert in residential

[Continued on next page >>>](#)

PHOTOS

1. Associate of the Year goes to Greg Madrey, Builders Post-Tension (left), presented by Past President Don Klein, Chesmar Homes.
2. Nicole Keown, Sandcastle Homes (left) tapped as Young Professional of the Year.
3. Jim Holcomb, Holcomb Properties (left) accepts the Developer of the Year award.
4. Custom Builder of the Year 2018 was awarded to Todd Le Blanc, LeBlanc Custom Homes (left).
5. Larry Abbott, Abbott Contracting (left), is honored as the Remodeler of the Year, presented by Don Klein, past president.
6. John Madsen, Bentley, Bratcher and Associates (right), is honored with a Presidential Citation.
7. The prestigious 2018 GHBA Builder of the Year is awarded to David Weekley Homes.
8. Presidential Citation honoree Ron Rohrbacher, Perry Homes (left).
9. A Presidential Citation goes to Bo Butler, Butler Brothers Construction (left).
10. Incoming President John Williams (right) presents Don Klein (left) a collection of memories and a plaque in appreciation of his service as association president in 2018.
11. Accepting the Presidential Citation on behalf of BuildAid is James Boone, David Weekley Homes (left).
12. 2019 GHBA Executive Committee. Pictured L to R: Marco Cordon, Rocky Flores, Casey Morgan, Ian Faria, Rob Hellyer, Don Klein, Keith Luechtefeld, Kena Armstrong, John Madsen and John Williams.
13. John Williams' daughter, Layla, officially pins him as the 2019 GHBA president.
14. 2019 GHBA President John Williams is sworn in by his daughter, Stella.
15. Outgoing President Don Klein swears in the 2019 GHBA board of directors.



development, an astute political advisor and a generous contributor to many GHBA advocacy and charitable causes, giving and donating without recognition but in private, away from the spotlight. He understands that one of the core components of the association's mission is advocacy, and demonstrates this priority daily by leading the association's political efforts, defending the industry against onerous regulations, and educating stakeholders on the importance of affordable housing.

Custom Builder of the Year

Todd LeBlanc, LeBlanc Custom Homes

Todd has exemplified the very best of GHBA custom builders through his dedication to the Custom Builders Council and its community service projects. He has served as the Charity Project Committee chair for two years in a row, logging over 100 hundred hours of his personal time and requiring multiple weekends of manual labor. This year's project at Crossroads Community Center required building two custom shower stalls from scratch and physically transporting them from Detering Co. to the community center. In addition to working extra hours and even involving his family in order to get the job done, Todd was also critical in securing donations for the project.

Remodeler of the Year

Larry Abbott, Abbott Contracting

Rivaling the hard work ethic of the Custom Builders Council is the GHBA Remodelers Council, also known as the largest remodelers' council in the nation. Larry served as the 2018 Remodelers Council president. This year, the Remodelers Council membership grew once again, outpacing its growth from last year. The Council experienced record attendance at luncheon meetings, completed two charity projects, and raised more than \$30,000 through its signature garage sale for 2019 charity projects. None of these accomplishments would be possible without the dependable leadership of Larry, whose professionalism and genuine heart for service define who he is.

GHBA Builder of the Year

David Weekley Homes

Early in 2018, David Weekley Homes (DWH) was very active in GHBA's advocacy efforts, educating the City of Houston's public officials on flood mitigation policy proposals. Preparation for these efforts included numerous elevation drawings, talking points, strategy calls, and most importantly, patience. While the ultimate result was not as successful as hoped in battling Chapter 19 changes, David Weekley

never ignores GHBA's calls to action and always participates in its local advocacy efforts.

This past year DWH, also a HomeAid Builder Captain, broke ground on HomeAid's 50th project in 15 years, The Village at Gracewood's Next Step Project. This project has been led by a veteran HomeAid board member who is also part of the DWH team and who just completed his ninth year on the HomeAid board, Mark Welch. The project includes a total of eight duplexes that will house mothers who are leaving abusive relationships and facing homelessness and who are working toward furthering their education. The duplexes will provide them with a safe home while they complete their programs.

And, most commendable, in the aftermath of Hurricane Harvey, DWH partnered with HomeAid Houston and other GHBA builders in order to create BuildAid, one of the region's most responsive Hurricane Harvey-related charities. Under the leadership of David Weekley and the financial support of the David Weekley Family Foundation, not only has BuildAid successfully restored countless homes hit by Hurricane Harvey, but out of the roughly 112 homes either completed or under construction, over 100 of those homes are David Weekley managed homes.

Presidential Citations

Each year, the GHBA president may choose several members he would like to recognize for their outstanding service. These members go above and beyond and consistently support the GHBA and the president during his term. Don Klein, 2018 GHBA president, chose four outstanding individuals for citations.

Ron Rohrbacher, Perry Homes

Citation honoree Ron Rohrbacher has a real heart for service, and in particular investing in our youth. Ron has worked with community colleges in the greater Houston area on workforce development training and is currently hard at work to bring construction trade programs into the Houston Community College System. He also just completed his two-year term on the GHBA board, currently serves as a TAB director, and as TAB's Codes & Standards Committee chair. We are indebted to your service, Ron.

Bo Butler, Butler Brothers Construction

Bo has dedicated the past four years to serving the GHBA board of directors, sitting as president in 2017. "I'd like to recognize a GHBA leader who helped me navigate the responsibilities of being president," said Don Klein. "During that time, we could always count on him for sage advice and friendly encouragement."

John Madsen with Bentley, Bratcher and Associates

John continues to selflessly serve the GHBA year after year, guiding the GHBA finances with a steady hand through a number of board presidents as well as leadership changes at the GHBA. "We could never say thank you enough to my esteemed colleague for his expertise, institutional knowledge and willingness to serve as GHBA treasurer," said Klein.

The BuildAid Team

This past year, the GHBA partnered with a number of stakeholders in order to effectively address community needs in the aftermath of Hurricane Harvey. One such partnership involved the teamwork of the David Weekley Foundation, HomeAid and GHBA builders, otherwise known as BuildAid. This program would not be the success it is today without a group of individuals who serve behind the scenes, dedicating their time and talent working with homeowners affected by Hurricane Harvey. Under their leadership, BuildAid has grown into a sophisticated operation with 57 homes completed and another 51 homes under construction.

Congratulations to all of GHBA's 2018 honorees and thank you for your dedicated service to the association. ■

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2018 Spikes of the Year Honored

GHBA's top recruiters for 2018 were honored at the association's annual Installation Celebration, January 18 at the Houston Stampede Event Center. Terry Nesch with TONER Home Matters was tapped as "Spike of the Year." The "Retention Spike of the Year" distinction went to Debbie Page, 1st Texas Fire Protection/1st Infiniti Enterprises.

Member-to-member recruitment and retention efforts are the largest source of growth for the association. GHBA's "Spikes" are the membership leaders, building the voice, power and influence of our industry on every level. Spikes bring grassroots growth and stability, which further develop the general membership and leadership pipeline.

"Our members are the lifeblood of the GHBA," said D'Ann Brown, GHBA Membership Committee chair. "And peer-to-peer recruiting is key to strengthening the home building industry. Thank you to all of our Spikes for your tireless efforts to grow your association."

A relative newbie to the Membership Committee, Terry Nesch, TONER Home Matters, has hit the ground running, earning "Spike of the Year 2018" with 25 new members recruited! A GHBA member since 2016, Terry also serves on the Custom Builders Council board of directors.

"The very first time I attended a GHBA event, I knew that I was becoming a part of a first-class association. The members have always been so professional and friendly, and it has been

such an honor to serve with these great folks," Terry related.

"I have seen both personally and professionally the impact GHBA has had on me, my company and those I have introduced to GHBA. It is a great organization, and I will continue to tell the GHBA message to as many folks as I can," she added.

For the third year in a row, Debbie Page with 1st Texas Fire Protection/1st Infiniti Enterprises was tapped as Retention Spike of the Year with 32 credits.

Debbie has been a GHBA member for 22 years. A long-time supporter of the Membership and Ambassador committees, Debbie loves to cultivate new members and help them succeed in their first year. She has recruited/retained more than 275 members to the association! She also serves as the GHBA Retention Committee chair.

"Debbie is always one of the first to sign up for our membership drives, and she always tops the list as one of our best recruiters," said Cynthia Fagan, GHBA membership director. "On behalf of GHBA, thank you for your contributions. You are a rock star, and we appreciate you!"

Congratulations to our 2018 honorees. You are truly GHBA's member champions. Our industry needs you, our ambassadors and leaders who want to see our industry strengthen and grow. To join the effort as a membership ambassador or Spike, contact Cynthia Fagan at cfagan@ghba.org; 281-664-1425. ■



Terry Nesch, TONER Home Matters (left) awarded 2018 Spike of the Year at the Installation Celebration by Chesmar Homes' Don Klein, GHBA past president.



Debbie Page, 1st Texas Fire Protection/1st Infiniti Enterprises (left) honored with the 2018 Spike of the Year award for third year in a row. Congrats, Debbie!

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FOR MORE INFORMATION, CONTACT CAROLINE CONTE AT CCONTE@GHBA.ORG

GHBA Awarded Local Community Service Award by HBI

The Greater Houston Builders Association (GHBA), was awarded the Home Builders Institute (HBI) Local Community Service Award at the International Builders Show in Las Vegas. HBI is a national leader in career training through certification programs, pre-apprenticeship training and job placement services to prepare students with the skills and experience they need for careers in the building industry.

Retiring HBI CEO John Courson, presented the award to GHBA CEO Casey Watts Morgan (pictured). GHBA was honored for its efforts in establishing the HBI carpentry school in Acres Home in Houston.

The Local Community Service Award honors an organization that has made a significant contribution to the local community. The recipient has worked with HBI students and graduates to fulfill a need in the community to support and/or resolve a social issue for a group of people or individuals.

"The GHBA is honored to receive this recognition and is excited to continue our vocational training partnership with HBI," said Morgan. "The GHBA members have made the commitment to continue growing a trained building workforce for the local industry."

Each year, HBI trains thousands of individuals in brick masonry, carpentry, electrical wiring, building construction technology, heating, ventilation and air conditioning, painting and plumbing.

In June 2018, HBI in partnership with the GHBA and Norbord, officially opened the first construction trades training program in Acres Home in Houston, Texas. The program launched the first 12-week training program at no cost to students. The first 14 graduating students have since begun preparing for careers in the construction trades to address the labor shortage in the industry and help in the rebuilding of Houston post-Hurricane Harvey.



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Chesmar Homes and Toll Brothers Break Ground for GHBA Charity



More than 70 GHBA members, including vendors and trades, gathered at The Retreat Community Club in the Toll Brothers' neighborhood of NorthGrove to help mark the official groundbreaking of the first Greater Houston Builders Association Benefit Home for 2019.

Chesmar Homes and a number of guest speakers led the ceremony. From Chesmar was Scott Merovitch, Houston division president; from GHBA were John Williams, president and Casey Morgan, CEO; from Toll Brothers was David Assid, division president; and representing the charities were Lee Kirgan, vice president of construction for Operation Finally Home (OFH) and Patrick Mayhan, president of HomeAid Houston.

Chesmar is donating construction management and Toll Brothers donated the homesite.

Because of the generous donation of materials, labor and services, the majority of the proceeds from the sale of this Benefit Home will be donated to HomeAid Houston and Operation Finally Home. Since the project began 39 years ago, \$11 million has been raised. This is Chesmar's sixth Benefit Home.

"It was such an incredible event to mark the beginning of construction with the 70 vendors who joined in the groundbreaking celebration," said John Williams, GHBA president. "All Benefit Home groundbreakings are huge milestones for the charities and the entire GHBA and the builder/developer teams. The energy and excitement of the occasion is an inspiration to everyone who attends."

Chesmar Homes is constructing its 2,746 sq. ft. Mesquite Plan, a two-story design featuring four bedrooms and a fifth

THE BUILDER/DEVELOPER TEAM



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



BENEFIT HOMES PROJECT—"A HOME FOR GOOD"

bedroom/study option, three full baths, walk-in closets, a game room, an island kitchen and a two-story, open family room off the kitchen.

NorthGrove is located off FM 2978 in Magnolia, Texas in southern Montgomery County. The community is conveniently located within minutes from The Woodlands while offering a more intimate small town feel. It is also just a short drive from major employers, shopping centers, al fresco dining, and cultural centers.

The community is over 200 acres of preserved green space, hike and bike trails, natural waterscapes, luxury outdoor gathering spaces, three community lakes and a 7.5 acre recreation center called The Retreat. This center gets its name for the 9,400 sq. ft clubhouse that is a contemporary lodge design and features numerous amenities.

OUR CHARITIES



PHOTO ABOVE (L to R): Lee Kirgan, Operation Finally Home; Ryan Whitworth, senior project manager, Toll Brothers; David Assid, division president, Toll Brothers; Don Klein, Chesmar Homes CEO; Scott Merovitch, Houston division president, Chesmar Homes; Casey Morgan, CEO GHBA; John Williams, president GHBA; and Patrick Mayhan, president HomeAid Houston.

MORE INFO:

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

HomeAid Congratulates GHBA 'Of the Year' Award Winners

HomeAid Houston is grateful to be able to work with many generous members of the GHBA since the agency became the GHBA Charity of Choice 16 years ago. These partnerships have been key to HomeAid's success.

Several of these organizations were honored recently at GHBA's annual "Of the Year Awards" event before a crowd of over 400. These awards are based on building industry involvement, association participation and an overall commitment to continuing education within the field. The awards ceremony took place at the GHBA's 2019 Installation Celebration at Houston Stampede Event Center where the theme was "Rising to the Occasion: Houston is 'Texas Strong.'"

The 2018 Developer of the Year award winner was Jim Holcomb with Holcomb Properties.

Jim has partnered with HomeAid on several HomeAid Care projects by making financial contributions. Holcomb Properties joined Trendmaker Homes to provide funding for the refurbishment and installation of four, 10-year-old existing shower units that ensure personal care for the chronically homeless at Crossroads at Park Place, a Christian organization committed to promoting the health, hygiene and dignity of individuals experiencing chronic homelessness and poverty in southeast Houston since 2001. The agency serves 200 to 250 people on average daily.

The GHBA Builder of the Year award was presented to David Weekley Homes (DWH). This past year DWH broke ground on HomeAid's 50th project in 15 years, The Village at Gracewood's Next Step Project. This project has been led by a veteran HomeAid board member who is also part of the DWH team and who just completed his 9th year on the HomeAid board, Mark

Welch. The project includes a total of eight duplexes that will house mothers who have been working within the Gracewood program to rebuild their lives, to allow them to complete education and certification programs.

And, most commendable, in the aftermath of Hurricane Harvey DWH partnered with HomeAid Houston and other GHBA builders in order to create BuildAid, one of the region's most responsive Hurricane Harvey-related charities. Under the leadership of David Weekley and the financial support of the David Weekley Family Foundation, not only has BuildAid successfully restored countless homes hit by Hurricane Harvey, but out of the roughly 112 homes either completed or under construction, over 100 of those homes are David Weekley managed homes.

"The GHBA's 'of the year awards' is a night to honor the best in the building industry," said Patrick Mayhan, president of HomeAid. "We are proud to have so many of the award winners on our team as we work together to help end homelessness in Houston. We congratulate all of the winners this year and thank our team for their dedication to the HomeAid cause."



PHOTO (L to R): David Weekley Homes BuildAid team James Boone, Jr., Neil Smolik, Randall Rowlett.
FRONT: Cassandra Roberson, Chris Weekley, Brock Eller, Alex Velasquez, Frank Falkstein and Mark Welch.

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HomeAid Embraces Lucky Number 13 at Annual Charity Golf Tournament

Thirteen has become a lucky number for HomeAid Houston as plans unfold for its 13th annual Charity Golf Tournament and Silent Auction in its new location at Wildcat Golf Club on Wednesday, April 10. This move is a grand slam for the annual tournament. With its legion of golfers, there has become a need for an additional 18 holes as the popularity of the fundraiser has grown. This move is also popular with players, as the Wildcat course is centrally located near downtown Houston and NRG Stadium.

Wildcat Golf Club's two courses both feature elevation changes up to 100 feet and provide views of Houston's skyline. The Club has received numerous awards that include Top 10 Luxury Courses, Best Service, Best Pro Shop, Top 5 Places to Hold a Corporate Event, Best City View, Best Place to get an Autograph, Top 3 Houston Courses, and Top 5 Courses Recommended for Out-of-Towners.

AUCTION ITEMS NEEDED

Kendall McDermott, Allpoints Surveying, is heading up the 2019 Auction Committee, and Greg Madrey and George Guattare are the Golf Tournament Committee co-chairs. The team is already receiving auction items but will need many more before the

event. Auction item donors receive several benefits that include:

- ▶ Recognition on the HomeAid Houston website
- ▶ Listing on the auction donor golf tournament signage
- ▶ Recognition in Houston Builder magazine
- ▶ Name/logo listing throughout weeklong bidding process

"We are so excited to have Wildcat host this year's HomeAid Charity Golf Tournament," said Kendall. "Wildcat gives us room for team and sponsorship growth which ensures more income for HomeAid Houston and its many projects. I would also like to add that the Auction Committee is working diligently to gather fun and exciting items to bid on! The auction has seen massive growth these past few years and we want to keep that momentum."

To donate auction items, contact Kirsten Robbins at krobbins@homeaidhouston.org.

Wednesday | APRIL 10 @ Wildcat Golf Club
12000 Almeda Rd, Houston, TX 77045
7:45 am ~ Check-In & Continental Breakfast
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1:30 pm ~ Dinner, Awards Reception, Auction Check-out

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- Six (6) Valet Passes

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Cocktail Sponsor – \$2,500
(2 opportunities)
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• Four (4) valet passes

Expo Guide Sponsor – \$2,000
Company logo on guide hand out for all guests to receive at entrance to expo
• Four (4) tickets to the expo
• Two (2) valet passes

Money Grab Sponsor – \$1,500
Company logo on money grab game station
• Two (2) tickets to the expo
• One (1) valet pass

Buffet Sponsor – \$2,500
Logo at food stations
• Six (6) tickets to the expo
• Four (4) valet passes

Entertainment Sponsor – \$2,000
Logo on signage at DJ Booth
• Four (4) tickets to the expo
• Two (2) valet passes

Dance Floor Sponsor – \$1,500
Company logo on dance floor for guests to enjoy as they dance the night away
• Two (2) tickets to the expo
• One (1) valet pass

Photo Booth Sponsor – \$2,500
Logo on event souvenir photos
• Six (6) tickets to the expo
• Four (4) valet passes

Trip Give-Away Sponsor – \$2,000
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2019 Membership Chair

D'ANN BROWN

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

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

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

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

JANUARY 2019 SPIKE OF THE MONTH

DAVID HODGES,
Premier Cabinets of Texas

JANUARY 2019 RETENTION SPIKE

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WELCOME NEW MEMBERS ● ● ● ● ● ● ● ●

BUILDERS

House of Hodges LLC

Nick Hodges
312 W 11th
Houston, TX 77401
(713) 818-9635
houseofhodgesllc@gmail.com

Hubley Homes & Development

Andrew Hubley
14407 Broadgreen Dr
Houston, TX 77079
(832) 350-6717
ahubley@buildhubleyhomes.com

IJK Home Construction, LLC

Danith Keo
22545 Tomball Parkway, Ste. 150
Houston, TX 77070
(281) 935-4144
info@ijkhomeconstruction.com
www.ijkhomeconstruction.com

KCS Services, Inc.

Kenneth Sutton
5534 Huisache St.
Houston, TX 77081
(713) 661-2501
kenneth@kcsremodel.com
www.kcsremodel.com

Keepsake Design + Build

Zach Gavos
P.O. Box 1425
Galveston, TX 77553-1425
(214) 240-8289
zach@keepsakedesignbuild.com
www.keepsakedesignbuild.com

ProBuild Homes LLC

Moises Cigala
5625 Pine Shadows Rd
Cleveland, TX 77328
(713) 391-9145
probuildhomes@icloud.com
www.probuildhomesllc.com

Reinhardt Homes

Trent Elliott
P.O. Box 972
Montgomery, TX 77356
(936) 788-3738
info@reinhardthomes.com
www.reinhardthomes.com

Saenz Development, LLC

Carlos Saenz
517 Pine Ridge Court
Friendswood, TX 77546
(832) 788-5641
saenz.development@gmail.com

Stiles Builders LLC

Lester Stiles
974 Campbell Rd. Suite 107
Houston, TX 77024
(832) 369-2739
lstiles@stilesbuilders.com
www.stilesbuilders.com

Texas Fine Home Builders LLC

David Stone
3801 Kirby Suite #410
Houston, TX 77098
(713) 802-2534
ds@texasfinehomes.net
www.texasfinehomes.net

WFD Investments, LLC

Walter Spears
2002 West Grand Parkway
North, Ste. 150
Katy, TX 77449
(713) 705-3796
wspears@bartleyspears.com
www.wfdinvest.com

Westpark Homes, LLC

Jordan Mack
9950 Westpark Dr #285
Houston, TX 77063
(281) 909-7177
jmack@westpark-homes.com
www.westpark-homes.com

DEVELOPER**Wilbow Corporation**

Becky Ullman
1790 Hughes Landing Ste. 400
The Woodlands, TX 77380
(281) 732-2251
bullman@wilbowusa.com
www.wilbow.com

REMODELER**Olive Construction**

Paul Sofka
8518 Highcrest Dr.
Houston, TX 77055
(713) 410-8826
OliveConstructionHTX@gmail.com
www.OliveConstructionHTX.com

ASSOCIATES**7gen Planning**

Richard Haddock
2107 CityWest Blvd., 4th Floor
Houston, TX 77042
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rhaddock@7genplanning.com
www.7genplanning.com

Adhere Creative

Ashley Johnson
4900 Woodway # 1050
Houston, TX 77056
(832) 350-4161
ajohnson@adherecreative.com
www.adherecreative.com

AmericasLoanSource.com

Don McClain
600 Congress Ave, 14th Floor
Austin, TX 78701
(512) 537-6223
don@americasloansource.com
www.americasloansource.com

CenturyLink

Gifford Cappellini
7060 Empire Central Dr.
Houston, TX 77040
(346) 714-9190
gifford.j.cappellini@centurylink.com
www.centurylink.com/mdu

Design Originals Custom Home Plans, LLC.

Robert Faust
3421 W Davis Suite # 135
Conroe, TX 77304
(936) 494-1988
designoriginalstx@gmail.com
designoriginalsoftexas.com

Emily June Designs

Emily Spanos
7026 Old Katy Road Ste 295
Houston, TX 77024
(713) 360-7760
emily@emilyjunedesigns.com
www.emilyjunedesigns.com

Molander Group

Michelle Fling
8901 Jameel Rd, Ste. 180
Houston, TX 77040
(832) 977-0968
michelle.fling@molandergroup.com
www.molandergroup.com

Memorial Cabinetry

Edmund Noel
10801 Hammerly
Houston, TX 77043
(832) 453-2366
edmund@memorialcabinetry.com

Mobility Plus of Sugar Land

Darrin Taylor
9711 S. Mason Rd, #125-220
Richmond, TX 77407
(832) 776-6650
77407@mobilityplus.com
mobilityplus.com/fid19/Richmond-TX-77407/

Primo Doors

Jason Fortenberry
11020 Katy Frwy #214
Houston, TX 77043
(713) 380-5595
sales@primodoors.com
www.primodoors.com

RMWBH PC

Rick Anderson
2800 Post Oak Blvd, 57th Floor
Houston, TX 77057
(713) 840-1666
randerson@rmwbh.com
www.rmwbh.com

Stone Cast Inc

Shawn Smith
2300 Karbach St
Houston, TX 77092
(713) 683-6780
shawn@houstonstonecast.com

TK Images

Julie Pistone Krampitz
252 Malone St
Houston, TX 77007
(713) 545-9177
julie@tkimages.com
www.tkimages.com

Termimesh LLC

Ed Szymanski
9475 E. Highway 290
Austin, TX 78724
(512) 997-0066
edski@termistopusa.com
www.termimeshusa.com

Whirlpool Corporation

Deborah Whiteside
28015 Everett Knolls Drive
Katy, TX 77494
(832) 596-9497
Deborah_I_whiteside@whirlpool.com
whirlpool.com

Windrose Surveying & Land Services, LLC

Rhonda Potts
11111 Richmond Ave, Ste 150
Houston, TX 77082
(713) 458-2281
rhonda.potts@arthursurveying.com

t2 Real Estate LLC

Troy Corman
77 Sugar Creek Center Blvd
Sugar Land, TX 77478
(713) 588-4429
troy@t2realestate.com
t2realestate.com

AFFILIATES**ASID / Beth Lindsey Interior Design, LLC**

Beth Lindsey
14219 Indian Wells Drive
Houston, TX 77069
(713) 504-4654
beth@bethlindsey.com
www.bethlindsey.com

Greater Houston IAHS Chapter - L'ements Design, LLC

Lala Didrikson
14707 Sugarplum Lane
Houston, TX 77062
(281) 733-5706
lala@lementsdesign.com
www.lementsdesign.com

Houston Association of Realtors / Redi Realtors

Otis Winters
12436 FM 1960 W. #156
Houston, TX 77065
(713) 898-7050
owinters@outlook.com

Houston Association of Realtors / Martha Turner Properties

Leigh Martin
50 Briar Hollow Lane, Ste. 700W
Houston, TX 77027
(713) 520-1981
leigh.martin@sothebyshomes.com
www.marthaturner.com

Pinnacle Builders of Texas LLC

Patrick Harrington
2500 W. South Loop STE#130
Houston, TX 77027
(281) 808-7432
patrickh1202@gmail.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	MEMBER NAME	JOIN DATE
ACES Builders Warranty, Inc.	Leslie Woods	1996
Absolute Drywall Service, LLC	Gary Maze	2016
Allegiance Bank	Linda Humphries	2015
Arkitektura Development, Inc.	Gerard Contreras	2014
Art In Renovation	Varnal Alford	2018
Artisan Brothers LLP	J. Carter Noonan II,	2004
Associated Builders Group	Cris Orzabal	2016
Assurance One of Texas, LLC	Scott Ashley	2018
Bathfitter	Peter Schirra	2018
Berryhill Baja Grill	Tara Sullivan	2016
Biomax Insulation	Stephanie Taylor	2015
Brinks Home Security	Chris Francis	2016
Builder Agent Network	Jessica Goehring	2017
Builders First Source	Darin Plummer	2011
CLM Mortgage	Sandra McDowell	2017
California Closets	Michelle Caballero	2018
Cambria	Sarah Jo Snell	2015
Carnegie Custom Homes	Andy Gupta	2015
Carrier Corporation	Renae Turnbaugh	1991
Casa Bella Design Group	Andee Parker	2017
CastleRock Communities	Lance Wright	2009
Caymex, Inc.	Trevor Lutz	2017
Chairma Design Group	Cindy Aplanalp - Yates	2014
Champions Columns and Shutters, Inc.	Molly Andrews	2002
Clean Air Restoration	Jason Adams	2017
Coastal Building Inspections & Engineering, RLLP	Craig Roll	1996
Colina Homes	Kenneth Williams	2012
Collaborative Design Group-Architecture & Interiors	Mark Bufalini, AIA	2013
Concept Engineers Inc	Yogesh (Yogi) Sharma	2013
Corbett, Wingard-Ray	Daniel Brown	2016
Custom Cabinets by Design	Michael Lancon	2018
Dannenbaum Engineering Corporation	Jack Carter	1999
David James Palmore Custom Builder	David Palmore	2013

COMPANY NAME	MEMBER NAME	JOIN DATE
Divine Renovation	William Cole, CAPS, CGR	2010
Domain Builders	Donald Milbauer	2018
Dow Chemical Company	Kevin McLain	2009
Drake Homes, Inc.	Horacio Martinez	2005
Easterly Homes	Peter Easterly	2013
EnergyGuard Foam Insulators	Gary Cox	2007
Envision Design Build	Jack Knowlton, AIBD, CPBD, GMB, CAPS	2008
Factory Builder Stores	Allen Prough	2009
Geotech Engineering & Testing	David Eastwood, P.E.	1988
Granit Builders	Marvin Granit	2002
Green Tree Transport & Demolition	Teddy Lara	2014
Gulf Coast Houston Ltd, Gulf Coast Drywall and Roofing Supply	Greg Rosenberger	2013
Hann Builders	Stephen Hann, CGR, GMB, GMR, CGP	2012
Hefley Construction	Chevy Hefley	2015
Herring Home Services	Cody Herring	2014
Historymaker Homes	Mickey Pizzitola	2017
Houston Area Roofing Contractors Association	Sarah Burns	2018
Houston Association of Realtors - Christy Stratton, Speaker Coach	Christy Stratton	2011
Houston Association of Realtors- Angela Chavez	Angela Chavez	2018
Houston Association of Realtors- Berkshire Hathaway HomeServices, Anderson Properties	Thai Klam	2017
Houston Association of Realtors- Exit Ford Realty	Shanisha Greer	2018
Houston Association of Realtors- Keller Williams Realty The Woodlands	Amber Mesorana	2018
Houston Association of Realtors- Zatopek Properties	Julius Zatopek III	2015
Houston Carpet Service	Mike Frank	1975
Houston Daylighting	Malcolm Franklin	2018
Houston Roofing and Construction	Nathan Braly	2017
Icon Electric Inc.	Pamela Pelton	2017
Image Electric	Larry Boykin	2014
J. A. Drake Companies Inc	James Drake	2004

MEMBERPROFILE

REINHARDT HOMES takes pride in its long-established reputation of 22+ years in business. Our valued clients are our neighbors, family, friends and beloved community members. We live, work and play amongst them every day. They are our today and our future. With that in mind, Reinhardt Homes demands only the industry's best building materials and supplies be used on every custom home project we build. Period.

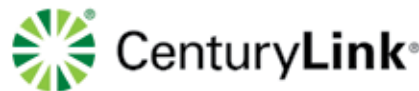
Reinhardt delivers and only allows, above industry standard carpentry and craftsmanship from every contributor in all phases of construction, such as carpentry, roofing, HVAC and plumbing. The owner, Trent, personally oversees every aspect from design to delivery, proudly signing his name to every contribution along the way. When he delivers, he expects and will only accept, complete satisfaction.

To learn more, visit www.reinhardthomes.com or contact **Trent Elliott** at (936) 788-3738; trent@reinhardthomes.com.



MEMBERPROFILE

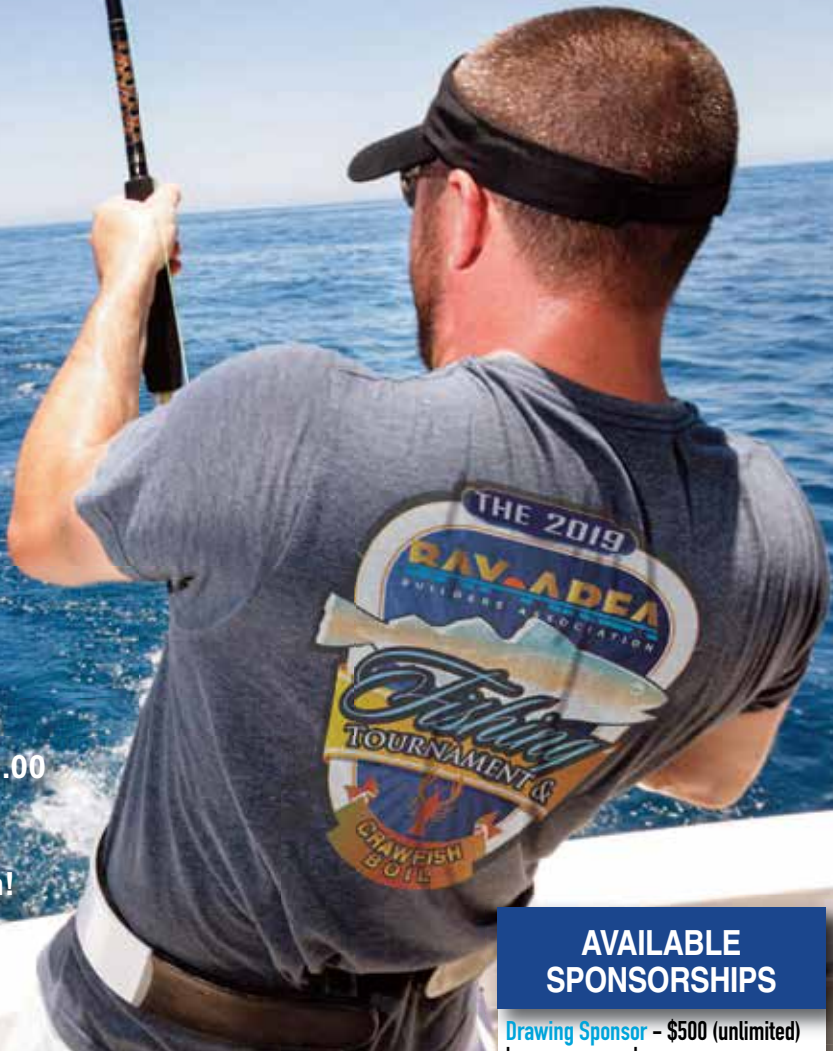
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To learn more, visit www.centurylink.com/mdu or contact **Gifford Cappellini** at (346) 714-9190; gifford.j.cappellini@centurylink.com.



SAVE-THE-DATE Fri., June 7th

Tournament Entry Fee Options:
 The entry fee for each four-man team: \$600.00
 \$1,200 for a four-man Guided Team
 (Fishing license is required.)
TEAM ENTRIES NO LATER THAN MAY 17th!

ATTENTION:

NEW VENUE!

TopWater Grill

815 Avenue O, San Leon, TX 77539

Tournament starts at 7 am • Weigh-in from 1 pm to 3 pm • Crawfish served 1-5 pm

“A bad day fishin’ is better than a good day at work...any day.”

Thank you to our current sponsors!

Builders Post-Tension
Towel Sponsor

Dupure
Cooler Sponsor

Dupure
Trophy Sponsor
(Guided Division)

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BAF Sponsor

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Tee Shirt Sponsor

**Suncoast
Post-Tension, Ltd.**
Boat Bag Sponsor

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Trendmaker Homes
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**Wells Fargo
Home Mortgage**
Crawfish Boil Sponsor

Unlimited Sponsorship:

Drawing Sponsor
DPIS Builder Services

AVAILABLE SPONSORSHIPS

Drawing Sponsor - \$500 (unlimited)
Logo on sponsor banner.
2 tickets to Crawfish Boil

Turn-In Bag Sponsor - \$500
Company name on the turn-in bags,
company logo on sponsor banner -
2 tickets to Crawfish Boil

Rod Sponsor - \$1200 Company name
on rods purchased for drawing,
company logo on the sponsor banner
and listed in magazine.
4 tickets to Crawfish Boil

Hand Sanitizers - \$2850 Company
name on bottle, company logo on
sponsor banner. Sponsor receives
one fishing team entry with guided
boat and 4 tickets to Crawfish Boil.

Snack Sponsor - \$2850 Sponsor
receives one fishing team entry with
Guided boat, company name on the
snack bag, company logo on the
sponsor banner and listed in magazine.
4 tickets to Crawfish Boil

Breakfast Sponsor - \$2850 Company
will be recognized at award ceremony
for providing breakfast at the tournament,
company logo on the sponsor banner,
listed in magazine.

HOOK YOUR SPONSORSHIP TODAY! ASK FOR DETAILS.

Contact: Peggy Means at pmeans@ghba.org or 281-664-1431 for more info.

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RAV-A-DEA
BUILDERS ASSOCIATION
a Division of the
GREATER HOUSTON BUILDERS ASSOCIATION

*As of print date.

PRESIDENT'S RECEPTION

& NEW MEMBER ORIENTATION

THURSDAY, MARCH 7

4 p.m. - Orientation

5 p.m. - President's Reception & Networking

GHBA EDUCATION CENTER

9511 W Sam Houston Pkwy N
Houston, TX 77064

Register at ghba.org/calendar



THIS EVENT IS IDEAL FOR:

★ **New GHBA members** ★ **Anyone would like to be more involved** ★

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

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

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

INFO:

Cynthia Fagan
cfagan@ghba.org
281.664.1425

Education Corner

UPCOMING COURSES



DESIGNATION COURSES

(NAHB University of Housing Courses)

Financial Management

Approved for: GMB, GMR

Instructor: Bill Shaw, CGR, GMB, CAPS, CGP

Date: Tuesday, March 5

Time: 9am - 5pm

***Discounted Fee:** \$195 members / \$330 nonmembers

Content: Improve productivity and increase profits by applying essential financial management techniques used in successful businesses. This course for building professionals discusses financial tools you can apply immediately to achieve financial success. Learn how to work with annual operating plans and budgets, financial reports and operating ratios, and revenue forecasts that control profitability and identify adjustments.

Who should attend? Remodelers, residential builders of all sizes, commercial contractors

SAVE BIG IN MARCH!

March is National Designations Month, and in celebration, we're slashing prices! NAHB Designation courses are discounted all month long. Take advantage of lower rates and begin your journey towards a professional designation now.

GAIN A COMPETITIVE EDGE WITH A PROFESSIONAL DESIGNATION

In today's evolving market, it's more important than ever for building-industry professionals to maintain their competitive edge. Earning a professional designation from NAHB Education can be a great way to distinguish yourself—and your company—from your competition.

Having a designation tells clients that you have honed your business skills and have superior training, hands-on experience and in-depth knowledge of your profession. Designation holders also can take advantage of valuable networking opportunities during their enrollment, working closely with expert instructors and other professionals within their field and outside their specific areas of expertise.

For more information on earning a professional designations, visit ghba.org/education or contact **Peggy Means** at pmeans@ghba.org; **281-664-1431**.

GENERAL EDUCATION

(Not for designations)

City of Houston Permitting Center's New "Electronic Plan Review (EPR) Process" Training

Date: Wednesday, March 6 OR Wednesday, March 13
(Two sessions to choose from, same content in both sessions.)
Time: 4pm - 6pm
Fee: Free for GHBA members (members-only training)

Content: A presentation and overview of the electronic plan review (EPR) process for residential buildings. Course will cover the two online systems used to complete the steps in the EPR process, the iPermits and ProjectDox applications. The ILMS Customer Portal (aka iPermits) is used for permit applications and payments, while ProjectDox is used for plan submission and review. There will be a Q&A session to address any questions related to Code Development, Inspections, Permits, and Plan Review processes.

Attendees will learn how to:

- Create online accounts and complete the online applications
- Pay for permit fees online
- Upload plans and documents
- Complete tasks
- Track and respond to project comments
- Download and print approved plan set

City of Houston Presenters:

Ken Porter, Business Advisor - iPermits WebPortal
Soledad Gomez Saenz, HPC Project Manager - ProjectDox
Mark Savasta - Building Official
Michael Howard - Code Development
Byron King - Inspections
Billy Simmons - Sign Administration
Luis Villasana - Plan Review
Catherine Witting - Legislative Analyst

Framing Seminar

ABC'S OF HOME BUILDING EDUCATION SERIES

Instructor: Dave Yelovich, CGB, CGP
Date: Tuesday, March 19
Time: 2pm - 4pm
Fee: \$35 members / \$50 non-members

Content: Join us as we discuss all aspects of framing a house. From string lines to tilting up walls, joists, rafters, stairways and arches, this two-hour course will cover all the bases. After the framing is up, how do we properly punch it out? Course will also address 'green framing' techniques.

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



2019 GHBA EDUCATION PARTNERS

ACES Builders Warranty, Inc.

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Homes Program

Environments for Living,
Topbuild Home Services

Fox Energy Specialists

Huber Engineered Woods

Legends Architectural Stone

Milgard Windows & Doors

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Sherwin-Williams Paint Co.

StrucSure Home Warranty

Suncoast Post-Tension, Ltd.



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Thank you to our 2019 **HOME-PAC** supporters!

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Jason Golan
Jim Holcomb (Chair)
Larry Johnson
Jim Lemming
Mike Moody (Vice Chair)
David Weekley

PRESIDENT'S CLUB (\$5,000 - \$9,999)

Mike Dishberger
Don Klein
Daniel Signorelli

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

Jeff Dye

CAPITOL CLUB (\$2,000 - \$2,999)
Peter Barnhart
Chris Gilbert
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Jennifer Hamelet
Toner Kersting
Andrew Paderanga

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Adam Bakir	Michael Hotchkiss	Dustin O'Neal
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Mike Christopher	Andrew Johnson	Jonathan Risch
Dave Corbin	Randy Jones	Jim Russ
Marco Cordon	Alex Kamkar	Douglas Singleton
Clifton Crabtree	Jennifer Keller	Carl Stephens
Bill Dalton	Leslie King	Kevin Stuckey
Scott Davis	Ernest Loeb	Ed Taravella
Kyle Davison	Keith Luechtefeld	Asim Tufail
Lawrence Dean	John Madsen	Becky Ullman
Carl Detering	Patrick Mayhan	John Williams
David Eastwood	Kendall McDermott	
Roger Farrow	Matthew McGhee	
Austin Garrett	Casey Watts Morgan	

SUSTAINING MEMBERS (\$250 - \$999)

Kena Armstrong	Ericka Hill	Sherry Pruitt
Yvonne Cummins	Greg Mandrey	Carrie Roehling
Randall Duncan	Sharone Mayberry	Laurie Wilson
Zach Gavos	Lindy Oliva	

CAN YOU AFFORD **NOT?** TO PARTICIPATE?

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

MAKE YOUR VOICE HEARD.

YES, I WILL SUPPORT HOME-PAC 2019 AS A...

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

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

NON-VOTING MEMBER:

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

Total Amount \$ _____

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No corporate donations accepted.
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9511 W. Sam Houston Parkway N., Houston, TX 77064
Political contributions must be personal and are not tax deductible.



2019 GHBA PARTNERS

THANK YOU FOR YOUR SUPPORT

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

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

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

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

GOLD PARTNERS



SILVER PARTNERS





2019 Associate Council Chair

GREG MADREY

Builders Post-Tension

Serving with Sincerity and Integrity

I've never read anything by an author named Douglas Adams, except for a quote that has been attributed to him: "To give real service you must add something which cannot be bought or measured with money, and that is sincerity and integrity."

When I saw this quote, probably on LinkedIn, it struck me that it applies very much to the associates within the GHBA. Our role as associates is to serve. And though the result of our service is that we all prosper, real service seeks to give something beyond the financial exchange of money for building materials. The measure of our service is our sincerity and integrity. What's more, those are the parts of service that turn customer relationships into partnerships.

In the Associate Council, we're used to forging partnerships in carrying out and realizing all the plans we undertake every month, and we can see when the sincerity and integrity of that service pays off. It did so at the February Chili Cookoff. Though it was a cold night, it was full of the warmth of camaraderie and good food, and I want to thank everyone for coming out to spend time with your fellow associates and builders and enjoy some top-quality chili.

On February 7, someone who will be in service to all of us, our new GHBA President John Williams, spoke at our monthly Associate Council luncheon. Thanks go out to Mr. Williams for all that you have done for our organization already – and

for all that you will do for it in 2019. We are sure to see service in action from John throughout the year.

I want to say a few words about some upcoming events we'd really like you to get excited about. Our next luncheon will be on Thursday, March 7, and will feature a panel of purchasing managers. This is sure to be a popular event, so we encourage you to reserve your spot early.

Later in the month is Rally Day, on March 20. This is a unique opportunity to join together with builders and other associates in Austin to speak directly with those in public service, our state legislators. Please join us in advocating for the building industry; it's a great way for us all to serve each other.

Lastly, on Thursday, March 28, the Associate Council will host the Spring Golf Tournament at Quail Valley Golf Course. With a theme of "A Tribute to Happy Gilmore," it's sure to be a fun and entertaining event. Go to ghba.org/calendar to sign up today.

I'll finish with another quote, this time by an author I have read, Og Mandino. "Always render more and better service than is expected of you, no matter what your task may be." This month, let's consider that our challenge as associates. Let's find ways to serve in the GHBA and the building industry, delivering more and better service, with sincerity and integrity.



▲ **PHOTO (L to R):** Vicki Cheairs, Reverse Mortgage Funding (sponsor); Lisa Connell, JWilliams Staffing (drawing winner); Greg Tomlinson, Builders Post-Tension (sponsor); and 2019 GHBA President John Williams, K. Hovnanian Homes (speaker)

COMING UP:

ASSOCIATE COUNCIL MONTHLY LUNCHEON

Featuring: Purchasing Managers Panel

Thursday, March 7

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

Cost: \$20 earlybird; \$25 after Mar. 5

Sponsored by:

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

Go green with confidence...

GBGC Builder Spotlight

ENTERRA HOMES:

Beautiful + Socially Conscious Living

The team at Enterra Homes takes great pride in delivering a product to homeowners that is quality built, architecturally pleasing and feature-filled. Our buyers tend to be well attuned to the most up-to-date design trends. In addition to décor and styling expectations, they also come with high expectations for the energy efficiency of their homes and the environmental sensitivity of their builder. Being able to offer our homeowners a GBGC certified home satisfies their priorities in these areas.

While homebuyers generally refer to Energy Star when they ask if our homes are energy efficient, being GBGC compliant and tested gives our sales representatives the opportunity to explain how the GBGC program is better designed to meet the needs of our area's climate.

You would be hard pressed to find anyone today that when asked, doesn't say that they are concerned about the environment. It's more difficult however to get them to specifically identify things that they are consciously doing in their day-to-day lives to have a positive environmental impact. Owning a GBGC certified home provides the ability to have that positive impact on our environment. At Enterra Homes, we are proud of our partnership with GBGC and proud to be able to offer a better built, more socially responsible home to an ever growing list of homeowners that expect nothing less.



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- 1st Place: CLM Mortgage
- 2nd Place: Allpoints Surveying
- 3rd Place: Expressions Home Gallery

Green Chili

- 1st Place: Builders Post-Tension
- 2nd Place: Tri-Tech
- 3rd Place: Sherwin-Williams Paint Co.

Anything Goes Chili

- 1st Place: PPG Paints
- 2nd Place: Royal Design Build
- 3rd Place: Suncoast Post-Tension

Red Salsa

- 1st Place: Builders Post-Tension
- 2nd Place: Sherwin-Williams Paint Co.
- 3rd Place: Suncoast Post-Tension

Green Salsa

- 1st Place: Builders Post-Tension
- 2nd Place: Tri-Tech
- 3rd Place: Burgess Construction Consultants

Chuckwagon Dessert

- 1st Place: Builders Post-Tension
- 2nd Place: Tri-Tech
- 3rd Place: Allpoints Surveying

People's Choice

- 1st Place: PPG Paints
- 2nd Place: Core Concrete
- 3rd Place: James Hardie Building Products

Best Booth

- 1st Place: Tri-Tech



f MORE PHOTOS AT [facebook.com/GreaterHoustonBA](https://www.facebook.com/GreaterHoustonBA)

WASHER TOURNAMENT CHAMPS

- 1st Place: Marshall Trainer & Mitch Medigovich – CLM Mortgage
- 2nd Place: Jeremy Linzer & Chris Hawkins – Builders Post-Tension
- 3rd Place: Michael Cox & Lance Hoffman – Tri-Tech

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2019 Custom Builders Council Chair

JIM BOB TAYLOR

D. L. Doyle Construction Co.

Safety on the Jobsite

Despite the gloomy weather, the Custom Builders Council hosted a full house at the February luncheon featuring Dave Yelovich with Tilson Homes. Dave spoke on that ‘other four-letter word’ – OSHA.

Dave shared that the construction industry has the highest number of fatal work injuries. Texas led the nation with the most fatal injuries in 2017 with 534, followed by California with 376. Because of these high numbers, OSHA issued about 1,390 citations with penalties up to \$7 million.

The most frequent cited reasons were: not reporting within a 24-hour period that an employee was in-patient hospitalized, failing to fill out the proper forms after a work-related illness or injury, not keeping accurate records of all injuries and illnesses, and not reporting a death within eight hours.

Dave reviewed the three must-haves to stay compliant with OSHA. 1) Have a plan; 2) conduct weekly inspections;



▲ PHOTO: Dave Yelovich at February CBC luncheon.

and 3) continue to educate your employees.

Thank you, Dave, for an informative discussion, and helping us all stay on the right side of OSHA!

Custom builders won't want to miss the March luncheon, featuring Lawrence Dean with Metrostudy. Lawrence will share an update on housing expectations for the greater Houston area. He'll focus on current supply and demand of new homes, key price points, local employment and population growth, and the status of Harvey-impacted areas.

COMING UP:

CUSTOM BUILDERS COUNCIL MONTHLY LUNCHEON

Thursday, March 21

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

Cost: \$45 earlybird; \$65 after Mar. 14

Metrostudy Presents: What's Driving the Houston Building Industry?

Lawrence Dean with Metrostudy will explore:

- Supply/demand of new homes
- Key price points
- Local employment and population growth
- Status of Harvey-impacted areas

SPONSORED BY:



TABLETOPS: Ferguson Bath, Kitchen & Lighting Gallery; Grogan Building Supply; Ironwood Connection; LP Building Solutions; Milgard Windows & Doors; Modern Pest Control; Sherwin-Williams Paint Co.; and Sunshine Pools

THANK YOU TO OUR 2019 CBC ANNUAL SPONSORS

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CUSTOM BUILDERS COUNCIL INFO AND SPONSORSHIPS:

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

Custom Builders Council CHARITY WORK DAY



SATURDAY, APRIL 6 @ 9AM

CASA DE ESPERANZA

2811 Corder St.
Houston, TX 77054

Join us at Casa de Esperanza as we dig and beautify the grounds! We will be doing light gardening, mulching, cleaning rain gutters, along with some minor repairs.

Please bring:

- Gloves
- Shovels
- Wheelbarrows (for moving mulch)

*** You must be a member of the Custom Builders Council to participate.

TO VOLUNTEER OR DONATE, CONTACT:

Donna Buenik
dbuenik@ghba.org
281.664.1429

stand out with SAM!

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

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

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

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Join the 2019 SAM list!
Call Cynthia at (281) 664-1425 to find out more.



2019 Montgomery County Division Chair

ALEX KAMKAR

Toll Brothers



A New Day

Folks, by the time you read this, the weather should be warming up in preparation for spring. Most likely, you will have gone to the Houston Rodeo already and indulged in a crawfish boil or two. The Houston Rodeo often serves as a signal for me that we are officially in a new year.

For those who are politically attuned, the 2018 midterms brought many new faces onto the scene including three new county judges in Montgomery, Harris, and Fort Bend counties. Our new Montgomery County judge, Mark Keough, came and spoke to the MCBDD in late January. He is bringing a fresh perspective and renewed efforts on how to tackle the transportation challenges of Montgomery County.

For those thinking about home trends, the rise of the 45' home as a cornerstone lot program has arrived. Major developers such as Howard Hughes, Johnson Development, and Toll Brothers have incorporated 45' lot programs into key positions within their communities. High-end master planned communities are routinely featuring

45' products with an average ask price north of \$300K.

This has caused many homebuilders to reconsider what a quality floor plan will look and feel like for under 3,000 sq. ft. What is the buyer of a high priced 45'-wide home looking for? Community amenities, proximity to schools, proximity to work, etc. This is a time for us to think about where the profit can be captured while interest rates are rising, land prices are rising, and the Millennial buyer is pickier.

According to the Urban Land Institute, 37% of millennials are homeowners, with more millennials coming into the market every day. This presents a new opportunity to rethink how to reach our buyers, how to address their needs, and how to deliver a final product at a reasonable price. Millennials are reading the newspaper less and less, they quickly scroll through adverts on social media, and they crave authenticity.

The answers to these questions will take time and effort to solve. The transit issues in Montgomery County will take salesmanship to solve. The

home affordability issue will take time and innovative minds to solve. The ability to reach out to our customers in a meaningful way will take skill and experimentation. Lucky for us, we all have a new day to work through these questions.

COMING UP:

MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

Wednesday, March 27

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

Cost: \$40 earlybird; \$50 after Mar. 20

SPONSORED BY:  **SUNCOAST POST-TENSION**
A KELLER COMPANY

TABLETOPS: *ACES Builders Warranty; Ferguson Bath, Kitchen & Lighting Gallery; Milgard Windows & Doors; Sunshine Fun Pools*

MONTGOMERY COUNTY BUILDERS & DEVELOPERS DIVISION MONTHLY LUNCHEON

Wednesday, April 24

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

Cost: \$40 earlybird; \$50 after Apr. 17

THANK YOU TO OUR 2019 MCBDD ANNUAL SPONSORS

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MONTGOMERY COUNTY INFO AND SPONSORSHIPS:

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

SAVE-THE-DATE: APRIL 25, 2019
FOR A VOLUME BUILDERS EVENT THAT'S

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LUNCHEON - NOON TO 1:30 PM
 TEE TIME - 2:00 PM
 DINNER & AWARDS - 5:30 PM



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 (1-10 just west of Hwy. 6)

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CONTACT DONNA BUENIK
 (281) 664-1429 or dbuenik@ghba.org



*Refunds are only allowed for reservations cancelled prior to seven days of any event. Registered no-shows will be invoiced. Event details and sponsorship availabilities are subject to change without notice. 2/19

2019 Volume Builders Committee TOP GOLF EVENT: PLEASE RESPOND ASAP FOR SPONSORSHIP.

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

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2019 Remodelers Council President

SHERRY PRUITT, CGR, CAPS

Whodid It Designs and Remodeling

CADREs Honor Houston RMC and Staff

“The achievements of an organization are the results of the combined effort of each individual.” —Vince Lombardi

I am proud to announce the Houston Remodelers Council was honored to receive two Council Awards for Demonstrating Remodeling Excellence (CADRE) from the National Association of Home Builders in Washington D.C. at the International Builders Show, held in Las Vegas this February.

The CADRE for Outstanding Council Chair was awarded to Kevin C. Vick, CGR, CAPS, CGP, president and CEO of Vick Construction and Remodeling Inc.

Kevin served as 2017 Remodelers Council president, and was instrumental in working with the GHBA during and after Hurricane Harvey to distribute important consumer information to Houston-area homeowners whose homes had flooded or were damaged. Kevin also served as the 2015 chairman of the RMC Garage Sale Committee, and was an NAHB Remodeler of the month.



▲ PHOTO: Remodelers Council members at International Builders Show 2019. Left to right are: Dan Bawden, JD, CAPS, CGP, CGR, GMB, Legal Eagle Contractors; Larry Abbott, CAPS, RCS, CGR, Abbott Contracting; Chantel Bartlett, NAHB Remodelers; Donna Buenik, GHBA; and Kevin Vick, CGR, CAPS, CGP, Vick Construction and Remodeling.

The CADRE for Outstanding Council Coordinator was awarded to Donna Buenik, GHBA staff member since 2006.

In October 2017, Donna assumed the role of Remodelers Council coordinator—a difficult time as Houston had just experienced

Hurricane Harvey. Donna’s understanding of the association and the Remodelers Council was invaluable, and the transition was seamless. Donna consistently goes above and beyond expectations, and the Remodelers Council is very appreciative. We are blessed to have Donna as part of our RMC team.

THANK YOU TO OUR 2019 RMC ANNUAL SPONSORS

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REMODELERS COUNCIL INFO AND SPONSORSHIPS:

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



▲ PHOTO: GHBA's Donna Buenik (right) was honored with the CADRE for Outstanding Council Coordinator at IBS 2019 in February. Pictured with Joanne Theunissen, CGP, CGR, NAHB Remodelers chair.



▲ PHOTO: The coveted CADRE award for Outstanding Council Chair was awarded to Kevin Vick, CGR, CAPS, CGP, Vick Construction and Remodeling Inc.



▲ PHOTO: February Remodelers Council meeting (L to R) are RMC President Sherry Pruitt; speaker Karin Tyson, 20/20 Financial Advisors; and Lorraine Hart, Ideal Consulting Services, Inc. / Websites By Ideal.



▲ PHOTO: The GHBA Remodelers Council donates funds to Operation Finally Home, a charity that builds mortgage-free homes for injured veterans. Pictured L to R: Lee Kirgan, Operation Finally Home and RMC President Sherry Pruitt.

And speaking of awards, we'd like to say a huge congrats to Larry Abbott, CAPS, RCS, CGR, with Abbott Contracting LLC, who was named GHBA's 2018 Remodeler of the Year at the Installation Celebration in January. What an accomplishment! Read more on pg 18.

Grooming the Next Generation of Remodelers

The Council's March 14 luncheon will feature the Home Builders Institute (HBI) and how HBI is training and preparing the next generation to join the industry. Find out the many ways the GHBA and Houston Remodelers Council are changing the lives of Houstonians through collaboration with the Home Builders Institute and our annual charity projects.

Get Published!

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

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

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

COMING UP:

REMODELERS COUNCIL MONTHLY LUNCHEON

Thursday, March 14
11 a.m. at Houston Racquet Club,
10709 Memorial Dr., Houston, 77024
Cost: \$45 earlybird; \$55 after Mar. 7

Topic: Grooming the Next Generation of Home Builders

SPONSORED BY: **LEGENDS**
ARCHITECTURAL STONE

TABLETOPS: *The Detering Co. of Houston; RAM Windows*

REMODELERS SPEED SELLING

Thursday, March 26
2 - 6 p.m. at KARBACH Brewing Co.,
2032 Karbach St., Houston, 77092

Contact Donna at dbuenik@ghba.org or 281-664-1429 to participate.

REMODELERS COUNCIL MONTHLY LUNCHEON

Thursday, April 11
11 a.m. at Houston Racquet Club,
10709 Memorial Dr., Houston, 77024

Topic: Aging in Place

Cost: \$45 earlybird; \$55 after Apr. 4

SPONSORED BY: **THE DEIERING CO.**
BUILDING MATERIALS
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TABLETOPS: *101 Mobility; ACES Builders Warranty; Ferguson Bath, Kitchen & Lighting Gallery; Ironwood Connection; Milgard Windows & Doors; Rooftec; The Sherwin-Williams Paint Co.*

ANNUAL RMC CHARITY PROJECT

Saturday, April 27
Santa Maria Hostel

Contact Donna at dbuenik@ghba.org or 281-664-1429 to participate.

REMODELERS COUNCIL MONTHLY LUNCHEON

Thursday, May 9
11 a.m. at Houston Racquet Club,
10709 Memorial Dr., Houston, 77024
Cost: \$45 earlybird; \$55 after May 2

TABLETOPS: *Expressions Home Gallery; Pella Windows & Doors; Venetian Stairs/ Indital USA*

Skilled Workers Found Here!

BUILDERS 2 TRADES

<http://www.texasbuilders.org/membership/Builders2Trades-B2T.html>



The Builders2Trades (B2T) website was created as a resource for builder, developer and remodeler members of the the Texas Association of Builders to search for skilled tradespeople and valued suppliers in one location. This service allows you to search for tradesmen and suppliers. Submit information for free at [www.bit.ly/TAB-B2T!](http://www.bit.ly/TAB-B2T)

Log on at www.bit.ly/TAB-B2T

**3 HOURS 15 OR MORE REMODELERS,
YOU'RE ON THE CLOCK!
SELLING AT THE SPEED OF BUSINESS!**



REMODELERS

C O U N C I L

Date: March 26, 2019
Time: 2 pm - 6 pm
Venue: Dave & Busters
6010 Richmond Ave, 77057
Cost: \$750 per company
Call: Donna Buenik
281-664-1429

Thank you to our Title Sponsor:



Thank you to our Cocktail Sponsor:





2019 Sales & Marketing Council President

CARRIE ROEHLING

Johnson Development Corporation

Hello Spring. Hello Busy.

Ahhh, spring. The trees are budding green. The birds are chirping their sweet song. And there's a fresh scent in the air. Time for leisurely after-dinner walks, weekends spent planting flowers and perhaps an afternoon off for a trip to the park after school.

Scratch that — we're in residential real estate and it's the spring selling season. And that means it's takeout — lots of takeout — and calls to your significant other to pick up the kids because you're going to be late... again.

PRISM 2019 Entry Season

And, just in case you weren't busy enough, it's time to get started on your Houston's Best PRISM Awards.

Did that get your heart racing?

It certainly does ours! And not just because we have our own entries to prepare, but because it's time to get rolling on planning the event of the year. There were more than 700 entries last year and more than 850 attended the sold-out, utterly fantastic Houston's Best PRISM Awards gala. We're expecting no less for this year.

With predictions of a slight softening of the housing market in Houston, it's more important than ever to enter the competition for a chance to earn the badge of "Houston's Best." That honor could make all the difference in which homebuilder a buyer selects or where a buyer decides to live. And with so many people attending, being a PRISM sponsor is an effective way to get your name out to real estate influencers.

So bring it on! To begin the entry process, there will be an additional opportunity to attend the mandatory "How to Enter PRISM" seminar at the GHBA on March 19. Register online at ghba.org/calendar to attend.

Get those entries started as the early bird deadline is March 22, but you have until April 18 to get everything submitted by the final deadline. Want to highlight your company and be a sponsor? There are plenty of benefits — learn more at ghbaprismawards.com/sponsors.

Save the date for the "Tribute to Prince" PRISM Awards gala on Oct. 5 because we are going to party like it's 1999!

COMING UP:

SMC MILLION DOLLAR CIRCLE AWARDS

Tuesday, March 5

6 p.m. to 9 p.m. at Crystal Ballroom at the Rice, Downtown Houston

Tickets: \$95

HOUSTON'S BEST PRISM AWARDS CALL FOR ENTRIES

March 1 to April 18

Submit entries at ghbaprismawards.com.
Save the date for awards gala on Oct. 5.

MANDATORY 2019 PRISM AWARDS "HOW TO ENTER" SEMINAR

Tuesday, March 19

10 a.m. to 12 noon at GHBA

Any member who wishes to enter the 2019 Houston's Best PRISM Awards MUST attend one of these seminars.

SMC NETWORKING REALTOR RENDEZVOUS

Thursday, May 9

6 to 9 p.m. at Westin Memorial City
945 Gessner Rd, Houston 77024

All new SMC event, and expo show and party event geared to REALTORS. Meet exhibitors, browse, mix, mingle and dance the night away to live DJ "Dr. Phil Good" spinning the hits!

THANK YOU TO OUR 2019 SALES & MARKETING COUNCIL ANNUAL SPONSORS

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SALES & MARKETING COUNCIL

INFO AND SPONSORSHIPS:

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

17th Annual GHBA

PRODUCT EXPO

October 17, Sam Houston Race Park Pavilion

A Custom Builders Council Event presented by BMC

BUILDERS, REMODELERS & DEVELOPERS ATTEND FREE



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

RESERVE YOUR BOOTH BEFORE THEY SELL OUT!

Booth Fee: \$950

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

Contact:

Donna Buenik

281-664-1429; dbuenik@ghba.org

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Stay informed and connected at association meetings and events.

March

MEETINGS AND EVENTS

Tuesday, March 5

6 p.m. to 9 p.m. - SMC Million Dollar Circle Awards

Wednesday, March 6

9 a.m. - Volume Builders Quarterly Meeting

1:30 p.m. - Developers Council

Thursday, March 7

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

4 p.m. - GHBA Board Meeting

4 p.m. to 6 p.m. - President's Reception, Member Orientation & Networking with the 2019 Board

Thursday, March 14

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

Tuesday, March 19

10 a.m. to 12 noon - Houston's Best PRISM Awards "How to Enter" Seminar *MANDATORY*

Wednesday, March 20

7 a.m. to 9 p.m. - Legislative Rally Day in Austin, TX

Thursday, March 21

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

Tuesday, March 26

2 p.m. to 6 p.m. - Remodelers Council Speed Selling Event

Wednesday, March 27

11 a.m. - Montgomery County Builders & Developers Division Luncheon

Thursday, March 28

9 a.m. to 5 p.m. - Associate Council Spring Golf Tournament, at Quail Valley Golf Course

EDUCATION COURSES

Tuesday, March 5

9 a.m. to 5 p.m. - Financial Management (NAHB Designation Course)

Wednesday, March 6

4 p.m. to 6 p.m. - City of Houston "Electronic Plan Review (ERP) Process" Training

Wednesday, March 13

4 p.m. to 6 p.m. - City of Houston Permitting Center "Electronic Plan Review (EPR)" Training

Tuesday, March 19

2 p.m. to 4 p.m. - Framing (ABCs of Home Building)

April

MEETINGS AND EVENTS

Wednesday, April 3

1:30 p.m. - Developers Council

Thursday, April 4

11:30 a.m. - Associate Council Luncheon

Thursday, April 11

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

Thursday, April 18

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

Wednesday, April 24

11 a.m. - Montgomery County Builders & Developers Division Luncheon

Thursday, April 25

12 noon - Volume Builders Quarterly Meeting

2 p.m. to 6:30 p.m. - Volume Builders Top Golf Speed Selling

EDUCATION COURSES

Tuesday, April 9

10 a.m. to 12 noon - Builder Ethics Seminar

Tuesday, April 16

2 p.m. to 4 p.m. - Plumbing Course (ABCs of Home Building)

Monday, April 22

9 a.m. to 5 p.m. - CAPS I: Marketing & Communication Strategies for Aging & Accessibility (NAHB Course)

Tuesday, April 23

9 a.m. to 5 p.m. - CAPS II: Design Build Solutions for Aging & Accessibility (NAHB Course)

Wednesday, April 24

9 a.m. to 5 p.m. - CAPS III: Details and Solutions for Livable Homes and Aging in Place (NAHB Course)

May

MEETINGS AND EVENTS

Wednesday, May 1

1:30 p.m. - Developers Council

Thursday, May 2

9 a.m. - Education Committee

11:30 a.m. - Associate Council Luncheon

4 p.m. - GHBA Board Meeting

Tuesday, May 7

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

Thursday, May 9

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

6 p.m. to 9 p.m. - SMC Networking REALTOR Rendezvous

Thursday, May 16

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

Wednesday, May 22

11 a.m. - Montgomery County Builders & Developers Division Luncheon

EDUCATION COURSES

Tuesday, May 14

9 a.m. to 5 p.m. - Land Acquisition & Development Finance (NAHB Course)

Tuesday, May 21

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

*Dates subject to change.

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

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



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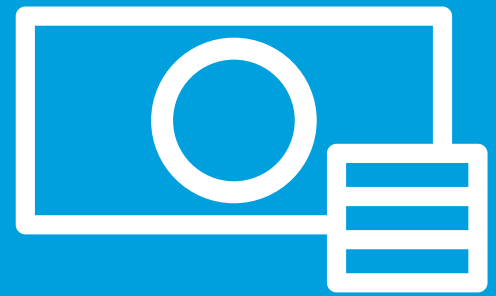
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