

NEWS

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BUILDERS WITH ‘GUTS’ TO SHARE STORIES AT UPCOMING BIS, NOV. 10 IN LONG BEACH

Irvine, Calif. — Believe it or not, there are builders who have profitably survived the current housing downturn and recession, and it's not just the big, public builders that have been able to make deals work in today's environment. At this year's Building Industry Show (“BIS”), being presented by the Building Industry Association of Southern California on Nov. 9-10 at the Long Beach Convention Center, a panel of local builders will share their experiences of survival and success over the recent months of this challenging period.

“Builders with Guts: Finding New Opportunities,” will take place Thursday, Nov. 10, from 10 a.m. to 11:30 a.m. Tom Doyle, partner in Whittlesey Doyle land brokers, will moderate the panel which consists of Danny Gabriel, second-generation president, ColRich Communities of San Diego; Duane Huennekens, son of co-founder Don Huennekens and president of Tustin-based HQT Homes; and Howard Press, president of Watt Communities of Santa Monica, the company was founded in 1947 by Ray Watt.

“This is a geographically diverse group of well-established private and family-oriented builders who have navigated several past recessions,” said BIS Program Chair, Debra Pember, Developers Edge. “We look forward to learning how they have met the market needs through these turbulent times.”

Watt currently has attached and detached product in four communities ranging from Oxnard to Vista; HQT has an attached home development in Lakewood and a new condominium neighborhood coming soon to Bellflower; ColRich offers townhomes and single-family residences in three San Diego County locations.

BIS is the show for Southern California's homebuilding industry decision-makers, purchasing agents, builders and executives who come to engage with the companies that offer the most innovative and effective solutions, building contacts with established and prospective clients. BIS is designed to offer education, networking events and a dynamic trade show floor to those who facilitate the growth of the building industry.

This year's show is being conveniently held on Wednesday and Thursday, November 9th and 10th. For general information, contact BIA/SC at (949) 553-9500. To register, visit www.buildingindustryshow.com. Follow show news on [Twitter](#) and on [Facebook](#).