

From the desk of
BROCK SMITH
CUSTOM HOMES, L.L.C.

2008 - A Year of Personal Opportunity

In 1990 I graduated from college with a Bachelor of Science Degree in Construction Management and a Bachelor of Arts Degree in Business Administration/Real Estate. Within a week I was working as an Assistant in the Purchasing Department of Steve Burnstead Construction in Bellevue.

Over the next 18+ years I was involved in the construction of hundreds of homes and worked my way up through the organization. For the last ten years I have been a Vice President/Division Manager. I have managed the day-to-day operations of a division of the company overseeing the construction of homes in multiple, concurrent neighborhoods, while also overseeing land development of neighborhoods for future home building operations and establishing and managing the Custom Home company at the Suncadia Resort.

Steve Burnstead and I have for years discussed the possibility that there may come a time when I could be faced with the choice of remaining a part of his organization or venturing out on my own - and he was completely supportive either way. It was Steve's idea to name the custom home company Brock Smith Construction for our Custom Home projects at the Suncadia Resort. Earlier this year Steve and I met over a couple of months and worked out an agreement that would allow me to acquire Brock Smith Construction in order to pursue a dream of having my own company. In June we announced to the employees of Steve Burnstead Construction that once the custom homes that we had under contract were complete I would be leaving the company.

As we wrap up construction on our last home in Tumble Creek I look forward to the opportunities that lie ahead. I look forward to being able to focus my energies and attention on a small number of select homes, to building top-quality homes, to providing a first-class experience for our clients and I look forward to building a Custom Home building company that is a leader in the industry and a company that is respected by those that work with and for us.

Since announcing that I was leaving to form my own company I have signed contracts with three new clients and I am grateful to each of them for having the confidence in me and my new company to sign on with our new venture.

I would appreciate the opportunity to discuss your Custom Home project with you when you are looking for a Builder to be a part of your team.

Sincerely,

Brock Smith
Brock Smith Custom Homes, LLC