

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXI

No. 7

July 2014

Dallas BA's Industry Investors for 2014



T. Boone Pickens will keynote Oct. 23 Dallas Builders Show presented by Texas Door & Trim

Legendary business magnate and financier T. Boone Pickens will open the 2014 Dallas Builders Show Oct. 23. Mr. Pickens will share his insights on how to power the growth of Texas and what business professionals need to do in order to succeed in a difficult and changing political and regulatory environment.



is the Hardest, also detailed what this country must do to win back its energy independence. He is also aggressively pursuing a wide range of other business interests, from alternative energy options to Clean Energy, a clean transportation fuels company he founded and took public in May 2008 (the eighth entity he has helped go public in his career).

T. Boone Pickens is one of the nation's most successful businessmen, first building one of the nation's largest independent oil company, Mesa Petroleum, and later reinventing himself in his 70s as one of the most successful investment fund operators with BP Capital. In July 2008, he launched the Pickens Plan (www.PickensPlan.com), a grass-roots campaign aimed at reducing this country's crippling addiction to OPEC oil.

His 2008 book, *The First Billion*

CNBC has dubbed him "Oracle of Oil" for his uncanny knack of predicting oil price movements. His many professional honors include membership in the Horatio Alger Association of Distinguished Americans, the Texas Business Hall of Fame, and the Oklahoma Hall of Fame. In 1998, the Oil & Gas Investor listed him as one of the "100 Most Influential People of the Petroleum Century."

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T. Boone Pickens, keynote speaker for the Dallas Builders Show, is a dynamic force in his industry, as evidenced by his fellow Dallas chief executives selecting him as DCEO magazine's 2013 CEO of the Year.

BRIEFLY

You can still register for the Sunbelt Builders Show™, hosted by the Texas Association of Builders, on July 23-24 at the JW Marriott® San Antonio Hill Country Resort. Sunbelt 2014 will assemble residential construction industry professionals from around the state to discover trending products, services and ideas. Sunbelt features two days of keynotes, exhibitor education sessions on the trade show floor, marketing workshop, and a range of networking opportunities. Visit SunbeltBuildersShow.com.

The Dallas BA has announced its partnership with Houzz and our participation in the Houzz Affiliation Badge Program. Houzz has become the leading online platform for home remodeling and design. With more than 20 million homeowners using Houzz everyday, we know that using Houzz can help members build their brand and grow their business. The Badge Program will let you showcase your Dallas BA affiliation right on your profile and on your website if you are using Site Designer. Please follow us on Houzz and add our badge to your professional profile to let clients and prospects know that you are a member of the Dallas BA.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Business Management class offered July 31

Title Partner StrucSure Home Warranty and the Education Department are offering the Business Management for Building Professionals class on July 31, from 9 a.m. to 5 p.m.

This class is the core class for all NAHB designations: CAPS, CGA, CGB, CGP, CGR, Master CGP, Master CSP and also counts as six hours of continuing education for CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP, MIRM and AIA.

Participants will 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. It explains critical elements from planning to evaluating progress and presents practical tips

and tools for managing a business successfully. You'll get a solid grasp of business best practices and practical tools of value whether you are a new or experienced business owner.

As a graduate, you will be able to:

- Identify common business challenges and ways to overcome them;
- Describe the three basic functional areas of a business;
- Describe how to plan effectively for achieving business success;
- Describe the organization and processes that a company needs to have in place to run efficiently;
- Identify methods for recruiting, interviewing, training and retaining quality personnel;
- Identify performance tools to help you achieve success;

- Identify methods for evaluating your progress.

The fee is \$210 for Dallas BA members, \$310 for non-members and includes a class booklet, continental breakfast and lunch, compliments of Hotchkiss Insurance Agency and DOW Building Solutions.

Instructor, Paul Evans, CGA, CGP, with BMC, says, "By taking the business development class with the Dallas BA you will leave with a better understanding of how to set up a new business and

align your business with better efficiencies and time management qualities. Also, you will build the skills needed to hire and train new people. This class will be built and geared towards building a better business related to the home building industry."

To register go to the calendar on DallasBuilders.com. Online registration ends on July 29. Avoid a late registration fee of \$15 by signing up by July 28. Call Director of Education Stephanie Bosslet at 214-615-3881, with any questions.

Dallas BA seeks nominations for 2015 Board of Directors

Each year the Dallas BA searches the ranks of its members to find those who want to take an active role in the leadership of the Association and the evolution of the home building industry in the area.

The Association Board of Directors is selected by the membership in an election at the end of each summer. This is accomplished through a series of steps that will first seek out interested candidates, then affirm their willingness to become a leader, not just a Board member.

Once the Nominating Committee completes the review of the interested candidates, it then prepares recommendations and the ballot.

If you are interested, or know someone who is, now is the time to let the Nominating Committee know. Keller Webster is chairman of the committee this year.

Demands of a Director

Each director is elected for a one-year term. He/she is expected:

1. To attend the monthly Board meetings;
2. To attend all Dallas BA general functions;
3. To invest in HOMEPAAC of the Dallas Builders Association;
4. To take an active role in the committee structure of the Dallas BA;
5. To be active in recruiting new members; and
6. To support the special events of the Dallas BA (e.g. Speed Networking, ARC Awards, Dallas Builders Show).

Express your interest or make a nomination by emailing Stephanie Bosslet at stephanie.bosslet@dallasbuilders.com. Please put "Nominating Committee" in the subject line.

Please respond by Friday, July 25, at 5 p.m.

ARC Awards finalists announced July 17

Finalists in the 2014 ARC Awards, which recognize excellence for associates, remodelers and custom builders, will be announced at a special reception hosted by Starlight AV on July 17. This is a free event; however, reservations are required and can be made by visiting DallasBuilders.com. The reception will be held at Dallas BA offices.

This year's ARC Awards gala is being presented in partnership with Starlight AV on Saturday, Aug. 16, at The Westin Galleria. The evening begins at 6 p.m. with a cocktail reception hosted by Centurion American Development Group. Tickets are \$85 for members, \$90 for non-members. Tables of 10 are available for \$800.

Theme of the ARC Awards is "Our Associates Make It Happen!" Chairman John Todd of Elite Remodeling says the goal is to "recognize our associates who made it happen for a particular project."

The ARC Awards would not be possible without the support of partners. With six levels of partnerships, there is one that fits every company and individual. Make your commitment today, because the sooner you act, the more exposure you'll receive. Get details at ARCAwardsEntries.com.

Partners to date include Starlight AV, Centurion American Development Group, Legacy Texas Insurance Services, Childress Engineering Services, Ferguson Enterprises, Tempo Mechanical, Tex Energy Solutions, Pella Windows and Doors, Crawford Electric, 1-877-8-Dump-It, Inc., Owens Corning, Capital Distributing, Southwestern Carpets, Pro-Build South Central, StrucSure Home Warranty, Douglas Custom Cabinets, Arizona Tile, Texas Builders Resource Group, Zetley Distributors and Exclusive Media Partner *D Home* magazine.

Boone Pickens to keynote Dallas Builders Show

continued from page 1

During the span of his career, Pickens has given away more than \$1 billion to philanthropic causes. He is among the most generous university benefactors of all time, having contributed more than \$500 million to his alma mater, Oklahoma State University, divided evenly between academics and athletics.

Prime exhibit space is still available for the Dallas Builders Show Presented by Texas Door & Trim. This year's show will return to 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 the Keynote Session featuring T. Boone Pickens 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 the price of exhibit space remains 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 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. Completed forms should include top three booth selections in order of preference. Please contact Misty Varsalone, misty.varsalone@dallasbuilders.com, for more information.

Thompson Group at Classic Chevrolet hosts May After Hours



Herb Rolph presents a door prize to Blake Evenson, Tatum Brown Custom Builders.



Herb Rolph and prize winner Jim White, OmniView Windows and Doors.



Herb Rolph with prize winner Tim Lansford, Luxury Homes of Texas.



Jim Falgout, Falgout & Associates, P.C. also won a prize.



Matt Mitchell, James Andrews Custom Homes



Jeff Dworkin, JLD Custom Homes



Randal Williams, Guild Mortgage



Winner TW Bailey, Bailey Family Builders, with Membership Chairman Joe Chamberlain and Herb Rolph



Melissa Brown, DFW Fine Properties



Tag Gilkeson, T-N-T Drafting & Design



Earl Williams, Earl Williams & Associ-



Dean Olson, Eyesite Surveillance



Carol Longacre, Longacre Construction



Phil Smith, The Bath & Kitchen Show-place



Barbara Bynum, John P. Bynum Construction



Delfino Trejo, Star Companies



Kay Chamberlain, Caprock Custom Construction, Inc.



Lorrie Ellebracht, Universal Land Title

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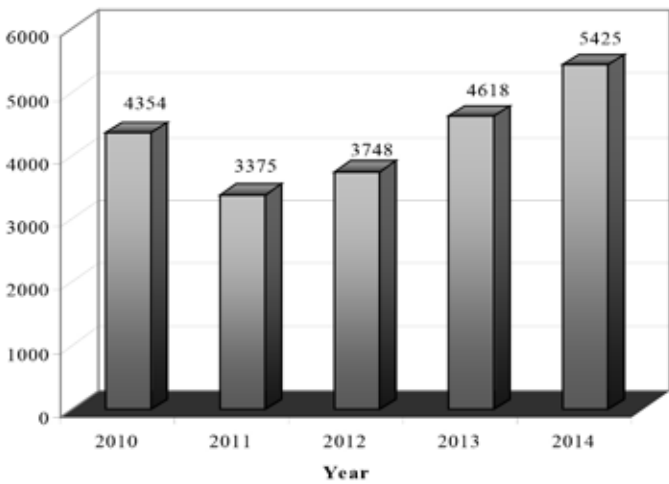
Building Permit & Pool Information Service

www.bldgpermitservice.com

DFW Metroplex Top Builders for First Quarter 2014 (by permitted name)

Builder Name	Avg Value	Avg Sqft	Homes
1. D R HORTON HOMES	\$186,562	2,766	843
2. FIRST TEXAS HOMES	\$273,687	4,155	254
3. PULTE HOMES	\$198,843	2,888	216
4. K HOVNIANIAN HOMES	\$397,225	4,599	205
5. LENNAR HOMES	\$293,504	3,594	189
6. BLOOMFIELD HOMES	\$214,630	3,087	174
7. HIGHLAND HOMES	\$339,359	3,968	157
8. BEAZER HOMES	\$276,680	2,776	142
9. MERITAGE HOMES	\$329,864	4,190	124
10. STANDARD PACIFIC HOMES	\$342,656	4,978	123

Total Homes Permitted in DFW Metroplex in First Quarter



Representing The Interests of the Home Building, Multifamily Construction and Remodeling Industry in the Greater Dallas Area

THE HOME BUILDER

Dallas Builders Association
www.DallasBuilders.com

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Sgt. Stephen Jackel holds the ceremonial key to his family's new home during May 31 dedication ceremonies. CBSDFW aired a segment on the event, attended by about 200.

Jackel family moves into new home!

Wounded American hero Sgt. Stephen Jackel and his family have moved in to their new home built by Dallas BA Past President Tim Jackson Custom Homes. A dedication ceremony was held Saturday, May 31, at the 6-bedroom home in Little Elm, complete with crowds of well-wishers, a parade and television news crews. This Operation Finally Home project was made possible through contributions of many Dallas BA members, including the lot from Dale Clark, Warren Clark Development.

Sgt. Jackel served multiple tours in Iraq and Afghanistan. His long list of service awards includes a Purple Heart, an ARCOM-4 Award for Valor and an Afghanistan Campaign Medal with two Bronze Stars, among others.

In August 2011, while performing convoy security duties in Afghanistan, an IED exploded under the vehicle he occupied with his team. After the blast, Sgt. Jackel saved the lives of his team members by helping get them out of the vehicle and physically put out a fire inside the vehicle

with his own leg. He sustained injuries resulting in required bilateral leg amputations as well as a traumatic brain injury.

"It was an honor to provide a home for this brave young man and his family," said Jackson. "It means so much to be able to give something back to this local hero in appreciation for his service and sacrifice to our country."

"For us to not ever have a concern like buying a house for the rest of our life, we don't have to worry about getting a home, we're in ours," says Sgt. Jackel. "Man, I love America." CBS's video of Jackel's reaction upon walking into his new home for the first time can be found on DallasBuilders.com under the "Giving Back" tab.

Operation Finally Home is the official charity of the Dallas Builders Association. The organization has been building mortgage-free homes for combat wounded veterans for almost nine years and has provided more than 130 homes for military families in 28 states. The Dallas BA's second project in Cedar Hill is expected to be completed this summer.



Dallas Considering Mandatory Work Breaks for Construction

David Lehde
Director of
Government
Affairs



On June 23, an ill conceived ordinance concept that has caused problems in Austin's construction industry received a hearing at Dallas City Hall. During the city's Quality of Life Committee meeting, Workers Defense Project (WDP), an organization with deep ties to union efforts, requested that city council members implement a rest break ordinance for construction workers. This unneeded ordinance is for the purpose of letting workers drink water and avoid heat-related injuries, which construction supervisors already allow and encourage.

While advertised as entitling an employee performing construction activity at a construction site a rest break of not less than 10 minutes for every four hours worked, the ordinance as pushed by WDP would state that no employee may be required to work more than 3.5 hours without a rest break. A sign describing the requirements would be required to be displayed at every construction site in English and Spanish. A violation of this ordinance could result in a criminal penalty, if enacted in a manner such as Austin's code. In Austin, a person commits a Class C misdemeanor if the person fails to provide a work break; or fails to post the required signage. And the resulting fines can run from \$100 to \$500 each day the violation occurs. These penalties can extend to the general contractor even if the violation is committed by a subcontractor.

An ordinance like the one proposed for Austin, and now being pushed on Dallas, not only confuses the liability issue, it also seems to ignore the operational differences seen in the construction industry. Unlike manufacturing activity on an assembly line, construction is a very fluid process where work activity varies daily and widely. Workers shift from performing manual tasks to waiting for materials to doing paperwork or monitoring safety hazards such as an open manhole. There are many scenarios where rigid mandatory breaks would increase job site injuries and decrease safety of the structures being built. OSHA, who is charged with setting and enforcing workplace safety standards, recommends maximum flexibility when it comes to managing heat stress as opposed to rigid mandatory breaks.

After enacting the ordinance in Austin, the city's Construction Advisory Committee (CAC) had to revisit the ordinance and recommend changes in

how an alleged violation was investigated. A protocol including minimum elements, such as interviewing other workers on the site and documentation of worker testimony, were apparently not clearly defined for enforcement. Even worse, when the question of enforcement arose, WDP pushed to allow workers to make blanket anonymous and/or confidential complaints. In a memorandum circulated in 2013 by a member of Austin's CAC, the member pointed to the problematic scenario where a person could have been liable for criminal and/or civil penalties and possibly face legal action in municipal court with no information as to who the accuser is, no information as to the specific basis of the complaint and no opportunity to cross-examine the accuser concerning the allegations.

In their presentation to the Dallas City Council, the WDP omitted important data that shows Texas' improvement in worker safety. Data from the Bureau of Labor Statistics, analysis from the Associated General Contractors of America shows that the construction fatality rate in Texas has declined faster than most other states. From 2008 to 2011, it declined 26 percent, giving Texas the eighth largest drop compared to the 41 states and the District of Columbia where fatality rates are tracked. Contractors in the Lone Star State have also been very successful in reducing the construction injury rate by 36 percent over the last 10 years.

The Association cannot think of any contractor or home builder who would willfully deprive workers of water and rest. Such practices are counterproductive and inhumane. Improvements to worker safety must continue to be a priority for our industry. However, ordinances such as the one proposed by WDP are problematic and unneeded. If Dallas is to remain open for business, it must look at all the data and objectively determine if there is a need for this ordinance. The evidence proves there is not.

This proposal is a strong reminder of why it is important to be a part of the Dallas Builders Association. We are on the front lines for you, our members, when costly and unnecessary regulation is introduced.

Dallas Metro Building Permit Summary Year-to-Date 06/21/2014			
Residential	Permits	Value	Units
Single Family Homes	8,128	\$2,250,850,659	8128
Duplexes & Twin Homes	44	\$11,504,833	88
Apartments & Condos	134	\$629,548,803	6433
Other Residential Structures	196	\$9,769,760	0
Swimming Pools & Spas	2,110	\$82,062,565	0
Alternative Residential Energy	75	\$1,234,430	0
Garages & Carports	125	\$8,699,643	0
Res Rmdl, Addn, Int Fin	1,645	\$143,024,096	0
Reroof Residential	101	\$3,905,428	0
Total Residential Const	12,558	\$3,140,600,320	14,649

Dallas Metro Building Permit Summary Week 25 - 06/12/14 to 06/18/14 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	300	\$86,516,515	300
Demolition	16	\$21,000	0
Grading & Dust	1	\$20,000	0
Footing & Foundation	37	\$264,643	0
Apartments & Condos	4	\$14,967,800	188
Other Residential Structures	2	\$46,900	0
Swimming Pools & Spas	78	\$2,646,450	0
Alternative Residential Energy	8	\$144,000	0
Garages & Carports	2	\$53,000	0
Res Rmdl, Addn, Int Fin	51	\$4,176,793	0

Dallas Metro Single Family Builders Year-to-Date 06/21/2014			
Builder	Homes	Value	
1 DR Horton	1101	\$195,321,778	
2 K Hovnanian Homes	269	\$104,696,172	
3 First Texas Homes	345	\$95,181,779	
4 Pulte Homes	378	\$80,252,206	
5 Highland Homes	242	\$74,515,328	
6 Lennar Homes	266	\$72,643,352	
7 Darling Homes of	199	\$66,353,524	
8 Beazer Homes	223	\$57,199,387	
9 Standard Pacific	181	\$56,039,578	
10 Bloomfield Homes	253	\$54,018,574	
11 Grand Homes	141	\$47,440,829	
12 Toll Brothers	82	\$41,952,636	
13 David Weekley	114	\$41,880,510	
14 American Legend	136	\$40,655,948	
15 Meritage Homes	115	\$38,465,237	
16 Landon Homes	113	\$33,662,086	
17 History Maker Homes	160	\$31,534,981	
18 Megatel Homes Inc	110	\$26,912,016	
19 Ashton Woods Homes	109	\$24,787,520	
20 Drees Custom Homes	79	\$24,732,974	
21 First Texas Custom	71	\$21,509,395	
22 DLC Residential	6	\$20,927,720	
23 Shaddock Homes	51	\$19,899,653	
24 Gallery Custom	36	\$19,038,530	
25 LGI Homes	122	\$18,577,128	
26 Summer Homes	74	\$17,962,117	
27 Gehan Homes	66	\$17,621,171	
28 Lionsgate Homes	49	\$15,740,272	
29 Innovation Builders	49	\$14,998,993	
30 Holiday Builders	63	\$14,768,378	
31 M Christopher	28	\$13,869,001	
32 Altura Homes Lp	62	\$13,720,092	
33 Ryland Homes	43	\$13,435,406	
34 Robson Ranch	45	\$13,069,502	
35 Impression Homes	100	\$12,861,900	
36 Paul Taylor Homes	32	\$12,336,009	
37 Horizon Homes	49	\$11,692,833	
38 Dunhill Homes	42	\$11,095,860	
39 Antares Homes	68	\$10,566,817	
40 Sandlin Custom	34	\$9,664,822	
41 J Houston Homes	47	\$9,445,087	

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CAPS Designation Graduates

Congratulations to these building industry professionals who have earned their Certified Aging-In-Place Specialist (CAPS) designations after successful completion of the CAPS II class on June 26. From left are Chris Buchanan, CAPS, Elite Remodeling; Tracy Mitchell, CAPS, CGB, CGP, GSP, Tracy Mitchell Custom Homes Inc.; Jen Anderson, CAPS, American Standard; Instructor Armando Cobo, CAPS, CGA, CGP, MCGP, Armando Cobo, Designer; Anthony Rios, CAPS, Joe Aguirre Tile, Inc., Galveston, TX; Todd Shaddock, CAPS, CGP, Shaddock Caldwell Builders & Developers, LLC; and Matt Decker, CAPS, Elite Remodeling.

Important Energy Codes class offered August 13

Attention all builders, remodelers, designers, architects and city building officials!

Significant changes to the way homes are built in the Dallas area are coming to a jurisdiction near you as area cities are adopting the 2012 energy code and equivalent requirements. This class will explain the requirements of the new code as well as how it is being implemented in municipalities around the region.

Thanks to the Dallas BA's advocacy efforts, many cities have created alternative compliance options that include ENERGY STAR, Green Built

Texas, and a HERS Index performance path. This class will provide time and cost-saving instruction on how to navigate these new regulations and increase home performance.

Attendees will experience the verification process first-hand by seeing a Blower Door test demonstration and receiving guidance from a certified HERS Rater and green building verifier.

Title Partner StrucSure Home Warranty, as part of the Dallas BA's Continuing Education Program, presents "Energy Codes, ENERGY STAR & Blower Door Test!" on Aug. 13. Hours are from 10 a.m. to 1 p.m.

Terry Collins with Environments for Living-MASCO Home Services will be the featured speaker.

The cost to attend is \$50 for Dallas BA members and \$60 for non-members and includes lunch and networking compliments of DOW Building Solutions.

Register now to ensure a seat at this event! You can register at www.dallasbuilders.com/calendar. Online registration ends on Aug. 12. After that, call Stephanie Bosslet at 214-615-3881 for availability.



Builders, register for the Dallas Open by August 15 and you could be golfing at Grand Del-Mar La Jolla, CA, in September.



**2014 JOHNSON SUPPLY/
ARMSTRONG AIR
BUILDER TRIP
September 17-21
Grand Del-Mar La Jolla, CA**

All builders who register for the Dallas Open by Aug. 15 will be entered into a drawing for a trip for 2.

Trip includes lots of great activities such as Golf at Torrey Pines South Course, San Diego Zoo Trip, Perfume Factory and Shopping Tour. You'll even have dinner at the Top Gun Training Facility in the Officers Club at Miramar Naval Air Base.

**DALLAS BUILDERS OPEN
Monday, November 3
Brookhaven Country Club
Early Bird Deadline: Aug. 15**

**\$100 Individuals
\$400 Team**



**10 - 11 a.m. Registration/Lunch
11 a.m. Shotgun Start**

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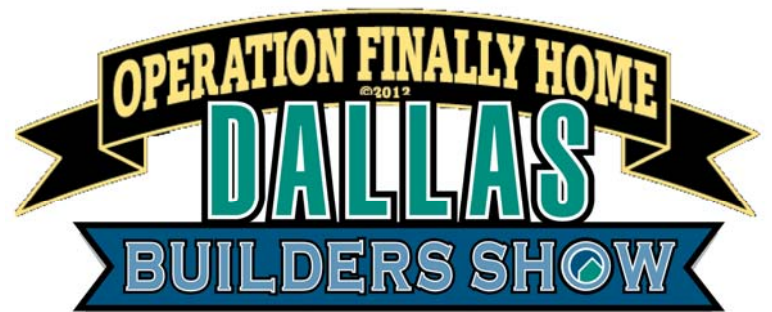
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Beacon Hill at Cedar Creek Lake
Joseph McGinley
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jmeginley@liveatbeaconhill.com

DC Texas Construction, LLC
Cody Skoda
115 Park Place Blvd, Suite 600
Waxahachie, TX 75165
(972) 351-4558
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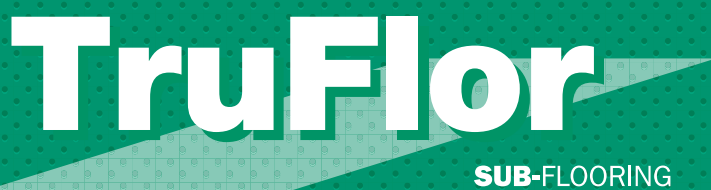
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