

Oklahoma Builder

**Oklahoma State Home
Builders Association**



Winter 2013

And the

SURVEY

SAYS...



Leadership surveys 4,000
members and non-members,
develops strategic plan
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President's First Word Jeff Click

Listen Up, Money's Talking

by Jeff Click

If you're like me, you're interested in value. This is true of most of our membership, as we found out when analyzing the results of our OSHBA survey of several hundred both members and non-members. We weren't necessarily surprised by this finding, but we definitely didn't expect to discover that so many of our members were unaware of certain value-added aspects of their OSHBA membership. I see this as a sign that those of us responsible for leadership of OSHBA must start doing a better job of regularly communicating the value of membership. I also see it as a clear indication that the more value OSHBA provides to its membership, the more members value the organization and its causes.

We're placing more focus on both of those causes, but today I want to share specifically about *even more value* that is now available through your membership with OSHBA. One applies to builders, another to all members.

A common question Builder Members ask when considering taking the next step in professionalism by joining our Certified Professional Builder Program is, "What good does participating do for me?" I could go into the usual talking points about differentiating one's self among his peers, or all of the education that comes with it, but let's be honest; to many of us, money talks. So listen up, because money is talking to you.

During our last CPB Committee meeting, our state-endorsed insurance company, CFR/HUB International, announced a significant discount in General Liability insurance for active and qualifying members of the Certified Professional Builder program. This was the result of the CPB Committee working closely with our fine folks at HUB over the course of the past several months, and now it's official. We'll be releasing the details of the new discount in the coming weeks. In the meantime, I would highly recommend any Builder Members who are not participating in the CPB program to sign up immediately, as time is of the essence in qualifying for the discount. Contact kathy@oshba.org for more information on how to join the program.

In our recent Fall Board meeting, our friends at CFR/HUB brought forth a new health benefits program. It's not a health insurance program, but it is a highly affordable supplement to insurance that you'll want to take a look at both for your own family, as well as your employees. It's not only available to all members of OSHBA, but we will also be able to offer this to your subs. We'll be releasing details on that in the coming weeks as well.

All in all, two big steps forward in creating even more value you can quantify in your membership with the OK State Home Builders Association. **OB**



State Rep's Report Brandon Perkins

Providing Homes and Jobs Across America

by Brandon Perkins

Homeownership is the Foundation of the American Dream.

- For many people, owning a home is part of their American Dream. Homeownership builds stronger communities, provides a solid foundation for family and personal achievement and improves the quality of life for millions of people. It is truly the cornerstone of the American way of life.
- Most Americans consider homeownership to be the single best long-term investment and a primary source of wealth and financial security. Countless generations of Americans have counted on their homes for their children's education, their own retirement and a personal sense of well-being.
- Yet, a home is so much more than an investment. In good times and in bad, the opportunity to own a home

has been a cherished ideal and a source of pride, accomplishment, social stability and peace of mind.

- Changing housing policy now to make owning a home more expensive is unfair and would hurt those that have played by the rules and made the sacrifices to get where they are now.
- It would harm millions of Americans who are struggling to make their monthly mortgage payments and those who aspire to one day own a home of their own.

Homeownership is a Major Driver of the U.S. Economy

- The nation's housing and homeownership policies over the last century have contributed to the growth of the middle class and helped the United States become the most dynamic economy the world has ever seen.

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Rebate program worth your membership fee

Editor's Note: This issue focuses on the value of your membership due to the OSHBA's education opportunities. Enjoy!

On the Cover: The OSHBA spent much in the way of time and resources to survey members, non-members and lapsed members. Bottom line: Too many builders don't even know about OSHBA. A strategic plan was developed at the leadership's first strategic retreat to address this concern and others.

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An Honor to Serve



Money-saving Tips from the Oklahoma Building Summit

During the fifth annual Oklahoma Building Summit, we asked several home builders in “Man-on-the-Street” style, “What top tip did you learn today that will save you dollars?” As a member, know that your educational dollars equal value.

Jay Johnston of Oklahoma City said, “I heard lots of great tips. Best one is how to prevent freezing damage on exterior concrete, which will keep us from re-doing a sidewalk or two.”

Eric Thornhill of Edmond said, “I think we still use the same sticks and bricks, but today there are a lot of new materials we can utilize that will save our customers money and make us build better homes.”

Jeff Smith of Tulsa said, “We learn every day, whether on the job or in a classroom setting like this. I learned new perspectives today from people in the field that I can take back and make changes to make us more efficient, functional and save us money.”

Bart Bartholemew of Central Oklahoma said, “The biggest thing I’ve learned is that builders need to invest a little bit to avoid litigation down the road. This continuing education at the builders’ summit is paramount especially with knowing new building codes.”

Jack Evans of Edmond said, “I definitely learned something today about framing that will save me about \$300 a house and about \$12,000 a year.

We also bring all of our builders to the summit. It’s very valuable.”

Richard Foster of Norman said, “We are all here to gain knowledge and to get better at building homes. I’ve learned things today on everything from HVAC to concrete, and some of that will help increase our profits.”

Jason Schuff of Moore said, “It’s the age-old question – why does concrete crack and can it be cured? I learned about additives to put in concrete that will help. It’s absolutely worth it for us to come to this to stay up-to-date.”

Paul Methvin of Moore said, “We are a small, family business and I started in 1962 framing houses. I owe it to my customers to continue to learn and become aware of new technology and ways to do things safer and better. You sleep better at night when you know you are trying to do it right.”

Dave Carr of Oklahoma City said, “It’s difficult in the field for us to keep up with what’s new. Seminars like these are very, very interesting and informative. It was an eye-opener for some of these issues about concrete that were presented today. Very enlightening.”

Tony Foust of Norman/Oklahoma City said, “The Summit is a good time for us. It gives us an opportunity to get refreshed and to learn about industry changes and improvements that affect the way we build homes today.”

Vic Vickers of Oklahoma City said, “These seminars bring to the forefront things we’ve briefly heard about, but



From left, OGE’s Steve Sullivan, homebuilder Andrew and Tanya Eason.

this goes in-depth. It’s important to learn about legal issues – building codes, warranties, contracts and tort issues – to protect ourselves and do what’s expected of us.”

Rob Miles of Tulsa said, “I heard new ideas today that will help make homes more energy-efficient, and other practices that will help builders across the state.”

Larry Cagle of Broken Arrow said, “The best information I gained was about concrete used in slabs and footings. I learned what’s important, what works, and what doesn’t. You save money on callbacks related to problems with concrete slabs. Anything you can learn upfront to avoid problems is good. An improperly poured slab cost a friend of mine \$30,000 to pull it out.” **OB**



Builders Ben Gray of Norman, Jim Johnson and Dennis Lee, both of Tuttle.



Chickasaw Nation Senior Manager-Builder Ron Ward, Designer David Abbott and Estimator Craig Lofton.



Builder Wayne Long with Kelly Parker of GWS.

STATE REP'S REPORT

Continued from page 3

- Fully 15 percent of the U.S. economy relies on housing, and nothing makes a bigger local economic impact than home building.
- Constructing 100 new homes creates more than 300 full-time jobs, \$23.1 million in wage and business income and \$8.9 million in federal, state and local tax revenue.
- A healthy housing industry means more jobs and a stronger economy. Home building increases the property tax base that supports local schools and communities.
- Housing, like no other sector, is "Made in America." Most of the products used in home construction and remodeling are manufactured here in the United States.

In the meantime, as we concentrate on our two overarching messages, much work is still taking place.

Tax Reform

- NAHB met with nearly every Senate office to discuss the importance of housing tax incentives. We emphasized how any changes to the mortgage interest deduction, Low Income Housing Tax Credit, the capital gains exclusion for home sales and the deduction of property taxes would harm homeownership, rental housing, job creation and the economy.

Low Income Housing Tax Credit

- As Congress looks at tax expenditures, it is important to protect the Low Income Housing Tax Credit (LIHTC). This is the most successful affordable rental housing production program in U.S. history. The program creates approximately 95,000 new full-time jobs and generates approximately \$2.8 billion in federal, state and local taxes each year.

Immigration Reform

- Earlier this spring, NAHB testified before Congress that the legislation's guest worker provisions must be improved to address the significant role that foreign workers play in the housing industry and to help

alleviate current labor challenges that are hampering the housing and economic recovery.

Remodeling a Key Element in the Nation's Economy

- Like new construction, remodeling of both owner-occupied homes and rental properties contributes billions of dollars to the nation's economy each year as property owners update and improve residential properties.

Every \$10 million in remodeling expenditures yields the following economic benefits:

- 111 jobs
- \$8.3 million in wage and business income
- \$3 million in taxes and revenue for state, local and federal governments

As usual, I will try to keep you informed as to NAHB activities and national legislative efforts. Please feel free to contact me if I can ever be of assistance. OB

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And the SURVEY SAYS...

by Mike Means, OSHBA Executive Vice President

"And the survey says"

This saying is from a popular television show that has aired for more than 31 seasons – "Family Feud." While I like to think that our HBAs are an extended family, our recent survey indicates there is no feuding going on!



You certainly can't learn if you're not willing to ask the tough questions and listen to the sometimes tough answers. The leaders of OSHBA are entrusted by membership to be looking out for the best interests of our industry and to maximize the value of membership. We can't know that we're succeeding without occasionally checking the pulse and perceptions of our members, those who've left the organization, or those who've never joined.

—Jeff Click, OSHBA President

The biggest thing is coming to the realization that we need to step outside of the box, and truly try to determine the value of the association. What are members truly looking for? We need to make sure members in outlying areas have the same opportunities as bigger areas. We are asking how can the state organization serve and reach everybody?



—Gina Cox, Incoming President/OSHBA Associates Council



OSHBA's insurance programs, warranties and rebates are how members see benefits and join – and get immediate return on their membership fees for their business. But a new member also has to attend something, as with the Building Summit or local meetings, and get to know other members. It's through that networking that relationships are built, and we can help each other talk through issues or problems to make us more successful.

—Jeffrey Smith, President, Home Builders Association of Greater Tulsa



We want to do a better job getting the word out to lapsed members of what OSHBA and their local chapters do for them. Our insurance program has the most value for general liability and workers compensation. We have lower rates than non-members, and so we have lower premiums. Our advocacy at the state Capitol helps us fight overly restrictive regulations to save money for home builders and homeowners. It strikes a balance for homeowners making it affordable and safe.

—Phil Rhees, vice president/secretary, OSHBA

Earlier this summer, the Oklahoma State Home Builders Association contracted a local market research and consulting firm to conduct a survey on attitudes and opinions about the OSHBA. This was in preparation for a strategic planning session by the leadership.

We sent this survey to more than 5,000 people. Now most of you are thinking, "OSHBA doesn't have 5,000 members." You would be correct. We also sent this survey to non-members. We wanted to know their attitudes and opinions as well.

The primary purpose of the study was to acquire detailed attitudes, perceptions, and behaviors of current OSHBA members, lapsed members, and non-members regarding issues facing Oklahoma's housing industry as well as toward OSHBA.

We hoped the results would give us direction for our strategic plan and the action items pursuant to the plan.

Survey results, the bottom line:

OSHBA members value their membership highly and think the association is professionally run. But, we still have the challenge of adding perceived value and creating opportunities to strengthen relationships. The comments are the same with those who let their membership lapse.

But to those who are not members, the challenge is clear – they are just not aware of the Association. They don't know what they don't know.

That creates opportunities for each of us. Are you telling the story? Are you sharing what you receive from your membership? Something to think about.

Here are some other highlights of what we learned:

Characteristics of Respondents:

- 40% were *Builders*
- 48% were with organizations that employed *five or fewer employees*
- 61% were *OSHBA members*

Non-member Results

- 1% were *very familiar* with OSHBA
- 46% were *not at all aware* of OSHBA

Lapsed Member Results

- Of the 39% of non-members who responded, 33% were *lapsed members*
- 86% of lapsed members *Strongly Agreed/Agreed/Slightly Agreed* that OSHBA was professionally run
- 77% indicated OSHBA needed to create more *networking opportunities*
- 72% felt OSHBA could have done more to create *greater value* for the cost of membership
- 46% thought OSHBA was a *valuable resource* for their business
- 31% thought they generated *additional business* due to their membership



Sometimes you can only commit to be a member—and you should do that. But you will get more benefits out of the association through active participation and OSHBA is better than it used to be with more programs and resources. What we need more than anything is financial commitment. Why? Because we have been able to “get a voice” in the room at the Capitol when legislation comes up, and we are on top of what’s happening on regulatory issues and our upcoming code review. It makes housing better for us all.

—Todd Booze, vice president/treasurer, OSHBA

- 34% thought the *Certified Professional Builder* program was valuable

Member Results

- 61% of members were *Builders*, 39% were *Associates*
- 88% were *Very Satisfied* with OSHBA, only 2% were *Dissatisfied*
- OSHBA performance was also perceived as high across numerous factors:
 - 99% thought OSHBA is *professionally run*
 - 92% feel that OSHBA is an *excellent value*
 - 90% *value the friendships* they have created through OSHBA
 - 88% consider OSHBA a *valuable resource*
- 83% feel OSHBA should create more networking opportunities
- 77% indicate OSHBA needs to create greater value for cost of membership
- Some OSHBA Services/Activities/Events were also evaluated as *Extremely Valuable* or *Valuable*:
 - Build PAC. 53%
 - Discounted Insurance. 52%
 - Certified Professional Builder. 45%
 - State Convention. 36%
 - Rebate Program 25%
- 51% prefer OSHBA contacts via the *E-Newsletter*, yet 72% use it to get their information
- 80% got their OSHBA information via *Builder Magazine*, yet only 16% prefer it
- *Twitter* (@OKStateHBA) is preferred by 16%, but usage is at 7%
- 78% also prefer the *First Monday Memo* as a way to get their information

Implications

- Need to create awareness and relevance among those who have never been members
- How OSHBA is run is not a problem with lapsed members, but the perceived value of membership is. Dissatisfaction did not cause membership to lapse; it was the perception that OSHBA did not provide value.
- All associations (state and local) need to create more value through better connecting its members.
- OSHBA has created high levels of member satisfaction with its performance. However, it needs to focus on two key areas – create more networking opportunities that also create relationships and create greater perceived value. **OB**

Leadership Sets Strategic Plan

by Mike Means, Executive Vice President/OSHBA

The Board of Directors recently adopted a Strategic Plan proposed by the senior officers. A planning session was held at the end of summer, hosted by President Jeff Click, and a core group of leaders from around the state attended. Builders and Associates were represented.

The Strategic Plan built upon the mission statement of the Oklahoma State Home Builders Association. That mission statement says, “**The Oklahoma State Home Builders Association is organized to promote our members, the professionalism of our industry and dedicated to providing safe, quality, and affordable housing for the citizens of Oklahoma.**”

One of the key elements in a strategic plan is an audacious goal – “**OSHBA is to be the premier and professional housing industry resource for members, local HBAs, government entities, the media, and consumers.**”

The Plan looked at four key categories – Education, Government Affairs, Membership, and Governance and Operations. While there are objectives and strategies for each of these categories, this article will touch on the top priorities that came from the Plan.

PRIORITY – Develop the Oklahoma Building Summit into the **Oklahoma Building Show**. The idea is to make this more than continuing education, but also an opportunity for basic building classes for new members, roundtable discussions, and the possibility of a trade show.

PRIORITY – Identify members to represent the residential sector on **technical committees** for next year’s code adoption process. The Oklahoma Uniform Building Codes Commission will begin evaluating the 2015 International Residential Code. It will be imperative that we have experts present at these hearings to share our positions.

PRIORITY – Promote the **value of membership**, from the local to the state to the national. One way to do that is through strategic communications between the state and local HBAs.

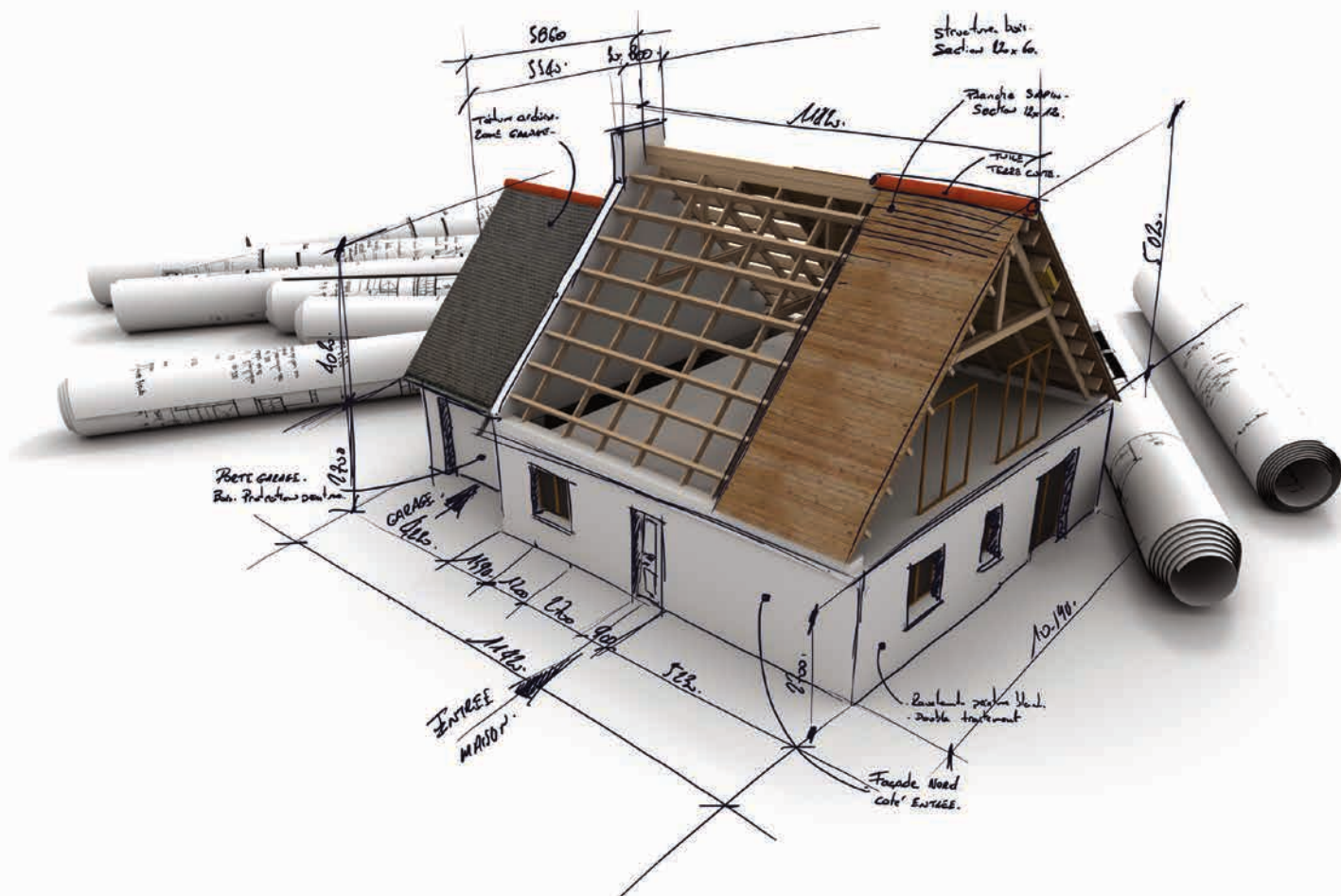
PRIORITY – **Invest in touching and serving more members.** An idea was to eliminate the state convention and develop a new fellowship opportunity that would reach more members. Another idea already being implemented is a state EOC, which would allow the executive officers (state and local) to address ongoing concerns.

As you can tell, these are some great action items that will soon be happening. Let us know if you want to be involved. Be prepared to say “yes” when you get invited to participate.



The results showed me that we have got to figure out how to reach out to potential members around the state who know nothing about us, but are building a lot of homes. We have to beat the streets and do some traveling to find them and let them know that OSHBA can be a very valuable resource.

—Curtis McCarty, former president, Builders Association of South Central Oklahoma



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Get to Know a Local President Meet Robert Crout



by Mike Means, Executive Vice President

This issue, I thought I would introduce you to Robert Crout. Robert is president of the Central Oklahoma HBA. Most of you know Robert as a land developer – president of the Crout Companies – based in Mustang.

While you may know that Robert graduated from the University of Oklahoma, you may not know that he played on the varsity golf team for OU. That explains why he is still an avid golfer.

What I want to share with you today is a little of what makes Robert the success he is. It is his small hometown upbringing. You see, Robert grew up in Watonga. Watonga is one of those places like the old TV show “Cheers,” where everybody knows your name.

Robert says there were no social classes while growing up in Watonga. You just recognized people for who they were, not what they were or what they had.

He learned, somewhat the hard way, to be honest and trustworthy. Living in a small town, he said his dad would know what he had been up to before he even got home!

Robert says that going to church regularly and continuing his walk of faith as an adult, with daily quiet time and prayer, has helped him with confidence and with his willingness to see the good side of people. He has taken an occasional loss, but would rather be a person who trusts than one who doesn't.

I think it is this kind of attitude that has inspired the confidence of Robert's colleagues to elect Robert as this year's president of COHBA. While his time as president is almost over, we are sure he will still be involved with the industry for years to come. **OB**



Insulating Your Business for Success in Today's Marketplace

The Convergence of the Four C's: Comfort, Cost Efficiency, Code Standards and Consciousness

By Rich Munsey, Munsey - M&J Insulation

Advertorial

The collective U.S. housing industry is still feeling the aftershocks from the devastating impact of the housing crash in 2008 and resulting recession. With the worst downturn since the 1930s now firmly behind us, the current residential construction boom is ushering in a new set of marketplace dynamics and challenges– as well as rich opportunities.

There is a convergence of factors driving today's housing industry that can be leveraged to help distinguish your work as a builder from the competition and ultimately resonate with future home buyers. The growing marketplace concentration on comfort, cost efficiency, code standards and (environmental) consciousness is creating renewed interest in building energy efficient, high-performance homes.

Likely attributed in part to the rising energy costs, home buyers are now primed and ready to learn how they can increase the performance, comfort, energy efficiency of their home. These home buyers are also increasingly expressing an interest in exceeding – rather than simply meeting – energy efficient building codes.

This creates a unique opportunity for builders to engage these savvy home buyers in a more sophisticated dialogue that will elevate their understanding of the important role the building envelope plays in achieving a high-performance home that will deliver against each of the Four Cs.

While it is unlikely we'll hear a home buyer say, “I want to live in an uncomfortable home with drafts and unpredictable temperature control” or “I like wasting energy and having 30 percent higher energy costs on my heating and cooling,” homeowners have historically looked past the “guts” of the home to spend a majority of their time on aesthetic decisions during the building process.

With the growing focus on the Four C's, future home buyers and existing homeowners are beginning to pay more attention to insulation, air sealing and moisture management solutions. As a result, it is equally important that builders remain competitive in this space by staying current on the latest advancements, research and product innovations. Fortunately, you don't have to do it alone.

Understandably, projected increases in housing starts and the new home construction boom makes it difficult to focus on anything but getting through the day and delivering the jobs on time. To help maximize your job site efficiency and bring the strongest solutions to your customers, local Certified Energy Expert® Professionals (CEEs), supported by Owens Corning, can be a valuable tool in your arsenal. These trained energy specialists can help your business stay at the forefront of the latest building science solutions in insulation, air sealing and moisture management.

CEE professionals also bring a sophisticated level of expertise addressing the complexity behind air movement and the interaction of moisture, heat and cold within a home's walls, roof and interior space. Since we live in the “guts” of the home, we also are skilled in all types of installation techniques for maximizing energy efficiency and acoustics. From the latest local building codes and standards, quality assurance and Energy Star/DOE® programs, CEE Professionals can be a resource to your team to help you differentiate yourself in the market.

To connect with a local CEE in your region,
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Rich Munsey is an Owens Corning™ Certified Energy Expert® professional based out of Moore, OK. Certified Energy Expert® professionals can be found in 27 states and across 60 markets. To locate a CEE or learn more about the Owens Corning™ Certified Energy Expert® program, visit <http://www.owenscorning.com>.

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Custom Builders of Oklahoma LLC

by Joel Meredith

For this issue of *Oklahoma Builder*, we got to speak with Rhonda Trower of Custom Builders of Oklahoma, LLC. Her team serves both Norman and South Oklahoma City, using the latest technologies, their comprehensive background experience and their attention to detail to help achieve their clients' vision.



Diversity in Experience

Custom Builders of Oklahoma, LLC has been in business since 2004. Far from a typical homebuilder, Custom Builders is a joint venture between four friends – three of them women. Between the four, there is a tremendous diversity of knowledge and experience, with more than 30 years in commercial construction and engineering and 30 years in control and account work in the private sector, including work in the oil industry. In case that wasn't enough, they can also boast experience in fashion and interior design.

Earning their Way in the Industry

While it hasn't been easy establishing themselves within a male-dominated industry, Trower says that through the years they've built their business by earning the respect of their clients and building relationships with customers through a personalized, hands-on approach.

"Our business has been successful by the reputation we have built through our workmanship, the quality we provide our customers and standing behind our homes," says Trower.

Although initially difficult to break into the homebuilding market, Custom Builders managed to prove their "net worth and quality" and today, nearly 10 years after their inception, they stand as a marketplace leader.

The Hands-on Approach

Custom Builder's diligence, hard work and commitment to their clients has paid off. They pay close attention to

clients' desires and provide support in guiding them through the process.

"Whether our customer is a young couple, an empty-nester or just in need of more room, we help them select a plan, customize an existing one or custom-design a home for them that will meet their needs."

In order to meet their needs, Trower's team facilitates "constant communication" between customers and their experts. "Our hands-on team approach is what allows Custom Builders of Oklahoma, LLC to give customers the most stress-free building experience possible."

Lasting Relationships

Trower says that the most gratifying thing about working in the homebuilding industry is, "Fulfilling a customer's dream of a new home and making their wishes come true."

On top of that, there are also the relationships built through the last 10 years, many of which have come through belonging to state and local associations. "You develop relationships with other builders, subcontractors and associates where you can share opinions, building tips and learn."

Beyond the ability to share tips and network, Trower concludes that the most important benefit from belonging to state and local associations is, "The friendships that will last a lifetime." **OB**





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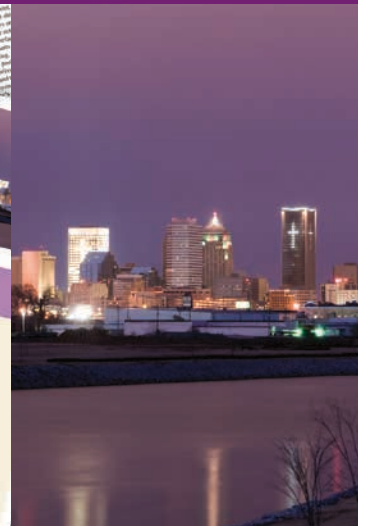
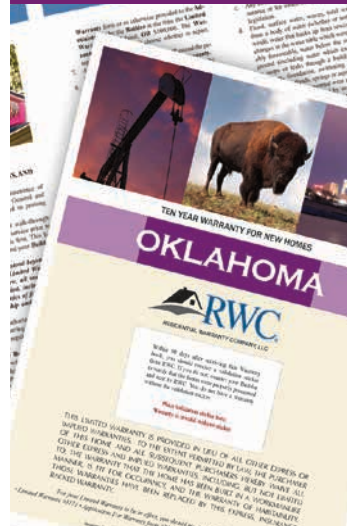
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Associates Council Chair Report Donna Cullins

Victories for the Building Industry in 2014



by Donna Cullins, Chair, State Associates Council

What a fantastic year! I hope you had a great year also. We are all looking forward to another great year in 2014. Thanks to our Build-PAC funds, congress has helped to get the building industry back on track. In case you were not aware of the fact, NAHB has helped you save over \$7,000 for every home you build. Everyone in the building industry wins because of what Build-PAC does for our industry. Please encourage everyone you know to join our association and get involved.

I want to thank the Associates Council for giving me the opportunity to serve as their chairperson for 2013. We have

very hard working members who made this a great year. Our Auction and Table Top brought in the money that allowed us to provide scholarships again this year. The golf tournament was a lot of fun, despite the cold. We are looking forward to Gina Cox, of OG&E, serving as our chair in 2014.

Hopefully all the local associations will continue to keep Kathy at OSHBA updated on their upcoming events and education opportunity dates. We all can benefit from this great new service.

Also, remember to apply for the Professional Associate designation. It is similar to the CPB program and will distinguish you from others in your profession. For an application contact Kathy at OSHBA. **OB**

OSHBA Rebate Program 'A Good Product'

by Carol Hartzog Communications

For the past two-and-a-half years, Ed Hilliard has worn lots of hats for Edmond's Beacon Fine Homes as construction superintendent, estimator, purchaser and as operations manager.

Included in those duties has always been the responsibility to ensure that Beacon benefits from the Oklahoma State Home Builders Association Rebate Program, which returns part of the purchase price for certain products used in home building.

The OSHBA has negotiated rebates for its members with participating vendors, then created a straight-forward process of claiming the dollars back for home builders, Hilliard said.

"When we have a house completed, we turn in a claim showing that we used this specific fireplace or these specific plumbing products or other specific products," Hilliard said. "We include the address of the home and what the products



were, and we get a check as soon as it goes through the verification process."

Hilliard said that Beacon's quarterly rebates have ranged from \$200 to \$780 during the past year.

"That's another great benefit of our Home Builders Association membership," he said.

Beacon is a busy operation with 10 homes currently under construction, so there are potential rebates from each project.

OSHBA created a claims process that is far easier to negotiate than some rebate programs from individual manufacturers.

"The OSHBA claims process is fairly simple," Hilliard said. "They have a form that is preloaded with all the participating vendors and products. We fill it out once a month, submit it and it's done."

Also, the rebate program brings an element of continuing education, he said. Participating vendors often contact Beacon to discuss their products, keeping the home builders informed and providing feedback for the manufacturers.

"I have used the rebate program with Beacon Homes and another home-building company I worked with previously," he said. "It has been a good product."

For more information on the OSHBA Member Rebate Program, go to this link: <http://www.hbarebates.com/oshba.html>. **OB**

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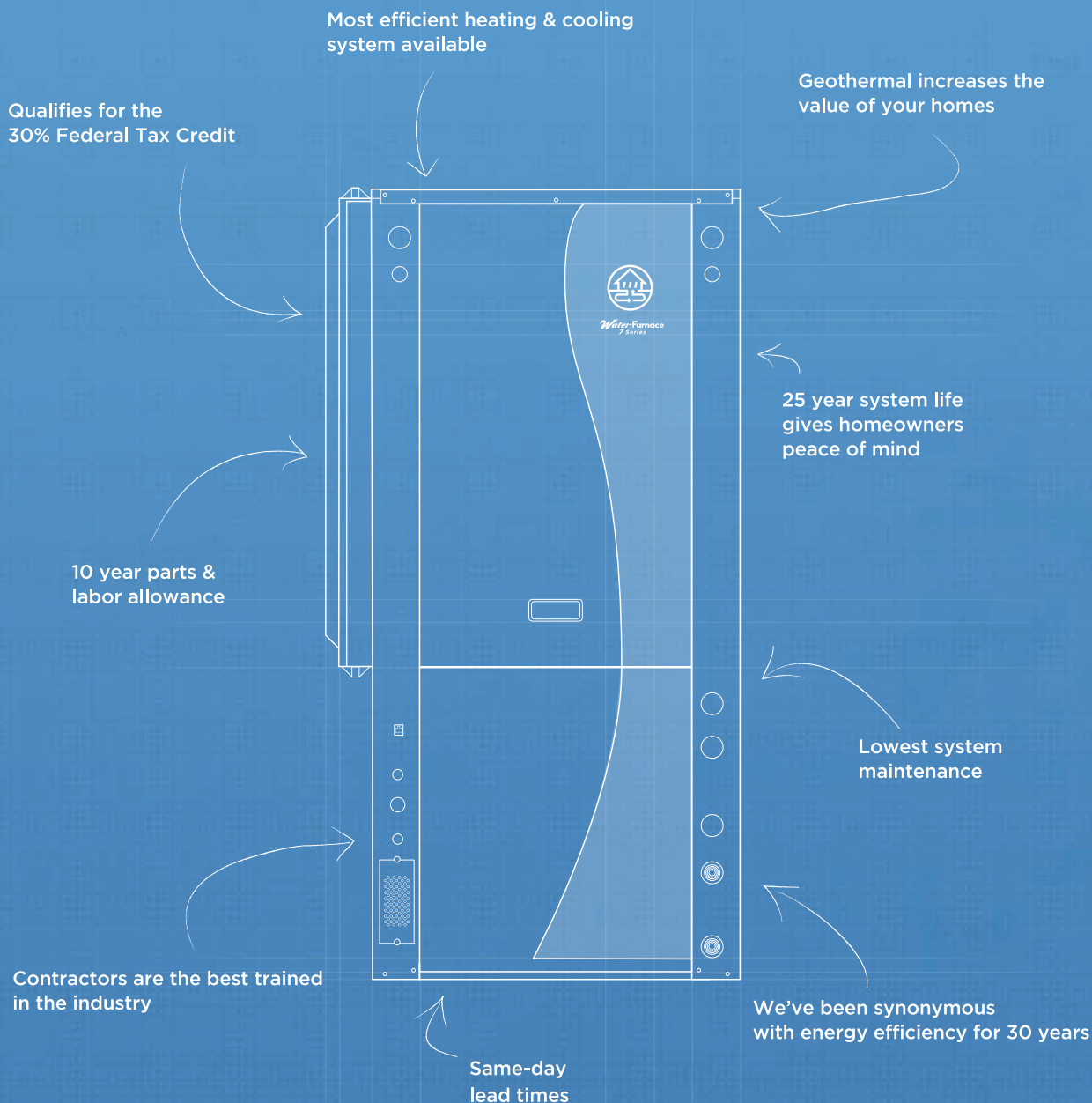
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