

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXI

No. 4

April 2014

Dallas BA's Industry Investors for 2014



BRIEFLY



Introducing DBA TV! Dallas BA members now have the opportunity to view select education seminars, meetings and events live online or on-demand following recent upgrades to the Dallas BA's conference room performed by Starlight AV.

"Our members are busier than ever today," said Dallas BA Executive Officer Phil Crone. "That is a good thing, but it occasionally makes them unable to come to the Association. Now, we will be able to bring the Association to them."

Look for the DBA TV logo next to selected events and education classes. Upon registering for the event, a link and password to access the stream will appear in the payment receipt. The link and password will provide access for up to 30 days after the event or class has concluded. All class attendees will receive access to the stream so attendees can go back and review content they experienced in the conference room.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Dallas Builders Show returns with new format

Planning for the 2014 Dallas Builders Show Presented by Texas Door & Trim is underway! This year's show will be held on Thursday, Oct. 23, at the Plano Centre, and will feature a new format resulting in a fun event and a great opportunity for Dallas Builders Association members.

This year's show will kick off with a Keynote Session from 1 to 3 p.m., and the trade show floor will open from 3 to 8 p.m. This will enable the Association to host a reception for Operation Finally Home in the exhibit hall during show hours, which will give attendees the opportunity to meet the heroes receiving mortgage-free homes from the Association's charity of choice.

Food and beverages will also be available in the exhibit area. Tickets are \$10 per person (except for exhibitors who receive free admission as part of their exhibit package) and will benefit

Operation Finally Home. A silent auction benefiting the charity will also be held during the Show.

Times of the Dallas Builders Show have been shortened, but one thing that hasn't changed is the price of exhibit space. Booths are still available for only \$400; a 10x10 exhibit space includes an 8-ft skirted table, 2 chairs, trash can and signage, as well as a listing in the partner directory.

Interest in this year's Show is already growing and the Association anticipates exceeding the 70 exhibitors who participated last year. The exhibitor form, partner/exhibitor contract and floor plan can all be found online at DallasBuilders.com beginning April 7. Completed forms should include top three booth selections in order of preference. Please contact Misty Varsalone, misty.varsalone@dallasbuilders.com, for more information.



Finalists announced for 2014 McSAM Awards

Finalists have been announced in 46 categories for the 2014 McSAM Awards, to be held Thursday, April 10, at the Hotel InterContinental. The awards program is being presented by PIRCH.

Almost 300 entries were received, approximately 100 more than last year. The event begins with cocktails at 6:30 p.m., followed by dinner at 7:30 p.m. and the awards presentation at 8 p.m. Tickets are \$100 each; tables of 10 are available.

The McSAM Awards were created in 1979 by the Sales and Marketing Council. The prestigious McSAM Award is given to builders, developers and associates who have made significant and creative contributions in residential marketing through specific achievements during 2013.

In addition to title partner PIRCH, McSAM partners are Platinum, David Weekley Homes & Standard Pacific Homes; Valet, J. Williams Staffing; Sil-



ver, Anderson Hanson Blanton, Atmos Energy, CB JENI/Normandy Homes, Centurion American Development, Craig Ranch, Darling Homes, Drees Custom Homes & Neighborhood Management; and Bronze, New Home Guide, Onyx Homes, Fox Energy Specialists, Mesa, Rodney Anderson with Supreme Lending, Sales Solve Everything and Security One Lending.

A variety of partnership opportunities are still available. Details on partnerships can be found at www.mcsamawards.com.

Finalists are:
Rookie Sales Person of the Year
Clark Dunklin, Standard Pacific Homes
Edna Burciaga, David Weekley Homes
Michelle Tornes, Shaddock Homes

CAPS training helps meet demands of Boomers

By Bill Slease, CGB, CAPS
Tapestry Custom Homes

Let's start with the market. Never has there been a more powerful market force throughout American history than the Baby Boomer generation. From the time of their infancy in the mid 1940s they've driven consumer demand in every area of American culture. Now that first of wave of Boomers has reached retirement age and they are turning 65 at the rate of 1,000 every day, a pace that will continue for the next 20+ years.

Time has a way of changing needs and perceptions. Boomers are learning that things they once took for granted simply are no longer true today and all the more so as they continue to age. Take for instance, housing, that most basic of human needs. Those stairs that were never an issue are now a painful challenge, those cramped doors and small bathrooms simply don't work

anymore. And perish the thought that anyone would ever need a wheelchair in this home.

The Boomers need your help. Their buying power will change the way new homes are built while at the same time billions will be spent on reworking America's aging housing stock.

We builder/remodelers are always looking for a market. Well take a good look at a golden opportunity. The train hasn't left the station yet and there is still time for you to jump onboard. You might want to explore this in more detail by expanding your education to include one of the most popular designations offered by the NAHB: Certified Aging



continued on page 2



Congressman Pete Sessions Meets with Dallas BA Members During Legislative Conference

Congressman Pete Sessions, chair of the House Rules Committee, spoke to the Dallas BA Government Relations Committee meeting in March as part of the National Association of Home Builders' annual Legislative Conference, which was held in-district this year. Chairman Sessions discussed the problems that arise from onerous regulation that restricts the marketplace, offering that overly aggressive behavior of the IRS should not be tolerated. From left are Vice President/Secretary Donnie Evans; Past NAHB President Kent Conine; President Jeff Dworkin; Congressman Sessions; Executive Officer Phil Crone; and First Vice President Frank Murphy.

Matt Lasiter, Drees Custom Homes
Shelly Wilson, Darling Homes of Texas,
Sales Professional – selling product to First Time Buyer
Winner to be announced April 10
Sales Professional of the Year – sales price under \$300,000
Johnny Degelia, Standard Pacific Homes
Misty Krawetzke, CB JENI Lifestyle Homes
Cory Miller, K. Hovnanian Homes
Vina McKay, CB JENI Lifestyle Homes
Sales Professional of the Year – sales price between \$300,001 & \$400,000
Nancy Nelson, Standard Pacific Homes

Wendi Leigh, Normandy Homes, a CB JENI Company
Amy Morrison, Standard Pacific Homes
Mike Tarvin, Normandy Homes, a CB JENI Company
Roger Stephens, K. Hovnanian Homes
Sales Professional of the Year – sales price between \$400,001 & \$500,000
Rick Ellis, Standard Pacific Homes
James Green, Drees Custom Homes
Bobbie Johnson, Standard Pacific Homes
Tina Peterson, K. Hovnanian Homes
Sia Mianab, Darling Homes of Texas, LLC
Reagan Choate, Drees Custom Homes

continued on page 4



Bring Your Crew for Crawfish & Brew

**Thursday, April 24, 2014
6:00pm-9:00pm
Texas Door & Trim
11220 Petal Street
Dallas, 75238**

Live Music By



**Dallas BA Members - \$30
Pay at the Door or Non-Members - \$40**

Come enjoy crawfish & all the trimmin's, fajitas and cold beverages!





Starlight AV presents 2014 ARC Awards August 16

The 2014 ARC Awards presented by Starlight AV is just around the corner. The awards entry system at ARCAwards.com will open for entries on April 28 at 8 a.m., and the final entry deadline is July 9 at 11:59 p.m. This year, our theme is "Associates Make it Happen." Our goal is to not only get quality projects submitted, but also to recognize our associates who made it happen for a particular project.



ARC Chairman John Todd, Elite Remodeling

In keeping with this theme, we are creating ARC Award logos designed specifically for associates. This added benefit will allow associate members who have been recognized by a builder on a specific project, to identify themselves as a finalist or winner on all their marketing materials. Finalists will be announced at our Finalist Announcement Party presented by Starlight AV at the Dallas BA on July 17. Winners will be announced on Aug. 16 at the Westin Galleria. Everyone, get going on your entries, as this year's event will be one NOT to miss!



COVERT+ASSOCIATES
METROPLEX DESIGN SOURCE FOR EXCITING, INNOVATIVE RESIDENTIAL PLANS
972-783-4660



WE ARE FRASERCON WE BUILD DREAMS

We provide the FOUNDATION for families and companies to grow their vision for their future.

We provide hope for our team and opportunities to work, grow, and improve daily to achieve their dreams.

FRASERCON.COM



The Home Builder (USPS 579-680) is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972/931-4840. Supplemental subscription rate is \$36.00 per year. Periodicals postage paid at Plano, Texas, and additional offices. **POSTMASTER:** Send address changes to The Home Builder, 5816 W. Plano Pkwy., Plano, Texas 75093.

BARCIE VILCHES, Editor

Certified Aging-in-Place Specialist (CAPS) training to be held May 22, June 26, July 31

continued from page 1

in Place Specialist (CAPS).

Classes to obtain this designation are:

1. CAPS I: Marketing & Communication Strategies for Aging & Accessibility

Learn best practices in communicating and interacting with this exciting and evolving population, and take advantage of one of the fastest growing market segments in remodeling and related industries.

This class is being offered on May 22, from 9 a.m. to 5 p.m.

2. CAPS II: Design/Build Solutions for Aging and Accessibility

In this class you will learn the significance of good design in making modifications that can transform a house into a safe, attractive, and comfortable home for life.

This class is being offered on June 26, from 9 a.m. to 5 p.m.

3. Business Management for Building Professionals

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation for managing small to medium size building/remodeling and service companies.

Note: You are exempt from this class if you already have another NAHB designation.

This class is being offered on July 31, from 9 a.m. to 5 p.m.

Each class costs \$210 for members and \$310 for non-members. This fee includes all books and materials, a continental breakfast and lunch.

Each class is offered by our Education Title Partner, StrucSure Home Warranty. Lunch is provided by our Lunch Partners, Hotchkiss Insurance Agency and DOW Building Solutions.

You can register on DallasBuilders.com by going to the calendar.

TAB offers bundled contracts, safety package to builder, remodeler members

The Texas Association of Builders (TAB) is offering a Builder Bundled Package special to active builder and remodeler members that will save them \$100 dollars. The bundle, which includes TAB's Model Construction Safety Program and Jobsite Safety Standards Package, as well as the 2013 - 2015 Texas Residential Construction Contracts Package, is available at a discounted price of \$500 with tax included.

The Model Safety Plan provides guidelines for developing safety protocols and training of employees. There is also instruction on how to establish systems for recordkeeping to meet OSHA requirements. The package includes a user guide and access to a webinar that trains employers on the Model Safety

Plan. Completion of the webinar brings the added value of a certificate from TAB, an opportunity for builders and remodelers to further show they are making every effort to comply with OSHA regulations.

The 2013 - 2015 TAB Contracts Package reflects changes due to new legislative and regulatory requirements and incorporates updated contract principles. The package of seven residential construction and remodeling contracts is a cost effective value that can save Association members thousands of dollars in legal fees.

This exclusive member benefit includes:

- An updated construction services agreement between the builder

and prospective clients;

- Performance standard updates and numerous other changes that reflect best practices and up to date construction transactions;

- Integration of several court decisions in the last two years that more clearly define the rights of all parties;

- Revised warranty and performance standards, including foundation performance to reflect engineering practices.

The result is a package of contracts that are not only more comprehensive without adding length, but also offer enhanced protection for builders.

Information for purchasing TAB's Builder Bundled Package can be found at TexasBuilders.org.

Walker Zanger hosts February After Hours



(Above) After Hours hosts Nicole Johnson and Allyson Humphries with Walker Zanger present a \$500 gift card to builder door prize winner Tom London of Thomas Signature Homes. (Above right) Cole Baker with Texas Door & Trim wins a \$250 gift card from Walker Zanger. (Right) Mitch Lambert of The Glass Doctor is the evening's cash prize winner.



Local: 817.546.0160
Toll Free: 1.866.448.0961
Fax: 817.546.0161
Email: JFenchel@FoxEnergySpecialists.com
www.FoxEnergySpecialists.com

Scan the QR Code below to Request a Proposal from your Mobile Device!

Green Begins with Energy Efficiency.®

<p>Programs We Support:</p> <ul style="list-style-type: none"> Green Built™ TEXAS ENERGY STAR PARTNER ICC INTERNATIONAL CODE COUNCIL ENVIRONMENTS FOR Living 	<p>Accurate Energy Testing</p> <p>Blower Door Testing Duct Blower Testing Room-to-Room Pressure Balancing Fresh Air Ventilation Testing Carbon Monoxide & Gas Leak Testing Thermal Imaging, and more...</p>	<p>Fast Administrative Support</p> <p>Utility Rebate Incentive Support Warranty Support Trouble House Diagnostics Sales Staff & Subcontractor Training</p>
<p>Energy Modeling Experts</p> <p>48 Hour or Less Turnaround on Plan Analysis for IC3 & REMRate Green Build Scoring Analysis Net-Zero Energy Analysis</p>		

All From an Independent Third Party!
That means unbiased recommendations, not influenced by product suppliers.

Legislative Conference 2014



Dallas BA members and staff discuss concerns over EPA rule proposals with Congressman Joe Barton.



Congressman Pete Sessions talks about freeing the economy from over regulation.



Jerry Carter, Mike Land and Mike Mishler with Congressman Sam Johnson



Congressman Eddie Bernice Johnson meets with Will Gray, Frank Murphy, Jeff Dworkin and David Lehde



Congressman Michael Burgess meets with Dallas Builders Association delegation David Lehde, Shawn Heiser, Reginald Rembert and Clyde Anderson.



Mike Mishler, Jerry Carter, David Lehde, Phil Crone, Congressman Ralph Hall, Larry Baty and Frank Murphy during Legislative Conference 2014



A Successful Legislative Conference for Dallas Builders Association

David Lehde
Director of
Government
Affairs



In what has been a whirlwind season for home builders on EPA issues, the Dallas Builders Association recently voiced its concern to Congress through in-district meetings with members of the North Texas delegation. During the week of March 17 - 21, Dallas BA held its portion of NAHB's legislative conference. As home builders are seeing victories on key EPA issues due to the Association's advocacy efforts, it was important for Congress to further be made aware of the impact of other regulatory challenges, both current and upcoming.

Due to this year's Congressional calendar, NAHB did not hold its traditional Washington, D.C., fly-in, opting instead to have the local associations arrange in-district meetings with their delegations. Not only did this allow Dallas BA an opportunity to engage Congress on our top priorities, it also provided Association members who are normally unable to travel to Washington the opportunity to participate. A resulting benefit for our Congressional members was the value of hearing from even more of those in the industry who have direct experience with the key issues facing the housing recovery.

Throughout the week, Association members met with U.S. Representatives Joe Barton, Michael Burgess, Sam Johnson, Eddie Bernice Johnson and Ralph Hall, closing the week with a visit from Congressman Pete Sessions, chairman of the powerful House Rules Committee. Chairman Sessions spoke at the Government Relations Committee meeting which was open to Association members. During the meetings, the Association raised awareness of key issues, including the Lead Exposure Reduction Amendments Act, building energy codes, the need for OSHA to withdraw its onerous silica rule proposal, tax reform and the need for a federal backstop to be part of any housing finance reform legislation.

One issue in particular allowed the Dallas BA to join others in what would turn out to be a multi-industry advocacy effort for the week. Many home builders and developers are aware of the EPA's rule proposal that would overexpand what could be claimed as waters of the United States. The Clean Water Act (CWA) provides the EPA and the US Army Corps of Engineers jurisdiction over "navigable waters." Meaning the federal government has jurisdiction over waters that have substantial impact on interstate commerce, with the states controlling waters inside their borders. While the proposed rule has not formally been published,

enough information has been discovered that leads NAHB to believe that it would drastically expand CWA jurisdiction. Under the new rule, any traditional water of the US, its tributaries, and adjacent waters will be jurisdictional, basically removing the limiting concept of "navigable waters." For the first time, man-altered and man-made bodies of water, including ditches, ponds, flood plains or riparian areas, would be included with no examination of frequency or duration of flow. Needless to say, this would negatively impact multiple industries, the economy, state and property rights.

While the Association made it a point to stress the importance of Congress urging the EPA to back off the rule proposal, U.S. Representatives nationwide were also hearing from the agricultural, mining and manufacturing sectors, as well as those who are concerned with infrastructure, all of which voiced positions against the proposed rule. As the week evolved, it was obvious that our members of Congress were understanding the message they received. Follow up communication on this and other issues will be vital.

The Association knows these types of meetings and advocacy have an impact. Proof can be seen in recent results. In a major win for home builders, the EPA has announced it will drop plans for National Post Construction Stormwater Rulemaking. NAHB repeatedly told EPA the rules would have added costly and impractical steps to residential development. The rule would have required all builders to retain a certain volume of stormwater onsite by using development techniques such as rain gardens, pervious pavements and other methods that would often add costs, especially on sites with soil types that do not infiltrate easily. Some of the techniques EPA was considering would have been almost impossible in many urban areas and would make smart-growth and redevelopment initiatives less likely to succeed.

After a five-year effort that included NAHB members submitting comments and letters, testifying at hearings and meeting with elected officials, the resulting victory is proof that advocacy works.

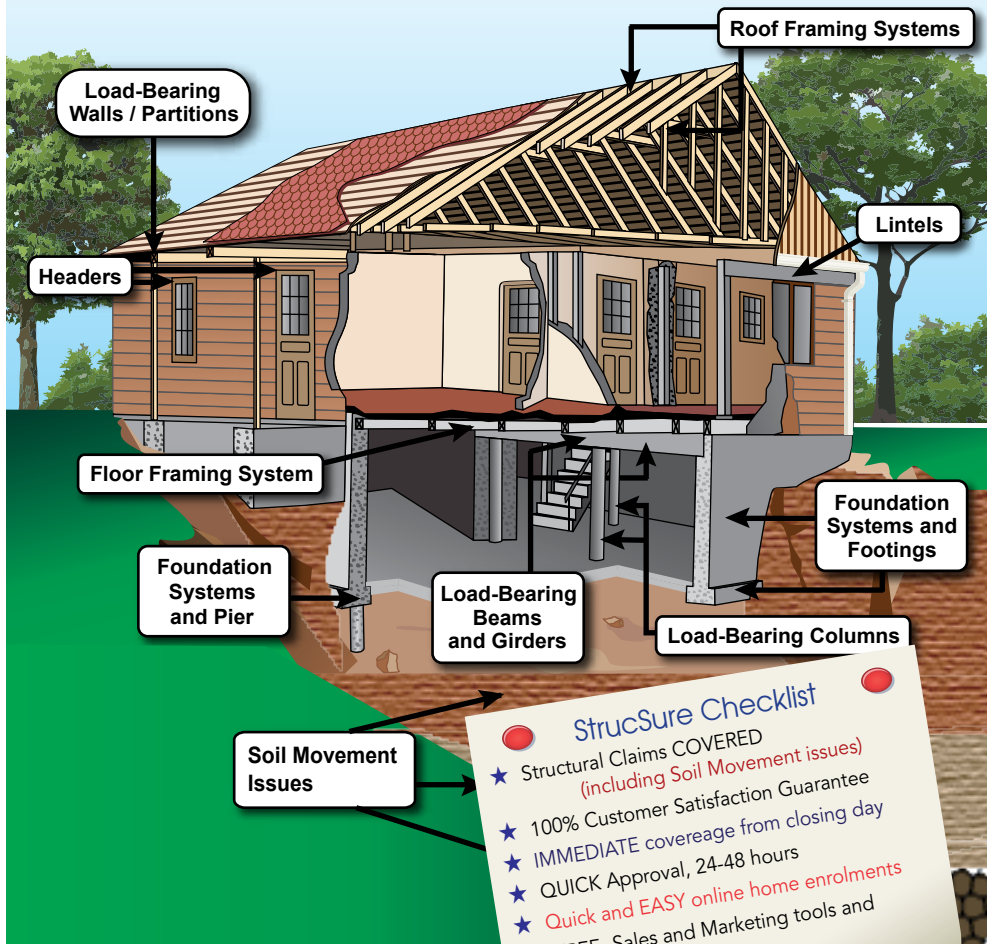
Likewise, the issues addressed to North Texas Congressional members require ongoing efforts and the willingness to find common areas where work can be done. Advocacy, it's what your Association does for you.

What Does Your Warranty Cover?



OVERVIEW OF COVERED STRUCTURAL COMPONENTS

STRUCSURE HOME WARRANTY



If you use StrucSure Home Warranty on all of your projects, you could be eligible for a General Liability underwriting discount. Ask me how that works.

- StrucSure Checklist**
- ★ Structural Claims COVERED (including Soil Movement issues)
 - ★ 100% Customer Satisfaction Guarantee
 - ★ IMMEDIATE coverage from closing day
 - ★ QUICK Approval, 24-48 hours
 - ★ Quick and EASY online home enrolments
 - ★ FREE - Sales and Marketing tools and on site training
 - ★ Local Dallas/Fort Worth office

Tiffany Acree, CGA, CGP
Vice President of Sales, North Texas
StrucSure Home Warranty
Million Dollar Producer 2011, 2012



: 817-726-6880 (cell)
tacree@strucsure.com
www.strucsure.com : www.s-rmg.com

Do Business With a Member!

Last Month's Featured Associates:
GlisWorks Engineering & Consulting

First Fidelity Title

Details at DallasBuilders.com

Construction Monitor

Year-to-Date 03/22/2014

Dallas Metro Building Permit Summary			
Year-to-Date 03/22/2014			
Residential	Permits	Value	Units
Single Family Homes	3,061	\$823,040,936	3061
Duplexes & Twin Homes	21	\$6,373,347	42
Apartments & Condos	39	\$51,916,708	611
Other Residential Structures	73	\$3,158,808	0
Swimming Pools & Spas	568	\$25,238,811	0
Alternative Residential Energy	22	\$431,430	0
Garages & Carports	52	\$2,230,575	0
Res Rmdl, Addn, Int Fin	655	\$61,868,206	0
Reroof Residential	33	\$1,318,890	0
Total Residential Const	4,524	\$975,577,600	3,714

Dallas Metro Building Permit Summary			
Week 12 - 03/13/14 to 03/19/14 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	260	\$84,157,509	260
Demolition	29	\$6,500	0
Grading & Dust	1	\$20,000	0
Footing & Foundation	41	\$266,506	0
Duplexes & Twin Homes	4	\$1,140,600	8
Apartments & Condos	3	\$9,193,400	115
Other Residential Structures	5	\$129,000	0
Swimming Pools & Spas	49	\$1,716,200	0
Garages & Carports	3	\$104,000	0
Res Rmdl, Addn, Int Fin	67	\$5,011,515	0
Reroof Residential	4	\$94,550	0
Total Residential Const	466	\$101,839,784	383

Dallas Metro Single Family Builders

Builder	Homes	Value
1 DR Horton	471	\$83,301,804
2 First Texas Homes	151	\$41,494,223
3 K Hovnanian Homes	100	\$39,483,196
4 Pulte Homes	135	\$29,154,524
5 Lennar Homes	99	\$26,414,882
6 Highland Homes	84	\$26,134,735
7 Beazer Homes	93	\$21,564,980
8 Darling Homes of	67	\$21,414,449
9 Bloomfield Homes	96	\$20,262,562
10 Meritage Homes	51	\$16,185,376
11 Grand Homes	47	\$16,184,385
12 Standard Pacific	50	\$15,698,160
13 History Maker Homes	72	\$14,368,889
14 David Weekley	42	\$13,528,989
15 Toll Dallas Tx Lic	23	\$12,591,585
16 American Legend	46	\$12,568,791
17 Megatel Homes Inc	54	\$12,463,319
18 Gehan Homes	36	\$10,340,594
19 Gallery Custom	21	\$10,095,664
20 Ashton Woods Homes	39	\$9,678,704
21 Drees Custom Homes	33	\$9,545,842
22 First Texas Custom	31	\$9,360,588
23 M Christopher	18	\$9,336,293
24 Holiday Builders	29	\$6,844,485
25 Dunhill Homes	24	\$6,548,011
26 Paul Taylor Homes	19	\$6,515,036
27 Sumner Homes	21	\$5,775,365
28 Ryland Homes	16	\$5,539,466
29 Steven Hill Custom	1	\$5,200,000
30 Landon Homes	18	\$5,092,101
31 Lionsgate Homes	17	\$4,980,194
32 Preston Custom	1	\$4,850,000
33 Altura Homes Lp	20	\$4,726,652
34 Robson Ranch	17	\$4,542,713
35 Shaddock Homes	12	\$4,481,504
36 Lennar Homes	10	\$4,339,000



Dallas Builders Association
StrucSure Home Warranty is a proud member of the Dallas Builders Association

Almost 300 entries received for McSAM Awards 2014

continued from page 1

Sales Professional of the Year – sales price between \$500,001 & \$600,000

Aleasha Ross, K. Hovnanian Homes
Christian Danobeytia, Standard Pacific Homes

Anne Wheeler, K. Hovnanian Homes
Don Dail, Drees Custom Homes

Helen Bonds, K. Hovnanian Homes

Sales Professional of the Year – sales price between \$600,001 & \$800,000

Donna Fitzgerald, Toll Brothers
Karen Roseboro, M. Christopher Custom Homes

Kam Escamilla, K. Hovnanian Homes
Amy Brownlee & Kandace Gammon, Darling Homes of Texas, LLC

Sales Professional of the Year – sales price over \$800,000

Jennifer Traver, M. Christopher Custom Homes

Tony Prutch, M. Christopher Custom Homes

Online Sales Counselor of the Year

Karla Horton, Standard Pacific Homes
D'Anne Lancaster, Toll Brothers

Lawre Alexander, David Weekley Homes
Kisha Knight, K. Hovnanian Homes

REALTOR of the Year

Kay Cheek, Ebby Halliday, REALTORS
Ben Caballero, CMP, MIRM, Broker, HomesUSA.com

Kerwin "Tommy" Wooten, Coldwell Banker Residential

Rondo Leto, The Leto Group, Ebby Halliday REALTORS

Doris Fletcher, Coldwell Banker

Laura Barnett, ReMax DFW Associates
Tom Branch, ReMax Dallas Suburbs

Paulette Greene, Ebby Halliday REALTORS

Sales Manager of the Year

Stacey Windom, Standard Pacific Homes
Nancy Scott, CB JENI Lifestyle Homes

Mark Barron, Darling Homes of Texas, LLC

Marketing Professional of the Year

Brandy Parker, CB JENI Lifestyle Homes
Debra Junkin-Meers, HC LOBF Arlington LLC

Alvin J. Jackson, Jr., Centurion American Development Group

Scott Masters, Standard Pacific Homes

Best Logo

Richwoods, Landon Development

Created in house

Light Farms, Republic Property Group

Created by Tractorbeam

M. Christopher Custom Homes

Created by Anderson Hanson Blanton

Lantana, Republic Property Group

Created by Matchbox Studio

Harvest, Hillwood Communities

Created by Anderson Hanson Blanton

Best Brochure – Developer

Viridian, HC LOBF Arlington LLC

Created in house

Phillips Creek Ranch, Standard Pacific Homes

Created by Anderson Hanson Blanton

Light Farms, Republic Property Group

Created by Tractorbeam

Harvest, Hillwood Communities

Created by Anderson Hanson Blanton

Best Brochure – Builder

Standard Pacific Homes

Created by Anderson Hanson Blanton

West Park, Toll Brothers

Created in house

Normandy Homes, a CB JENI Company

Created by Anderson Hanson Blanton

M. Christopher Custom Homes

Created by Anderson Hanson Blanton

Drees Custom Homes

Created in house

American Legend Homes – Legendary Magazine

Created by Bright & Company Marketing

Best Print Ad

Lantana, Republic Property Group

Created by Matchbox Studio

Craig Ranch

Created by Anderson Hanson Blanton

Harvest, Hillwood Communities

Created by Anderson Hanson Blanton

17 Green, Craig Ranch

Created by Briggs Freeman Sotheby's International

Viridian, HC LOBF Arlington LLC

Created in house

Best Signage

Richwoods, Landon Development

Created by Anderson Hanson Blanton

Light Farms, Republic Property Group

Created by Tractorbeam

Signage by Trinity Signs

Phillips Creek Ranch, Republic Property Group

Created in house

Signage by Trinity Signs

Harvest, Hillwood Communities

Created by Anderson Hanson Blanton

Viridian, HC LOBF Arlington LLC

Created in house

Signage by 3Di Sign & Design, Inc.

Best Community Entry Feature

Stone Hollow, Standard Pacific Homes

Created by/Signage by Anderson Hanson Blanton

Phillips Creek Ranch, Standard Pacific Homes

Created by/Signage by Anderson Hanson Blanton

Richwoods, Landon Development

Created by Anderson Hanson Blanton

Light Farms, Republic Property Group

Created by Tractorbeam

Signage by Trinity Signs

Phillips Creek Ranch, Republic Property Group

Created in house

Signage by Trinity Signs

Harvest, Hillwood Communities

Created by Anderson Hanson Blanton

Best Internet Media Campaign

Winner to be announced April 10

Best Social Media Campaign

Craig Ranch

Created by Anderson Hanson Blanton

Darling Homes, Darling Homes of Texas

Created by the spr agency

Harvest, Hillwood Communities

Created by Anderson Hanson Blanton

Best Website – Builder

TollBrothers.com/Dallas, Toll Brothers

Created in house

DavidWeekleyHomes.com, David Weekley Homes

Created in house

MChristopher.net, M. Christopher Custom Homes

Created by Anderson Hanson Blanton

DreesHomes.com, Drees Custom Homes

Created in house

BelclaireHomes.com, Belclaire Homes

Created by Bright & Company Marketing

Best Website – Community

Lantana, Republic Property Group

Created by LifeBlue

Bridges at Preston Crossings, Centurion

American Development Group

Created by Grassroot

Richwoods, Landon Development

Created by Anderson Hanson Blanton

Light Farms, Republic Property Group

Created by Tractorbeam

17 Green, Craig Ranch

Created by Briggs Freeman Sotheby's International

Harvest, Hillwood Communities

Created by Anderson Hanson Blanton

Best Special Event/Promotion

Matthews Southwest

Created by Anderson Hanson Blanton

Centurion American Development Group

Created by Fresh Ink Marketing

Normandy Homes, a CB JENI Company

Created by Anderson Hanson Blanton

Republic Property Group

Created in house

Hillwood Communities

Created by Anderson Hanson Blanton

Darling Homes of Texas, LLC

Created in house

Best Advertising Campaign

Standard Pacific Homes

Created by Anderson Hanson Blanton

Republic Property Group

Created by Matchbox Studio

Drees Custom Homes

Created in house

Craig Ranch

Created by Briggs Freeman Sotheby's International

Hillwood Communities

Created by Anderson Hanson Blanton

HC LOBF Arlington LLC

Created in house

Best Sales Office

Republic Property Group

Designed by Erika Everett Yeaman

Standard Pacific Homes

Designed by Anderson Hanson Blanton

Toll Brothers

Designed by Toll Architecture

Republic Property Group

Designed by Erika Everett Yeaman

Best Interior Merchandising – sales price under \$300,000

Standard Pacific Homes

Merchandised in house

CB JENI Lifestyle Homes

Merchandised in house

Plantation Homes

Merchandised by Chapman Design

David Weekley Homes

Merchandised by Kathy Andrews Interiors

Best Interior Merchandising – sales price between \$300,001 to \$400,000

Standard Pacific Homes

Merchandised in house

David Weekley Homes

Merchandised by Kathy Andrews Interiors

Normandy Homes, a CB JENI Company

Merchandised in house

McGuyer Homebuilders, Inc.

Merchandised by Chapman Design

Best Interior Merchandising – sales price between \$400,001 to \$500,000

Standard Pacific Homes

Merchandised in house

David Weekley Homes

Merchandised in house

Plantation Homes

Merchandised by The ML Group

Darling Homes of Texas, LLC

Designed in house

David Weekley Homes

Designed in house

Best Architectural Design – sales price between \$300,001 to \$400,000

Standard Pacific Homes

Merchandised in house

Plantation Homes

Merchandised by The ML Group

Darling Homes of Texas, LLC

Designed in house

Best Architectural Design – sales price between \$400,001 to \$500,000

Standard Pacific Homes

Merchandised in house

Darling Homes of Texas, LLC

Merchandised in house

Toll Brothers

Designed by Toll Architecture

Landon Homes

Designed by Kipp Flores Architects

Normandy Homes, a CB JENI Company

Designed by John Lively and Associates

Darling Homes of Texas, LLC

Designed in house

Best Architectural Design – sales price between \$500,001 to \$600,000

Standard Pacific Homes

Merchandised in house

Toll Brothers

Designed by Kipp Flores Architects

Darling Homes of Texas, LLC

Merchandised in house

Plantation Homes

Merchandised by The ML Group

Darling Homes of Texas, LLC

Merchandised in house

Toll Brothers

Designed by Kipp Flores Architects

Normandy Homes, a CB JENI Company

Merchandised in house

Darling Homes of Texas, LLC

Merchandised in house

Plantation Homes

Merchandised by The ML Group

Darling Homes of Texas, LLC

Merchandised in house

Toll Brothers

Designed by Kipp Flores Architects

Normandy Homes, a CB JENI Company

Merchandised in house

Darling Homes of Texas, LLC

Merchandised in house

Plantation Homes

Merchandised by The ML Group

Darling Homes of Texas, LLC

Merchandised in house

Toll Brothers

Designed by Kipp Flores Architects

Normandy Homes, a CB JENI Company

Merchandised in house

Darling Homes of Texas, LLC

Merchandised in house

Plantation Homes

Merchandised by The ML Group

Darling Homes of Texas, LLC

Merchandised in house

Toll Brothers

Designed by Kipp Flores Architects

Normandy Homes, a CB JENI Company

Merchandised in house

Darling Homes of Texas, LLC

Merchandised in house

Plantation Homes

Merchandised by The ML Group

Darling Homes of Texas, LLC

Merchandised in house

Toll Brothers

Designed by Kipp Flores Architects

Normandy Homes, a CB JENI Company

Merchandised in house

Darling Homes of Texas, LLC

Merchandised in house

Plantation Homes

NEW MEMBERS

BUILDERS

First Texas Homes
Keith Hardesty
(214) 613-3400
Sponsor: Donnie Evans

Ladd Holdings
Bob Ladd
(214) 651-3020
Sponsor: Donnie Evans

OCH Development, Inc.
Dustin Austin
(817) 281-2388
Sponsor: Jody Hanson

ASSOCIATES

Amazing Siding and Windows
Chris Warrington
(817) 329-8830
Sponsor: Clyde Anderson
WINDOW CONTRACTOR

Epic Audio Video Integration
Wade Blandin
(214) 995-6035
Sponsor: Tom London
AUDIO / VIDEO CONTRACTOR

FBM - Gypsum Supply
Ashley Peterson
(214) 747-1234
Sponsor: Donnie Evans
DRYWALL/PLASTER SUPPLIER

Heritage Risk Advisors
Shawn Heiser
(228) 383-5946
Sponsor: Rich Messenger
FINANCIAL SERVICES

Inwood National Bank
John Cowden
(214) 351-7230
Sponsor: Randy West
FINANCIAL SERVICES

Michelle Lynne Interiors Group
Michele Allen
(972) 248-4733
Sponsor: Glen Baker
INTERIOR DESIGN/DECORATION

Modern Luxury Dallas, Interiors
Texas
Blake Stephenson
(214) 647-5671
PUBLISHERS

Neighborhood Management
Audrey Beard
(972) 359-1548
Sponsor: Jody Hanson
PROPERTY MANAGEMENT

Owens Corning
Cody Wilson
(406) 422-9133
ROOFING & INSULATION

Professional Service Industries, Inc.
Eric Goodwin
(214) 330-9211
CONSULTANT

Profound Dimension
Shams Mujadded
(817) 400-7020
AUDIO / VIDEO CONTRACTORS

Shield Realty LLC
Sandra Manglona
(214) 715-4198
Sponsor: Bob Hafer
REAL ESTATE BROKERS

Tealstone Commercial & Residential
Concrete
Gary Engasser
(940) 383-2887
Sponsor: Jody O'Donnell
CONCRETE CONTRACTOR

Texas - New Mexico Power Company
Ashley Erdman
(214) 222-4186
UTILITY CONTRACTOR

The Countersource Inc.
John Hanna
(972) 353-8766
Sponsor: Donnie Evans
COUNTER TOP FABRICATOR/IN-
STALLER

AFFILIATES

Neighborhood Management
Beverly Coughlan
(972) 359-1548
PROPERTY MANAGEMENT

Prospect Mortgage
Rich McDowell
(972) 915-7496
FINANCIAL SERVICES

Prospect Mortgage
Kathleen McElroy
(972) 915-7434
FINANCIAL SERVICES

Prospect Mortgage
Amy Stinson
(972) 915-7418
FINANCIAL SERVICES

Texas - New Mexico Power Company
Gloria Vandegriff-Honea
(469) 467-4408
UTILITY CONTRACTORS

Visit
DallasBuilders.com for
complete contact
information on these
new members.

Builders/Remodelers make valuable contacts, win prizes at April 15 Speed Networking

Builders and remodelers meet with 20 associates in two hours and learn about new innovative products and find new deals that could improve or promote your business. The associate member will have 4 minutes of one-on-one and face-to-face time with each builder/remodeler in a rotation. Only two of the same type of industry are allowed to participate (two brick companies, two mortgage companies, etc.). Builders not also win great prizes at this free lunch event. Make reservations at DallasBuilders.com or contact Misty Varsalone, 214-615-5012.

CLASSIFIEDS

SERVICES

AR RESIDENTIAL DESIGN INC.
Specializing in new Residential Plans
Stock Plans & Affordable Fees
Established 1987 972-250-4262

Low-priced MLS listings for builders!
John Wood, Realtor, 972-404-9000.

For information on
classified or display
advertising rates,
please contact
Becky Warner at
214-615-5015 or
becky.warner
@dallasbuilders.com

FINANCING

Interim & Mechanical Lien
Financing
Pavillion Bank
Hershel Pierce - President of HBA
1989-1990
Cell 214-726-9000
hhpierce@airmail.net

After 40 years as a home builder, Hershel retired in 2005. Upon retirement, Steve Storey CEO of Pavillion, ask Hershel to take on a full time responsibility of originating loans for the bank.

As one of the original founders of Pavillion in 1982 and a director for the past 31 years, Hershel decided this was a good opportunity to "stay in touch with his home builder friends."

Contact Hershel to visit about the "good old days" and discuss any construction financing needs you may have.

PROBuild

Prosper, TX (972) 346-3431 | Fort Worth, TX (817) 625-1200

NOW STOCKING THE COMPLETE
DUPONT™ TYVEK® WARRANTY SYSTEM.



WE HAVE YOU COVERED.

All proceeds go to Lone Star CASA Inc. Be involved in your community and HELP KIDS

CARS FOR CASA

CAR SHOW

AT THE HARBOR ROCKWALL TEXAS

MAY 18, 2014

PRINTING & DESIGN DONATED BY
EXECUTIVE PRESS 214.217.7000
www.executivepress.com

www.lonestarcasa.org
SPONSORSHIPS AVAILABLE
carsforcasa@lonestarcasa.org

City of Rockwall
The New Horizon

Registration 11-1:30
Awards at 3:00 PM

1-30 to Rockwall.
Exit Horizon & follow the signs.

Insurance designed for builders

Does your policy cover damage resulting from faulty construction?
Ours does.

Make an educated decision. Know your policy limits and exclusions. Call 972-512-7741 or visit www.hiallc.com for more information.

HOTCHKISS
INSURANCE AGENCY, LLC
Experience, Choice and Service

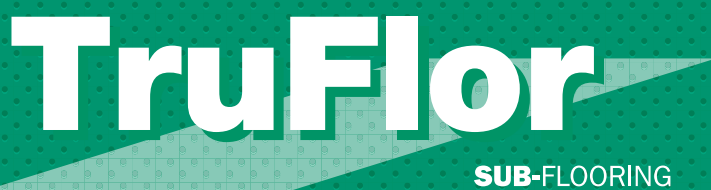
BUILDER AGENT NETWORK
authorized member



TEXAS BUILDERS DO IT RIGHT!



Quality Texas sub-floor systems need two things – skilled and knowledgeable builders, and great products. Those Texas builders know Norbord’s TruFlor T&G delivers the performance and quality they expect and need to get the job done including its 25 year limited warranty. Builders looking for a premium T&G sub-floor choose Pinnacle Premium Sub-flooring with its 100 day no-sand guarantee and 50 year limited warranty.



CHECK OUT OUR GREAT BUILDER RESOURCES ON NORBORD.COM/BLOG