

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXI

No. 11

November 2014

Dallas BA's Industry Investors for 2014



Tim Jackson honored with Prather Award

Custom builder Tim Jackson, CGB, GMB, CGP, of Tim Jackson Custom Homes, was honored with the prestigious 2014 Hugh Prather Award, the highest honor bestowed by the Dallas Builders Association. The award has been presented annually for the past 64 years to a builder, remodeler or developer who has done the most for the betterment of the North Texas region.

The 2014 presentation was made during the Association's Sept. 30 Board of Directors meeting.

This award was named for the Association's first president, Hugh Prather, in hopes that his principles would serve as a guide for future generations of builders. It is not meant to be simply

a "Builder of the Year," but something more that reflects credit to the building industry.

Past recipients include homebuilding icons such as Dave Fox, W.W. Caruth Jr., Bob Folsom, Fred Roach, Kent Conine, Tommy Ford, N.D. Hopkins and Harold Pollman, among others.

2013 Prather recipient Mike Mishler of Mishler Builders presented the award to Jackson, noting that he is "very active at the local, state and national association levels, working to address issues facing the housing industry that affect home builders and consumers alike."

continued on page 2



Hugh Prather Trophy recipient Tim Jackson of Tim Jackson Custom Homes accepts the award from last year's honoree Mike Mishler of Mishler Builders.

BRIEFLY

Speed Networking will be held on Thursday, Nov. 13, from 11:30 a.m. to 2 p.m. at Association offices. Up to 20 participating associates will meet one-on-one with builders and remodelers in 4-minute rotations. Contact Director of Member Services Misty Varsalone at 214-615-5012 for a registration form.

Dec. 1 is the deadline to include your advertising message in the 2015 Membership Directory, which will be mailed to all members in late January. Information is available from Mike Lindsay with E&M Consulting at 800-572-0011 or mike@emconsultinginc.com.

Learn about solar power by means of photovoltaics and home automation systems at the Nov. 12 "New Building Technology" class presented in partnership with StrucSure Home Warranty. Usage of these two integrated systems is becoming more popular with homeowners, and is on the radar of future codes for all homes. The fee is only \$40 and includes lunch compliments of BMC, Prosperity Bank and Dow Building Solutions. Register at DallasBuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices



Frank Murphy is Dallas BA's 2015 President

2014 Dallas BA President Jeff Dworkin passes the gavel to 2015 President Frank Murphy of Wynne/Jackson Inc. who was installed during ceremonies Oct. 9 at the Dallas Country Club.

Two Designation classes slated for Nov., Dec.

Two Designation classes are scheduled for the remainder of the year, presented in partnership with StrucSure Home Warranty. "Estimating for Builders and Remodelers" will be held Nov. 19, and "Basics of Building" is slated for Dec. 9.

Participants of the "Estimating" class will learn how to develop winning bids and use estimates as a powerful management tool. This course for remodelers and small- to mid-volume builders addresses one of the most challenging topics in building today — estimating. After this course, students will have an appreciation of the importance of estimating, knowledge of how to create and implement an estimating system.

Donny Mack of Mack Professionals/Beaver Builders will be the instructor. The class offers credit for the CGA, CGB and CGR designations.

"Basics of Building" will help members build their housing industry expertise by learning about the residential construction process from the ground up. Those in housing and construction-related fields, such as vendors, suppliers, brokers, retailers, builder/remodeler company staff, real estate agents and others will learn what it takes to build or remodel a home.

Graduates of this course will be able to:

◆ Describe product types, current

trends and stakeholders in the residential construction industry;

◆ Contrast and elaborate on the sales and marketing functions of the residential construction industry;

◆ Articulate the criticality and complexity of land acquisition and development;

◆ Outline types of financial tools available to support building and remodeling projects;

◆ Assess strategies to strengthen the relationship between suppliers and builders/remodelers;

◆ Explain the critical path of steps in the residential construction process; and

◆ Describe the importance of post-construction activities: closing, customer care and after-the-sale service.

The instructor is Paul Evans with BMC. The class offers credit for the CGA, CGP and Master CSP classes.

Hours for both classes are 9 a.m. to 5 p.m. Fees for each class are \$210 for members and \$310 for non-members. This includes class booklet, continental breakfast and lunch.

Additional partners for the two classes are Hotchkiss Insurance Agency and DOW Building Solutions.

Registration is available online at DallasBuilders.com. Information is available from Stephanie Bosslet at 214-615-3881.

Celebrate Spike Night Nov. 20 with Dallas BA

November is Spike Appreciation Month, a time to recognize the efforts of one of the most active and dedicated groups in Association membership. This ever-growing group of members keeps our local, state and national associations growing by recruiting new members.

To recognize the Dallas BA's special group of members who have achieved Spike status, this month's After Hours will be themed Spike Appreciation Night. On Nov. 20, enjoy food, beverages and door prizes at Association headquarters in Plano. The Thompson Group at Classic Chevrolet is a partner for the event; additional partnerships are available. Spike Night is free but reservations are encouraged by visiting the calendar on DallasBuilders.com.

NAHB Chairman Kevin Kelly thanked all Spikes for their longstanding commitment to the industry. "You are the true recruiters,

ambassadors and leaders of the NAHB federation," Kelly said. "On behalf of NAHB, thank you for your outstanding contributions."

NAHB recognizes and rewards this peer-to-peer recruiting through the Spike Club. Members of the Spike Club receive several benefits and recognition throughout the year, including a coveted invitation to the Spike Party at the International Builders' Show. The 2015 IBS will be held Jan. 20-22 in Las Vegas. A special Spike Concert featuring iconic Rock and Roll Hall of Fame band ZZ Top will be held the final day of the convention.

"Our members are the lifeblood of the Dallas Builders Association," said Executive Officer Phil Crone. "That's why recruiting new members is key to strengthening the home building industry."

The Dallas BA has some of the highest ranking Spikes in the nation. View a list inside this issue on page 5.



The Dallas Builders Association
presents

Casino Christmas

December 11, 2014
6:00 p.m. - 10:00 p.m.

Dallas Builders Association Offices

Enjoy the casino, silent auction, food and networking with fellow Dallas BA members. Don't Forget...

- Early Christmas Shopping at our Silent Auction.
- Texas Hold'em Tournament
- Christmas photos
- Margarita Machine

