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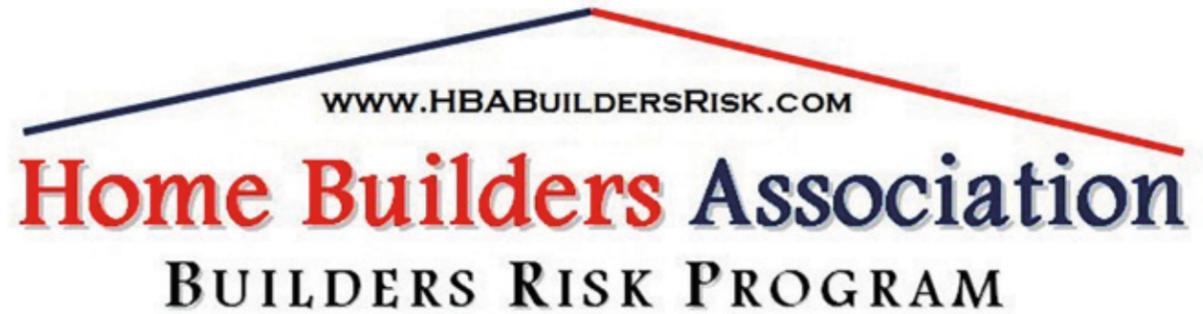


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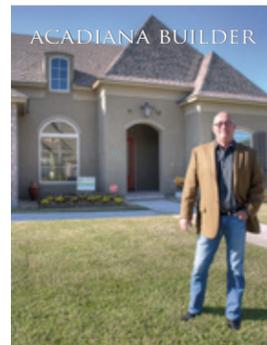


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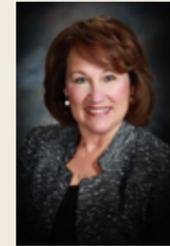
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Publisher's Note

The International Builder's Show (IBS) will again be an amazing showcase of the industry's premier technology. This coming year, the show will be in Orlando, and will be held January 10-12, 2017. Many exciting events surround the largest lightweight construction show in the world. Besides the incredible displays that fill the halls of the Orange County Convention Center by the industry's leaders, there will be educational courses carefully selected to fit everyone's needs,

spectacular opening ceremonies; including the keynote speaker, Peyton Manning, a Spike Party featuring Little Big Town, just to name a few. Register by November 11 and save!

Services over the next 5 years. It is a pleasure to share his story!

Enjoy,
April Becquet

Acadiana Builder is featuring Jon Burke of Burke Homes. This veteran builder has committed to give back to our community by pledging donations to the Mile Perret Cancer



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Burke Homes Inc.'s Sales to Benefit Miles Perret Cancer Services

Many of us wish we could do more to help those in need, but longtime Lafayette builder Jon Burke is putting his money where his mouth is. Burke announced in late September that he will donate \$10,000 per home to Miles Perret Cancer Services (MPCS) from the sales of his recently completed speculative homes at 105 and 107 Henry James Court in Lafayette.

But his generosity does not stop there. His five-year commitment to Miles Perret will include a \$25,000 gift in 2017 when the spec house at 102 Henry James Court is completed and sold. Burke also will donate part of his profits from future homes as

part of his commitment to MPCS.

The president of Burke Homes, Inc., said the donation program was his idea, as a way to give back to the community where he has built houses since 1988. The Miles Perret Cancer Services programs have enhanced many cancer patients' lives in the Acadiana area. Jon experienced the organization's programs first-hand with the care of his mother.

According to its website, Miles Perret Cancer Services is a haven for individuals and their families fighting, surviving and living with cancer. It provides emotional support, guidance, resources, programs and, most of all,

hope. Its services are comprehensive and always provided at no charge. No appointment is necessary and there are no qualifications. Located in Lafayette, its mobile unit extends services to outlying communities throughout Acadiana.

Jon began his building career from the marketing side of the construction business. He had always been interested in building, he said, and had been working as a licensed real estate broker and appraiser when an opportunity arose in the 1980s to open Burke Homes with his late wife Annette as his partner. He was doing appraisal work at the time and saw the housing market coming back

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Miles Perret Cancer Services



Miles Perret Cancer Services is a haven for individuals and their families fighting, surviving and living with cancer. Miles Perret is here to provide emotional support, guidance, resources, programs and most of all, hope. Our services are comprehensive and always provided at no charge. No appointment is necessary and there are no qualifications. Our main office is in Lafayette and our Mobile Miles unit extends services to outlying communities throughout Acadiana.

SERVICES:

MASTECTOMY ITEMS

Whether you have had a lumpectomy, partial mastectomy, or a double mastectomy, Miles Perret has an entire room dedicated to fitting anyone in need of a bra or prosthesis.

MEDICAL SUPPLIES

We are able to provide a variety of medical supplies including LMX cream, dressings, bandages, and gloves.

SIMPLY YOU GIFT BOX

Personalized by a Miles Perret breast cancer survivor and dedicated volunteer, this collection of thoughtful items makes life easier for breast cancer patients post-surgery.

PATIENT NAVIGATION NOTEBOOKS (PNNs)

A cancer diagnosis can be overwhelming to everyone who is involved. A PNN is a comprehensive cancer journal that helps assist in organizing key elements of your

medical care. With this notebook, you can keep track of doctors, appointments, treatment schedules, medications, important notes and more.

TREATMENT CARE KIT

The Treatment Care Kit contains useful items that will help get you started during your chemotherapy or radiation treatment. These items are recommended by Acadiana oncologists to assist in managing the oral and skin related side effects that you may experience.

WIGS, HATS, SCARVES & TURBANS

Miles Perret service coordinators can help you choose a wig that best suits your personality and style. Our HOPE CHEST room is a beautiful mini-salon dedicated to providing wigs, hats, scarves and turbans to clients as they adjust to the effects of treatment and transition into survival.

WELLNESS CENTER

Research has shown that moderate exercise can improve physical functioning and quality of life for cancer patients during and after treatment. Benefits may include better balance, better blood flow, less nausea, less fatigue and more. Miles Perret has an extensive Wellness Center which offers group exercise classes and one-on-one personalized training.

COMMUNITY OUTREACH MOBILE MILES: MPCS on Wheels

If you are not able to make it to

Lafayette, take advantage of “Miles Perret on Wheels.” Our support and services are open to those living or receiving treatment in our 10-parish service area.

OUTREACH PROGRAM

(Lafayette parish)
Started in 2013, our outreach program places a service coordinator in four of the major treatment facilities in Lafayette, providing information and comfort while clients wait for and receive treatments.

PROGRAMS:

BREAST CANCER SUPPORT GROUP

The Breast Cancer Support Group meets on the first Tuesday of each month for all who have been diagnosed with breast cancer. Facilitated by Jo Anne Miller, a breast cancer survivor, this group is a great place to connect.

MILESSTRONG, CANCER REHABILITATION

This 8-week program meets twice a week and specializes in exercise, education and support for cancer patients currently in treatment. Results have shown an improvement in quality of life, self-esteem, and cardio endurance as well as decreased levels of fatigue.

PILATES & YOGA

Both group exercise classes are offered two to three times a week in our Wellness Center, and are facilitated by certified instructors. Pilates & Toning consists of 30

minutes of light weights and 30 minutes of core exercising.

Restorative Yoga promotes physical health through stretching and meditative exercise.

MASSAGE THERAPY

Clients can schedule a massage with one of our volunteer massage therapists who are certified in working with cancer patients. Please note that a physician’s approval is required before a massage can be scheduled.

SPA NIGHTS

Need an evening of pampering, relaxation, and rejuvenation? Enjoy a night to de-stress and recharge. Meet others who face the same challenges of living with cancer.

NUTRITION CLASSES

In efforts to decrease risks and recurrences of cancer, our Wellness Center offers nutrition information and cooking demonstrations to anyone who is interested in learning to live well with a cancer diagnosis.

CREATIVE EXPRESSIONS

This program integrates physical,

emotional, and spiritual care by facilitating creative ways for patients to respond to their cancer experience. Each class has different projects that may include sculpting, drawing, painting, scrapbooking and more.

HEALING DANCE

A class where body, mind and spirit come together through authentic movement and dance. You’ll find new ways of expression physically and emotionally and gain strength and mobility.

For more information of what’s offered at Miles Perret Cancer Services, to milesperret.org or call 337-984-1920.

Please pass me around the office. Acadiana Builder makes great reading material for anyone interested in the building market.

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GMFS Mortgage adds Youngsville location

GMFS Mortgage, headquartered in Baton Rouge, LA, has been “Changing Lives” since 1999. GMFS handles all aspects of the lending process, from application to funding, giving us the ability to expedite decisions and control service levels.

In 2014, Aimia “Mimi” Doucet opened the GMFS Mortgage Lafayette location, serving the Acadiana area with a convenient location at 1728 West University. GMFS Mortgage offers a wide variety of residential mortgage products including Conventional, Jumbo, and Government programs such as FHA, VA, and USDA (Rural Development). Mimi and her team specialize in New Construction and Renovation loans with one or two time closes.

Mimi has since expanded the branch adding six additional licensed mortgage bankers to the Acadiana Team. Our dedicated team of Mortgage Bankers is made up of Chris Savoy, Michelle Miller, Andrea Rao, Ashli Bernard, Megan Romero, and Chris Balfer. You can often find the Acadiana Team participating in community activities such as Realtor Association of Acadiana’s Gumbo Cook-off, Acadian Homebuilder’s Association’s Casino Night, Parade of Homes, Golf Tournament as well as many other local events.

On October 3rd, GMFS opened its newest office in Youngsville, LA, becoming the 12th location for GMFS Mortgage. Located at 511 Shore Drive, Suite 3, the Youngsville location will offer the same products

and services as our Lafayette location.

GMFS Mortgage has not forgotten about the devastating flooding in south Louisiana. It impacted thousands of GMFS customers, partner clients, main office employees and vendors. Please visit gmfsmortgage.com/emergency for up to date information on assistance and resources from GMFS as well as various federal, state and local agencies. GMFS offers multiple home loan disaster programs to assist South Louisiana flood victims to purchase a new primary residence or repair their current home. Program features and qualifications vary, but each will provide helpful benefits to impacted flood victims in a Presidentially Designated Major Disaster Area.

Contact our office today
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Continued from Page 7
after a downturn in the oil and gas industries.

“I didn’t really have any fears about becoming a builder. I’m on the job every day. I know what I’m looking for. I know the codes; I have the knowledge. I keep saying I’m going to get a job, but I’ve never had a regular paycheck in 40 years.”

He noted that there are a lot of builders in the Lafayette area, but his knowledge and expertise sets him apart from others. Like the “big boys” in the construction world, such as the large tract builders, he understands the business side of building. He handles on-site management, estimating, financials and can help in securing proper lenders.

As a beginning builder, he found the tradesmen whom he could trust

to build a house to his standards; as a testament to his ability to put the right crew together, he said, “a lot of them have been with me for almost 30 years.”

Over the years Burke Homes has built spec and custom homes with

price points between \$175,000 and millions of dollars and with sizes ranging from 1,500 to 6,000 sq. ft. Spec homes, which have been the focus of much of the company’s building, were typically \$200,000 and more, often providing a buyer’s second or move-up home.



“...our company is committed to exceeding your personal expectations and making your home building experience pleasurable .”



Jon usually has five or six houses under construction at any given time, but he has had as many as 17 underway at one time. “I’ve always sold everything I’ve built; some sold before they were done. It depends on the market.”

Like all successful builders, he gets a lot of his business from word-of-mouth referrals. Jon prides himself on his customer service. As it states on the company website, “... our company is committed to exceeding your personal expectations and making your home building experience pleasurable. We are available round-the-clock to answer your calls and update you on the construction process. In addition, our company founder will personally deal with you and inspect the work site every day.”

Burke noted that during his career he never had any custom homes go over their budget because of the construction costs. Overruns may have happened because of a customer’s selections or changes, but Jon always alerted the buyers. “I want to be able to sit and have a cup of coffee with my clients once the job is

complete.”

He also has a page of testimonials on the company website, www.burkehomesinc.com. Homebuyer Craig Milburn offered this testimonial: “Enjoyable experience throughout the construction! Honest for treatment with quality construction. If I ever built another home I would use no other.”

In addition to the website, Burke Homes’ marketing efforts include social media, but they also rely heavily on realtors. “I know what it takes to sell a house, and I let the professionals do it.” Burke uses Van Eaton & Romero realtors to market his houses.

Over the years Burke has done both building and developing. Area subdivisions Jon helped develop are Copperfield South and Copperfield

Estates, Beau Jardin and The Groves. In each case the subdivision was built out, he noted.

Burke said he tries to anticipate the housing market. The company has survived more than one economic downturn. "We are currently in a downturn in the local economy, but that's nothing new. You can count on a bust in the oil and gas industry every eight to 10 years. Unemployment in the area has gone up tremendously, but we will wait for the cycle to upswing again."

Nowadays he considers himself semi-retired, although he's not willing to throw in the towel just yet. "My next few years will not be about the numbers. The homes will be about quality, not volume."

Jon said he has found building to be gratifying, "that somebody accepted what you did and bought your product," which resulted in a happy homeowner. He added that

he hoped his legacy would be that "he did a good job, he was fair and he was accessible." With his five-year commitment to Miles Perret Cancer Services, the legacy should include the word "generous."

.....
You may contact Burke Homes, Inc. at 337-501-8231 or jburke@burkehomesinc.com. You may also visit the website, www.burkehomesinc.com.



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General Liability Insurance

Members of the Louisiana Home Builders Association have access to our General Liability Insurance. Designed for home builders, remodelers and general contractors, the program offers quality coverage at competitive prices.

To learn more or for a quote, contact our General Liability representatives at 1-800-800-4007.



Builders Risk Insurance

The Louisiana Home Builders Association Builders Risk Program is available to residential builders and remodelers who are HBA members in good standing. Coverage may be purchased through appointed agencies who are also HBA members.

For more information about the program, visit www.HBABuildersRisk.com or contact Helmut Mundt at 855-442-2467 or helmut@hmia.com.



Growing Job Opportunities in Residential Construction Offer Solid Career Path for Millennials



As the National Association of Home Builders (NAHB) celebrates Careers in Construction Month in October, builders around the country are seeking skilled craftsmen to help them build the American Dream.

The overall trend for open construction jobs has been increasing since the end of the Great Recession. According to the latest Bureau of Labor Statistics data and analysis by NAHB, there were 214,000 open construction sector jobs in July, which marks the second highest monthly count of open, unfilled jobs since May 2007.

“Residential construction offers a number of fulfilling career opportunities, from architects and engineers to carpenters, plumbers, electricians, painters and landscapers,” said NAHB Chairman Ed Brady, a home builder and developer from Bloomington, Ill.

“Yet, our builders are telling us that access to skilled labor remains a top challenge.”

After many workers left the home building industry during the Great Recession to pursue employment in other sectors, not nearly enough of them have returned. This labor shortage can lead to delays in completing projects on time, which can increase the cost of building homes and make housing more expensive for consumers.

“As the housing industry continues to recover, we are focused on training more workers and leaders to fill these important roles,” said Brady.

NAHB’s educational partner, HBI, is a national leader for career training in the building industry. HBI offers educational programs in 41 states and the District of Columbia, reaching more than 13,000 students each year. These include more than 5,000

students in HBI’s pre-apprenticeship programs.

NAHB’s Student Chapters Program is another important component to preparing the next generation of building professionals. With 140 secondary, associate and four-year college chapters throughout the country, the program offers students first-hand exposure to the building industry through NAHB membership, educational programming and networking opportunities.

Educators, parents and students are encouraged to take a close look at the career opportunities available in residential construction and understand that a vocational education offers satisfying career paths and financial gains. Visit nahb.org or hbi.org to learn more. **rowing Job Opportunities in Residential Construction Offer Solid Career Path for Millennials**



It’s Time to Register for the Builders’ Show

Planning to join us in Orlando in January for the NAHB International Builders’ Show? It’s time to pull the trigger: The NAHB hotel block for our HBAs closes Oct. 14. If you are searching for hotel accommodations for IBS 2017 after Oct.14, please contact Barbara Rapp (Assistant Vice President, Housing & Leadership Events) at BRapp@nahb.org

Here’s what you’ll see:

New Products: 1,400+ top manufacturers and suppliers in 550,000 square feet of exhibits including 70,000 square feet of exhibits new to IBS.

Education: 80% of the education sessions are original programming and 50% of our speakers are new voices you’ll be hearing from at IBS for the first time.

NAHB Meeting of the Members: A great opportunity for NAHB members to learn how NAHB’s grassroots guides the association’s direction and activities. Businesswoman and TV’s Shark Tank personality Barbara Corcoran will present her winning strategies on how to lead teams to success.

IBS Closing Spike Concert: Private concert by 2016 Grammy Award winners for Best Country Song and Best Country Group Performance Little Big Town.

IBS Opening Ceremonies: Featuring Keynote Speaker Peyton Manning. 2017 also marks the 75th anniversary of NAHB, we’re kicking off the yearlong celebration at IBS 2017.

January 10-12, 2017

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HGTV's Jeff Devlin and 'This Old House's' Kevin O'Connor to Host Design Bites at KBIS 2017

Highly Anticipated 'Design Bites' Returns, Connecting Brands with Attendees & Media to Unveil the Latest Kitchen & Bath Innovations

The 2017 Kitchen and Bath Industry Show (KBIS) announced in mid-September that Jeff Devlin, host of DIY Network's "Stone House Revival" and HGTV's "Ellen's Design Challenge," and Kevin O'Connor, host of PBS' "This Old House" and "Ask This Old House," will host Design Bites at KBIS 2017. Design Bites, a speed dating-style program for brands, attendees and media, will be held during the lunch hour on Days One and Two of KBIS, Jan. 10 and 11.

Host Kevin O'Connor will kick off Design Bites on Jan. 10, showcasing the newest kitchen innovations. On Jan. 11, Jeff Devlin will take over, hosting brands ready to share their latest bath innovations. Design Bites will take place on the KBIS NeXT Stage presented by the NKBA located in the North/South Hall of the Orange County Convention Center in Orlando. A total of 14 presentations will be selected; seven per day.

To participate in Design Bites, exhibiting brands can apply by completing the Design Bites Application online. Applications will be accepted through Oct. 7, 2016.

O'Connor's love for home

renovation began as a child growing up on various job sites led by his father, a civil engineer. When O'Connor, a lifelong fan of "This Old House," and his wife, Kathleen, were fixing up their first house, they sent an e-mail seeking help from the "Ask This Old House" experts. To their surprise and delight, the house call served as his first screen test to serve as the new host. Since then, O'Connor has been nominated for an "Outstanding Service Host" Emmy award for his work on "This Old House," published his first book, "The Best Homes of This Old House," and served on the editorial board of This Old House magazine.

Devlin's professional foray into carpentry began more than 20 years ago as an apprentice for a historic home remodeler, where he honed his skills in the trade and gained a deep appreciation for the character, craftsmanship and beauty of historic dwellings. This blooming passion for designing, creating and building, coupled with his dedicated and natural ability to entertain, led Devlin to the world of television. Devlin has many years and numerous shows for HGTV and DIY Network under his belt, all totaling more than 200 episodes. Today he also remains very hands-on behind the scenes with his company, School House Woodworking, LLC, a custom woodworking company.

"We are thrilled to welcome

Kevin and Jeff to KBIS this January in Orlando," said Brian Pagel, VP Kitchen and Bath Group, Emerald Expositions. "I'm looking forward to the energy and excitement both hosts will bring to one of our favorite and most anticipated KBIS programs. Design Bites is a fun and informative way to quickly learn about the latest and greatest from leading kitchen and bath industry brands. It truly is a 'can't miss' program for 2017."



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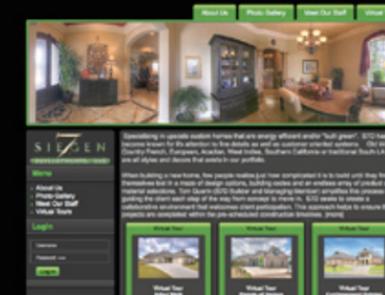
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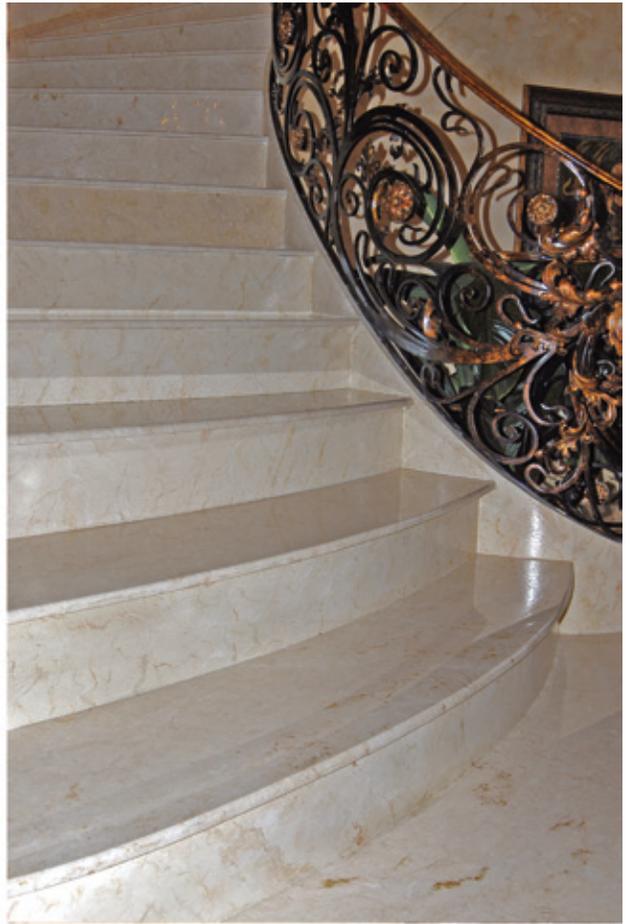


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Just because you sold your best work this week doesn't mean next week's client can't see it. Whether you're offering spec or custom homes, lots in a subdivision, or installation services -- making a portfolio of your work is the ideal way to display your services after they are sold. Since 2002, Virtual ShowCase has helped companies just like yours to garner business by properly preparing and showcasing their products. Let us turn your 'potential into profit'.



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