

NEWS

from

Home

company news from the
particular homebuilder

SUMMER 2007

Blackstone models redefine luxury

Following the recent opening of Blackstone's new 30,000-square-foot clubhouse, The Hacienda, T.W. Lewis unveiled three new model homes at Blackstone, the new country club community within the award-winning master planned community of Vistancia. Vistancia is located west of Lake Pleasant Road and north of Happy Valley in Peoria.

all single-story neighborhood within Blackstone, T.W. Lewis at Blackstone offers oversized sites averaging 10,800 square feet, all within a guarded, family-friendly neighborhood.

The three model homes showcased at T.W. Lewis at Blackstone represent the builder's most popular great room and formal floor plans, highlighting the quality and luxury touches

T.W. Lewis is known for. Impressive custom-look details are shown throughout the model homes, including T.W. Lewis' well-known interior archways.

Large gourmet island kitchens boast granite slab countertops, custom cabinetry in the latest styles and stainless steel appliances from brands such as Viking and Jenn-Air, as well as beautiful flooring and lighting. Interiors are made more elegant with soaring 12-foot ceilings, dramatic foyers, expansive glass at the

rear of the home and display niches throughout. Distinctive exterior designs include Tuscan, Desert Prairie and Andalusian Farmhouse.

T.W. Lewis is among a small group of elite builders offering homes at the exclusive Blackstone community, which will include 500 homes within 590 acres at completion. As the only



T.W. Lewis models at Blackstone exude all the luxury, glamour and sophistication one would expect at the Valley's premier country club community.

Upcoming Communities

PONTEVEDRA

PONTEVEDRA AT VALENCIA

Andorra Phase II Neighborhood
Now Open! (See story page 5)
Information: 480-629-4324

Marbella

MARBELLA AT VALENCIA

Finesterra Phase II Neighborhood
Pre-sales: September 1, 2007
Information: 480-629-4690

For more information on the locations of T.W. Lewis communities, see map on reverse or visit our Web site at www.twlewis.com.

Inside this Issue

- 2 • A Note From Tom
- Backpack Drive
- 3 • Scholarships Awarded
- 4 • Blackstone Design Notes
- 5 • Pontevedra Opens at Valencia
- Welcome New Homeowners
- 6 • Featured Associate
- 7 • Featured Trade Partner

continued on page 7

T.W. LEWIS

The ethics of business

Ethics have been in the news lately—and it has not been positive. A recent research project indicated that almost fifty percent of graduate



business students had cheated on tests—sending a shock wave through academia. Then consider Barry Bonds smashing the home run record (steroid use); Michael Vick's indictment (for violent animal abuse); and even an NBA referee was caught point shaving. I would hope that all of us are outraged by these ethical violations.

I have always liked the saying "Sports don't build character, they just reveal it." In other words, sports are like life—just more intense! The competition and pressure to win in sports and in business can bring out the best—or the worst—in people. Anyone can show integrity and grace when they win; it's how we behave when things aren't going so well that really reveals our character.

As we are all aware, things are not going so well in the local (and national) housing business. Listings are up and sales are down, and the mortgage industry is finally tightening credit.

At T.W. Lewis Company we have always taken pride in the way we conduct business. When the market was booming, we limited our sales to try to better control our quality. And now that sales

have slowed, we see this as an opportunity to again raise the bar on quality and improve customer service. We have also had to make some tough decisions as we downsize our organization, and every day presents opportunities to demonstrate our integrity in our dealings with our customers, trades and employees.

When I started T.W. Lewis Co. 16 years ago, I added a phrase to the back of all our business cards. It reads "Honesty, integrity and fairness guide every business decision." It's still there.

Best regards,

A handwritten signature in black ink, appearing to read "Tom Lewis".

Tom Lewis, Owner & CEO 🏠

Backpack drive benefits 75 kids

T.W. Lewis associates coordinated a backpack drive benefiting the children of Aid for Adoption of Special Kids (AASK). Seventy-five fully-stocked backpacks were delivered to AASK to help the children, aged 3 to 17 years, prepare for the upcoming school year. Each backpack also included at least one new outfit for the students to wear on the first day of school. The youngest AASK children are enrolled in pre-kindergarten and the oldest is a sophomore in high school.

With funds provided by the T.W. Lewis Foundation, associates

were able to choose a child to shop for. This approach afforded associates the opportunity to fulfill each child's specific "wish list," with much attention paid to finding items in each child's favorite colors and styles. This year, the most requested colors were pink and purple, and popular characters included Dora the Explorer, Spongebob Squarepants, Thomas the Train and Hannah Montana.

AASK is a private, non-profit adoption and child placing agency that is dedicated to the placement

of children with special needs into permanent, loving homes. For more information on AASK, please visit www.aask-az.org. 🏠



In August 2007, T.W. Lewis associates provided backpacks and school supplies in support of 75 children at Aid for Adoption of Special Kids.

Foundation news from T.W. Lewis

The T.W. Lewis Foundation was busy this spring awarding college scholarships and supporting numerous other local organizations. In June, the Foundation awarded twelve Valley teens with college scholarships.

T.W. LEWIS FOUNDATION

This is the sixth group of students to receive scholarships from the T.W. Lewis Foundation since the scholarship program began in 2002. Since then, the T.W. Lewis Foundation has awarded

scholarships to sixty students from Maricopa County high schools.

"Education is a top priority in today's society and these students have proven their work ethic and ambition to succeed," states company owner and CEO Tom Lewis. "We are excited to be able to contribute to their future and help them pursue their college education."

The recipients, who are class of 2007 graduates from Maricopa County high schools, receive \$5,000 in financial aid per year for four years. The students—selected on the basis of academic performance, demonstrated leadership potential and financial

need—can use the funds for expenses at the college or university of their choice.

The T.W. Lewis Foundation also made monetary contributions to local organizations including ANASAZI Foundation, Banner Children's Hospital Building Campaign, Child Crisis Center of the East Valley, Phoenix Children's Hospital, Desert Botanical Garden, Diamondback Charities, UMOM, Valley of the Sun United Way, and the Sigma Chi Foundation. Also, T.W. Lewis associates collected and donated over 1,000 food items in support of Central Arizona Shelter Services (CASS) and Homeward Bound. 🏠



Flanked by Tom and Jan Lewis, the Class of 2007 Scholarship Program recipients are, standing, from left: Ms. Heenal Patel, Xavier College Preparatory, who will attend University of Pennsylvania; Ms. Nicole Tilley, Corona del Sol High School, who will attend Northwestern University; Mr. Paul Mallery, Summyslope High School, who will attend University of Arizona; Mr. Henry Jiang, Dobson High School, who will attend Duke University; Mr. Nick Genta, Phoenix Country Day School, who will attend Princeton University; Ms. Veronica Shi, Corona del Sol High School, who will attend Harvard University; and seated, from left: Ms. Kristen Ribich, Chandler High School, who will attend University of Arizona; Ms. Elizabeth Hsiung, Desert Vista High School, who will attend Barrett Honors College at Arizona State University; Ms. Diana Tsen, Corona del Sol High School, who will attend Harvard University; Ms. Ivy Onyeador, Willow Canyon High School, who will attend Yale University; Ms. Bianca Haase, Saguario High School, who will attend University of Southern California; and Ms. Lu Wang, Mesquite High School, who will attend Harvard University.

BLACKSTONE DESIGN NOTES

Design Consultant Theresa Anderson shares the specifics on the selections she chose for T.W. Lewis' stunning Marcello model at Blackstone.

Kitchen Details

- Distressed knotty alder custom cabinetry with rope detail crown molding throughout and seeded glass panels with accent lighting at breakfast nook and butler's pantry (not shown). Includes slide-out spice racks hidden behind decorative column accents.
- Kitchen island is accented with rope columns at breakfast bar.
- Kitchen hood features a wood surround with decorative scroll detail.
- Countertops are aquazul Silestone with ogee edge detail.
- Flooring is 18 x 18-inch variegated porcelain tile set on a diagonal with soldier's course on the perimeter. (Elsewhere in the home walnut plank wood is used on the floors.)
- Backsplash features a framed detail at the cook top featuring hand-painted Mexican tiles.
- Oil-rubbed bronze faucet with black cast iron under-mount sink.
- Hand-forged wrought iron lighting fixtures in oil-rubbed bronze fixtures at island and breakfast nook.



- 42-inch KitchenAid built-in refrigerator with coordinating cabinet panels. Jenn-air gas cook top. Jenn-air standard microwave & thermal wall oven.
- Distressed wood stained shutters at breakfast nook.



Master Bath Details

- Distressed knotty alder custom cabinetry.
- Flooring is 18 x 18" variegated porcelain tile set on the diagonal, accented with hand-painted Mexican tiles.
- Tub surround and countertops feature 6 x 6-inch variegated porcelain tile accented with a Mexican clay tile listelle.
- Wood framed mirrors at sinks and vanity.
- Oil-rubbed bronze vanity lights with matching sconces at columns. Additional can lighting throughout.
- Glass block at bath window and snail shower. 🏠



BLACKSTONE

Fifth neighborhood opens at Valencia

Since opening its multi-neighborhood Valencia project in 2005, T.W. Lewis has enjoyed ongoing success in attracting buyers to this southeast Chandler development. Recently, T.W. Lewis opened its fifth neighborhood at Valencia, called Pontevedra, as it closes out Andorra which is nearly sold-out.

Pontevedra is a phase two neighborhood offering the popular floor plans and home styles that were offered at Andorra. Consisting of both single and two-story plans, Pontevedra offers seven floor plans ranging from 2,562 to 4,606 square feet. Numerous flexible floor plan options are available, including basements, bonus rooms, additional bathrooms and up to six bedrooms.

Home sites at Pontevedra average about 9,100 square feet and the majority of the sites offer a north-south orientation. "Pontevedra has

some water view lots available and many of the homes back to the greenbelt. Other home sites offer views to the San Tan Mountains to the south," says Community Sales Manager Michelle Murray. "Behind the gated entrance to Pontevedra is a neighborhood park that includes a half-court basketball court, playground and ramada. And, with only 58 homes, Pontevedra is a small, intimate neighborhood within the gorgeous Valencia community," she adds.

Custom design exterior themes include Spanish Colonial, Spanish Mission, Desert Prairie, Tuscan and French Country. All homes at Pontevedra include granite slab kitchen countertops, tiled vanities and tub surrounds in the master

bathroom, a fireplace in the family room, companion paint package, 10-foot ceilings with graceful archways, 8-foot entry doors, plus T.W. Lewis' signature wood window sills.



Valencia offers luxury living in a beautiful park-like setting with views of the San Tan Mountains to the south.

Located south of Chandler Heights between Gilbert and Lindsay, Pontevedra at Valencia is open daily. Pricing starts at \$589,900. For information, call 480-629-4324 or visit www.twlewis.com. 🏠

"Welcome Home" new homeowners

Alicante

Teryl Austin
Jeffrey & Cynthia Bickley
Donna Margiotto
Gary Rice
Delene & Charles Travella
Richard & Tanya Wright

Altamonte

Carlos Cabrera & Donald Bennett
David & Amy DeLawter
Paul & Yesenia Kovaleski
John Rosales & Kathleen Kelly
Barry Williams

Andorra

Jeffrey & Wanda Jones
David & Kerry Kester
Jeong & Myeong Lee
Ian & Kimberly McLein
John Morel & Melody Jeans

Darrin & Jody Riley
Ray & Sharon Shigley
Elsie Sorensen

Blackstone

Charles & Guadalupe Martinez
David Wozny

Calderra

Eddie & Jeanie James
Derek Rodriguez & Melissa
Thiemoenge

Desert Springs

Loay Abo
Richard Bates
Kenneth & Sheila Cannerelli
William DePaul, Jr.
Louis & Juanita Green
Brian & Jennifer Haney
Vladimir Ioffe

Michael & Danielle Mueller
Don & Kristi Rich
Jamie Schilling
Jason & Katie Schuler
Wilburn & Karen Van Alstine

Desert Trails

Michael & Diana Breslin
Michael & Barbara Campbell
Thomas & Janet Corbett
Robert Kowalski
Michael & Bonnie Mattal
Charles & Jacqueline Myers
Byong Ryou
Paul Ryou

Finesterra

Son Quoc Anh & Thao Thu Van
Quentin Chan
James & Rosalyn Flowers

continued on page 6

Chris Lovelace, Systems Administrator

One of the first things you learn about Chris Lovelace is that there is no such thing as a typical day in his workweek. In fact, one could even say there is no such thing as a



Chris Lovelace

typical workweek for Chris, because as T.W. Lewis' systems administrator Chris could very likely be up at 2 a.m. performing server updates on the T.W. Lewis mainframe.

As any "sys-admin" will tell you, the middle of the night is the optimum time to perform server, software, or hardware updates. Because technology is ever-changing, there are always updates to be performed. So how does Chris make it through these numerous late nights? Well, his predilection for low-carb Monster

Energy drinks helps, but mostly it is his upbeat attitude and genuine interest in all things technology-related that keeps Chris going at an hour when most people are sawing logs.

Chris started his career with T.W. Lewis in 2003 and has been instrumental in keeping the company's technology systems running smoothly and efficiently ever since. In addition to providing support for the entire company's information technology (IT) infrastructure, Chris performs everything from server and network maintenance to desktop support. He is also responsible for setting up and maintaining all sales, construction, customer care and design center computer systems.

When asked about his recent successful projects, the first thing Chris mentioned was the "server virtualization project," which of course had to be explained. Basically, it has to do with T.W. Lewis servers running much

more efficiently, which sounds like a good thing and was probably a lot of work. Then there's the newly-redesigned company intranet which everybody loves; Chris was a big part of that. Also, Chris is a key player in the deployment of the brand-new specialized computer tablets which will be used by T.W. Lewis design consultants to provide real-time pricing estimates on options selections, among other things.

Even though he was born in Michigan, Chris considers himself a native because he moved to Arizona with his parents when he was three. He has been interested in technology for as long as he can remember and built his first computer at age eleven. What Chris enjoys most about his work at T.W. Lewis is the opportunity to use his technical knowledge to troubleshoot problems and develop new ways to streamline processes. Chris currently resides in central Phoenix and his hobbies include golf and working out. 🏠

"Welcome"

continued from page 5

Finesterra (cont.)

David Fraitnick & Mojgan Afshin
Amy & Troy Grondahl
Lee Jun Kim
David & Elizabeth Lindeman
John & Kimberly Lott
Carolyn McGuire
Scott & LoriJo Peters
Deborah Riley & Neil Riley, Sr.
Jeffrey Stearns & Xiaojing Guo
Francesco & Michelle Ugenti

Los Vientos

William Scheibeler & Lynn Green
Terry & Lea Young

Montecina

Victor & Rosalia Aguilar
Daniel & Melissa Anthony
John & Karen Hunter
John & Chris Morgan
Leslie & John Trower
David & Jill Veillette
Huck Wright

San Sebastian

James & Teresa Cundiff
Vincent & Katherine DiCaprio
Jamie & Kelly Gappa
Russell George
Todd & Paula Lober
Eric & Veronica Pettingill
Joel & Lan Scofield
Kenneth & Angela Udenze

San Vicente

David & Joyce Anastasi
Christopher & Meredith Linam
Hugo & Gearaldine Van Vliet

Terracina

Tim & Joyce Shavers

Verrado

Nichole Flake

Willows

William Cotter
Anthony & Shirley Guzman
Jeff Johnson
Gregory & Leslie Norris
Kae Yi 🏠

Hacienda Security & Sound

Since 2002, Hacienda Security & Sound has been T.W. Lewis' sole provider of security, structured wiring, central vacuum and audio/video entertainment systems. During this time, they have won the accolades of

T.W. Lewis homeowners who appreciate the dedication to quality and attention to detail demonstrated by Hacienda's staff.



Regarding their relationship with T.W. Lewis, Hacienda's Owner Steve Compton says, "We love having a long-term trade partnership with a company known for its quality and community involvement." Steve started the business in 1980 installing security systems working out of his house and garage. Today, Hacienda employs 46 individuals with headquarters in the Scottsdale Airpark and two remote warehouses that allow them to serve the ever-growing Phoenix metropolitan area.

As a T.W. Lewis "Partner in Quality," Hacienda occupies a

permanent space in the T.W. Lewis Design Center. Sales Manager Ken Fuller along with Sales Representative Melissa Lyvers demonstrate the latest high-tech offerings in security, intercom, audio/visual and home control for T.W. Lewis buyers. Being in the Design Center allows Hacienda reps to interact with on-site representatives from other key areas, like cabinetry, so they can be more effective in offering whole house solutions to buyers.

To keep on the cutting edge of technology, Steve and his staff are constantly searching out and testing new products and exploring ways to integrate them into customer's homes. One of the latest items is a home automation system that allows the homeowner to control lighting and thermostats through a security system display or home computer.

All T.W. Lewis homes include advanced structured wiring for phone, data and television, and many buyers upgrade from there by adding speakers throughout the home, especially on the back patio. Also popular for inside the home is



Owner Steve Compton (center) is flanked by Sales Manager Ken Fuller and Sales Representative Melissa Lyvers.

Bose's new five-speaker surround sound system which features a subwoofer in the ceiling instead of the typical unsightly black box.

Much of the products Hacienda installs are actually never seen by the homeowner, because they are "behind the walls" and out of sight. So, it is Hacienda's reliable service and professionalism that earns them high marks. "Every day all of us strive to provide quality service the customer deserves and complete our work with pride," says Steve. As a testament to Hacienda's commitment to reliability, they have been awarded eight years in a row by the City of Phoenix Police Department for lowest false alarm rate. 🏠

Blackstone models redefine luxury

continued from page 1

T. W. Lewis at Blackstone offers five floor plans ranging from 3,004 to 3,511 square feet. An optional basement is available on all plans, adding more than 1,200 square feet of additional living space including a secondary family/game room, two large bedrooms, one full bath and an enclosed storage area. Additional floor plan options are available, including extra bedroom

and bathroom configurations, casitas, ceiling treatments, enclosed courtyard entryways and more. Home prices for T.W. Lewis at Blackstone start from the low \$700s.

Located in the rolling desert hills of Peoria, Vistancia offers an assortment of amenities to those living in its exclusive neighborhoods. Residents of

Vistancia will have easy access to local area attractions including the Peoria Sports Complex, Lake Pleasant, various shopping centers and a number of golf courses.

Models at T.W. Lewis at Blackstone are open Mondays from noon to 6 p.m. and Tuesdays through Sundays from 10 a.m. to 6 p.m. For additional information, please call 623-322-8332. 🏠

T.W. Lewis
 850 W. Elliot Road
 Suite 101
 Tempe, Arizona 85284

1 The Fairways at Mountain Ranch at Estrella

in the Golf Village

I-10 & Estrella Mountain Pkwy.
 Goodyear – 623-386-1860

2 Caldera at Portales

I-10 & Pebble Creek Pkwy.
 Goodyear – 623-414-3966

3 Los Vientos at Portales

I-10 & Pebble Creek Pkwy.
 Goodyear – 623-414-3041

4 Torremar at Portales

I-10 & Pebble Creek Pkwy.
 Goodyear – 623-328-8023

5 Montecina at Vistancia

Happy Valley west of Lake Pleasant
 Peoria – 623-328-9553

6 AltaVista at Vistancia

Happy Valley west of Lake Pleasant
 Peoria – 623-328-9259

7 Blackstone at Vistancia

Happy Valley west of Lake Pleasant
 Peoria – 623-322-8332

8 Desert Springs at Sonoran Foothills

I-17 & Carefree Hwy.
 Phoenix – 623-434-8461

9 Desert Trails at Sonoran Foothills

I-17 & Carefree Hwy.
 Phoenix – 623-466-8462

10 Andorra/Pontevedra at Valencia

Lindsay & Chandler Heights
 Chandler – 480-629-4324

11 Finesterra/Marbella at Valencia

Lindsay & Chandler Heights
 Chandler – 480-629-4690

12 Alicante at Valencia

Lindsay & Chandler Heights
 Chandler – 480-659-1495

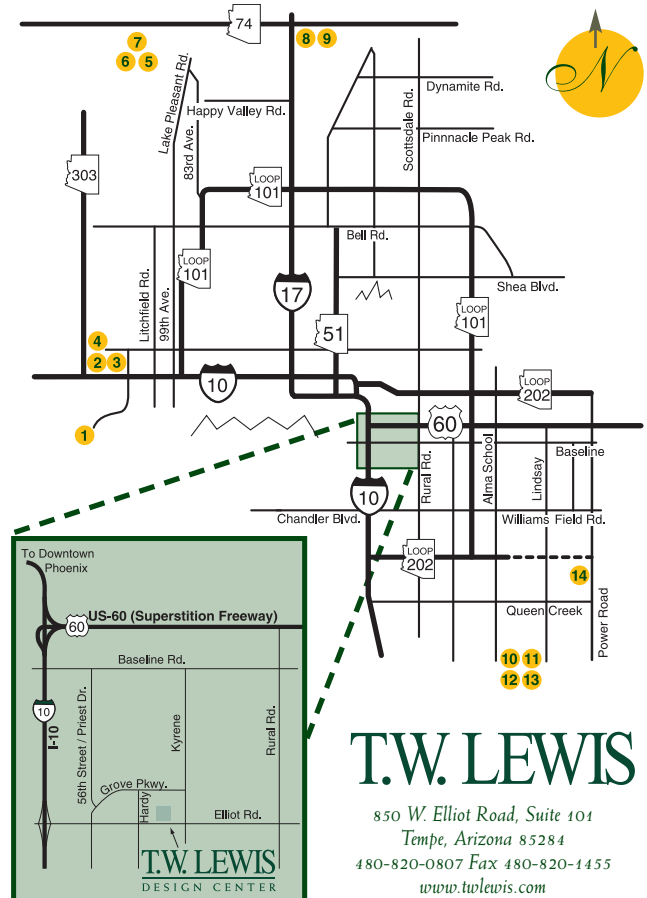
13 San Sebastian at Valencia

Lindsay & Chandler Heights
 Chandler – 480-659-1611

14 The Willows at Power Ranch

Power & Germann Roads
 Gilbert – 480-963-3791

The T.W. Lewis Design Center is located adjacent to our corporate headquarters.



T.W. LEWIS

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Homes for Particular People