

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXII

No. 7

July 2015

## Dallas BA's Industry Investors for 2015



## BRIEFLY

The Association's Yearlong Membership Drive Partner, StrucSure Home Warranty, treated members who have recruited at least three members to the Dallas BA to a Rangers game at Globe Life Ballpark June 23. Congratulations to Clyde Anderson, Donnie Evans, Frank Murphy, Jeff Dworkin, Kristina Waller, Tim Jackson and TW Bailey for earning tickets to the game against the Oakland Athletics.

"We wanted to offer rewards for recruiting members throughout the year in addition to the annual trip," said Dallas BA Executive Officer Phil Crone. "We are working on a partner and fun activity for next quarter's reward for members who recruit three or more members between now and Sept. 30." Recruit three or more members and receive one ticket to the designated fall recruitment event. Recruit five or more members and receive two tickets!

Need assistance? Contact Membership Director Amy Kirk at amy.kirk@dallasbuilders.com.

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## New education series covers 2015 energy code mandates

By Sheena Beaver  
Director of Education

With the new 2015 energy code changes impending, the Dallas BA has created a comprehensive four-part education series to help the industry meet these new requirements.

All sectors of the industry will be impacted by the change from the 2009 International ECC (IECC) to the much more stringent 2015 code. The new code is set to make homes 30 percent more efficient and reduce air infiltration. Building techniques will drastically change in the Dallas/Fort Worth market.

Kicking off the class series on Aug. 12, we will highlight changes to the Texas statutes and the impact of the state's move to the new code. Also featured during this class will be an in depth look at what specific changes the International Code Council (ICC) has published from 2009 to the 2015 IECC.

One drastic change will be limiting the number of air changes per hour from the current five, down to three. Achieving this new requirement will not be easy, but attendees will learn how during the second class of the series.

On Sept. 29 we will compare new differences in prescriptive and performance path methods while reviewing the IECC, table R402.4.1.1 checklist. An experienced builder who has been utilizing these techniques for years will address the three main areas of air leakage: foundations, walls and attics. Rounding off the class will be a home energy rater discussing and demonstrating a blower door test.

One extreme cause for concern under the 2015 code is improper ventilation. With a much tighter home, builders risk excess humidity levels, causing climate discomfort and potential for hazardous off gassing. Lack of proper ventilation may increase the risk of litigation. To ensure members are properly taught the latest and best techniques, the Dallas BA has contracted building science expert Doug Garrett out of Austin. Doug Garrett has over 30 years in building science experience and owns Building Performance & Comfort, Inc., a full service building science based consulting and training firm. Heating and cooling a home under the new code

*continued on page 2*

## Sunbelt Builders Show opens July 29 in Grapevine

The 2015 Sunbelt Builders Show™ is slated for July 29-30 at the prestigious Gaylord Texan Resort and Convention Center in Grapevine.

The Sunbelt Builders Show is one of the largest building industry events in North America and is owned and operated by the Texas Association of Builders. The award-winning Show draws thousands of residential construction industry professionals from the United States, Canada and Mexico to more than 200 exhibit booths. Additionally, the Show features special networking events, keynote speakers, quality educational sessions and a solid sales and marketing atmosphere.

Every year, more than 2,000 leaders in single- and multifamily building, remodeling, land development, finance and management come together to share the latest information, exchange ideas, and foster lasting personal and professional relationships.

Kicking off Sunbelt Builders Show on the evening of July 28 is TAB's annual HOMEPAC FUNdango, a family-friendly fundraiser that includes entertainment, music, food, beverages and fun for all ages. This outdoor event also hosts the 2nd Annual Statewide Washers Championship on the grounds of the Gaylord. Winning teams from local BA washers tournaments will compete for the coveted championship belt buckle. Representing the Dallas BA will be the two-man team of Charles Gadd and Travis Hicks of Andersen Windows.

Sunbelt officially opens at 9:15 a.m. when Chad Hennings presents

"Living a Life of Excellence" in the opening session. Hennings has lived just such a life through a nine-year NFL career and three Super Bowl Championships with the Dallas Cowboys, 45 successful combat missions flying A-10 jets with the Air Force and as one of the most decorated college football players in NCAA history.

The trade show floor opens at 10:30 a.m. In addition to exhibits, there are several education sessions throughout the day: "Digital Marketing 101 for Builders"; "As Green Matures Into High Performance Home Building"; and "TAB's 2015-2017 Texas Residential Construction Contracts Package Preview."

The second day of Sunbelt opens with a General Session presented by Beth Ziesenis, "A Day in the Life of a Nerdy Home Builder." This fast-moving, laugh-filled session takes you hour by hour through a day in the life of a tech-savvy home builder. You'll learn how a professional nerd solves a security crisis before 10 a.m., learns to make more of a lunch hour with an extra set of virtual hands and saves money on software before the staff meeting.

Day Two education sessions are: "How to Stand Out From the Crowd"; "High Performance/Green Building Best Practices"; "Be Fashionably Inspired! Design vs. Trends for Today's Home Buyer" and "Surviving the Trade Partner Shortage."

A second General Session that afternoon will feature Ross Ramsey and Dr. Jim Gaines, who will discuss "The



## Finalists Announced July 17; Partnerships Available

Finalists in the 2015 ARC Awards, which recognize excellence for associates, remodelers and custom builders, will be announced online July 17 at DallasBuilders.com and ARCAwardsEntries.com.

This year's ARC Awards gala is being presented in partnership with Bonded Builders Warranty Group on Saturday, Aug. 15, at The Westin Galleria. The evening begins at 6 p.m. with a cocktail reception. Tickets are \$85. Tables of 10 are available for \$850.

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 Bonded Builders Warranty Group, Texas Door & Trim, Tempo Mechanical Services, TexEnergy/Tempo Mechanical, Pape-Dawson Engineers, Texas Counter Fitters, Ferguson Bath, Kitchen & Lighting Gallery, The Bath & Kitchen Showplace, Southwestern Carpets and Exclusive Media Partner *D Home* magazine.

Politics of Texas and Their Impact on the Economy."

Special events include the Young Professionals Get Together and the Star Awards. The TAB Board of Directors meeting will be held at 10 a.m. July 31.

After doing business on the trade show floor each day, enjoy the gorgeous indoor gardens, the Paradise Springs Lagoon, Waterslide and Lazy River or unwind at Relâche Spa & Salon at the Gaylord Texan Resort.

## 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.

## Amy Kirk joins staff as director of membership

The Association welcomes Amy Kirk to its staff as director of membership. She is an experienced association management professional with more than 12 years of experience. Most recently, Amy served as director of operations with the McKinney Chamber of Commerce, where she played a key role in the organization's leadership team.

At the Dallas BA, her primary responsibilities will be to facilitate membership growth and retention. She will also manage events such as After Hours and New Member Orientation.

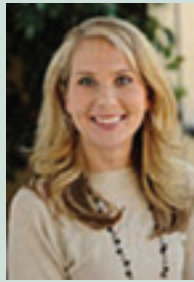
"The uptick in the new home market in North Texas has led to quite a few new home building companies and the expansion of some of the existing ones," said Dallas BA Membership Chairman Jeff Dworkin, who served as president of the Association in 2014. "Along with this, the Dallas BA is looking to grow our membership by 10% per year for the next several years."

"Amy brings a wealth of association experience that will enrich and

enhance the Dallas BA's membership recruitment and retention efforts," adds Executive Officer Phil Crone. "I look forward to the growth that will result from the new initiatives and insight she brings to us."

Prior to her association with the McKinney Chamber, Amy worked at the Electronic Security Association in Irving, where she was vice president of membership and chapter relations. Before moving to Texas in 2011, she worked at the North Carolina Association of Certified Public Accountants, first as a seminar planner and then as seminar manager.

Amy holds a bachelor of science degree from West Virginia University. She is also a Certified Association Executive (CAE).



Amy Kirk

# AFTER HOURS

Thursday, July 30

6-8 p.m.

Hosted By



4326 Preston Rd, Frisco

Enjoy complimentary food & beverages while networking in a casual atmosphere. Prizes.

**Builders Jackpot – \$1,200**  
Builder must be present at time of drawing to be eligible to win the Builder Jackpot.

It is FREE to attend, but please make reservations.

[www.dallasbuilders.com](http://www.dallasbuilders.com)



Doug Garrett with Building Performance & Comfort will discuss building methods and techniques at the Dallas BA's Oct. 27 class, "Home Ventilation by Design, Not by Accident."

## Energy code series begins August 12

continued from page 1

will look remarkably different than in years past. Accurate design, sizing, and installation of HVAC systems will need to be precisely calculated to fit into these higher performing structures. This class will ensure you are up-to-date with the new calculations and are purchasing a legitimate unit size.

The fourth and final class of the series is designed to educate the industry on what cost changes to expect in order to pass inspection. A panel of expert builders will discuss how they market these homes to consumers and where they feel money is best spent on products and design. DOW scientist Gary Parsons will be flying in from the DOW research facility in Michigan to report on the Twelve Energy Efficient Test Homes project (TEETH). The TEETH project was completed in 2012 and analyzes 12 occupied homes that tracked building performance data based on varying construction methods and IECC codes. Ending the class, attendees will learn what current green programs are available and how to take advantage of them.

It is important that the building industry be proactive in understanding these new codes. Lack of understanding will cause unapproved plans and failed inspections. The adoption of the 2015 IECC is by far the most impactful legislation on our industry in decades. For further information please contact Sheena Beaver at 214-615-3881 or [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com).

Individuals interested in attending classes may register online at [DallasBuilders.com](http://DallasBuilders.com).

## Expressions hosts June 25 After Hours



Sherrie Vetter of KitchenAid presents a KitchenAid mixer to prize winner T.W. Bailey of Bailey Family Builders.



Rachel Schroeder and Danielle Howard of The Kitchen Source and Clyde Anderson with Homes For Hope all won cell chargers.



Chad Johnson of After Hours host Expressions presents Rohl faucets to door prize winners George Davis, George Davis & Associates, and Teresa Staggs, KJ Custom Screens & Designs.



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**THE HOME BUILDER**

Dallas Builders Association [www.DallasBuilders.com](http://www.DallasBuilders.com)

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# Red, White & Brew



The Metro East Division's fundraiser for Operation Finally Home, Red White & Brew, was a sellout June 18 at Lakewood Brewing Company in Garland. More than 100 turned out for the event to enjoy unlimited craft beer and pizza made to order by Big Al's McKinney Avenue Tavern food truck. Partners were Lakewood Brewing Co., Fox Energy Specialists, The Bath & Kitchen Showplace, Acme Brick, Kelly-Moore Paints, Tim Jackson Custom Homes, Caprock Custom Homes, Capital Distributing, InTex, Roffino Construction and Tom Sadler & Associates. More than \$6,000 was raised for the Operation Finally Home project being built in Rockwall by Mike Mishler of Mishler Builders. In addition, several companies made pledges to provide building materials and services for the mortgage-free home to be given to a combat wounded veteran and his family.

Photos courtesy of Scott Roberts, Creative Architects

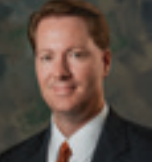


## The HomeFront

-Gov't Affairs News and Info

### No Summer Break for Dallas BA Advocacy

David Lehde  
Director of  
Government  
Affairs



The start of June may have brought the closing of the 84th Texas Legislature, but there is still plenty of regulatory items on the advocacy list for home builders.

One area that never takes a break is Dallas Builder Association's monitoring of key ordinance changes at the municipal level.

In Dallas, the Zoning Ordinance Committee is currently reviewing Article X, the city's landscape regulations. City staff is proposing changes to the ordinance, including those provisions that apply to residential construction. The current ordinance already contains requirements for three trees on a single-family lot, with two trees in the front yard. There is also a requirement that 20 percent of a lot located in a shared access development and districts other than single-family be dedicated to landscaping. Dallas BA has been in communication with city officials in an effort to seek further flexibility in the ordinance.

Throughout the process, we will be advocating that the city balance this ordinance with the need to respect private property rights and avoid any negative connotation to development. Improving an existing lot with or without a house usually entails the enhancement of property values both on the specific lot as well as surrounding property. Restricting the ability to expand the usage of the site restricts the ability to enhance its value and infringes on the owner's private property rights. It is important to note that many of the trees in major parts of Dallas would not be there if it were not for development.

In mid-June, the Association's government affairs team voiced its opposition to the Town of Fate's increasing of roadway impact fees. While the home building industry understands the concern that developments pay their share, that amount should always be within fair reason. Developments, such as those in the Woodcreek community, are already paying for the roadways inside Wood Creek

and have also contributed to improve existing public road work. A similar situation exists related to the costs of an existing and new sewer line.

In Prosper, Dallas BA has been working with the Prosper Developers Council and has offered input on the town's proposed amendments to their residential design and development standards. And communication with officials is ongoing as Denton considers implementing roadway impact fees.

At the regional level, the Association continues to voice industry concerns as the North Central Texas Council of Governments' Regional Codes Coordinating Committee considers amendment recommendations to the 2015 International Residential Code (IRC). A list of weighty International Fire Code (IFC) amendments are under review as well.

At the national level, good news for the housing industry comes in the form of a proposed delay of new mortgage lending rules. The Consumer Financial Protection Bureau (CFPB) has announced that new rules regarding disclosures under the Truth In Lending Act (TILA) and Real Estate Settlement Procedures Act (RESPA), that had been scheduled to go into effect on Aug. 1, will now be delayed until Oct. 1.

A big change under the new rules is the requirement that the Closing Disclosure be provided to the consumer three full days prior to closing. If there are changes during that three day window, the result could be a delayed closing. The rules also require that the Loan Estimate be delivered to the buyer no later than three business days after receiving the application.

These are just some of the regulatory issues that are getting attention from the Association's government affairs team. As with every season, this summer will see Dallas BA advocacy efforts heat up.

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**1:00PM OPENING SESSION**  
**3:00PM - 8:00PM EXHIBIT HALL OPENS**

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**\*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.

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

## Certified Aging-In-Place Specialist (CAPS) Graduates

Several members earned their CAPS designation after successful completion of the June 25 CAPS II class, "Design/Build Solutions for Aging and Accessibility."



Jonah Mandli, CAPS  
Galaxy Building Services, Inc.



Courtney Stucky, CGA, CAPS  
Shoot2Sell Photography



Celena Medlin, CAPS  
Elite Home Remodeling



Michael Hurst, CAPS  
Green Logic, Inc.

## Mortgage industry disclosures will impact home builders

By Steve Parks  
Regional Builder Sales Manager  
iMortgage

New common sense disclosures are coming to the mortgage industry on Oct. 3, 2015. Per the Dodd Frank Act's mandate, the Consumer Financial Protection Bureau has amended the Truth in Lending Act and Real Estate Settlement Procedures Act. The amendments are commonly referred to as the TILA/RESPA Integrated Disclosure rules ("TRID"). Effective, Oct. 3, 2015, TRID combines the initial Truth in Lending Act disclosure ("TIL") and the Good Faith Estimate disclosure ("GFE") into the Loan Estimate ("LE"); and the final TIL and HUD-1 Settlement Statement ("HUD-1") into the Closing Disclosure ("CD"). In addition to ushering in an era of common sense disclosures, TRID implements clarifications and changes to the timing, delivery, and fee limitations related to the disclosures. Although, TRID is directed at lenders, it will impact everyone in the mortgage industry, including home builders. This article summarizes the changes that impact the home builder community.

### ■ Living in Two Worlds (Pre and Post Oct. 3):

**Change:** TRID applies to applications received on or after Oct. 3, 2015, the current TIL, GFE and HUD-1 regulations apply to applications received prior to Oct. 3, 2015.

**Impact:** Consumers with applications submitted prior to Oct. 3, 2015, will receive the TIL, GFE and HUD-1, while consumers with applications submitted on or after Oct. 3, 2015, will receive the LE and CD.

### ■ Prequalification & Preapproval:

**Change:** Verification documents to underwrite an application or preapproval may be requested, however such documents may not be required prior to providing an LE.

**Impact:** Pay stubs, tax returns, etc. may not be required to perform a prequalification. An LE must be provided prior to requiring pay stubs, tax returns, etc. for an application or preapproval.

### ■ Fees worksheets:

**Change:** A fees worksheet or other document used to describe the terms and fees of a transaction prior to providing an LE must contain regulatory required disclaimer on top.

**Impact:** A fees worksheet or other document used to describe the terms and costs of a transaction during the prequalification stage must contain the regulatory required disclaimer on top.

### ■ Waiting Period Before Closing:

**Change:** A loan may not close within three business days of when the CD is delivered to the

consumer. The borrower generally cannot pay more than what is disclosed on the CD. A new CD is required and the three business day waiting period is reset, if the APR goes up or down by 1/8th, the loan product changes or a prepayment penalty is added.



Steve Parks

**Impact:** There is no known waiver to the waiting period. To avoid late closings, all parties in a transaction, including the consumer, seller, builder, real estate agent, closing agent, etc., must collaborate to set a realistic close of escrow date and collaborate to meet the date.

**Impact:** There are several permissible methods of delivery, including in-person, mail, overnight and electronic. In the absence of evidence of actual receipt, the regulations outline circumstances when the CD can be deemed delivered, e.g., three business days after it is placed in the mail, which means the three business day waiting period is extended to six business days.

The most effective method of delivery is electronic delivery, which has to be conducted in compliance with the E-Sign Act. To start the three business day waiting period early, it is essential for builders, real estate agents and lenders to coach consumers to access electronically provided CDs promptly. Electronic delivery is the most effective because the CD can be issued and delivered on the same day so the three business day waiting period can start.

<sup>1</sup>The regulatory definition of application has changed. The seventh catch all element has been removed. The new definition is the submission of the consumer's name, consumer's income, consumer's social security number, subject property address, estimated value of the property and mortgage loan amount sought.

<sup>2</sup>TRID requires a 3 Specific Business Day waiting period between the delivery of the CD and consummation. According to the regulations, consummation is when the consumer becomes contractually obligated on the transaction, which is defined by state law. Based on state law, most lenders consider consummation as the time the consumer signs the promissory note, commonly at the closing table. Therefore, this article will refer to consummation as closing.

<sup>3</sup>According to TRID, business days in this circumstance are defined as all days except Sundays and federal public holidays, such as Memorial Day.

<sup>4</sup>Per TRID, loan products are fixed, arm, etc.

## Learn how to better protect your company from litigation

The Dallas BA, in partnership with StrucSure Home Warranty, will present "Risk Management and Insurance for Building Professionals" on Thursday, July 23.

Today's builders face a liability insurance crisis. Coverage has become scarce, expensive and restrictive. In this environment, builders must use comprehensive risk management strategies to reduce construction risks and other exposures. From overarching principles to practical solutions on obtaining the most competitive insurance quotes, this course gives you the tools you need to manage your risk. As a graduate of this course, you will be able to:

- Grasp and apply insurance terminology;
- Use non-insurance risk management strategies;

- Recognize the basics of the types of insurance coverage that you need; and
- Structure company insurance and risk management programs with help from your brokers and counsel.

This class provides credit for the CGR, GMB and GMR professional designations and provides Continuing Education Credits for these designations: CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP and MIRM.

In addition to StrucSure Home Warranty, partners are Dow Building Solutions, Hotchkiss Insurance Agency and Shoot2Sell Photography.

The class begins at 9 a.m. and continues until 5 p.m. at Association offices. The member fee is \$210, which includes both breakfast and lunch. Register online at DallasBuilders.com.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders Year-to-Date 06/17/2015		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	9,839	\$2,806,885,517	9842	1 DR Horton Custom	861	\$146,456,908
Duplexes & Twin Homes	37	\$10,308,462	74	2 First Texas Homes	454	\$131,169,873
Apartments & Condos	52	\$320,029,682	3490	3 Highland Homes	388	\$127,611,075
Other Residential Structures	173	\$8,456,888	0	4 Lennox Homes	440	\$125,685,657
Swimming Pools & Spas	1,903	\$76,169,144	0	5 DR Horton	555	\$108,585,505
Alternative Residential Energy	161	\$2,375,007	0	6 Batten & Shaw	1	\$102,000,000
Garages & Carports	89	\$3,514,720	0	7 Pulte Homes	440	\$92,148,392
Res Rmdl, Addn, Int Fin	1,618	\$131,287,798	0	8 K Homebased Homes	214	\$89,409,113
Reroof Residential	70	\$3,378,095	0	9 Bloomfield Homes	353	\$83,532,965
<b>Total Residential Const</b>	<b>13,942</b>	<b>\$3,362,405,376</b>	<b>13,406</b>	10 Megaflex Homes Inc	248	\$70,743,837
<b>Dallas Metro Building Permit Summary</b>						
Week 25 - 06/11/15 to 06/17/15 (permits over \$20,000)						
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	276	\$98,128,954	276	11 Darling Homes of	182	\$65,379,539
Demolition	34	\$803,850	0	12 Beazer Homes	239	\$61,189,188
Grading & Dust	1	\$20,000	0	13 Landon Homes	174	\$57,710,548
Footing & Foundation	56	\$305,822	0	14 Toll Brothers	114	\$37,673,505
Duplexes & Twin Homes	1	\$620,576	2	15 Grand Homes	162	\$56,832,046
Other Residential Structures	5	\$890,383	0	16 History Maker Homes	252	\$52,248,820
Swimming Pools & Spas	63	\$2,503,483	0	17 David Weekley	113	\$48,629,655
Alternative Residential Energy	6	\$85,169	0	18 Heritage Homes	125	\$44,704,647
Garages & Carports	4	\$120,000	0	19 Standard Pacific	135	\$44,190,615
Res Rmdl, Addn, Int Fin	75	\$8,181,084	0	20 American Legend	153	\$40,836,989
Reroof Residential	1	\$32,969	0	21 Gehan Homes	132	\$33,382,544
				22 Shaddock Homes	79	\$29,059,155
				23 David Gardner	69	\$26,378,578
				24 MHI Partnership	120	\$26,184,897
				25 J Houston Homes	151	\$25,979,153
				26 Belcraire Homes	58	\$24,380,402
				27 Drees Custom Homes	71	\$23,383,598
				28 Rylard Homes	67	\$22,002,167
				29 Horizon Homes	88	\$21,904,867
				30 Robson Ranch	78	\$21,799,548
				31 Sunser Homes	101	\$20,899,537
				32 LGI Homes	125	\$18,106,552
				33 Altura Homes Lp	81	\$17,420,758
				34 MI Homes	79	\$17,139,048
				35 Toll Dallas Tx Lic	27	\$16,995,015
				36 Sandlin Custom	59	\$16,536,297
				37 Windsor Homes	51	\$15,459,355
				38 Holiday Builders	63	\$13,949,416
				39 M Christopher	26	\$13,789,968
				40 Cheldan Homes	63	\$13,711,179

### ALL WARRANTIES ARE NOT CREATED EQUAL.

**war·ran·ty** noun \ 'wôr-ən-tē, 'wâr- \

*A representation, especially in writing, made by a seller or company to a purchaser of a product or service that a refund, repair, or replacement will be made if the product or service proves defective or unsatisfactory, especially within a given time period.*

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StrucSure Home Warranty is a proud member of the National Association of Home Builders

# NEW MEMBERS

## BUILDERS

PSW Real Estate  
Eduardo Garza  
512 W. Davis  
Dallas, TX 75208  
214-299-8700

## Crescent Communities

Kevin Huston  
400 East Las Colinas Blvd. Suite 1075  
Irving, TX 75039  
469-513-5600

## Waterford Luxury Homes

David Besser  
3021 Ridge Road Ste.A-125  
Rockwall, TX 75032  
214-316-1160  
Spike: Tiffany Acree, StrucSure Home Warranty

## Texas Custom Patios

Bryan Jones  
8412 Sterling Street, Suite 100  
Irving, TX 75063  
214-460-5934

## AFFILIATES

Texas Custom Patios  
Collin Jarrell  
8412 Sterling Street, Suite 100  
Irving, TX 75063  
214-548-8976

## Crescent Communities

Hunter Haygood  
400 East Las Colinas Blvd. Suite 1075  
Irving, TX 75039  
469-513-5612

## ProSource Wholesale Floor

Coverings, Inc  
Tessica Wooten  
5354 Airport Freeway  
Fort Worth, TX 76117  
972-521-5115  
Spike: Mike Phillips, ProSource Wholesale Floor Coverings, Inc

## ProSource Wholesale Floor

Coverings, Inc  
Mario Jaramillo  
5354 Airport Freeway  
Fort Worth, TX 76117  
972-521-5115

## ASSOCIATES

Caliber Home Loans  
Amy Stinson  
5600 Tennyson Parkway Suite 255  
Plano, TX 75024  
972-372-0005

## Pot-O-Gold Rentals, LLC

Wesley Bridges  
P.O. Box 1627  
Hammond, CA 70404  
985-542-2101

## CLASSIFIEDS

### SERVICES

Low-priced MLS listings for builders!  
John Wood, Realtor, 972-404-9000.

### LOTS FOR SALE

N. Dallas cul de sac lot in gated community of Oakdale. Lined with trees and across creek from Preston Trails Golf course. Rare opportunity. \$499,900. Kelly Hibbs - The Michael Group 469.877.9910.

## New Member Breakfast scheduled for Aug. 11

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

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

Come enjoy breakfast and coffee with the Dallas BA Ambassadors Commit-

**Welcome**



tee 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.

## Insurance designed for builders

Does your policy cover damage resulting from faulty construction? Ours does.

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



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## WEBSITE MARKETING OPPORTUNITIES



Approximately 50% of Dallas BA's web traffic goes to the Member Search. Each month DallasBuilders.com has about:

- 3000-4,000 visitors
- 8,000+ page views



### A - \$480 - Premier Banner Partner

Available on Member Search Page. 21 spots available, with 7 visible on randomly rotating basis. 125 x 125 pixels. Hyperlink to your website (also published in annual print Roster). Includes Enhanced Listing Package (see below). Email 125px x 125px graphic to info@dallasbuilders.com. \$480 per year

### B - \$200 - Enhanced Listing

Priority positioning within category listings. Hyperlink to your website (also published in annual print Roster). Company logo, YouTube video, photos, business description, social media links, email contact form and home images. Email graphic to info@dallasbuilders.com. \$200 per year

### C - \$100 - Hyperlink.

Hyperlink to your website from your alpha listing in online Member Search (also published in annual print Roster). Company name highlighted within listings. \$100 per year

FOR INFORMATION CONTACT COMMUNICATIONS@DALLASBUILDERS.COM



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# SUNBELT BUILDERS SHOW

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**JULY 29-30 2015**  
**GAYLORD TEXAN**  
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## MICHAEL McDONALD BENEFITING

OPERATION FINALLY HOME  
OPERATIONFINALLYHOME.ORG

**WEDNESDAY, AUGUST 19, 2015**  
AT  
**HOUSE OF BLUES, DALLAS**  
2200 N. LAMAR ST., DALLAS, TX 75202

Doors at 7:30 p.m. Show at 8:30 p.m.  
All proceeds benefiting Operation FINALLY HOME.

Exclusive, Tax-Deductible Seating Available:

- 24 high top tables for 4 with drinks included - \$400
- 50 four top cabaret VIP tables - \$2,000-\$5,000 based upon location (includes private reception an hour before the show with drinks and heavy hors d'oeuvres as well as all beverages during the show)

For more information, email [contact@operationfinallyhome.org](mailto:contact@operationfinallyhome.org)



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CHECK OUT OUR GREAT BUILDER RESOURCES ON [NORBORD.COM/BLOG](http://NORBORD.COM/BLOG)