

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXI

No. 5

May 2014

## Dallas BA's Industry Investors for 2014



## BRIEFLY

**Notice to all Designation Holders:** If you have not kept up your designations with NAHB, renewing annually and keeping up with your continuing education requirements, they will take you off of their designation directory. As a result, the Dallas Builders Association will follow suit and remove you from their designations listing as well.

It can't be stressed enough how important it is to keep up your designations, especially after taking the time, energy and money to achieve the requirements for each designation. The designation still emphasizes that you went the "extra mile" for your clients and puts you above your competitors.

Contact NAHB directly to see where you stand and to get updated, by calling 1-800-368-5242, ext. 8155. You will not need to take any classes over as you have not "lost" the designation, you have only failed to keep renewed.

If you aren't connected with the Dallas BA through Facebook, Linked In or Twitter, you're missing lots of news, updates and photos that you won't see anywhere else. Start following today!

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Dallas BA wins four national Association Excellence Awards

The National Association of Home Builders has announced the winners for the Association Excellence Awards, which honors state and local HBAs for their successful programs in the previous year. The Dallas BA was selected for four AEA Awards for outstanding programming in 2013:

- \* Best Community Service Project Conducted for the Association's partnership with Operation Finally Home;

- \* Best Education Program for the Building a Better House continuing education series;

- \* Best Home or Industry Trade Show for the Dallas Builders Show; and

- \* Best Membership Recruitment/Retention Plan Implemented for the Dallas BA's on-boarding process and cloud-based collaboration for retention and recruitment.

"These awards are a well-deserved testament to the hard work of our members and staff in the last year,"

said Dallas BA Executive Officer Phil Crone, CGB, GSP, JD. "Thanks to them, our Association is widely regarded as being one of the most innovative in the nation."

This is the second consecutive year that the Association received an award for the Best Education Program. Last year's award, the Association's first since 2007, recognized the Technology Series. This year the Dallas BA received more AEA Awards than any other association except for Portland, who also received four.

The Texas Association of Builders received honors for their efforts to help the town of West rebuild and for their efforts to pass HB 5, which enables schools to better prepare students for careers in the construction industry.

The awards will be formally presented in August at the Association Leadership Institute Conference in St. Louis.



The Drees Homes team, McSAM Builder of the Year

## Winners announced in 2014 McSAM Awards

The Dallas Builders Association has announced winners of its 35th Annual McSAM Awards, presented April 10 in partnership with PIRCH. The McSAM Awards are held each spring to recognize "maximum creativity in sales and marketing." More than 300 entries were received this year, and winners were named in 46 categories.

The awards gala held at the Hotel InterContinental was a sellout. Amy Vanderoef, host of ABC's Good Morning Texas, was the master of ceremonies. The event was presented by the Sales and Marketing Council.

In the industry-judged awards, Drees Homes won the McSAM Builder of the Year award. Craig Ranch was named Master Planned Community of the Year – 200 acres or more, and Highlands at Trophy Club by Centurion American Development Group was named Master Planned Community of the Year – under 200 acres. Industry experts from around the country including builders, architects, interior designers and new home marketing professionals judged the awards.

See page 4 for photos and a list of winners.

## ARC Awards, Starlight AV, make Call for Entries

The annual ARC Awards, which recognize excellence for associates, remodelers and custom builders, has made its official Call for Entries. This year's gala is being presented in partnership with Starlight AV.

Early entry deadline is June 6 at 11:59 p.m., and the awards gala will be held Aug. 16 at The Westin Galleria. Finalists will be announced at a special reception hosted by Starlight AV at Dallas BA offices on July 17. Theme of this year's event is "Our Associates Make It Happen!"

Visit the website, ARCAwardsEntries.com for complete details on entry requirements, partnership opportunities, ticket prices and more.

Categories will be divided into price points based on entries received.

They are:

### Remodeling & Renovation

- ◆ Best Kitchen Remodel
- ◆ Best Bathroom Remodel
- ◆ Best Outdoor Living Space Remodel
- ◆ Best Wine Room Remodel
- ◆ Best Addition
- ◆ Best CAPS Remodel
- ◆ Best Commercial Remodel
- ◆ Best Whole-House Renovation

### New Construction

- ◆ Best Master Suite
- ◆ Best Kitchen
- ◆ Best Dining Room
- ◆ Best Interior Entry/Foyer
- ◆ Best Curb Appeal
- ◆ Best Townhome or Condo
- ◆ Best Green Built Home
- ◆ Best New Home

### Specialty

Builder & Associate Members Eligible

- ◆ Best Architectural Design
  - A. Traditional
  - B. Modern
- ◆ Best Overall Interior Design
- ◆ Best Conceptual Design
  - A. Architectural Design
  - B. Interior Design
- ◆ Best Living Room
- ◆ Best Outdoor Living Space
- ◆ Best Wine Room

### ◆ Best Study/Office

- ◆ Best Swimming Pool
- ◆ Best Unique "Other" Room
- ◆ Best Landscape Architecture
- ◆ Best Closet
- ◆ Best Website
- ◆ Best Media Room

### Of The Year Awards

- ◆ Associate of the Year
- ◆ Community of the Year
- ◆ Remodeler of the Year
- ◆ Custom Builder of the Year

## Booth sales begin for Dallas Builders Show

Booth sales are now open for the 2014 Dallas Builders Show Presented by Texas Door & Trim. 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.

Visit the Dallas Builders Show page under the Calendar tab at DallasBuilders.com for full details.



## Everyone welcome at OFH donor appreciation party!

All members are invited to the Donor Appreciation Party for the Operation Finally Home project for Sgt. Stephen Jackel and his family. The event will be presented in partnership with Bush Rudnicki Shelton on May 15 from 6:30 to 8:30 p.m. at the Dallas BA. Admission is a \$25 gift card for household purchases (e.g. Target, Home Depot, Bed Bath & Beyond, etc.)

The Jackel home is being built in Paloma Creek in Little Elm by Dallas BA Past President Tim Jackson. The home is projected to be completed this month.

Sgt. Jackel lost both legs while performing convoy security duties in Afghanistan and an IED exploded under his vehicle. He served multiple tours and earned numerous service awards.

Please visit May 15 on the Calendar page at DallasBuilders.com to make reservations.

BUSH | rudnicki | Shelton  
REALTY, INC. | REALTOR



Sgt. Jackel and family will soon be moving into their new home but you can still help by bringing a \$25 gift card to the May 15 Donor Appreciation Party hosted by Bush Rudnicki Shelton at Dallas BA offices.

## Services held for Past President Mike Mahaffey

Services were held April 22 for Mike Mahaffey, 72, who died unexpectedly in his home in Garland April 14. He had served as president of the Dallas BA in 1979 and president of the Texas Association of Builders in 1986.

While in college, Mahaffey started working part time in sales and construction with his father's homebuilding firm. In 1967, he joined with his father to form Mahaffey Construction Company and started building FHA-VA homes. At age 24, he became the youngest member of the Garland Planning Commission.

In 1969, Mahaffey became the sole owner of the company which was then operating as Greenbriar Homes. After 8 years of successful operations, he sold a majority interest of Greenbriar to a group of French investors, remaining as President and CEO. During his 13 years as head of the company, Greenbriar built and sold more than 2,000 homes. In 1981, Mike again formed his own company and began developing land, selling lots and engaging in some homebuilding.

In 1978, Mahaffey was inducted as the 36th president of the Dallas Builders Association, marking the second time that a father and son had

been elected to the presidency of the Association. His father, John Mahaffey, was the 23rd President in 1965. He was the first Dallas Association builder to achieve "Purple Coat" status which recognized his recruitment of 194 new members. After completing his term, he was named to the NAHB key Budget Committee for two three-year terms. I

He was a Certified Graduate Builder, and had been a Senior Life Director of the NAHB, president of the Mesquite Division and of the FHA-VA Division. He chaired the Association's Membership Committee and the popular Southwestern Builders Exposition and Homeshow. In 1987, He served on the economic Development Board of the City of Dallas.

In lieu of flowers, the family has requested that donations be made to the Dallas BA's preferred charity, Operation Finally Home, the American Diabetes Association or the charity of your choice.



## Mid-term progress report: Dallas BA has had terrific past 6 months, more to come

Wow, has it really been almost 6 months since that wonderful evening at the Belo Mansion? Time flies when you're busy, and we've definitely been busy with the Dallas BA over the last 6 months. As the theme of the year is "Growth," I am happy to report that our membership is up nearly 10% in the last 6 months! That is great, but we are not going to stop there! With our new monthly payment plan, joining the Dallas BA is easier than ever.

We have now had our Volume Builders/Developers Council, led by Vice President/Secretary Donnie Evans, running for almost a year and have added more large volume builders to the Association in the past year than ever. Our programming each month for this Council has been phenomenal, with the building officials for most of the fastest growing cities having come and spoken to the group. These have included Little Elm, Prosper, Celina, Frisco, McKinney and Rockwall. This group continues to grow, and we expect to add a few more developers and volume builders in the next few months.

Our education programming is again off to a great start with the Building a Better House series continuing to attract large groups of builders. Our new audio video capabilities in our offices have allowed us to start webcasting our education programs and select meetings. Our recent meeting with Congressman Pete Sessions was the first live video streamed on the internet from the Dallas BA's office. We are also in the

planning stages of a "remodel" of the front entryway and bathrooms of the Association office, which we hope to have completed by summer.

Since taking the oath of office I have had the honor of representing your Association at Texas Association of Builders ("TAB") meetings as well as at the recent International Builders Show ("IBS") in Las Vegas. At the recent TAB meeting it was great to see two of our very own, Past President George Lewis and Mike Sugrue, honored by our State Association. George's lifetime achievement award and Mike's Developer of the Year award were both well-deserved and show that these two gentlemen are dedicated members of our Association and the homebuilding industry.

We are also honored to have received four Association Excellence Awards: Best Membership Recruitment Plan, Best Community Service Project, Best Education Program and Best Home Show. These awards will be presented by the NAHB in August.

At IBS I heard the President of NAHB Rick Judson say "We are the Survivors!" Well, it is time for these survivors to start growing once again. With only 22,000 +/- permits in DFW last year, we are still 50% below what the experts say is the amount of new homes we need to build just to support our population growth. A recent Forbes article recognized Dallas as the second best place in the US to invest in residential real estate (just behind Ft. Worth). I just want to remind all our Build-

Jeff Dworkin, CGP  
2013-2014  
President  
Dallas Builders  
Association



ers and Associates that our Officers, Board of Directors and Staff are all here to assist you in any way we can as you build the American Dream here in Dallas (whether or not you are a developer, builder or remodeler).

I hope to see each and every one of you at an upcoming Dallas BA event. Whether it is the ARC Awards, After Hours or this fall's Golf Tournament or Dallas Builders Show, there are plenty of great events to attend in the next few months!

## ND/CC will present 'How to Houzz'

The North Dallas/Collin County Division will present "How to Houzz" featuring Deepa Mungara at its regular May 28 luncheon.



Deepa Mungara

For home professionals, technology tools extend far beyond space planning and drafting. Today, technology is used to communicate more effectively with clients, tell engaging stories about you and your portfolio of work and market your business with scale and efficiency, in the office or on the go. During this session, discover how you can harness Houzz and integrated technologies to do just this — improve business efficiency, reach new prospective clients and streamline communications.

To accommodate a larger than usual crowd, registration and lunch will begin 30 minutes earlier than usual, at 11 a.m. The program will begin at 11:30 a.m. The meeting will be held at Hilton Garden Inn in Richardson.

Meeting partners are Plans by Land, KJ Custom Screens & Design, T-N-T Drafting & Design. ND/CC's year-long partners are Starlight AV, MLAW Engineers and Morrison Supply.

Online reservations are highly recommended for this meeting. Reservations will close two business days prior to the luncheon. Walk-ins are welcome upon availability at an increased price. Make reservations on the Calendar at DallasBuilders.com.

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BARCIE VILCHES, Editor

## AFTER HOURS

Thursday, May 29  
6-8 p.m.  
hosted by



2501 William D. Tate, Grapevine

Enjoy complimentary food & beverages while networking in a casual atmosphere. Please make reservations.

Builders Jackpot – \$800

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## Why you should be concerned about EPA's proposed Clean Water Act draft rule

In this informative editorial written by environmental attorney and Dallas Builders Association member Mark McPherson, you will learn about two property owners who saw, first hand, the dangerous results of the EPA's overreaching regulatory enforcement.

To understand just how gargantuan my concerns are about the EPA's new Clean Water Act "waters of the US" draft rule, let's consider two real life stories from the EPA's files. First up, Michael and Chantell Sackett.

The Sacketts bought a 2/3rds acre residential lot in Northern Idaho. Between their lot and Priest Lake (which is surrounded by mountains) sat several lots already developed with houses. The Sackett's lot needed some pre-construction prep work, so in April and May of 2007, they filled in about 1/2 acre of their lot to level it out.

Months later, the EPA sent the Sacketts a written notice that the land they filled in included "waters of the US" (wetlands related to Priest Lake) and, as such, they were in violation of the Clean Water Act for failing to obtain a permit from the US Army Corps of Engineers before disturbing their land. The notice came with a Compliance Order, which among other things included a Restoration Work Plan, drafted by the EPA, directing them as to how, and how quickly, the EPA required them to restore their land to its pre-construction condition.

Here's where things get sticky. The Clean Water Act authorizes the EPA to impose a civil penalty against violators of up to \$37,500 per day, from the day the land is first disturbed until the day it is restored. The EPA believes the amount doubles, to a maximum of \$75,000 per day, when the EPA prevails against a person who has been issued a compliance order and has failed to comply. That's \$37,500 for violating a statute, and \$37,500 for violating a compliance order. So the EPA puts alleged violators in this squeeze: do what we say now, and pay no more than \$37,500 per day, OR don't do what we say, and risk having to pay us \$75,000 per day once we decide to sue you in court for the violation. And once the EPA issues a compliance order, the US Army Corps of Engineers won't issue a permit for that land until the alleged violators complete the compliance order requirements.

With no good option, the Sacketts sued the EPA for violating their right to due process of law. And fortunately, in March of 2012, the US Supreme Court (9-0!) ordered the EPA to allow alleged violators the right to challenge these compliance orders when they are issued. Even the US Supreme Court had no hesitation calling this tactic "strongarming." In my opinion, the Supreme Court chastised the EPA for using unreasonably sharp, harsh tactics in their enforcement efforts. But the EPA must have read a different opinion than I did, because they are still continuing those harsh tactics, so here's the second, more recent story.

In 2011, Andy Johnson pulled a permit from the Wyoming State Engineer's Office to construct a stock tank on his property in Southwestern Wyoming, by damming up Six Mile Creek as it ran across his property. At this point Six Mile Creek flowed two feet wide and about six inches deep. Not. Navigable. He dug a hole, lined the stock tank with large rocks and put a drain at the bottom. While he built the stock tank, the water flowed through the drain. When he finished, he closed the valve on the drain. Now water flows out of the stock tank like a spillway.

In October of 2012, the US Army Corps of Engineers inspected the stock tank and concluded it was a pond instead of a stock tank, and concluded that this portion of Six Mile Creek contained "waters of the US" ... into which Andy discharged fill material without a permit. Six Mile Creek is a tributary of Blacks Fork Creek, which is a tributary of Green River, which is clearly navigable. But water has to successfully travel almost 100 miles to get from six-inch-deep Six Mile Creek to the navigable Green River. Undaunted, the EPA sent Andy one of their infamous compliance orders and assessments of \$75,000 per day until Andy deconstructs his properly-permitted-by-Wyoming stock tank/pond.

The "which is it, a pond or a stock tank" is critical to the EPA's success here, because stock tanks are generally exempt from the EPA's Clean Water Act jurisdiction. Ponds aren't.

Now, if these true stories stand as examples of how EPA intends to operate after completing its current "waters of the US" rulemaking which will greatly expand the lands subject to its jurisdiction under the Clean Water Act, and I believe they do, these stories should give pause to each and every landowner throughout the country.

A possible sanction of \$37,500 per day, for every day the condition of the land is in violation, in and of itself fiercely preaches against adopting a rule that is the least bit vague or ambiguous. It argues against adopting a rule that is illogical to the reasonable person. When that possible sanction doubles to \$75,000 per day, and when that possible sanction also includes the cost of restoring the land to its pre-disturbance condition before being able to even attempt to obtain a permit, well, let me state it positively. Such a rule would be generally considered insane by reasonable persons. No reasonable person would willingly submit themselves to such a rule.

We can do better than this new EPA draft rule proposal. I believe it is possible to design and write a rule that has a much better probability of bringing about on Earth the Heavenly goals listed in the Clean Water Act. You probably have some good ideas too. But this rule can't improve without concerned citizens and businesses getting involved in the rulemaking process. Please take the time and energy to write and submit written comments. (Contract David Lehde at 214-615-5014 or david.lehde@dallasbuilders.com for details on submitting comments.)

Mark McPherson of the McPherson Law Firm represents clients in all aspects of environmental law.



Mark McPherson



## Association Working to Address State Water Needs

David Lehde  
Director of  
Government  
Affairs



Dallas Builders Association is taking an active role in the effort to address area and state water needs. TAB recently created a Water Task Force that will monitor the implementation of HB4 and State Water Implementation Fund for Texas (SWIFT) funding as it moves forward. The Association was successful in advocating for the creation of the funding mechanism in the last legislative session and worked to bring light to the need for Texas voters to approve the measure via Proposition 6 as it passed on the November 2013 ballot.

As the Texas Water Development Board (TWDB) now moves to implement SWIFT's low interest financing, each of TWDB's 16 regions must prepare final submittal of their 2011 water plan and list their region's projects for priority consideration. The Dallas BA representing members of the TAB Water Task Force will remain engaged in our own Region C's process on the 2011 plan, as well as the soon to be drafted 2016 plan.

Even with conservation efforts accounting for 12 percent, and water reuse (another means of conservation) accounting for an additional 11 percent

of Region C's projected volumes for its long term water plan, the area's planned population growth far outpaces possible conservation strategies. By the most liberal estimate, conservation cannot make up all the unmet water need that Region C will have over the next 50 years. This is especially concerning when you consider the fact that Region C holds 26 percent of the Texas population. A number that is expected to increase 96 percent by 2060. That means Region C and TWDB, both by need and by statute, must plan to meet long term water needs for close to 13 million people, all the while considering the negative socioeconomic impacts that would occur should they not do so.

In short, Texas, and Region C, need new water resources. Dallas BA will be watching closely as Region C works to look for those new resources, including the proposed Marvin Nichols Reservoir which has been in water plans since 1968. We will have more updates as we move through the process of keeping the lifeblood of builders, and all Texans, pumping through the Lone Star State.

## Do Business With a Member!

Last Month's Featured Associates:

Freedom Title

Arrow Exterminators

Details at DallasBuilders.com

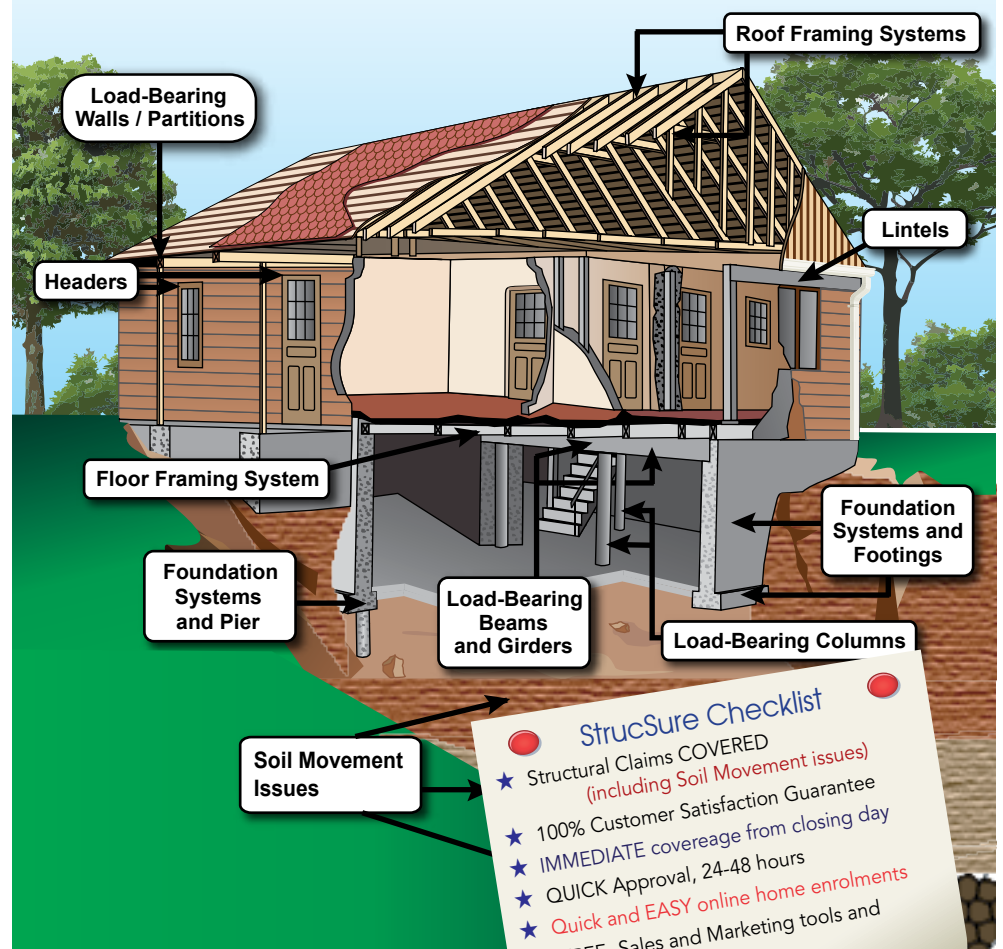


## What Does Your Warranty Cover?



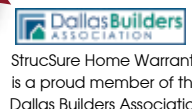
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### Construction Monitor

#### Dallas Metro Building Permit Summary

Residential	Permits	Value	Units
Single Family Homes	5,018	\$1,376,755,404	5018
Duplexes & Twin Homes	30	\$8,773,213	60
Apartments & Condos	52	\$87,006,280	3236
Other Residential Structures	114	\$5,367,028	0
Swimming Pools & Spas	1,187	\$47,840,246	0
Alternative Residential Energy	44	\$770,430	0
Garages & Carports	81	\$6,052,895	0
Res Rmdl, Addn, Int Fin	954	\$88,808,812	0
Reroof Residential	60	\$2,231,668	0
<b>Total Residential Const</b>	<b>7,540</b>	<b>\$1,623,606,144</b>	<b>8,314</b>

#### Dallas Metro Building Permit Summary

Residential	Permits	Value	Units
Single Family Homes	232	\$55,904,263	232
Demolition	28	\$193,600	0
Footing & Foundation	104	\$342,901	0
Duplexes & Twin Homes	1	\$227,556	2
Apartments & Condos	13	\$35,089,572	2625
Other Residential Structures	7	\$414,300	0
Swimming Pools & Spas	62	\$2,182,177	0
Alternative Residential Energy	3	\$55,500	0
Garages & Carports	6	\$2,748,000	0
Res Rmdl, Addn, Int Fin	46	\$3,333,591	0
Reroof Residential	5	\$156,570	0
<b>Total Residential Const</b>	<b>507</b>	<b>\$100,648,032</b>	<b>2,859</b>

#### Dallas Metro Single Family Builders

Builder	Homes	Value
1 DR Horton	696	\$122,968,213
2 K Hovmanian Homes	176	\$70,275,336
3 First Texas Homes	233	\$65,134,940
4 Pulte Homes	259	\$54,416,434
5 Highland Homes	157	\$49,839,240
6 Lennar Homes	179	\$47,086,237
7 Beazer Homes	166	\$41,569,661
8 Darling Homes of	115	\$37,935,273
9 Bloomfield Homes	169	\$35,787,621
10 Standard Pacific	105	\$33,234,735
11 Grand Homes	89	\$31,480,932
12 David Weekley	76	\$26,631,968
13 Meritage Homes	81	\$26,402,027
14 American Legend	87	\$24,072,957
15 Toll Brothers	47	\$22,641,611
16 Landon Homes	68	\$19,465,412
17 History Maker Homes	99	\$19,451,487
18 Drees Custom Homes	55	\$17,831,522
19 Megafel Homes Inc	72	\$17,117,629
20 Gallery Custom	30	\$15,858,274
21 Ashton Woods Homes	61	\$14,290,261
22 First Texas Custom	42	\$12,642,980
23 Gehan Homes	41	\$11,997,656
24 Sumner Homes	40	\$10,575,464
25 M Christopher	21	\$10,528,171
26 Holiday Builders	42	\$10,108,095
27 Ryland Homes	31	\$10,018,220
28 Shaddock Homes	26	\$9,329,807
29 Paul Taylor Homes	24	\$8,491,829
30 Lionsgate Homes	27	\$8,170,085
31 LGI Homes	55	\$8,087,108
32 Dunhill Homes	26	\$7,041,511
33 Innovation Builders	21	\$6,574,966
34 Altura Homes Lp	29	\$6,509,199
35 Impression Homes	48	\$6,092,150
36 Meritage Homes	16	\$5,869,499
37 Huntington/Sanders	8	\$5,766,222
38 Windsor Homes	17	\$5,668,963
39 Robson Ranch	20	\$5,478,242
40 Antares Homes	37	\$5,473,555

# Winners announced in McSAM Awards presented by PIRCH

**Rookie Sales Person of the Year**  
Matt Lasiter  
Drees Custom Homes

**Sales Professional - selling product to First Time Buyer**  
Toni Petty  
CB JENI Lifestyle Homes

**Sales Professional of the Year - sales price under \$300,000**  
Vina McKay  
CB JENI Lifestyle Homes

**Sales Professional of the Year - sales price between \$300,001 & \$400,000**  
Wendi Leigh  
Normandy Homes, a CB JENI Company

**Sales Professional of the Year - sales price between \$400,001 & \$500,000**  
James Green  
Drees Custom Homes

**Sales Professional of the Year - sales price between \$500,001 & \$600,000**  
Don Dail  
Drees Custom Homes

**Sales Professional of the Year - sales price between \$600,001 & \$800,000**  
Donna Fitzgerald  
Toll Brothers

**Sales Professional of the Year - sales price over \$800,000**  
Jennifer Traver  
M. Christopher Custom Homes

**Online Sales Counselor of the Year**  
D'Anne Lancaster  
Toll Brothers

**REALTOR of the Year**  
Laura Barnett  
RE/MAX DFW Associates

**Sales Manager of the Year**  
Nancy Scott  
CB JENI Lifestyle Homes

**Marketing Professional of the Year - Builder**  
Brandy Parker  
CB JENI Lifestyle Homes

**Marketing Professional of the Year - Developer**  
Alvin J. Jackson, Jr.  
Centurion American Development Group

**Best Logo**  
Harvest  
Hillwood Communities  
Created by Anderson Hanson Blanton

**Best Brochure - Developer**  
Light Farms  
Republic Property Group  
Created by Tractorbeam

**Best Brochure - Builder**  
Drees Custom Homes

**Best Print Ad**  
Harvest  
Hillwood Communities  
Created by Anderson Hanson Blanton

**Best Signage**  
Light Farms  
Republic Property Group  
Designed by Tractorbeam  
Signage by Trinity Signs

**Best Community Entry Feature**  
Harvest  
Hillwood Communities  
Designed by Anderson Hanson Blanton

**Best Internet Media Campaign**  
Craig Ranch  
Created by Anderson Hanson Blanton

**Best Social Media Campaign**  
Harvest  
Hillwood Communities  
Created by Anderson Hanson Blanton

**Best Website - Builder**  
MChristopher.net  
M. Christopher Custom Homes  
Created by Anderson Hanson Blanton

**Best Website - Community**  
Light Farms  
Republic Property Group  
Created by Tractorbeam

**Best Special Event/Promotion**  
The Tribute Lakeside Golf & Resort Community – REALTOR Rewards  
Matthews Southwest  
Created by Anderson Hanson Blanton

**Best Advertising Campaign**  
Lantana  
Republic Property Group  
Created by Matchbox Studio

**Best Sales Office - Community**  
Shady Oaks  
Standard Pacific Homes  
Designed by Anderson Hanson Blanton

**Best Sales Office - Masterplan**  
Light Farms

Republic Property Group  
Designed by Erika Everett Yeaman

**Best Interior Merchandising - sales price under \$300,000**  
Harvest Gardens – The Cedaridge  
David Weekley Homes  
Merchandised by Kathy Andrews Interiors, Inc.

**Best Interior Merchandising - sales price between \$300,001 & \$400,000**  
5038 Claiborne at Preserve  
Standard Pacific Homes  
Merchandised in house

**Best Interior Merchandising - sales price between \$400,001 & \$500,000**  
Phillips Creek Ranch – Plan 598  
Highland Homes, LTD  
Merchandised by IBB Design

**Best Interior Merchandising - sales price between \$500,001 & \$600,000**  
6042 Granville at Phillips Creek Ranch  
Standard Pacific Homes  
Merchandised in house

**Best Interior Merchandising - sales price between \$600,001 & \$800,000**  
Phillips Creek Ranch – Plan 6171  
Huntington Homes  
Merchandised by IBB Design

**Best Interior Merchandising - sales price over \$800,000**  
Rockland Farms Model  
M. Christopher Custom Homes  
Merchandised in house

**Best Outdoor Living Space**  
Shady Oaks  
Standard Pacific Homes

**Best Architectural Design - sales price under \$300,000**  
5023 Weston at The Preserve at Pecan Creek  
Standard Pacific Homes  
Designed by Kipp Flores Architects

**Best Architectural Design - sales price between \$300,001 & \$400,000**  
5205 Pershing at Stone Hollow  
Standard Pacific Homes  
Designed by Kipp Flores Architects

**Best Architectural Design - sales price between \$400,001 & \$500,000**  
6536 Marshall at The Bluffs  
Standard Pacific Homes  
Designed by Kipp Flores Architects

**Best Architectural Design - sales price \$500,001 & \$600,000**  
6044 Glenmore at Phillips Creek Ranch 1  
Standard Pacific Homes  
Designed by Kipp Flores Architects

**Best Architectural Design - sales price between \$600,001 & \$800,000**  
7006 Shenendoah at Phillips Creek Ranch 1  
Standard Pacific Homes  
Designed by Kipp Flores Architects

**Best Architectural Design - sales price over \$800,000**  
Rockland Farms Model  
M. Christopher Custom Homes  
Designed by Ikemire Architects

**Best Architectural Design - Attached Home Plan**  
Brick Row – The Zoe  
CB JENI Lifestyle Homes  
Designed by BSB Design

**Best Custom Home of the Year**  
Central Living  
David Weekley Homes  
Designed by Michael Lyons Architect

**Home of the Year**  
7006 Shenendoah at Phillips Creek Ranch 1  
Standard Pacific Homes  
Designed by Kipp Flores Architects

**Best Green Building Program**  
McGuyer Homebuilders, Inc.

**Builder of the Year**  
Drees Custom Homes

**Multifamily Rental Community of the Year**  
Alexan Urban Center  
Trammell Crow Residential  
Designed by Meeks + Partners  
Interiors by Faulkner Design Group

**Master Planned Community of the Year - under 200 acres**  
Highlands at Trophy Club  
Centurion American Development Group

**Master Planned Community of the Year - 200 acres or more**  
Craig Ranch



See all McSAM Awards Photos at [DallasBuilders.com/Calendar/Special Events/Event Photos](http://DallasBuilders.com/Calendar/Special Events/Event Photos)

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JIM WILSON PHOTOGRAPHY

# Lee Lighting hosts March After Hours



Host Geanie Vaughan, Lee Lighting, presents a gift certificate for \$500 to Tom Goll, T/JG Contractor Services.



Kevin McLain, Dow Building Solutions, wins a \$50 gift card, courtesy of Lee Lighting.



Scott Foster, Ultimate Impression, won a mirror and stand.



Tim Kinney, Lee Lighting, door prize winner Todd Hall, Sherwin-Williams, who won a Lee Lighting lamp, and Sheri Vigoda, Lee Lighting



Jeff Reed, Attic & Filter Services, also won a lamp from Lee Lighting. Offering congratulations are Tim Kinney and Sheri Vigoda.



Door prize Leslie Wadle, IMC, claims her lamp from Tim Kinney and Sheri Vigoda.



Michael Turner, Classic Urban Homes, wins a glass vase, presented by Tim Kinney and Sheri Vigoda.



Tim Kinney and Geanie Vaughan of Lee Lighting, present a giant bull head to prize winner Dave Hambley, Meletio.



Nita Hunter, Choate USA, was the business card drawing cash door prize winner.



## Associates, this is YOUR year at 2014 ARC Awards!

Attention all Dallas Builders Association members! The 2014 ARC Awards presented by Starlight AV is open for entries!

This year's theme is "Our Associates Make It Happen!" and as such we have tweaked the entry process for Associate of the Year. If you believe you have earned that honor, please log on at [ARCAwardsEntries.com](http://ARCAwardsEntries.com) and enter your name. You'll need a marketing statement as to why you should be selected and four letters of recommendation (uploaded as PDFs), plus, of course your entry fee.

So, lets all get out there and start our entry process! You are now on the clock!



ARC Chairman John Todd, Elite Remodeling



### Chamberlain, Hoffmann Earn Spike Awards

Membership Coordinator Charli Henderson presents Spike Awards to Past President Joe Chamberlain, Caprock Custom Construction, left, who has reached the 100d Spike level, and to Alan Hoffmann, Alan Hoffmann LLC, who is a new Spike Candidate with his first 6 credits.



### Mike Sugrue Recognized

Dallas BA President Jeff Dworkin presents Mike Sugrue of StoneLeaf Homes of Distinction a certificate of appreciation at the April Board of Directors meeting. Sugrue was named the Texas Association of Builders' Developer of the Year and has also made significant contributions to the rebuilding effort in West.

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*The New Horizon*

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

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

# Texas Door & Trim hosts Dallas BA's annual Crawfish Boil April 24



Susannah Castorena, Land Pro Creations, with Jeff Dworkin who won a \$3,000 gift card to Land Pro



Matt DeVance of DeVance AV won a Land Pro floral arrangement



Marcy Mango of Choate USA also won a Land Pro floral arrangement



Gayle Chamberlain won Rangers tickets from Intex Electric



Madonna Esparza of Grand Homes won a Lowe's gift card from First United Bank



Dee Dee Williamson, DeVance AV, won a Home Depot gift card from Trustile



# Team of Carter & Murphy win PAC Washer Tournament



Title Partner Rich Messenger of Texas Door & Trim, center, congratulates tournament winners Frank Murphy and Jerry Carter.

HOME PAC of Greater Dallas held a Washer Tournament on April 24 at the Association's Annual Crawfish Boil. Teams competed for the opportunity to compete in TAB's HOME PAC FUNdango and Statewide Washers Tournament on Tuesday, July 22, at the 2014 Sunbelt Builders Show in San Antonio. Representing HOME PAC of Greater Dallas this summer will be the team of Past President Jerry Carter, Jerry Carter Homes, and Dallas BA First Vice President Frank Murphy, Wynne/Jackson Inc.. A special thank you to all who participated on April 24.

# Sunbelt Builders Show to be held July 23-24 at JW Marriott Hill Country Resort

Celebrating an exciting 14th year, the Sunbelt Builders Show™, hosted by the Texas Association of Builders, will be held on July 23 and 24 at the spectacular setting of the JW Marriott® San Antonio Hill Country Resort. Over the years, the Show's reputation has grown as Texas' comprehensive "one stop" event for home builders.

Sunbelt 2014 will assemble residential construction industry professionals from around the state to discover trending products, services and ideas. Attendees will enjoy two days of keynotes, exhibitor education sessions on the trade show floor, a special Sales & Marketing Workshop to zero in on a purposeful marketing strategy, and of course a range of networking opportunities.

The exhibitor marketplace will feature the industry's top suppliers and manufacturers showcasing innovative and trending products. This year, look for more informal demos and education

sessions inside booths.

The 2014 Opening Session speaker, Steve Gilliland, kicks off the Show. A master storyteller, Steve built a multimillion-dollar company from the ground up on the same philosophy he expounds to his audiences.

A timely panel discussion on the future of water in our state is included in the lineup. With Texas' population expected to grow by 82 percent in the next 50 years, ensuring Texas' future water supply is vital to the residential construction and development industry and the state's continued economic growth. This session offers the opportunity to hear from leaders in the State Water Plan funding implementation process. Senator Troy Fraser and Carlos Rubinstein, Chairman, Texas Water Development Board, have been invited to discuss the status, direction and future of the Plan that affects every Texas citizen.

Visit [SunbeltBuildersShow.com](http://SunbeltBuildersShow.com) for full details and to register.



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# CAPS training begins May 22

The Certified Aging in Place Specialist (CAPS) designation teaches the technical, business management, and customer service skills essential to competing in the fastest growing segment of the residential remodeling industry: home modifications for the aging-in-place. The Dallas BA will offer the following classes to obtain this designation:

**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 remodel-

ing and related industries. *May 22, 9 a.m. to 5 p.m. Instructor: Bill Slease, CGB, CAPS, Tapestry Custom Homes*

**CAPS II: Design/Build Solutions for Aging and Accessibility.** Learn the significance of good design in making modifications that can transform a house into a safe, attractive, and comfortable home for life. *June 26, 9 a.m. to 5 p.m. Instructor: Armando Cobo, CAPS, CGA, CGP, MCGP, Armando Cobo Designer*

**Business Management for Building Professionals.** This course will give you a solid foundation for managing small to me-

dium size building/remodeling and service companies. Note: You are exempt from this class if you already have another NAHB designation. *July 31, 9 a.m. to 5 p.m. Instructor: Paul Evans, CGA, CGP, BMC.*

Each class costs \$210 for members and \$310 for nonmembers and includes all books and materials, a continental breakfast and lunch. Classes are presented by Structure Home Warranty. Lunch is provided by Hotchkiss Insurance Agency and DOW Building Solutions. Additional partners are Security 1 Lending and Next Day Access. Visit [DallasBuilders.com](http://DallasBuilders.com) for details.

## NEW MEMBERS

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Visit [DallasBuilders.com](http://DallasBuilders.com) for complete contact information on these new members.



### Certified Green Professional (CGP) Graduates

Congratulations to our newest CGPs, who earned their designations after successful completion of the Green Building for Building Professionals class held April 8-9. From left are Barry Collins, CGP, BAS Construction; Tag Gilkeson, GSP, CGP, T-N-T Drafting & Design; Travis Lyon, CGP, Lyon Homes; Tanya DeSandro, CGP, Humphreys & Partners Architects L.P.; Barry Hensley, CGP, MCGP, Hensley Premier Builders-Instructor; Alan Hoffmann, CGP, Alan Hoffman LLC; Donnie Evans, CGP, Onyx Homes, L.P.; Patrick McCowen, CGB, CGP, McCowen-Sainton Inc.



### Certified Graduate Builder (CGB) Graduates

These builders earned their Certified Graduate Builder professional designations after completing the Green Building for Building Professionals class last month. From left are Alan Hoffmann, CGP, CGB, Alan Hoffman LLC; Travis Lyon, CGP, CGB, Lyon Homes; and Tag Gilkeson, GSP, CGP, CGB, T-N-T Drafting & Design.

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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.



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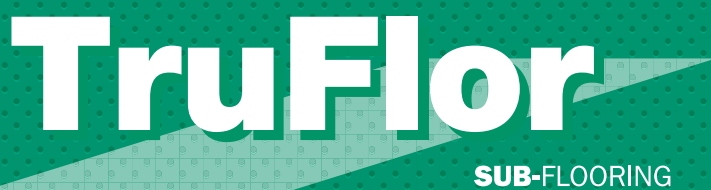




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