

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXI

No. 8

August 2014

Dallas BA's Industry Investors for 2014



ARC Awards finalists named; order tickets to Aug. 16 gala presented by Starlight AV

Make plans to attend the ARC Awards presented by Starlight AV on Saturday, Aug. 16, at The Westin Galleria and be the first to congratulate all the winners. Tickets are on sale now.

Approximately 170 entries representing 30 building companies were received, and finalists in 50 categories have been posted on DallasBuilders.com. The ARC Awards recognize excellence for associates, remodelers and custom builders.

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."

Partners to date include Starlight AV, Centurion American Development Group, Legacy Texas Insurance Services, Childress Engineering Services, Ferguson Kitchen, Bath & Lighting Gallery, Tempo Mechanical, Tex Energy Solutions, Pella Windows and Doors, Crawford Electric, 1-877-8-Dump-It, Inc., Owens Corning, Capital Dis-

tributing, Southwestern Carpets, Pro-Build South Central, StrucSure Home Warranty, Douglas Custom Cabinets, Arizona Tile, Texas Builders Resource Group, Zetley Distributors, Tuggle Design, Atmos Energy, Staz On Roofing, Signature Floors & Interiors, The Bath & Kitchen Showplace, Marek Brothers Company and Exclusive Media Partner *D Home* magazine.

Custom builder Tim Lansford will serve as master of ceremonies.



BRIEFLY

Association offices will be closed Monday, Sept. 1, in recognition of Labor Day.

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. The Dallas BA will offer a class on Aug. 13 that 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 for the Association's Continuing Education program is StrucSure Home Warranty. Register at DallasBuilders.com.

Installation presented by StrucSure Home Warranty Oct. 9

The Association's senior officers, board of directors and the division and council leadership teams will all be installed Oct. 9 during ceremonies held at Dallas Country Club. The Installation is presented in partnership with StrucSure Home Warranty.

Officers and directors for 2014-2015 will be announced following the official election and organizational meeting this month. Theme of this year's Installation and for the year ahead is "A Legacy of Building Excellence."

Registration with cocktails courtesy of Stewart Title will begin at 6 p.m. Tickets are \$70 per person for members and \$80 for non-members and can be purchased online at DallasBuilders.com.

The evening will also feature presentation of some of the Dallas BA's most prestigious awards. The Hugh Prather Trophy is given annually to the builder, remodeler or developer member who has done the most for the better-

ment of the community and the industry. The Associate of the Year recognizes an associate member's contributions to and support of the Dallas Builders Association. The AP Roffino Award will be presented to an outstanding division or council. The Shorty Howard Trophy goes to the year's top membership recruiter. The APEX Award recognizes a builder's professionalism in doing business with associate members.

Partnership opportunities are available for this event.

Contact Misty Varsalone at 214-615-5012 for details. Partners to date are StrucSure Home Warranty, Stewart Title, Hillwood Communities, Texas Door & Trim, Atmos Energy, Jacobs Engineering, Fox Energy Specialists, Sales Solve Everything, Bonded Builders Warranty Group, ProSource Wholesale Floorcoverings, RealManage, LLC, Mishler Builders, JLD Custom Homes and The Shaddock Companies.



Recruit Just 8 New Members, Win a Trip!

Become a part of the Dallas Builders Association's 19-year tradition by joining Association membership recruiters on their annual membership trip. This year's trip is again partnered by Lee Lighting and Bonded Builders Warranty.

Any member recruiting eight members between Nov. 1, 2013, and Oct. 31, 2014, will be awarded a fantastic trip to a fabulous destination. Take a guest along at no cost by recruiting 16 new members, or participate in the "buy-on" by reducing the cost of the second trip, based on the number of members recruited.

Contact Director of Member Services Misty Varsalone to get started on your trip! She can be reached at 214-615-5012, or misty.varsalone@dallasbuilders.com.

Bonded Builders provides new home and remodeling warranties designed to protect builders from catastrophic loss. They create flexible,

innovative, and unique programs that let builders get back to building and selling, while minimizing warranty risks and costs. Bonded Builders is an active voice in the building industry, bringing together the interests of consumers and builders, to protect the dream of home ownership.

Lee Lighting is part of Progressive Lighting, Inc., a family-owned business with a 45-year history. As the largest chain of residential lighting showrooms in the Southeastern United States, the company has a national reputation for elegant and unique lighting fixtures, superior value and unparalleled customer service.



\$2,000 Builder Jackpot Will Be Awarded at Dallas Builders Show!

A \$2,000 Builder Jackpot WILL be given away during the Dallas Builders Show presented by Texas Door & Trim. The event will be presented from 1 to 8 p.m. Oct. 23 at the Plano Centre. All Dallas BA member builder in attendance at The Show will get their name in the drawing. Builders can double their chances to win simply by registering for the event before Sept. 1. The winner must be present during the Jackpot Drawing at the culmination of The Show.



Opening Session With T. Boone Pickens

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.

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.

Trade Show Floor & Operation Finally Home

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 online and \$20 at the door (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.

To purchase tickets or reserve booth space, visit The Show website at DallasBuildersShow.com.





2014 ARC AWARDS Finalists

Congratulations to these members who have been named finalists in the 2014 ARC Awards. Winners will be announced Aug. 16 at The Westin Galleria.

- | | |
|--|--|
| Alan Hoffmann, LLC | Platinum Series by Mark |
| BSB Design | Molthan |
| Centre Living Homes LLC | Pool Environments, Inc. |
| Classic Urban Homes | RH Residential Renovations |
| DeVance AV Design, Inc. | Richard Sharum, Shoot2Sell |
| DFW Improved | Photography |
| Earl Williams & Associates LLC | Southgate Homes |
| Elite Remodeling | Starlight AV, Inc. |
| George Lewis, Inc. | Sterling Brook Custom Homes |
| Greico Modern Homes | Teresa Staggs, KJ Custom Screens & Designs |
| John Lively & Associates | Thomas Development and Construction LLC |
| Key Residential, Ltd. | Tim Jackson Custom Homes |
| LeComte Homes | USI Design & Remodeling |
| Mishler Builders, Inc. | Westchester Homes |
| Pat B. Seaman PR | Wine Cellar Specialists |
| Phil Smith, The Bath & Kitchen Showplace | |

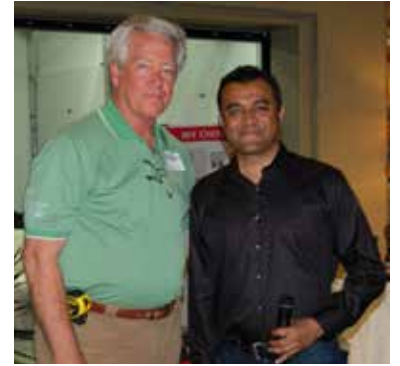
Starlight AV hosts June After Hours



Door prize winner Alan Hoffmann, Alan Hoffmann LLC; Dorian Sims, Stacy Furniture



Door prize winner Rita LaRue, Elevating Systems & Services; Dorian Sims, Stacy Furniture



Door prize winner TW Bailey, Bailey Family Builders; Shane Bala, Starlight AV



Dallas BA members enjoy complimentary food, beverages and door prizes while networking in a casual setting at the June After Hours hosted by Starlight AV in their showroom.



Door prize winner John Bynum, John P. Bynum Construction; Dallas BA President Jeff Dworkin, JLD Custom Homes



Jeff Dworkin, JLD Custom Homes; door prize winner Matt Mitchell, James Andrews Custom Homes

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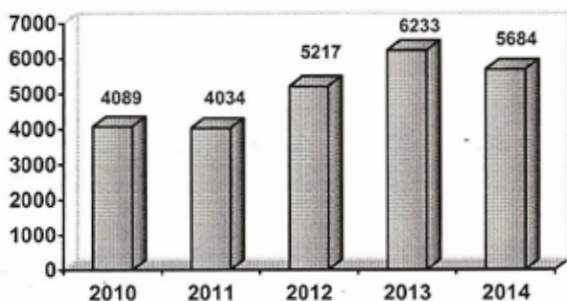
DFW Metroplex

Top Builders for Second Quarter 2014

April 1, 2014 to June 30, 2014

Builder Name	Avg Value	Avg Sqft	Homes
1. D R HORTON HOMES	\$186,266	2,826	849
2. PULTE HOMES	\$209,986	2,978	238
3. LENNAR HOMES	\$319,402	3,634	217
4. FIRST TEXAS HOMES	\$287,901	4,226	214
5. K HOVNANIAN HOMES	\$384,814	4,519	171
6. BLOOMFIELD HOMES	\$216,104	3,067	162
7. DARLING HOMES	\$344,628	3,859	142
8. HIGHLAND HOMES	\$338,853	3,926	134
9. BEAZER HOMES	\$287,592	2,855	133
10. STANDARD PACIFIC HOMES	\$340,369	5,647	127

Total Homes Permitted in DFW Metroplex Second Quarter



Architectural Bling hosts Dallas BA's After Hours on July 31



Lisa Santulli, Elegant Additions; Glynn House-Murray, Architectural Bling; prize winners Tom London, Thomas Signature Homes; Bob Cresswell, Cresswell Enterprises; Vicki Young,



Glynn House-Murray, Architectural Bling; prize winners Tom London, Thomas Signature Homes; Bob Cresswell, Cresswell Enterprises; Vicki Young,



Nina Carlin of Carlin & Company presents a set of three Henri Dresser Botanical Prints circa 1836, valued at \$1,500, to door prize winner Matt Mitchell, James Andrews Custom Homes.



Allan Samara, Accent Silk Flowers & Plants, presents a door prize to Hugo Jaramillo of Total Space Audio & Video.



Glynn House-Murray, Architectural Bling, with door prize winner John Bynum, John P. Bynum Construction



Door prize winner Rodney Jaynes, Buffalo Creek Doors & Floors, with Glynn House-Murray, Architectural Bling



Glynn House-Murray, Architectural Bling, with cash prize winner Tom London, Thomas Signature Homes



Leisel Herrera, Longacre Construction; Doug Bowerman, Affiliated Bank; Dave Hambley, Meletio Lighting; and Greg Paschall, Intex Electric

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All From an Independent Third Party!

That means unbiased recommendations, not influenced by product suppliers.



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BARCIE VILCHES, Editor

The HomeFront

-Gov't Affairs News and Info

No Summer Break for Builder Advocacy

As summer continues to heat up, there has been no cool down in government advocacy for the home building industry. At both the local and state government levels, there have been numerous evolving issues that give the Association and its members plenty of reasons to remain engaged.

In the City of Heath, council and staff have been looking at revisions to their ordinance that regulates the construction of fences. Association staff worked with membership in indentifying areas of concern as it relates to cost effectiveness and construction practices, then submitted a letter for public comment. The Heath City Council has sought further changes. Striking a balance that includes cost effectiveness is also a key issue in Rockwall, as the city is considering changes to water and wastewater impact fees.

There has been no vacation in the timeline of building codes. The Association monitoring a proposal for the requirement that exteriors be constructed of 100% masonry in Desoto, while also seeking clarification on building energy code updates in Prosper. Joining Dallas citizens who spoke at a July City Plan Commission meeting, the Association offered input during a hearing on an overhaul of Dallas' Conservation District Ordinance.

As part of the effort to be a community partner with area municipalities, at training class for the Dallas Gold Card Member program was hosted by the Association in July. The program which offers registered participants priority online appointment setting, same day notification on permit applications (within program limits) and priority walk-in plan reviews, requires training for both current and prospective participants who meet eligibility.

Proof that the State Legislature does not really rest in between sessions has been apparent by the Association's activity during interim hearings and meetings. In late June, the Dallas Builders Association joined the Texas Association of Builders and others in testimony before the Texas House Land & Resource Management Committee regarding regulatory authority available to municipalities in their Extraterritorial Jurisdiction (ETJ). Executive Officer Phil Crone testified on behalf of the Dallas BA, explaining that while home builders always want to abide by the law, there needs to be clarity in the regulations to protect the property owner and the builder, including keeping fees charged commensurate with a city's cost of services provided.

David Lehde
Director of
Government
Affairs



Concerns of how ETJ processes can be abused is well warranted. And a property owner's cost to litigate an ETJ issue against a larger city can cost more than \$100,000.

The Association is watching closely as the Texas Comptroller's State Energy Conservation Office (SECO) reviews the 2015 International Energy Conservation Code (IECC). The 2015 IECC was released through publication in June. And with the ink barely dry on Texas municipalities' amended adoptions of the 2012 IECC, SECO has opened the window for stakeholders to voice their concerns and suggestions through public comment. In the near future, SECO will weigh a decision as to whether Texas keeps the 2009 IECC as a minimum, or moves to a modified or published version of the 2012 or 2015 IECC. With the ever increasing stringency of energy codes, as brought about by the ICC's revision cycles and actions of some Texas municipalities to increase their energy codes beyond what is published or regionally recommended, this will be one of the biggest state regulatory issues that builders face in the coming year.

Interim hearings and work group activity point to two other key legislative items that the industry could face in the next session. In recent months the Texas House has held hearings and asked for input on Workers Compensation and Misclassification. It is important that the voice of builders be heard and the record set straight. Analysis performed by AGC, based on data from the Bureau of Labor Statistics, shows that Texas has reduced construction injuries by nearly 50 percent in the last decade. Austin is also considering revising state Mechanics Liens laws. With attention on how notices are handled, as well as exposure caps, the coming months may reveal how the issue moves forward.

Never to be undersold on importance, outreach continues to be a vital part of Association advocacy. In July, Dallas Builders Association members Dan Fette and Chris Miles were panel participants during an Energy Summit hosted by U.S. Congressman Michael Burgess. With the national discussion needing examples of energy efficient building that works, builder expertise is crucial.

Considering all the regulatory plates currently spinning, it is easy to understand the concept that if builders do not have a seat at the table, they will find themselves on the menu. As we move towards the Fall, it will be important to have member participation in our advocacy efforts. With that in mind, Association members should save the date of Sept. 29. That's the evening a festive tailgate party will be held, with proceeds going to HOMEPAC of Greater Dallas.

If you have any questions about the HOMEPAC of Greater Dallas tailgate party or government relations issues, contact the Dallas Builders Association's Director of Government Affairs.

TAB Washers Tournament Raises Funds for the State PAC



Jerry Carter and Frank Murphy represented the Dallas Builders Association after winning the HOMEPAC of Greater Dallas Washers Tournament.



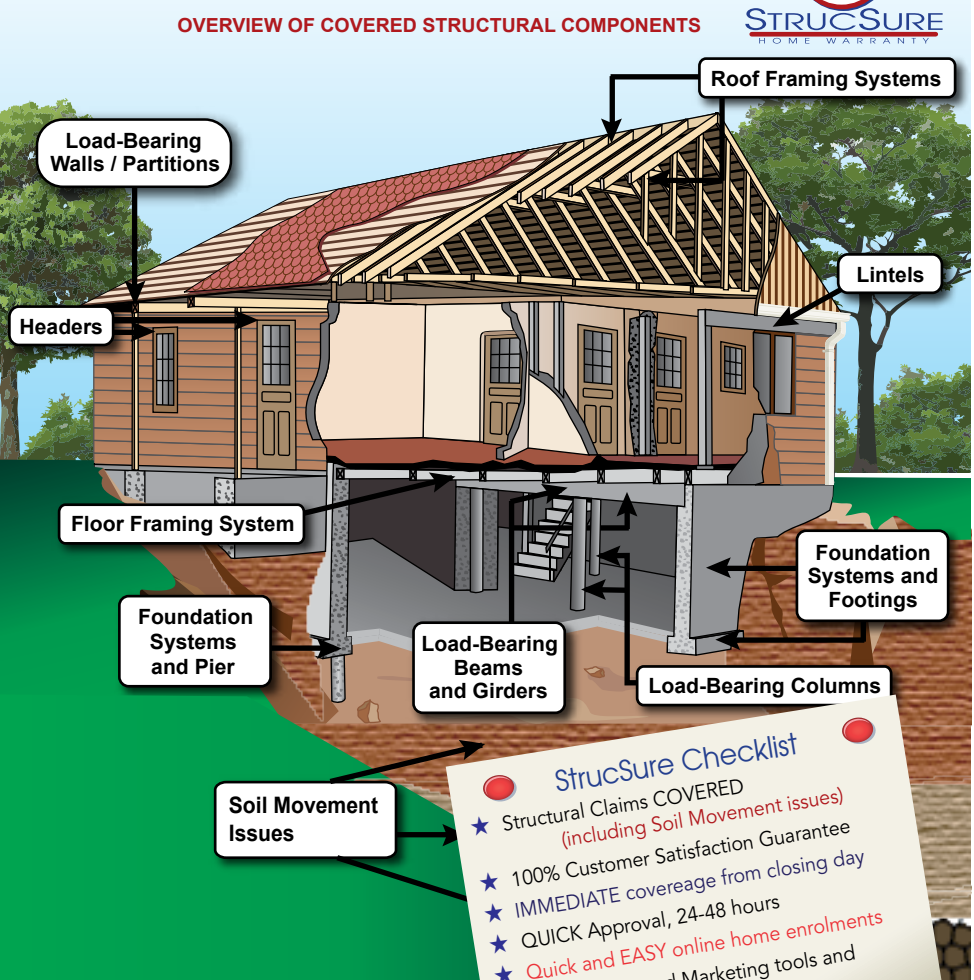
Tim Jackson and Mike Mishler represented in the open division.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders Year-to-Date 07/25/2014		
Year-to-Date 07/25/2014				Builder	Homes	Value
Residential	Permits	Value	Units	1 DR Horton	1349	\$240,825,433
Single Family Homes	10,015	\$2,758,116,569	10015	2 K Hovnanian Homes	328	\$126,671,447
Duplexes & Twin Homes	59	\$18,005,278	118	3 First Texas Homes	457	\$124,263,317
Apartments & Condos	146	\$694,222,567	7215	4 Pulte Homes	434	\$95,889,455
Other Residential Structures	233	\$12,104,594	0	5 Lennar Homes	336	\$94,593,275
Swimming Pools & Spas	2,558	\$97,846,299	0	6 Highland Homes	286	\$88,619,213
Alternative Residential Energy	97	\$1,600,465	0	7 Darling Homes of	252	\$85,927,252
Garages & Carports	139	\$9,455,343	0	8 Beazer Homes	283	\$72,818,977
Res Rmdl, Addn, Int Fin	2,050	\$178,092,348	0	9 Bloomfield Homes	305	\$65,986,082
Reroof Residential	124	\$4,661,270	0	10 Standard Pacific	209	\$64,309,130
Total Residential Const	15,421	\$3,774,104,832	17,348	11 Meritage Homes	161	\$54,964,687
				12 Grand Homes	164	\$48,853,522
				13 Toll Brothers	100	\$48,853,522
				14 American Legend	153	\$46,561,551
				15 David Weekley	125	\$45,848,595
				16 Landin Homes	148	\$44,598,154
				17 History Maker Homes	194	\$38,282,004
				18 Megateel Homes Inc	133	\$33,151,557
				19 Drees Custom Homes	96	\$29,429,335
				20 Ashton Woods Homes	121	\$28,808,865
				21 Gehan Homes	87	\$23,200,799
				22 Shaddock Homes	59	\$23,066,374
				23 First Texas Custom	76	\$23,032,929
				24 LGI Homes	146	\$21,900,083
				25 Sumner Homes	93	\$21,440,112
				26 Innovation Builders	66	\$21,081,022
				27 DLC Residential	6	\$20,927,720
				28 Gallery Custom	37	\$19,786,847
				29 Holiday Builders	77	\$17,934,726
				30 M Christopher	34	\$17,556,136
				31 Robson Ranch	58	\$17,249,171
				32 Horizon Homes	85	\$15,921,928
				33 Impression Homes	126	\$15,790,900
				34 Lionsgate Homes	49	\$15,740,272
				35 Ryland Homes	50	\$15,544,218
				36 Dunhill Homes	56	\$15,543,650
				37 Allora Homes Lp	71	\$15,380,801
				38 Paul Taylor Homes	40	\$14,347,550
				39 Windsor Homes	38	\$13,221,894
				40 Toll Brother Inc	35	\$13,016,967
				41 Antares Homes	81	\$12,653,298

Dallas Metro Building Permit Summary			
Week 30 - 07/17/14 to 07/23/14 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	420	\$92,222,674	420
Demolition	23	\$36,000	0
Footing & Foundation	68	\$331,498	0
Duplexes & Twin Homes	5	\$847,616	10
Other Residential Structures	13	\$570,000	0
Swimming Pools & Spas	91	\$3,219,248	0
Alternative Residential Energy	1	\$10,000	0
Garages & Carports	4	\$80,000	0
Res Rmdl, Addn, Int Fin	79	\$7,439,158	0
Reroof Residential	7	\$186,249	0
Total Residential Const	711	\$104,942,440	430

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Business Management for Building Professionals Class

Several students earned their professional designations after successful completion of the "Business Management for Building Professionals" class July 31. Front row: Paul Evans, CGA, CGP, BMC, instructor; Karen Brewer, CAPS, Dept. on Aging & Disabilities; Shannon Langham, CAPS, B Construction; Kenneth Langham, CAPS, B Construction; David Reas, CAPS, Security One Lending; 2nd row: Jimmy Tanghongs, CGP, Cedar Elm Homes; Staci Hayden, CAPS, Elite Remodeling; Mike Smith, CGP, Eco View Homes; Greg Talley, CGP, Airco Air Conditioning, Heating, Plumbing; David Traut, CAPS, T-Square Company; Stephen Penney, CAPS Penney Rehab and Wellness Center

Design/Build class is Aug. 21

Title Partner StrucSure Home Warranty will present "Design/Build" Aug. 21, from 9 a.m. to 5 p.m., led by Donny Mack, Mack Professionals Inc./Beaver Builders.

When well managed, a full-service building or remodeling business can increase profits and maximize customer satisfaction. If you've ever considered running a design/build operation, this course shows you how to assess the challenges ahead.

Learn how the few and the bold have benefited from implementing a design/build strategy and how to make your own design/build business a success. As a graduate of this course, you will be able to:

- Explain design in the context of design/build;
- Understand how incorporating design into your business will impact your build operation;
- Illustrate the process for imple-

- menting design/build;
- Develop design/build marketing strategies;
- Implement the design/build full-service sell concept; and
- Determine whether design/build is right for your company.

This designation class fulfills requirements for the CGA, CGB, CGR, and Master CSP NAHB designations. The fee for this class, which includes class booklet, continental breakfast and lunch, is \$210 members and \$310 for non-members.

Lunch Partners are Hotchkiss Insurance Agency and DOW Building Solutions.

To register, go to the calendar on DallasBuilders.com. Online registration ends on Aug. 19. After that, contact Director of Education Stephanie Bosslet at 214-615-3881 or stephanie.bosslet@dallasbuilders.com for availability.

Discount deadline is Aug. 18 to avoid a late registration fee of \$15.



**2014 JOHNSON SUPPLY/
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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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October 23, 2014

Plano Centre . Plano, TX

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Dallas, Texas 75232
(214) 331-8585
Sponsor: Michael Turner, Classic Urban Homes

CB JENI Homes/Normandy Homes
Brandy Parker
2805 North Dallas Parkway, Ste. 400
Plano, Texas 75093
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Visit DallasBuilders.com for complete contact information on these new members.

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AFTER HOURS

Thursday, August 28
6-8 p.m.
hosted by



2651 Fondren, Dallas

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

Builders Jackpot – \$1,100
www.dallasbuilders.com

Keeping Energy Efficiency Affordable

A panel discussion on energy code standards, "Keeping Energy Efficiency Affordable," was presented at the Sunbelt Builders Show in San Antonio last month. This education session provided attendees with information on current code trends and their impact.

Panelists included Dallas BA Executive Officer Phil Crone; Dallas BA Industry Investor James Rodriguez, FOX Energy Specialists; and builder David Fransik of Sierra Homes in Fredericksburg.

The increasing stringency of energy code mandates poses a serious risk

to housing affordability in the State of Texas. Some Texas municipalities continue to mandate above-code energy requirements that unnecessarily increase the cost of housing in their jurisdictions. Builders are faced with standards that

vary significantly from jurisdiction to jurisdiction.

The Texas Association of Builders Energy Code Task Force is exploring several options to deal with this important issue.



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



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CONCRETE EXPERTS



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.

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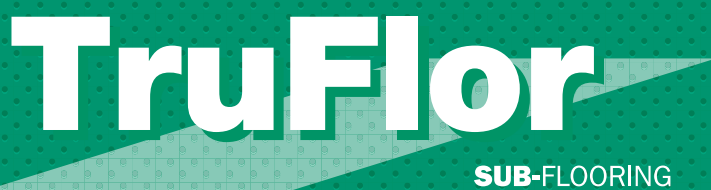




TEXAS BUILDERS DO IT RIGHT!



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.



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