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# METROPOLITAN BUILDER

INSIDE SHOWCASE



LBJ Construction's Team  
Works Hard To Make  
Customers Happy



# LBJ Construction's Team Works Hard To Make Customers Happy

**By Kathy Bowen Stolz**

When you see LBJ Construction on a sign, think of the Breck Powers family, not the former President's family.

At the Houston-based construction company, you'll find Breck and Jeannine Powers, co-owners, who run the remodeling, custom home building and handyman services company, which also includes their son among its 12 employees.

"We have a very strong team of highly skilled professionals who cares about doing well for our customers. We enjoy working together and work really hard to make our customers happy. We want our projects to be a good experience for our customers," Breck said. "The majority

of our business is built on referrals because we consistently go the extra mile.

"When working with our homeowners, we keep the projects on time and on budget, maintaining the greatest level of communication between the homeowner and the LBJ team. We make sure that all jobs are done to our clients' satisfaction. The majority of our business is built on referrals." Breck Powers noted.

Its market area is Houston's Inner Loop and the Memorial neighborhoods, although it's venturing out to The Woodlands and Spring to the north of the city. Typically, the company juggles 10 to 15 projects at one time, with



its “sweet spot” being projects costing \$100,000 or more, although some projects cost more than \$1 million. In fact, the company currently has a \$1.5 million remodeling project underway on a very large home.

For those clients who don’t know where to start, LBJ offers a Partnership Agreement for a fee to help the clients navigate the process of taking a remodeling project from an idea to a plan. “We like to be there from the very beginning and help throughout the process. There are a lot of variables that the client typically doesn’t understand, and we want the process to be a good experience,” stated Powers,

According to the company website, [www.lbjconstruction.com](http://www.lbjconstruction.com), all homeowners have a vision or dream of how their newly remodeled home will look when completed.

Because the fine details are often missed by other builders, delivering those details and finishing touches are LBJ’s keys to a successful project. LBJ understands and believes that these special features make the biggest impact on its clients. That’s why, during the planning phase of construction, homeowners meet with LBJ’s designers to customize their own dream sheet, down to the smallest detail.

The company provides a showroom so clients can look at options at the beginning of the process to get ideas on selections. LBJ staffers then route the clients to preferred vendors who can help the clients procure the perfect faucet, tile or paint color.

Powers, who he has earned the Certified Graduate



Remodeler (CGR), Graduate Master Builder (GMB), and Certified Aging-in-Place Specialist (CAPS) designations, takes a lifetime approach to his clients. Although remodeling is his company’s core business, LBJ Construction also offers LBJ Handyman Services to help clients maintain their homes through the years. Clients can use an app to schedule maintenance. Jeannine Powers oversees that division with its four full-time workmen.

“Our maintenance program is a great way to take the stress out of maintaining a home. Our clients know our employees and trust them. About 75 percent of our clients

will use us again down the road,” he said. “Our goal is to be a client’s builder for life.”

Its custom home clients are typically former clients who trust LBJ Construction to build their dream home, although some are referrals from an architect or designer who is familiar with LBJ. LBJ typically builds two custom homes each year.

Breck, who took over LBJ Construction in 1995 after a brief corporate career, is drawn to remodeling because it allows him to develop a long-term relationship with his clients. “If you’re a builder, you’re starting over with



each house. With remodeling, we will often do multiple projects for the same client. Our service division is a great marketing opportunity to stay in touch with clients. It gives us the ability to have a long-term relationship with them.”

The services include a home inspection package, a door maintenance package and a HVAC maintenance package. All are semi-annual inspections.





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