

Best Practices Research  
**Alliance Annual Meeting**



**Thinking Differently.**

November 2-3, 2011



# Welcome to our 2011 Meeting

## Builder Members

- Addison Homes
- Charter Homes & Neighborhoods
- Darling Homes
- Dominion Homes
- DSLD Homes
- Imagine Homes
- K. Hovnanian Homes
- Keystone Custom Homes
- Mistick Construction
- Pine Mountain Builders
- PulteGroup
- S&A Homes
- studio26 homes
- Taylor Morrison
- Wayne Homes
- Wathen-Castanos Hybrid Homes
- Westport Homes



# Welcome to our 2011 Meeting

## Alliance Sponsors

- Bayer MaterialScience
- Carrier
- Dow
- Johns Manville
- Panasonic
- Progress Lighting

## Industry Experts

- Greenhaus
- Laing Associates



# Welcome to our 2011 Meeting

## Guests

- Heartland Homes
- Paragon Homes
- 84 Lumber
- Hearth & Home Technologies
- Simpson Strong-Tie

Addison Homes

Beazer Homes

Charter Homes

Citizens Homes

Cobblestone Homes

Cornell Homes

Darling Homes

David Weekley

Dominion Homes

Doucette Communities

DR Horton

DSL D Homes

e-co lab

EQA Communities

HearthStone Homes

Highland Homes

History Maker Homes

Hubbell Homes

Imagine Homes

Insight Homes

K. Hovnanian

KB Home

Keystone Custom Homes

Landmark Renovation

Meritage Homes

Mistick Construction

Orleans Homes

Pine Mountain Builders

Providence Homes

Pulte Homes

Richmond American

S&A Homes

Schumacher Homes

Shea Homes

studio26 homes

Tindall Homes

Toll Brothers

Veridian Homes

Wathen-Castanos

Wayne Homes

Westport Homes

Winchester Homes



Bayer Material Science

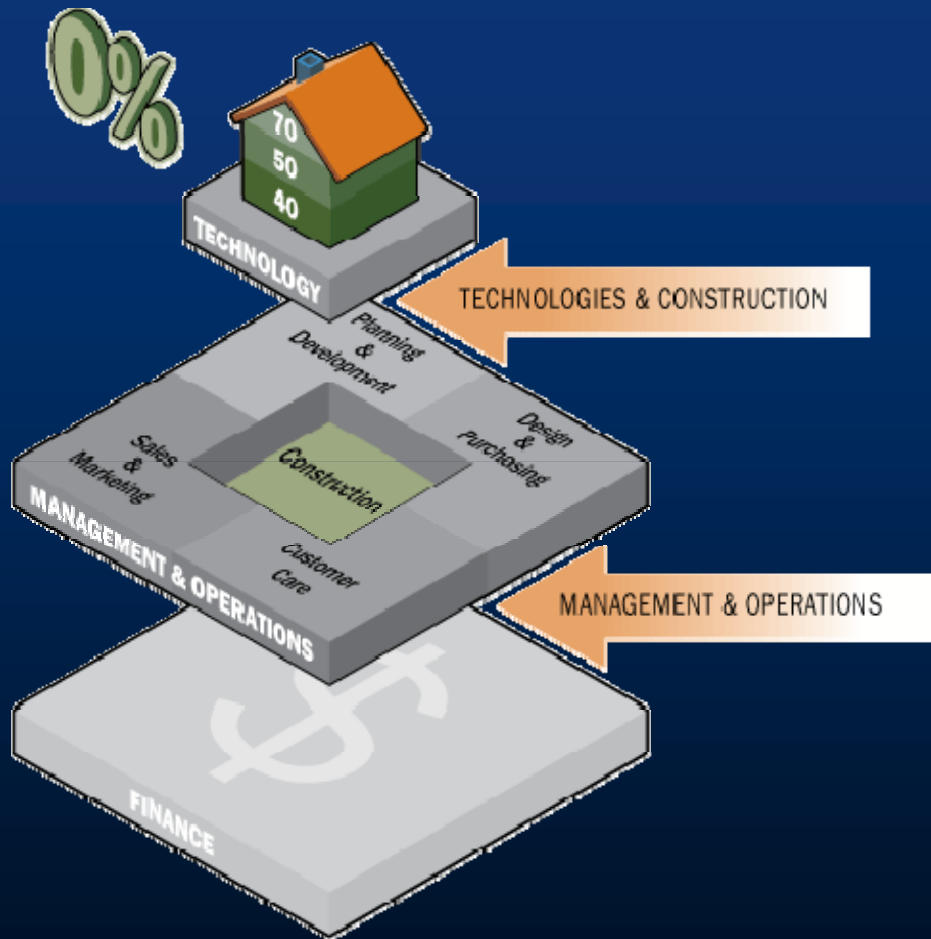


Panasonic



buildIQ

# Need for Innovation



- Whole House, Integration
- Building Systems & Business Processes
- Cost Effective & Profitable at Production Scale



# Alliance Approach

## Bringing thought leaders together to...

- Share viewpoints, ideas and experiences
- Benchmark and learn from each other's successes and failures
- Create roadmaps for achieving success

## Developing Tomorrow's Best Practices



# Today's Agenda

1:30pm

Introduction and Icebreaker

15-minute break

2:30/3:45pm

Breakout Sessions

*Value Engineering 3.0*  
*Preparing for Future Changes*  
*to Codes and Standards*

15-minute break

5:00pm

Day 1 Wrap Up

15-minute break

5:45pm

Networking Event/Shuttle Leaves

Best Practices Research  
**Alliance**® **Networking Event**



**Alliance** Annual Meeting

**IBACOS**  
| Member Quality • Performance |

Best Practices Research  
**Alliance Annual Meeting**



# Introduction and Ice Breaker

*Betsy Scott, Marketing & Alliance Manager, IBACOS*  
*Corey Cumiskey, Builder Relations Manager, IBACOS*

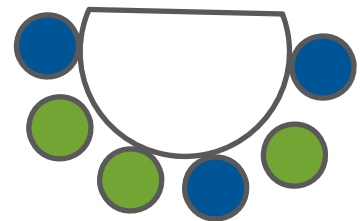
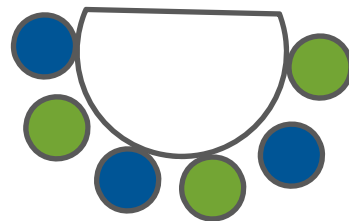
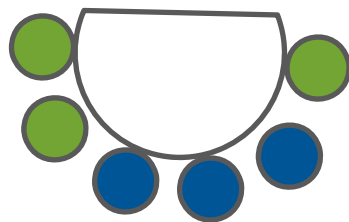
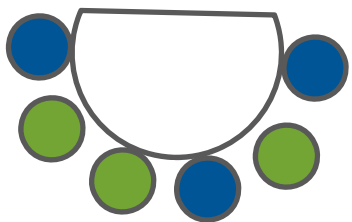
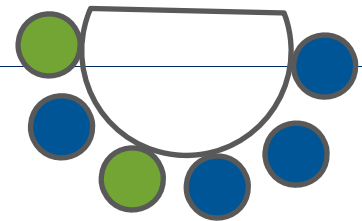
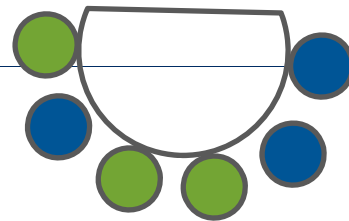
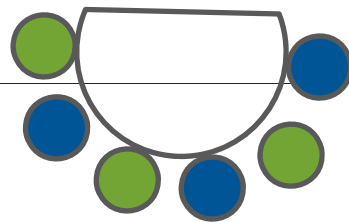
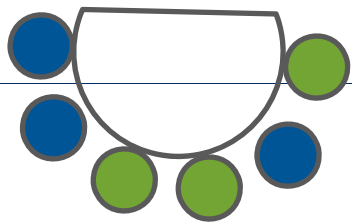


# col • lab • o • rate (verb)

1: to work jointly with others or together especially in an intellectual endeavor – Merriam Webster

2: **thought leaders sharing ideas and best practices toward a common goal – Alliance**

# Take a Look Around

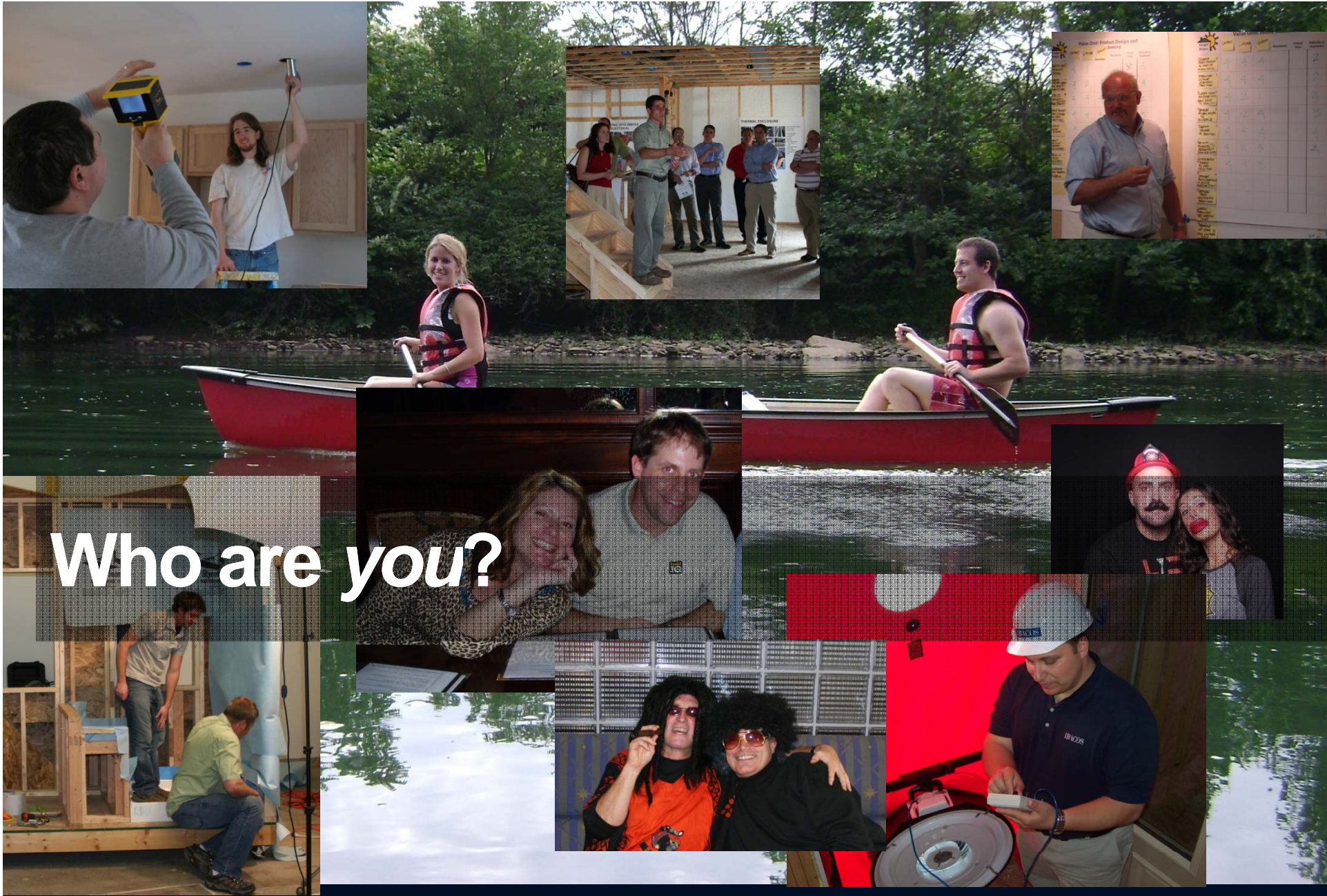




# Rules of Engagement

- Breakouts are designed for active participation
  - Presentations
  - Q&A
  - Workshop activities
- The more you put in, the more you get out
- But, keep the “company jewels” to yourself
- Takeaway materials will be boiled up info

**Goal:** Have fun and walk away with some valuable info.



Who are you?

## Pick a Personal Question

What's your **favorite** movie/TV show/artist/book? Why?

What's your true **passion**?

What would we be **shocked** or **surprised** to learn about you?

If you had **unlimited resources**, what would you do?

Who's your **alter ego** – a celebrity, historic figure, or character that best represents how you're feeling this week?



# Pick a Professional Question

What one event or aspect of your career have you **enjoyed** the most?

If you could **change** one aspect of your job or company, what and why?

What's your **dream job**?

If you asked a coworker or partner to describe you, what **3 adjectives** would they use?



# Who's Corey Cumiskey?



**ROLE:**  
Builder Relations  
Manager for IBACOS

- **Surprised to know**
  - Sailed from Long Island, NY to Nova Scotia, Canada on a 40' boat at age 16
- **Aspect enjoyed most**
  - Getting to know the home building industry the hard way!

## Hands-on

- Laborer
- Painter
- Roofer
- Siding tech
- Framer
- Trim Carpenter
- Flooring installer

## Managerial

- Foreman
- Project Manager
- Sales Rep
- General Contractor
- Builder Relations Manager

# Who's Betsy Scott?



## **ROLE:**

strategic marketing,  
translation, Alliance  
management, and  
collaboration

- **Surprised to know**
  - Invited to audition for a vocal scholarship at Berkley
- **Unlimited Resources**
  - Travel the world
  - Help members of my family and friends
  - Become a professional philanthropist
- **3 adjectives from a co-worker**
  - Creative
  - Hard-working
  - Opinionated

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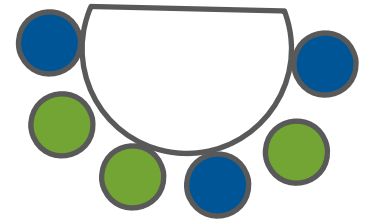
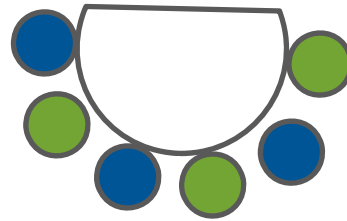
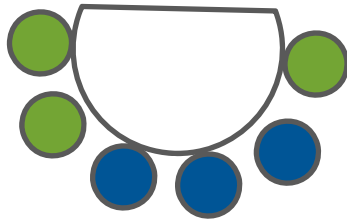
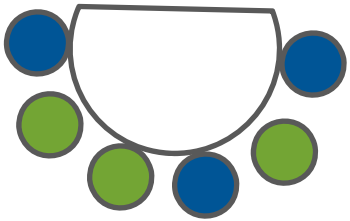
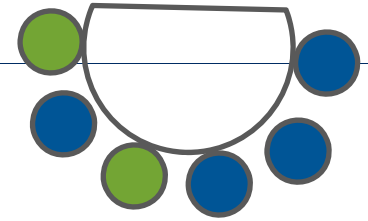
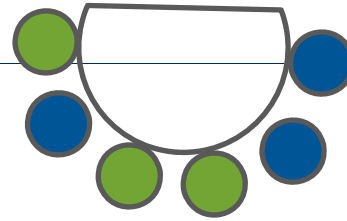
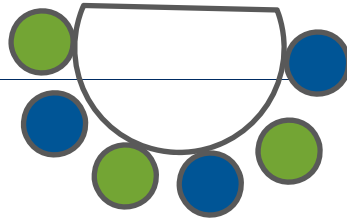
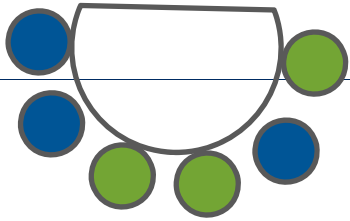
# Shout Out





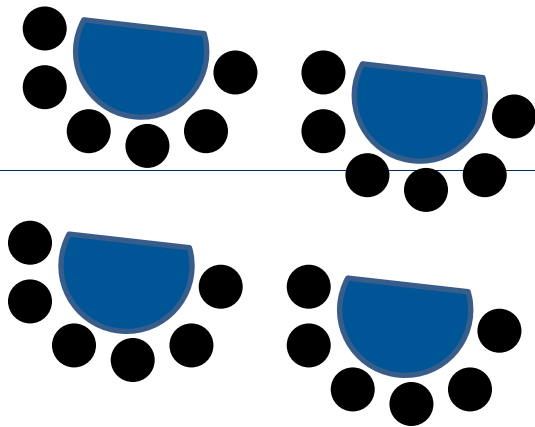
**What Next?**

# Mixing Things Up

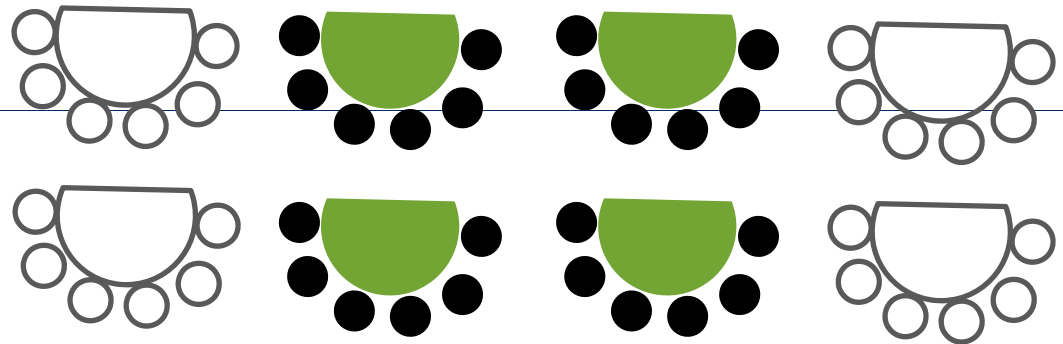


# Where Should I Be at 2:30?

Value Eng. 3.0



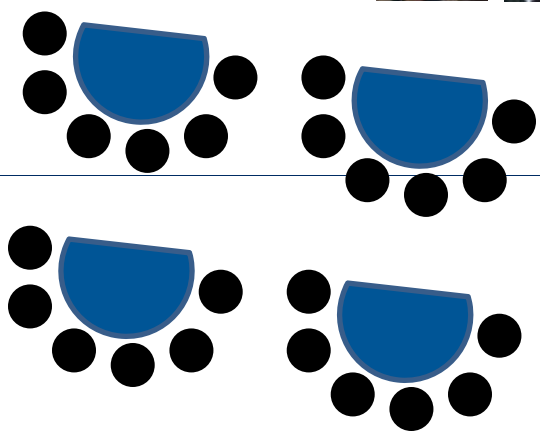
Preparing for Future Codes



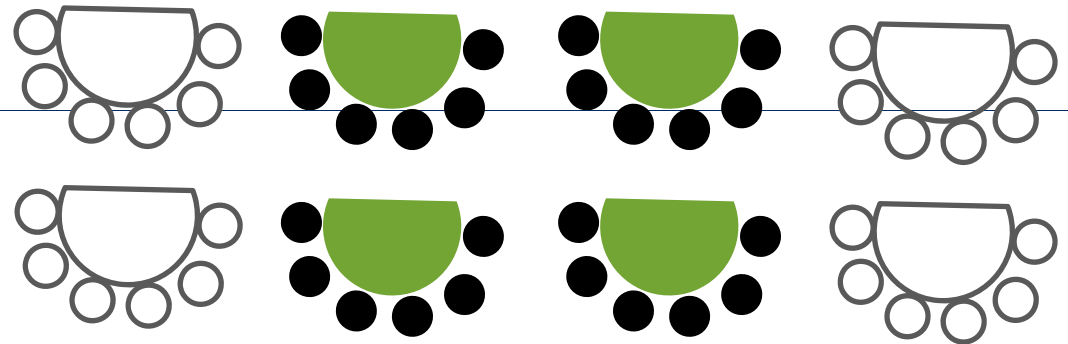
*snack 3-4pm*

# Presenters Will Switch Rooms for 3:45 Session

Future Codes



Value Engineering 3.0



*snack 3-4pm*

# Check Your Name Tag

David  
Mathews  
Darling Homes

