

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXII

No. 6

June 2015

Dallas BA's Industry Investors for 2015



BRIEFLY

The Texas Association of Builders and the Dallas Builders Association understand the devastation that natural disasters can have on individuals and communities. TAB has created a guide, *Rebuilding Following a Disaster*, to assist Texans affected by the most recent round of natural disasters. It is available at TexasBuilders.org.

Builders Digital Experience (BDX) has partnered with the Dallas BA to help builders list their homes for free online. When you list your properties on DallasBuilders.com, your homes will also display on two leading new home websites for free: New Home Source and Move New Homes. At a June 11 workshop at Association offices, BDX staff will be available to help builders get started with their listings. The event begins at 9:30 a.m. To register, visit the Calendar at DallasBuilders.com.

Many Divisions and Councils are on break during the summer. Please check the Calendar at DallasBuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Energy code tightening up on N. Texas builders

By Phil Crone, JD, CGP, GSP
Executive Officer

In the wake of the impending (at the time of this writing) passage of HB 1736, builders, especially in North Texas, will have to brace for much more restrictive energy code restrictions. The bill moves single-family residential construction across the state from the 2009 code to the 2015 International Energy Conservation Code (IECC) effective Sept. 1, 2016. The bill makes Texas only the third state in the union (behind Maryland and Vermont) to adopt the most advanced energy code, which is designed to be 30 percent more efficient than current state minimum standards.

Given that information, many of

you are probably wondering why passing this bill was a top legislative priority for the Texas Association of Builders. The reality is that it was the lesser of two evils. The State Energy Conservation Office (SECO) has the authority to increase the state's minimum building energy performance standards by adopting subsequent codes as long as that code is more stringent than the one currently in place. SECO's motivation for adopting the 2009 code came in the form of nearly \$300 million in ARRA (Stimulus Funding) that was contingent on them doing so. There is no such motivation to move to the 2015 IECC. However, under heavy pressure from environmental activists, it was a matter of when, not if, SECO made the move,

making it better for TAB to be proactive.

Being proactive was the impetus of HB 1736, but bringing about the 2015 IECC was not the bill's original intent. It was originally designed to provide regulators the ability to design a performance-based standard that produced an efficient home without impacting housing affordability. However, it's much harder to pass a bill than to kill one, so it was necessary to work with municipal, environmental and manufacturing interests. What resulted was a bill that provided an efficient yet cost effective result for most of the state.

Although the bill moved the state to the 2015 IECC, it also made significant modifications to the Energy Rating Index (ERI). For all intents and

purposes, the ERI allows builders to comply with the energy code by hitting a certain HERS Index. That's a blessing because getting a HERS rating gives builders broad flexibility to get to a certain performance figure (think requiring cars to get 30 miles per gallon as opposed to requiring all of them to be hybrids). The curse is that the code, without amendments, requires builders who want to take ERI/HERS compliance path to achieve a HERS 51 or below. Since only about 8 percent of homes get a HERS rating reach a 51 or below, the vast majority of builders would need to look for other ways to comply.

The bill moves the ERI/HERS
continued on page 2

ARC Awards final entry deadline is July 8

July 8 is the final deadline for the annual ARC Awards, which recognize excellence for associates, remodelers and custom builders. This year's gala is being presented in partnership with Bonded Builders Warranty Group.

The awards gala will be held Aug. 15 at The Westin Galleria. Finalists will be announced in mid-July.

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
- ◆ Best Garage
- ◆ Best Unique Product Application by an Associate

Of The Year Awards

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



Ken McDonald, area president of David Weekley Homes, and his team accept the McSAM Builder of the Year Award. More McSAM Awards photos can be found inside. The awards were presented May 7 by Shoot2Sell Photography.

2015 McSAM Awards winners announced

The Dallas Builders Association has announced winners of its 36th Annual McSAM Awards, presented May 7 in partnership with Shoot2Sell Photography. 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 52 categories.

The awards gala held at the Hotel InterContinental was a sellout. Amy Vanderroef, DFW area media personality and former host of ABC's Good Morning Texas, was the master of ceremonies. The event was presented by the Association's Sales and Marketing Council.

In the industry-judged awards, David Weekley Homes won the McSAM Builder of the Year award. Mustang Park, Green Brick Communities was named Master Planned Community of the Year - 600 acres or less, and Windsong Ranch by Terra Verde Group was named Master Planned Community of the Year - 600 acres or more. Industry experts from around the country including builders, architects, interior designers and new home marketing professionals judged the awards.

Highland Homes won the prestigious People's Choice Builder of the Year honors. Phillips Creek Ranch by Republic Property Group was named People's Choice Community of the Year.

The People's Choice competition recognizes builders and developers based on consumer voting. To identify the People's Choice winners, the Dallas BA enlists the help of a market research firm that sends an online survey to hundreds of homebuyers, asking for feedback on everything from home design, sales experience, customer service, community lifestyle and overall satisfaction. Respondents were also asked to rate – on a scale from zero to 10 – how likely they would be to recommend a particular builder or community to a friend or family member, which is considered the gold standard in customer satisfaction surveying. This is the fourth time that Highland Homes has received this honor.

A complete list of winners and event partners, along with McSAM Awards photos can be found on page 5 of this issue.



Metro East Division Raises Almost \$60,000 for CASA
On behalf of the Metro East Division, Larry Baty, Doug Bowerman and Dave Hambley present the proceeds of Cars for CASA — \$58,764.58 — to Lucille Bell, executive director of Lone Star CASA. Through this annual event, Metro East has raised more than \$300,000 for CASA over the past decade.

Energy code tightening up on N. Texas builders

continued from page 1

target from a 51 to a 65 in our area from September 2016 until September 2019, a 63 from then until September 2022, and a 59 thereafter until 2025. About half of the homes that get a HERS Index reach a 65 or below making it a much more reasonable number than the 51. However, there are some mandatory items that builders still need to include no matter how they try to comply with the energy code, and this is where things really tighten up for North Texas builders.



One very concerning mandatory item is the requirement for home air leakage to be 3 Air Changes per Hour (ACH) or less (measured by a blower door test). That is a very tight house! Tighter than the vast majority of builders are currently able to reach. This requirement does not apply in Austin, Houston and San Antonio because the IECC has different requirements for different areas based on climate data. Those cities are in Climate Zone 2, where the requirement is a much more feasible 5 ACH. DFW, Tyler, El Paso, Lubbock and Amarillo builders will all be facing the more stringent requirement. State law gives the other areas more flexibility, but since DFW is deemed to have poor air quality, municipalities and the Council of Governments have less leeway.

At the time the bill was drafted, it was not clear that the air leakage testing was a mandatory component for the ERI/HERS and other paths to energy code compliance. However, "errata" that was recently published and distributed to code officials made it clear that it was. Unfortunately, the errata was not available until well after the bill was in the process, so it's timing was far less

than ideal.

The Dallas BA has expressed concerns for the 3 ACH requirement throughout the legislative process and successfully pushed for it to be amended to 5 ACH by the North Central Texas Council of Governments in the 2012 as well as the 2015 code cycles. However, state action will likely trump local efforts in this case.

Our concerns go beyond the industry's ability to meet the requirement. Sound building science dictates that you must "build it tight and ventilate it right." The code is about to take care of the "build it tight" part, making it necessary for contractors to get the ventilation part absolutely spot on. HVAC run times will need to be long enough to remove moisture from the home and product selection will need to be limited to those that do not off-gas or contain volatile compounds.

To meet the requirement itself, DFW builders may have to consider foam encapsulation, an expensive proposition in most cases, or enhanced training and education of trades to limit building envelope penetrations ahead of time to reduce expensive corrections at final inspection. In order to provide builders with guidance on this topic, the Dallas BA will hold an "Energy Series" of classes, starting Aug. 12, that will get into the specifics.

The Association is also working diligently with regulators on alternative compliance paths that do not require 3 ACH, but still obtain the desired performance levels and the intent of HB 1736 in DFW. The chance of these efforts being successful is unknown. Thus the need to inform you now so you can evaluate how these changes will impact your business about 15 months from now.

Dallas BA seeks nominations for 2016 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. Joe Chamberlain 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 HOMEPAC 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 Sheena Beaver at sheena.beaver@dallasbuilders.com. Please put "Nominating Committee" in the subject line.



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BARCIE VILCHES, Editor

Bath & Kitchen Showplace hosts Dallas BA's After Hours May 28



Phil Smith of host Bath & Kitchen Showplace with door prize winner Mike Mishler, Mishler Builders, who won \$1,000 credit at TBKS.



Phil Smith; Bob Cresswell, Cresswell Custom Builders



Door prize winner Alan Hoffmann, Alan Hoffmann LLC



Dallas BA Executive Officer Phil Crone, Brett McDonald with The Bath & Kitchen Showplace, Jeff Dworkin with JLD Custom Homes



Caroline Freeman, Expressions Home Gallery; Phil Smith, The Bath & Kitchen Showplace



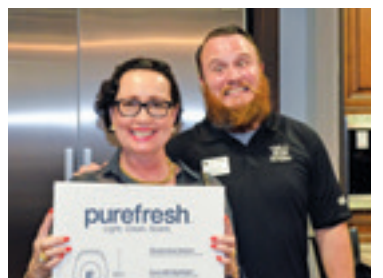
Dallas BA President Frank Murphy, Wynne Jackson; Phil Smith, The Bath & Kitchen Showplace



Matt Mitchell, Gilchrist & Company; Phil Smith, The Bath & Kitchen Showplace



Barbara Bynum, John P. Bynum Construction; Phil Smith, The Bath & Kitchen Showplace



Margaret Chambers, Chambers Interiors; Phil Smith, The Bath & Kitchen Showplace



Xanica Skuza, Southwest Sales; Tim Sandretti, CORE Decorative Resource; Heather Tiso, Southwest Sales; Phil Smith, TBKS

Door prize winner Mark Dann, Highland Classic Homes, with Xanica Skuza, Heather Tiso and Phil Smith



Xanica Skuza, winner Matt Evans with Entrada Iron & Wood Doors, Heather Tiso and Phil Smith



Tim Lansford, Luxury Homes of Texas; Xanica Skuza, Heather Tiso and Phil Smith



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<p>Energy Modeling Experts</p> <p>48 Hour or Less Turnaround on Plan Analysis for IC3 & REMRate Green Build Scoring Analysis Net-Zero Energy Analysis</p>		

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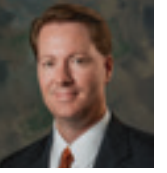
Courtney Stucky Earns Designation

Courtney Stucky of Shoot2Sell Photography is the Dallas BA's newest Certified Graduate Associate. Congratulations!



Home Builder Legislative Advocacy Producing Results

David Lehde
Director of
Government
Affairs



Editors Note: This legislative update is based on information available at press time (May 28).

With less than a week left until June 1 and the end of the 84th legislative session, Association advocacy efforts remained up tempo with the Texas Association of Builders (TAB) working long hours at the Capitol and our Dallas Builders Association government relations team taking every opportunity to weigh in with our service area's legislative delegation to communicate the need for priority bills.

Here is an update on key legislation that helps provide a healthy regulatory environment for home building.

HB 1736 by Rep. Jason Villalba and sponsored by Sen. Troy Fraser relates to building energy efficiency. With the goal of lessening the impacts of overly prescriptive codes, the bill allows for an alternative performance path and limits the state's adoption cycle for future building energy code editions to once every six years. The legislation has passed the House and the Senate, with amendments, and was sent to the Governor for signature on May 25. More information on the challenges builders still face with building energy codes can be found in this month's cover story of The Home Builder.

A bill that will protect both builders and condominium type homeowners cleared the Texas House and Senate, and will become law pending signature from the Governor. H.B. 1455 fixes a loophole in the Texas Uniform Condominium Act that allows the board of a condominium association to make litigation decisions affecting more than one unit without meaningful input or approval from the actual condo unit owners. Similar statutes in Colorado, Nevada and California have led some to exploit this "loophole" and

significantly damage the stability and health of the condominium market in those states.

With significant growth in the condominium form of ownership for new residential development in Texas over the past decade, abuse of the aforementioned "loophole" threatens the affordability of condominium construction.

H.B. 1455 was carried in the House by Representative Phil King and in the Senate by Senator Brandon Creighton. Fixes provided by H.B. 1455 include:

- Requirement that condo unit owners be notified of a potential construction defect claim and the implications associated with bringing the claim before the condo board initiates an action;
- Requirement for an affirmative vote of a simple majority of condo unit owners prior to pursuing a claim;
- Requirement for the condo board to obtain an independent third-party report from a licensed professional engineer to identify elements subject to a claim; and
- Provision allowing the parties affected by a defect claim an opportunity to address the alleged defect or concern.

Because legitimate construction defect claims are understandable, it is important to note that H.B. 1455 will not affect an individual unit owner's ability to initiate a claim on his or her own behalf in any way.

Funding for transportation infrastructure was an evolving discussion this session with the House and Senate proposing two different routes to the same destination. A plan that passed the Senate, SJR 5 and SB 5 by Sen. Robert Nichols, focused on dedicating a portion of the vehicle sales tax to transportation needs. The House, however, proposed a different strategy. HB 13 by Rep. Joe Pickett focused on the strategy of dedicat-

ing part of the state's sales tax revenues for transportation funding. With the end of the session looming, Sen. Nichols and Rep. Pickett reached a compromise that would dedicate \$2.5 billion of the general sales tax to the state highway fund. The pending legislation would also dedicate a portion of the motor vehicle sales tax to the fund beginning in 2020.

As important as it is to get priority bills through the legislature, defeating problematic legislation holds equal significance. HB 3984 started as a bill that would mandate every city to impose an impact fee of at least 20% of the maximum fee allowable by law on top of any existing impact fees a city may be charging. Prior to the bill being heard in committee, Dallas BA voiced concern to committee members that the provision equates to a new tax on development and could diminish an already record-low supply of affordable homes. While advocacy efforts by TAB, Dallas BA and partner HBA's stopped the bill from becoming law, a committee substitute replaced the statewide mandate with a requirement for the Texas Department of Transportation to conduct a study on the same type of fee. Due to the reality that the study could be used in the future to promote turning such a fee into a new tax on housing and development, the committee substitute was opposed by the Association. The result was the bill dying in the House Calendars Committee.

The information that has been reported here is just a portion of the many bills monitored by the Association this session. After the Legislature adjourns and the Governor makes his decisions on legislation sent to his desk, the Association will provide additional updates.

CAPS II offered June 25

On June 25 instructor Donny Mack of Beaver Builders will be teaching Certified Aging-in-Place II – Design/Build Solutions and Accessibility. This course is one of three needed to obtain a nationally recognized CAPS designation. CAPS designees gain recognition for completing the best known designation program in the country dedicated to improving the knowledge of remodelers who want to serve the fastest growing segment of the residential remodeling market.

Students attending this course will obtain a greater understanding

of the aging-in-place population and the technical knowledge to solve the remodeling needs of this demographic. Along with the ability to network with over 2,000 CAPS designation holders, designees will be listed in the professional designations online directory, one of the widely searched directories on www.nahb.org.

If you are interested in attending the June 25 class it is highly recommended to register early, as the CAPS I class in May sold out. Register online at DallasBuilders.com or call Sheena Beaver at (214) 615-3881.

Dallas BA members among TAB Star Awards finalists

Almost 500 entries were submitted for consideration in the 2015 Star Awards. The Texas Association of Builders holds the annual competition to showcase the outstanding work of builders, remodelers, architects, designers, and sales, marketing, and construction professionals in Texas. Entries were judged by a distinguished panel of industry experts from across the nation during an intense two-day judging period.

Winners will be revealed on Thursday, July 30, at 6:30 p.m. at an event held in conjunction with the Sunbelt Builders Show™. Join your colleagues from around the state at the Gaylord Texan in

Grapevine to find out who gets to take home these prestigious trophies at the Star Awards Presentations and Cocktail Reception.

Star Awards finalists include these members of the Dallas Builders Association:

- Ashton Woods Homes;
- Castle Hill Partners;
- Gehan Homes;
- Wine Cellar Specialists;
- USI Design & Remodeling;
- Key Residential, Ltd.;
- Republic Property Group;
- SouthStar Communities; and
- Terra Verde Group.

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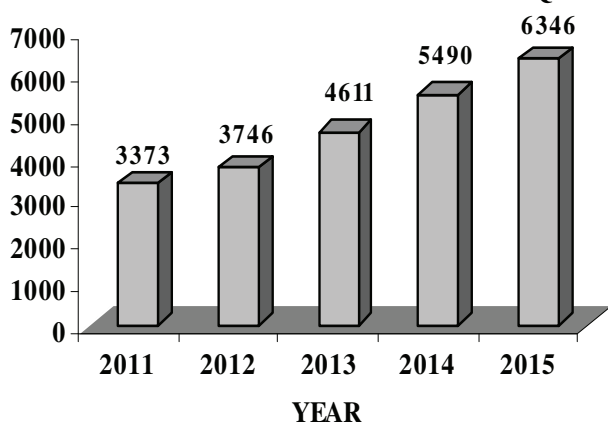
Top Builders for First Quarter 2015

(by permitted name)

January 1, 2015 to March 31, 2015

Builder Name	Avg Value	Avg Sqft	Homes
1. D R HORTON HOMES	\$180,357	2,710	883
2. LENNAR HOMES	\$318,237	3,140	319
3. BLOOMFIELD HOMES	\$261,535	3,247	272
4. HIGHLAND HOMES	\$378,008	3,744	244
5. PULTE HOMES	\$169,514	2,962	242
6. FIRST TEXAS HOMES	\$307,384	4,072	223
7. K HOVNANIAN HOMES	\$398,713	4,438	176
8. BEAZER HOMES	\$297,975	2,935	159
9. J HOUSTON HOMES	\$188,330	2,860	142
10. DARLING HOMES	\$372,733	4,097	132

TOTAL HOMES PERMITTED IN DFW 1ST Q TR



The Dallas Builders Show is a premier opportunity to showcase your products and services to a wide variety of residential construction professionals ranging from single-family builders of all volumes and price-points to remodelers and multifamily contractors.

THURSDAY, OCTOBER 22, 2015

1:00PM OPENING SESSION

3:00PM - 8:00PM EXHIBIT HALL OPENS

PLANO CENTRE

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PLANO, 75074

***EXHIBITOR BOOTHS: \$400**

*EXHIBITORS MUST BE MEMBERS OF THE DALLAS BUILDERS ASSOCIATION. 10X10 BOOTH INCLUDES: 8' SKIRTED TABLE, SIGN, PIPE AND DRAPE, TWO CHAIRS AND TRASH CAN.

REGISTRATION:

TICKETS: \$10 ONLINE/\$20 AT EVENT

ALL TICKET PROCEEDS BENEFIT OPERATION FINALLY HOME

For more information or to register now, please visit DallasBuildersShow.com.

Questions? Please contact Misty Varsalone, Director of Member Services, at 214-615-5012 or Misty.Varsalone@DallasBuilders.com.

'New Closing Compliance Rules' offered at June 16 Lunch & Learn

The Association will offer a Lunch & Learn seminar on June 16. In "New Closing Compliance Rules" Richard Miller, vice president/director of home builder services with the Texas division of First American Title Company, will be educating building professionals on the new closing compliances and how they will impact the home building industry.

The Lunch & Learn is presented in partnership with Education Title Partner StrucSure Home Warranty.

The Dodd-Frank Wall Street Reform and Consumer Protection Act will take effect on Aug. 1, 2015. This new rule imposes very strict requirements for disclosure on lenders for processing governmental financed loans.

With this "process change," new forms will

be introduced: the Loan Estimate and the Closing Disclosure. The Loan Estimate will replace the Good Faith Estimate while combining the Truth-In-Lending disclosure. This document must be provided to the buyer three business days after application.

This is not just a form change, but a process change with lenders, title companies and for builders scheduling their closings.

Lunch and registration will begin at 11:30 a.m. The seminar continues until 1 p.m. Cost is only \$20 per person for members (\$30 for non-members).

Register now to learn how this will affect your future closing process, Visit the Calendar at DallasBuilders.com or contact Dallas BA Director of Education Sheena Beaver at 214-615-3881.

DallasBuilders.com offers interactive OFH features

A new feature on Dallasbuilders.com allows members to see what is still needed to complete homes being built for combat wounded veterans under the Operation Finally Home program.

Members can now donate materials to the Operation Finally Home projects through an interactive spreadsheet. "We feel this will substantially increase labor and material donations while also recognizing those who have so generously donated," explained Sheena Beaver, Dallas BA staff director of education and executive administrator. "If you are interested in assisting these projects, log onto DallasBuilders.com, click on the "Giving Back" menu tab and click on the "Donate Materials" button. Then you can simply type your name and donation into the item line. Your donation will be listed immediately, and staff will be notified of your charitable contribution."

Another enhancement that can also be found under the "Giving Back" tab of the website is the ability to give monetary donations directly to Operation Finally Home for either the Oak Point or Rockwall projects.

Operation Finally Home is an organization that provides custom built, mortgage free homes to combat wounded veterans and the widows of the fallen who have sacrificed to defend our country and way of life. The Dallas Builders Association partnered with OFH in 2014 and built two homes for veterans. In 2015 we are pleased to be

underway on an additional two homes. The Oak Point Project is awaiting a new recipient to be selected as the initially chosen veteran is unable to relocate to the

DFW area. It is anticipated an individual will be identified sometime in June. Until that time, project captain Michael Turner is accepting donations and is in specific need of monetary donations and concrete material. The Rockwall project has identified a recipient, who will be surprised at a special event to be determined in June. Mike Mishler is leading this project and is also in need of monetary donations. The spreadsheet allows members to commit to a cash donation toward a specific materials or labor need.

For information contact Sheena Beaver at 214-615-3881.



Multifamily Builders Council golf tournament is another sellout!

Presented By:



1st Place: Charlie James, Trammell Crow Residential; Grant Neel, Trammell Crow Residential; Mark Mathews, Builders FirstSource



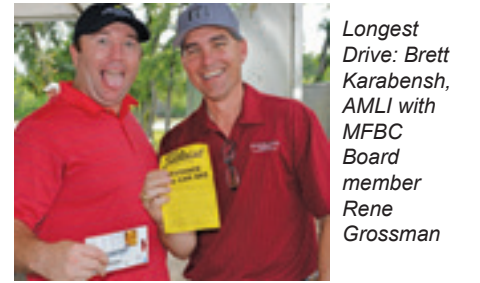
2nd Place: Huber Engineered Woods Team: Clayton Myhre, Steve Rumsey, Lee Price



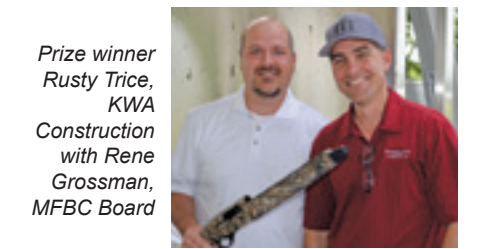
3rd Place: Richard Deapen, Anthony DePalma, Greg Joyner, all with Lincoln Properties, Mark Philmann, BES



Last Place: Jason Atkins, Trussway; Jeremy Hogan, AMICUS; Victor Diaz, AMICUS; Mike Hance, Trussway



Longest Drive: Brett Karabensh, AMLI with MFBC Board member Rene Grossman



Prize winner Rusty Trice, KWA Construction with Rene Grossman, MFBC Board

PARTNERS

- Huber Engineered Woods
- Billingsley Construction
- Whirlpool
- DFW Interiors
- GE Appliances
- Builders Firstsource
- LMI Landscapes
- Trammell Crow
- Alliance Residential
- Jordan Foster Construction
- Rumsey Construction
- BBL Builders
- Cadence McShane Construction
- Nationwide Gutter
- Huber Engineered Woods
- Qu Fresh/Tex-Energy
- Texas Door & Trim
- KWA Construction
- Trussway
- Fox Energy Specialists
- Advanced Concrete Surfaces
- San Saba Construction Services
- Cornerstone Control Systems

McSAM Awards name winners in 50+ categories

Presented by Shoot2Sell Photography



Rookie Sales Professional of the Year
Shawnette Hanna
CB JENI Homes/Normandy Homes

Sales Professional of the Year – sales price under \$325,000
Toni Petty
CB JENI Homes/Normandy Homes

Sales Professional of the Year – sales price between \$325,001 & \$375,000
Dan Angliss
David Weekley Homes

Sales Professional of the Year – sales price between \$375,001 & \$425,000
Don Siegel
Ryland Homes

Sales Professional of the Year – sales price between \$425,001 & \$500,000
Mike Tarvin
CB JENI Homes/Normandy Homes

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

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

Sales Professional of the Year – sales price over \$800,000
Tony Prutch
M. Christopher Custom Homes

Online Sales Counselor of the Year
Lawre Alexander
David Weekley Homes

REALTOR® of the Year
Sonny Moyers
Ebby Halliday, REALTORS
Nominated by The Tribute

Sales/Project Manager of the Year
Jennifer Johnson
Shaddock Homes

Best Logo Design
Light Farms
Republic Property Group
Created In House

Best Brochure – Developer
Phillips Creek Ranch
Republic Property Group
Created In House

Best Brochure – Builder
M. Christopher Custom Homes
Created by Anderson Hanson Blanton

Best Print Ad
Castle Hill Partners
Created by Anderson Hanson Blanton

Best Signage
Terra Verde Group
Created by Anderson Hanson Blanton & Identitec

Best Community Entry Feature
Republic Property Group
Created by TBG
Fabricated by Ratliff Construction

Best Internet Media Campaign
Castle Hill Partners
Created by Anderson Hanson Blanton

Best Social Media Campaign
Hillwood Communities
Created by Anderson Hanson Blanton

Best Computer Generated Sales Tool
Matthews Southwest
Created by Anderson Hanson Blanton

Best Website for a Builder
Shaddock Homes
Created by Builder Designs

Best Website for a Community
Harvest
Hillwood Communities
Created by Anderson Hanson Blanton

Best Special Event / Promotion
American Legend Homes
Created by Bright & Co. Marketing

Best Advertising Campaign
Republic Property Group

Best Sales Office
David Weekley Homes
Signage by Terry Productions

Best Welcome Center
Terra Verde Group
Designed by Creative License International

Best Interior Merchandising – sales price under \$325,000
CB JENI Homes/Normandy Homes, A Subsidiary of Green Brick Partners

Best Interior Merchandising – sales price between \$325,001 & \$425,000
Highland Homes
Designed by IBB Design

Best Interior Merchandising – sales price between \$425,001 & \$500,000
Meritage Homes
Designed by Mary DeWalt Design

Best Interior Merchandising – sales price between \$500,001 & \$600,000
Normandy Homes, A Subsidiary of Green Brick Partners

Best Interior Merchandising – sales price between \$600,001 & \$800,000
Toll Brothers
Designed by Linfield Design

Best Interior Merchandising – sales price over \$800,000
Drees Custom Homes
Designed by Allan Moore & Associates

Best Interior Merchandising – Patio/Townhome Plan
American Legend Homes
Designed by Catherine Daisy Interiors, Inc.

Best Outdoor Living Space
M. Christopher Custom Homes
Designed by Lively and Associates & Stuart Lloyd Design

Best Architectural Design – sales price under \$325,000
CB JENI Homes, A Subsidiary of Green Brick Partners
Designed by BSB Design

Best Architectural Design – sales price between \$325,001 & \$375,000
Meritage Homes
Designed by BSB Design

Best Architectural Design – sales price between \$375,001 & \$400,000
Standard Pacific Homes
Designed by Kipp Flores Architects

Best Architectural Design – sales price between \$400,001 & \$500,000
Coventry Homes
Designed by The ML Group

Best Architectural Design – sales price between \$500,001 & \$600,000
American Legend Homes

Best Architectural Design – sales price between \$600,001 & \$800,000
Belclaire Homes

Best Architectural Design – sales price over \$800,000
Southgate Homes
Designed by John Lively & Associates

Best Architectural Design – Patio/Townhome Plan
Toll Brothers

Best Design Series – under 50' lots
CB JENI Homes, A Subsidiary of Green Brick Partners
Designed by BSB Design

Best Design Series – 50' lots & over
Standard Pacific Homes
Designed by Kipp Flores

Custom Home of the Year
Hamilton Hills
Southgate Homes
Designed by John Lively and Associates

Home of the Year
Phillips Creek Ranch Estates - The St. Paul Heritage
Toll Brothers

Builder of the Year
David Weekley Homes

Community of the Year
Westhaven
Standard Pacific Homes

Master Planned Community of the Year – under 600 acres
Mustang Park
Green Brick Communities

Master Planned Community of the Year – 600 acres or more
Windsong Ranch
Terra Verde Group

People's Choice Community of the Year
Phillips Creek Ranch
Republic Property Group

People's Choice Builder of the Year
Highland Homes

Thank You, McSAM Partners!



CB JENI/Normandy Homes
Centurion American Development Group
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George Davis Becomes Life Spike
 Congratulations to George Davis, George Davis & Associates, who has become the Association's newest Life Spike after recruiting 25 new members. Spike Club Chairman Geanie Vaughan presented him with his award at the May Board of Directors meeting.

10th annual Cars for CASA raises more than \$58,000

The Metro East Division hosted its 10th annual Cars for CASA auto show May 17, raising \$58,764.58 for Lone Star CASA. Through this annual event, Metro East has raised more than \$300,000 for CASA over the past decade.

CASA is a national volunteer movement that began in the late 1970s in Seattle. Its purpose is to find community volunteers to act as a "voice in court" for abused and neglected children. The first CASA program was established in Dallas in 1980. In Texas, there are 69 local CASA programs with more than 7,000 volunteers serving 22,000 foster children. Lone Star CASA, Inc. advocates for children in Rockwall and Kaufman Counties.

Cars for CASA, which is put on annually by more than 40 volunteers, has grown to become one of the most successful auto shows in North Texas. The first event in 2005 featured 80 cars and raised \$2,600. This year's show featured 350 cars.

"We're proud to play a role in helping CASA kids rebuild their lives," said Metro East Board member Dave Hambley. "The Cars for CASA show is a great way to support a worthy cause and

raise awareness of the CASA role in our children's lives."

From vintage autos to cutting-edge cars, there is always something exciting to see at Cars for CASA. Among the many cars featured at this year's event were Classic Mustangs and Corvettes, several Shelby Cobras, Vintage Pontiac GTO's, and many others. New cars and trucks from local dealerships were also displayed. Cars for CASA also featured door prizes, a live DJ and a silent auction.

Numerous awards are given: 1st and 2nd class awards for cars, trucks and motorcycles; Best of Show for cars, trucks, motorcycles and RatRods; Best Engine, Best Graphics, Best Paint and Best Interior. A special award just for Dallas BA member entries went to Jerry Carter, Jerry Carter Homes.

Cars for CASA is sponsored by The City of Rockwall, Rockwall Dodge, Farmers Electric Cooperative, The Texas Motor Speedway Club, Rusty Wallis VW, Toyota of Rockwall, Heritage GMC, Dallas Harley Davidson and many others.

For more information about Lone Star CASA and Cars for CASA, visit LoneStarCasa.org.

Metro East Division Presents

Red, White & Brew

benefiting

Lakewood Brewing Co.
 2302 Executive Dr., Garland
 Thursday, June 18
 6-8 p.m.

Tickets: \$40 (includes food, beer and souvenir glass)
Only 75 tickets available!

DallasBuilders.com



Construction Monitor				Dallas Metro Building Permit Summary		
Year-to-Date 05/20/2015				Year-to-Date 05/20/2015		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	7,860	\$2,161,364,659	7863	1 DR Horton Custom	760	\$129,080,140
Duplexes & Twin Homes	29	\$7,797,188	58	2 Lennar Homes	373	\$104,140,901
Apartments & Condos	51	\$296,796,882	3207	3 First Texas Homes	351	\$102,443,591
Other Residential Structures	140	\$6,391,010	0	4 Highland Homes	303	\$98,544,792
Swimming Pools & Spas	1,486	\$59,669,546	0	5 DR Horton	422	\$81,182,230
Alternative Residential Energy	119	\$1,729,235	0	6 K Homebased Homes	181	\$75,556,512
Garages & Carports	71	\$2,954,017	0	7 Pulla Homes	351	\$72,988,566
Res Rmdl, Addn, Int Fin	1,333	\$107,080,449	0	8 Bloomfield Homes	288	\$68,299,208
Reroof Residential	60	\$2,963,181	0	9 Beazer Homes	220	\$56,177,248
Total Residential Const	11,149	\$2,646,746,368	11,128	10 Darling Homes of	150	\$53,642,950

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Week 21 - 05/14/15 to 05/20/15 (permits over \$20,000)				Year-to-Date 05/20/2015		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	296	\$93,314,776	296	11 Megaflex Homes Inc	179	\$52,992,046
Demolition	18	\$0	0	12 Landon Homes	140	\$47,026,153
Footing & Foundation	53	\$358,780	0	13 Toll Brothers	88	\$45,850,407
Duplexes & Twin Homes	1	\$110,000	2	14 Grand Homes	128	\$43,929,176
Other Residential Structures	5	\$197,661	0	15 History Maker Homes	206	\$42,955,143
Swimming Pools & Spas	59	\$2,408,264	0	16 David Weekley	84	\$36,422,124
Alternative Residential Energy	10	\$152,755	0	17 Heritage Homes	98	\$34,991,855
Garages & Carports	1	\$49,650	0	18 Standard Pacific	97	\$32,807,903
Res Rmdl, Addn, Int Fin	51	\$4,334,272	0	19 Gehan Homes	119	\$29,629,526
Reroof Residential	3	\$130,000	0	20 American Legend	105	\$28,477,928
Total Residential Const	497	\$101,056,192	298	21 MHI Partnership	107	\$22,887,441
				22 David Gardner	57	\$22,224,069
				23 J Houston Homes	123	\$20,549,511
				24 Shaddock Homes	51	\$19,528,162
				25 Robson Ranch	70	\$19,382,102
				26 Drees Custom Homes	56	\$19,078,188
				27 Toll Dallas Tx Llc	27	\$16,995,015
				28 Horizon Homes	64	\$16,387,884
				29 Belshire Homes	37	\$16,312,651
				30 Ryland Homes	49	\$15,421,487
				31 MI Homes	70	\$14,930,983
				32 LGI Homes	99	\$14,419,569
				33 Sandlin Custom	47	\$12,783,512
				34 Sumner Homes	59	\$12,531,406
				35 Windsor Homes	39	\$12,420,480
				36 Altura Homes Lp	58	\$11,987,601
				37 Holiday Builders	51	\$11,568,416
				38 M Christopher	22	\$11,354,458
				39 CB Jeni Homes	52	\$10,415,533
				40 Chelidan Homes	47	\$10,211,782

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972 919 9700

CP Texas Construction LLC
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Visit DallasBuilders.com for complete contact information on these new members.

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New Member Breakfast scheduled for June 9

Are you new to the Association and ready to learn how to make the most of your membership?

Welcome



Do you know about the great benefits, events, and member discounts available to you?

Come enjoy breakfast and coffee with the Dallas BA Ambassadors Committee as they provide insight on how to get involved and make the most of your membership. New members and non-members interested in learning about the Association are welcome. The event is free but reservations are requested. Please visit the Calendar at DallasBuilders.com to register today.

Professional Designation Series

Presented by:



June 25 – CAPS II, Design/Build Solutions for Aging & Accessibility [CAPS, CGA, MCSP]

July 23 – Risk Management and Insurance for Building Professionals [CGR, GMB, GMR]

Aug. 27 – Sales & Remodeling for Builders & Remodelers (Newly Revised) [CGB, CGR]

Sept. 24 – Design/Build [CGA, CGB, CGR, MCSP]

Oct. 7 & 8 – Green Building for Building Professionals [CGA, CGB, CGP, GMR, MCGP, MCSP]

Nov. 19 – Diversification: Capitalizing on New Business Opportunities [GMB, GMR]

Dec. 9 – Business Management for Building Professionals [CGA, CGB, CGP, CGR, CAPS, MCGP, MCSP]

All dates subject to changes. Classes are held in the Conference Room at the Dallas BA, 5816 W. Plano Pkwy., Plano, TX, starting at 9 a.m. Register for classes by visiting the Calendar at DallasBuilders.com. For information, contact Director of Education Sheena Beaver at 214-615-3881.

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