

CONCEPT BUILDING  
SOLUTIONS

YOUR CUSTOM  
HOMEBUILDING  
GUIDEBOOK



**CONCEPT**  
BUILDING SOLUTIONS

# WELCOME TO CONCEPT BUILDING



HELLO



Concept Building Solutions LLC, a female-owned and operated general contracting company dedicated to excellence in construction services and customer experience. Along with her highly qualified team, Lacey is committed to delivering quality workmanship, innovation and sustainability. Concept Building Solutions is poised to make a significant impact in the construction industry by breaking barriers and setting new standards for quality, customer service, reliability and attention to detail.

# UNLOCK YOUR DREAM HOME HASSLE—FREE!

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Discover a seamless path to your dream home with our all-inclusive home building service. From visionary design to meticulous budget monitoring and simplified payment schedules, we're here to make your journey effortless and exhilarating.

**Design.** Visualize a home that reflects your style. Our expert designers will collaborate with you to craft a blueprint that transforms your vision into reality. Every detail, every corner, meticulously planned to exceed your expectations.

**Budget Transparency.** Say goodbye to budget worries! With our innovative budget monitoring system, you stay in control every step of the way. No surprises, no stress—just a clear view of your investment, ensuring every penny is wisely spent.

**Simplified Payment.** Building your dream home shouldn't be complicated. That's why we offer straightforward payment schedules tailored to fit your financial comfort. From initial deposit to final payment, we ensure clarity and flexibility throughout the process.

**Your Dream, Our Mission.** Let us turn your dream home into a tangible masterpiece. Embark on a journey with us to build a home that reflects your style, meets your budget, and exceeds your expectations. From Concept to Reality.





# OUR CUSTOM BUILD PROCESS

## 01. VISIT US

Time to Expect: Now

## 02. INFRASTRUCTURE

Time to Expect: Schedule Today

## 03. SURVEYING & SITE PLAN

Time to Expect: 1-15 Days

## 04. DESIGN & CONTRACT

Time to Expect: 15-30 Days

## 05. ESTIMATION & BUDGET

Time to Expect: 15-30 Days

## 06. BUILD & INSPECT

Time to Expect: 6-12 Months





01.



## VISIT US

Meet our team! We are thrilled you have chosen to consult with Concept Building Solutions on your new home build. At every point of our business, you will find a group of caring individuals carrying out their part of the job at the highest level of integrity. Because we believe that's something to build on.

Our team members include (left to right):  
Brie Kite, Chief Experience Officer, Craig  
Widner, Director of Business Development  
Lacey Johnson, CEO & General Contractor,  
Cody Johnson, Chief Operations Officer  
Sam Lundberg, Director of Marketing



# FINANCING & INFRASTRUCTURE

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**Financing.** Prior to digging the first hole, we need to establish a realistic budget number and confirm what utilities and infrastructure are available at your site.

To have the most accurate interest rate and financing details, you will work with your chosen financial institution to discuss the budget number that works best for your family and aligns with your long-term goals.

**Infrastructure.** At this stage you will also begin to discuss infrastructure required for your build, such as water, sewer, electricity and site prep. This will include speaking with your local municipality to discuss water and sewer or a well company should your land need a well. You will also contact the local electrical provider to discuss timeline for when they could provide temporary power, if a transformer will be needed, and anticipated costs for above ground or overhead power.



## FINANCIAL PARTNER SPOTLIGHT

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JUSTIN SPINA | VICE PRESIDENT | BUSINESS DEVELOPMENT  
OFFICER/ LENDER  
ANDREW JOHNSON BANK  
1551 EAST JACKSON BLVD., JONESBOROUGH TN 37659  
423-783-1800 | 423-913-2408 FAX  
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MLO #582564





## SURVEYING & SITE PLAN

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Each part of the home building process is important and we never miss an opportunity to bring the best possible customer experience to you.

### Survey of Property.

If the property has not been surveyed since the owner has acquired the space, a survey and a topographical review will be completed. This step will allow us to position setbacks and mark the slope of the land to determine the size of the home and best positioning.

### Site Plan & Design

Along with your CBS Project Manager, you will meet with our House Plan Drafter and Excavation teams. We will review the layout of the building site and determine an anticipated footprint of the house. We will also take into account things such as underground utilities, site preparation and your vision for your outdoor space.



# DESIGN

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## Let us build your dream home.

Here, you will work side-by-side with your project manager, CBS Lead Designers and our Drafter to bring your vision to life. Throughout this process we will help you to discover your style, get inspired by the latest in design-forward finishes, and hand-select the personalized touches for a home that simply says... "wow".

Listening is our superpower; it's how we connect what's right for a home to what's right for homebuyers. You'll spend time collaborating with our professional designers talking about your style and how you like to live and take in all the finishes on our Wall of Inspiration. Then, together, you'll pull your favorites to showcase your own sense of style as you create a home that speaks just to you.



## VENDER SPOTLIGHT

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# FINALIZE & CONTRACT

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The next step is meeting to draft and sign a contract, which is designed to protect both parties. Our goal is to provide our clients with a clear and straightforward contract that details payment terms and the timeline the home will be completed to the agreed-upon specification.

With any General Contractor/Builder, as you read your contract thoroughly — prior to signing — note these items:

**Pricing:** For starters, your document will list how much you have agreed to pay for your home. This may be in the format of a fixed cost or cost-plus contract. Make sure you understand what's included and what may incur additional fees or expenses and how change orders are processed. With CBS, you pay cost-plus at predetermined benchmarks to allow for transparency, certainty and clear expectations.

**Timeframes:** Dates and deadlines are critical. Setting this schedule of important dates helps to avoid delays or incomplete work. You'll also want to include expectations as set by your lender.

**Payment schedule:** Each project begins with a scheduling deposit. From there, a payment schedule will be determined based on construction progresses.

**Materials and construction:** Homebuyers need to have a good grasp on what will be used to construct their new home. Getting this insight prior to ordering materials is your best bet to make sure you're happy with the quality. It'll be much harder to change orders once materials have been ordered, shipped, and used. When building with CBS, your Project Manager and Lead Designer will support you

# CONTRACT PAYMENT STRUCTURE

Cost Plus Construction vs. Fixed Cost Construction are the two primary payment structures used in the industry, Concept Building Solutions has taken the pros of both and designed their own payment structure.

## COST-PLUS

Pros:

- Transparency: Clients have full visibility into the actual costs incurred during construction, including materials, labor, and overhead expenses.
- Flexibility: Changes in design or scope can be accommodated without renegotiating the entire contract, as costs are calculated based on actual expenses.
- Speed: There can be potential time savings, as decisions can be made quickly without the need for extensive contract negotiations and change orders.

Cons:

- Uncertainty: Clients may face uncertainty about the final project cost until construction is completed.
- Budget Overruns: The Client is required to monitor budget and costs. Without careful oversight, costs can fluctuate.

## FIXED COST

Pros:

- Budget Certainty: Clients know the total cost of the project upfront, providing financial predictability and easier budgeting.
- Clear Expectations: Defined scope and costs assist both parties in managing expectations and reducing misunderstandings.
- Simplicity: Contracts are straightforward, making it easier for clients to comprehend and compare different proposals.

Cons:

- Limited Flexibility: Changes in design or scope typically require contract amendments or change orders, which can lead to delays and additional costs.
- Quality Concerns: Some contractors might cut corners to stay within the fixed budget, potentially compromising on materials or workmanship.
- Negotiation Complexity: Negotiating a fixed-price contract can be more time-consuming and may require detailed specifications upfront to avoid disputes later.

## CBS PAYMENT STRUCTURE

CBS takes the benefits of each model and designs a customized solution for our clients. Once your home is designed, we take your plans to our expert vendors to receive proposals. From there our custom costing models give a budget number within 3-5%. Payments are provided based on your banks' draw schedule. Therefore, you are paying CBS in 5-7 payments rather than paying bi-weekly payroll and upfront material costs. Clients do not have the sole responsibility of keeping track of all expenses, receipts, estimates and quotes. CBS takes the responsibility of monitoring your budget, providing you with monthly reports and advising where adjustments should be made.

Pros:

- Transparency: Client has full visibility of the overall budget in relation to each section of the build.
- Flexibility: We can accommodate your changes and adjust plans, selections and materials as needed using documented change orders.
- Budget Certainty: We treat your money like our own. Projects only begin once we are certain of the costs involved and estimates have been presented.
- Clear Expectations: Each contract clearly defines client expectations. CBS also regularly reviews these throughout the build process.
- High Quality Home Builds: Clients make all selections throughout their home with guidance on budget expectations and design. Your Project Manager and Lead Designer work together to meet the vision you have for your home in your decided price-point.

Concept Building Solutions takes pride in earning trust from our clients. Our goal is to construct the home of your dreams with a budget that allows you to enjoy the life you have envisioned. Contracts, budgets and payment structure address all clients' project specifics, preferences, and cost allocations. As always we follow our mission, "Building your home, from concept to reality."



# BUILD

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## PRECONSTRUCTION MEETING

The pre-construction meeting is an important part of having your new home built and takes place after the contract is signed and before breaking ground. We know there are many important decisions that need to be made during a new home build, so the pre-construction meeting helps us ensure nothing is missed.

By reviewing each major and minor design feature of your home to verify all aspects of your home build are aligned with what you envision your dream home to be.





# BUILD PROCESS

SITE PREPARATION

FOUNDATION

FRAMING

ROUGH IN MECHANICS

INSUALATION & DRYWALL

FINISH CARPENTRY & PAINTING

FLOORING AND FINISHING TOUCHES

HOMEOWNER WALKTHROUGH







## BUILDER ORIENTATION

When construction permits are received and your home is released to start, your Project Manager will contact you by phone. This will usually happen along with the pre-construction meeting.

- Provide you with their contact info
- Discuss your home plan and specifications
- Give you details about the construction process



## FOUNDATION

Our foundations start with a professionally engineered foundation inspected by the Field Manager and local municipality to ensure strength and peak performance.

- Homesite prepared for construction
- Footer/foundation built
- Rough plumbing installed
- Slab poured
- Block walls constructed

Many inspections occur during this stage, to ensure your home is being built to that state's building codes as well as our high-quality standards.



## FRAMING

Industry-leading construction techniques (including manufactured roof trusses and wall panels) are used to create each home.

- Roof installed
- Interior walls framed
- Everything inside the walls is installed and inspected - Electrical, HVAC, insulation, etc.



## ROUGH IN MECHANICS

All mechanics, which includes plumbing, heating, cooling, and electrical, will be roughed in following the completion of the framing stage. "Rough-In" consists of supply and drain lines for plumbing, wiring for electrical outlets and switches, and ductwork.





## INSULATION & DRYWALL

Our construction techniques create framing that allows for optimal insulation. Once all mechanical inspections are completed, we will insulate the exterior walls. Once the insulation is completed and inspected, the drywall will be hung. After the drywall is completed, we schedule the insulation to be blown into the attic.

- Drywall
- Driveway poured



## FINISH CARPENTRY & PAINTING

Now the fun really begins! During this phase, all the choices you made during your selection meeting will come to life. We will install your trim and interior doors and we will also complete all other interior woodwork throughout your home, including cabinets, countertops, and vanities. Your walls and trim will be prepped and painted with your selected colors.

- Plumbing and HVAC fixtures
- Flooring
- Landscaping and sod
- Paint touch-up
- Finishing touches
- Quality control checks
- Full cleaning



## FLOORING & FINISHING TOUCHES

Your vision is almost reality-The look and feel of your custom home is nearly complete! After the painting is done, the hard surface flooring and carpet will be installed, in addition to the lighting and plumbing fixtures. After all finishing touches are complete, we will perform a final cleaning of your new home.



## HOMEOWNER WALKTHROUGH

Once your home is nearing completion, you will meet with your Construction Manager who will introduce you to your new home and discuss how to operate and care for many of the components. Because your new home is a source of pride to both you and Concept Building Solutions, we want to be certain that your home meets our level of craftsmanship and standards of quality. Start packing boxes—moving day is just around the corner!



# THANK YOU!

WE LOOK FORWARD TO BRINGING YOUR DREAM HOME  
FROM CONCEPT TO REALITY!

## MY NOTES