

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIII

No. 10

October 2016

## Dallas BA's Industry Investors for 2016



## BRIEFLY



Save the date for Casino Christmas, to be held Thursday, Dec. 1, at Association offices. Gather with fellow members to enjoy a festive evening of Vegas style gaming, a holiday buffet, DJ, margaritas, photo booth and a silent auction. Casino Christmas also features a Texas Hold 'Em Tournament. Tickets are only \$25 if purchased online in advance, or \$35 at the door. (Separate \$20 buy-in for the poker tournament). Partnerships are available starting at \$500. Details are on the calendar at DallasBuilders.com.

Join the Sales and Marketing Council Nov. 10 for a program featuring a Realtor panel. The luncheon begins at 11:30 a.m. at Stonebriar Country Club.

The 2017 Dallas Builders Association Marketing Guide has arrived! Find out all the ways the Association can help you promote your company by viewing the Guide at DallasBuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Michael Sugrue is 2016 Hugh Prather Awardee

The Dallas Builders Association has awarded the 2016 Hugh Prather Trophy to Michael Slease of StoneLeaf Homes of Distinction. The award is the highest honor bestowed by the Dallas BA and has been presented annually for the past 66 years to a builder, remodeler or developer member who has done the most for the betterment of the North Texas region.

The 2016 presentation was made during the Association's Sept. 30 Installation of Leadership held at sixty five hundred in Dallas and presented by StrucSure Home Warranty.

The 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.

2014 Prather recipient Tim Jack-

son of Tim Jackson Custom Homes presented the award.

Michael Sugrue is a U.S. Navy veteran who served his country during the Vietnam War. He has been active with the Association on the local, state and national levels for more than 30 years. He served as chairman of the Dallas BA's Sales & Marketing Council twice in the '80s and last year served as the Multifamily Council chairman for the Texas Association of Builders, as well as serving as a state director. He helped organize the Multifamily Forum at the Sunbelt Builders Show.

This summer he helped out in a charity golf tournament that raised money to fund college scholarships for local high school seniors and to benefit the Children's Medical Center in Dallas.

After the devastating fertilizer plant explosion in West that killed 15 people, injured 160 and destroyed 150 buildings, Michael Sugrue stepped up to donate appliances to The Texas Builders Foundation to help in efforts to rebuild the community.

continued on page 3



Michael Sugrue of StoneLeaf Homes of Distinction, left, is the 2016 recipient of the Hugh Prather Trophy, the highest award presented by the Dallas Builders Association. Tim Jackson, president of the Texas Association of Builders and a past president of the Dallas BA, presented the award Sept. 30 during Installation ceremonies held in partnership with StrucSure Home Warranty at sixty five hundred in Dallas.



### Michael Turner Installed as 74th President

2017 Dallas Builders Association President Michael Turner of Classic Urban Homes accepts his official symbol of office, the president's gavel, from 2016 President Donnie Evans of Altura Homes during installation ceremonies held Sept. 30 in partnership with StrucSure Home Warranty.

## Don't miss fourth annual Dallas Builders Show

The Dallas Builders Association is set to host its fourth annual Dallas Builders Show on Oct. 13 at the Plano Centre, 2000 E. Spring Creek Pkwy., Plano. Presented in partnership with Alexander Chandler Realty, this event brings together hundreds of North Texas' top residential home builders, developers and remodelers to learn about the latest technology, plan for the future, attend education sessions and listen to some of the nation's top presenters.

The Show begins at 1 p.m. with a housing forecast featuring national housing expert Jeff Meyers of Meyers Research, and Fred Balda, President of Hillwood Communities. The purpose of the session, which will also include local volume builders, will be to discover what is next for the Dallas housing market. Where are we in the housing



cycle? Will we see any relief from skyrocketing land prices?

Is there an end in sight for the ongoing labor shortage in the Dallas area?

Other educational sessions at the Dallas Builders Show include:

**The Dallas BA Relocation Portal:** Learn about the new tool being utilized by relocation management companies handling major corporate relocations to the DFW area.

**Marketing Without Money:** Jeff Crilley, president of Real News Public Relations, will be on hand, sharing secrets to getting good news stories that even seasoned PR pros don't know.

**Reaching Your Full Learning Potential:** Howard Berg, the world's fastest reader and speed learning expert, will help attendees overcome the challenges of today's information-rich

continued on page 2

## Fall membership drive kicks off October 1

The Dallas Builders Association, in conjunction with yearlong membership drive partner StrucSure Home Warranty, is hosting an exciting member recruitment campaign.

The Fall Membership Drive will kick off on Oct. 1 and end October 31, and all members are encouraged to participate! The Dallas BA will provide members with resources and tools to assist in their recruitment efforts, educate non-members on the great work our Association does to support the home building industry, and communicate the value of membership.

Members who recruit in October will receive triple Spike credits in addition to a host of other benefits. The top recruiter for the month will receive the coveted parking spot in front of the Dallas BA offices, and those who recruit three or more members will receive a Dallas BA Yeti tumbler.

Additionally, the Dallas BA is offering numerous incentives to non-members who join in October, including waiving the application processing fee — a savings of \$60. October's new members will also be entered to win a host of added benefits including events tickets, lunch with leaders of the Association, and more.

New incentives will also be offered to current members during this fall drive. When current members sign up for the yearly auto renewal, they will receive \$50 off their 2017 membership dues. Each member who elects to renew their 2017 membership by October 31 will receive \$50 off their renewal fee (January through May 2017 renewals only).

Be an active part of the success of the Dallas BA and help your Association grow. For more information on the incentives offered or recruitment resources, visit DallasBuilders.com.



### Metro East Donates \$63,000+ to Lone Star CASA

The Metro East Division Board of Directors present a check in the amount of \$63,168.75 to Lone Star CASA from proceeds collected at their annual Cars for CASA car show held in Rockwall earlier this year. From left are Jerry Carter, Phil Smith, Dave Hambley, Larry Baty, Lucille Bell of Lone Star CASA, Doug Bowerman, Greg Paschall and James Nelson. This is the 11th event that Metro East has sponsored for CASA, contributing approximately \$350,000 to date.





**Tuesday, November 2 - 11:30 a.m.  
Dallas Builders Association Offices**

Builders, meet 20 Associates in 2 hours. Learn about new innovative products and find new deals that could improve or promote your business. The Associate Member will have 4 minutes of one-on-one and face-to-face time with each Builder/Remodeler in a rotation.  
**Lunch and Prizes!**

Associates pay \$250 for the opportunity for 2 people from your company to speak with up to 20 Builders! Only 2 Associate industries per event.

Free for Builder/Remodeler Members\*  
\* Must be the Decision Maker for the Company

Contact Misty Varsalone @ 214-615-5012 or  
Misty.Varsalone@DallasBuilders.com

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BARCIE VILCHES, Editor



**Dallas BA Works with USPS Dallas District to Clarify Options for Mail Delivery**

The Dallas Builders Association has been monitoring the recent implementation by the United States Postal Service (USPS) for centralized delivery and Cluster Box Units (CBUs) for new single-family development in areas of the USPS's Dallas District. Based on revised regulations, USPS districts now have autonomy in determining the mode of delivery.

The Association was made aware of situations where developments that had already delivered homes were not receiving curb line mail. Issues also arose where builders were constructing the latter phase of a development where previously constructed homes were receiving, or were scheduled to receive, curb line mail, but were notified that centralized delivery and CBUs would be required for the remaining homes. Builders indicated they had not received notification regarding the change in mail delivery policy until they were well into construction.

Dallas BA worked with USPS Dallas District to seek information regarding what exceptions might be made for those who are facing the challenges in developments where previously completed phases are already receiving service.

USPS Dallas District has informed the Association that while the option for curb line delivery may be considered, the decision of how and when to approve these modes of delivery is at the discretion of USPS Dallas District on a case-by-case basis. At a minimum, USPS Dallas District will work with builders and developers to determine

the most appropriate mode of delivery. USPS is urging centralized delivery and the Dallas District will seek to be consistent with regulations. Developers and builders should contact the Dallas District staff listed below during the early planning stages of community development.

The USPS Dallas District includes the zip codes beginning with 750 - 759. The information below applies to developments in those zip codes.

Dallas Builders Association's current understanding of USPS Dallas District's process is as follows.

Builders who have built homes for new residents and received word that curb line delivery will not be available should contact the USPS Dallas District Growth staff listed below. USPS Dallas District is seeking to resolve these issues.

Growth Coordinator, Mike Nute — 972-462-2303 or michael.r.nute@usps.gov

Growth Coordinator, Christine Nunez — 972-393-6326 or christine.l.nunez@usps.gov

Other Options Available:

Builders that have constructed homes that are not receiving curb line delivery or have a small portion of homes to construct in a community that already has constructed homes receiving curb line delivery, should contact the USPS Dallas District staff listed above regarding delivery options available. USPS Dallas District will seek to work with builders and the decision for delivery method is on a case-by-case basis.

In developments that have deliv-

David Lehde  
Director of  
Government  
Affairs



ered lots and begun the construction process and the builder or developer cannot find a reasonable method for placing cluster box units for centralized delivery, USPS Dallas District should be contacted to discuss the options that may be available. Again, the decision will be made on a case-by-case basis.

Builders should be prepared to present USPS with information regarding when the builder or developer was first notified by USPS Dallas District about centralized delivery being a requirement, as well as where the project was in the development process when notification was received.

For developments that do not fall into the above two categories, developers and builders should plan on using cluster box units for centralized delivery. As mentioned above, if the builder or developer has concerns regarding a development not being suitable for centralized delivery, they should contact the USPS Dallas District staff above to discuss the issue with them.

Builders and developers should understand that while there are certain contractual options that may conflict with USPS's centralized delivery policy, it is a federal regulatory initiative that is independent from, and often pre-emptive of, state or local laws. With this in mind, it is imperative that those starting and planning developments communicate with the USPS Dallas District as early in the timeline as possible.

**Dallas Builders Show is Oct. 13**

continued from page 1

work environment and demonstrate techniques to help professionals rise to the top.

**Two Things Every Builder and Developer Should Know:** Wholesale changes have arrived for postal service delivery and building energy codes. Learn how these two must-know items impact your business and how to avoid costly mistakes.

In collaboration with MetroTex & Collin County Realtors Associations, the Dallas Builders Show will host two CE approved education seminars for real estate professionals. A review of the New Home Sales Specialist Certification will begin at 11am and a blueprint reading class will take place at

2:30pm. Registration is just \$10 for one or both classes and include admission to the Show.

The Association's regular New Member Orientation has been expanded for a special presentation at the Dallas Builders Show. This Association Overview is a great way for all members to become familiar with the benefits of the Dallas BA, Texas Association of Builders and National Association of Home Builders. Lunch is included.

All Dallas BA Builder/Remodeler members in attendance will have their name put in a drawing to win \$2,000. Winner must be present at time of drawing.

All registration proceeds benefit the Dallas BA's preferred charity, Op-

eration FINALLY HOME, an organization that provides mortgage-free homes for combat-wounded veterans and their families. Recipients of past Dallas BA partnered projects will be on hand providing an opportunity to meet and thank these American heroes. Operation FINALLY HOME will be seeking to raise funds for future area projects by accepting donations at their booth and with silent auction items that include a Troy Aikman signed jersey and a custom Glock pistol.

Registration and additional information about the Dallas Builders Show is online at DallasBuildersShow.com. At press time, booths for associate members of the Dallas BA are still available in limited supply for only \$400.

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**New Certified Graduate Associates**

The Association's newest Certified Graduate Associates are Tag Gilkeson, T-N-T Drafting & Design; Janet Butler, Stair Solutions; Roy Robertson, Performance Drywall Services; and Jonah Mandi, Galaxy Building Services. They received the CGA designation at the Basics of Building course held on Sept. 7. The Certified Graduate Associate (CGA) designation teaches industry professionals about the home building business from the best source possible: builders and remodelers with years of field experience. Earned through classroom instruction, the CGA designation affirms associate members have a high level of industry knowledge and a commitment to professionalism in the building industry.

**Dallas BA / Meyers Research Housing Outlook - October 2016**  
**Dallas-Fort Worth-Arlington MSA**

A lack of workers continues to delay the delivery of new construction and increase costs. In a recent survey, 70% of Dallas BA builder members reported that the labor shortage has added more than \$4,000 per home in the form of increased costs and delays.

Builders simply cannot keep up with the housing demands of more than 100,000 new jobs coming to the Metroplex. Material prices are increasing as well, 80 percent of builders surveyed reported that price increases for concrete have had a significant impact on their business.

Overall, Dallas-Fort Worth home prices are hitting record highs. Overall prices are about 40% more than what they were a few years ago, but are still competitive nationally to the point where companies and workers are flocking to the area for its low cost of living.

"I'm worried that the MetroPlex is in danger of losing the affordability advantages that have been a major factor for our prosperity," said Dallas BA Executive Officer Phil Crone. "Low supply and high demand for labor, combined with increasing local regulations, are the reasons why prices are at record highs.

"If we keep acquiring the attributes of markets people are fleeing, our area will lose the competitive advantage that has made it the nation's top housing market," he said.

The labor market has yet to recover following the recession that drove nearly 30% of construction workers into new fields. The workforce that remains, especially for skilled labor, is aging, and thousands are expected to retire in the next 10 years. The average age of

a carpenter is 49; the average age of a plumber is 56.

Additionally, the number of people entering the trades and apprenticeship programs is not keeping up with the demand. Half the builders surveyed by the Dallas BA in September reported that the labor shortage has added two months or more to their construction timelines.

One builder commented, "Labor costs have more than doubled for me in the last 18-24 months. The time delay alone is costing me more than \$4,000 per home including interest carry and taxes."

Another builder opined, "I still get workers, but instead of 12 guys on a framing crew, I get four. I need six trim carpenters, but I'm lucky to get two. They work hard, but it is impossible for them to finish on time."

Despite these headwinds, total residential building permit activity has increased 20% year-over-year to an annualized rate of 53,647 units in July. Single-family building permit issuance increased 8.5% to 28,643 units while multifamily issuance increased 36.5% to 25,013 units. August had a record high for sales, with about 10,860 existing homes sold, according to data from North Texas Real Estate Information systems.

*\*Unless otherwise noted, data included in this article is produced by Meyers Research, the real estate consulting partner of the Dallas BA, via their Zonda application. Zonda offers approachable and intuitive real time housing data across the United States.*

**Michael Sugrue is Hugh Prather Award recipient**

*continued from page 1*

He is active in the Texas Association of Affordable Housing Providers and was a speaker for the recent Affordable Housing Tax Credit Conference.

He continues to develop public-private partnerships that provide housing for low- to moderate-income senior citizens in rural communities. These projects not only provide much needed housing in these areas, but they produce 120 jobs during construction and 12 full time positions for these small towns. And the return on investment endures for years in these communities in smaller rural regions in East Texas, the Panhandle and DFW areas.



**Crone Marks 10th Year**  
 2016 Dallas BA President Donnie Evans, right, recognizes Executive Officer Phil Crone for 10 years of service to the Association, praising him for his many accomplishments, strong work ethic and loyalty over the past decade.

**Upcoming Class**

**TAB Contracts – November 15**  
**Dallas Builders Association – 10:00am – 1:00pm - \$40/member \$50/nonmember (lunch provided)**

Unlike other contracts packages, The Texas Association of Builders package reflects the most recent mandates coming out of the 2015 Texas Legislative Session and case law updates, in addition to new design-build contract and architect addendum. As always, the package will also be updated to include needed clarifications, various improvements and greater ease of use. This class will address all changed areas and new laws. Log onto [www.dallasbuilders.com](http://www.dallasbuilders.com) to register today.

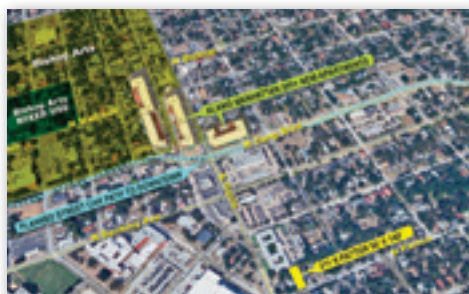
Partnerships are still available for this class, call Sheena for more details 214-615-3881.



Education classes are presented in partnership with Title Partner StrucSure Home Warranty.



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# StrucSure Home Warranty presents 74th Installation of Leadership Sept. 30 at sixty five hundred in Dallas



### 2017 Senior Officers Installed

Past President Ed Harrison reads the oath of office to senior officers; Matt Robinson, Walton Development & Management, vice president/secretary; Cole Baker, BMC, associate vice president; Alan Hoffmann, Hoffmann Homes, first vice president; and Stephen Puckett, LegacyTexas Bank, treasurer.



### 2017 President

Texas Association of Builders President Tim Jackson installs Michael Turner of Classic Urban Homes as the 2017 president of the Dallas Builders Association during ceremonies held Sept. 30 at sixty five hundred in Dallas.



### Associate of the Year – StrucSure Home Warranty

2016 President Donnie Evans presents the Associate of the Year trophy to Tiffany Acree of StrucSure Home Warranty. "Our honoree epitomizes the spirit of this award ... the time, talent and treasure they invest into the Association results in some significant accomplishments," stated Evans. "When there is a need from our industry or our Association, StrucSure is always among the first to help out. When the industry was needed in response to the devastating Rowlett tornadoes, they stepped up with a program tailored to the victims' needs. When the Association took proactive steps to engage volume builders and developers, StrucSure was among the first to partner those efforts. The investment of this company in the Dallas Builders Association is unmatched. In addition to being an Industry Investor, they are our yearlong education and membership drive partner, as well as the title partner for the Installation of Leadership."

### 2016 Industry Investors

2016 Industry Investors received a special gift. From left are James Rodriguez, Fox Energy Specialists; Tiffany Acree, StrucSure Home Warranty; Jessica Goehring, Hotchkiss Insurance Agency; Brett McDonald, The Bath & Kitchen Showplace. Unavailable for the photo were representatives of Industry Investors Dow Building Solutions, Johnson Supply, Stellar Home Theater & Beyond and The Thompson Group at Classic Chevrolet.



### AP Roffino Award – Metro East Division

2016 President Donnie Evans presents the 2016 AP Roffino Award to Greg Paschall, outgoing president of the Metro East Division. This award is presented annually to a division or council that has done the most to support the ideals and agenda of the Association. For more than 30 years, the Metro East Division has supported the Garland ISD's building trades program in a partnership with Habitat for Humanity and has assisted children in foster care for more than a decade, raising in excess of \$60,000 for Lone Star CASA this year, with a cumulative total of more than \$350,000.



### APEX Award – Highland Classic Homes

Associate Vice President Cole Baker presents the 2016 APEX Award to Mark Dann of Highland Classic Homes. The APEX recognizes a builder's professionalism in doing business with associate members of the Dallas Builders Association.

## Installation of Leadership Presented by:



#### COCKTAIL PARTNER

The Bath and Kitchen Showplace

#### PLATINUM PARTNERS

Hotchkiss Insurance Agency  
Republic Title - Park Cities

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#### VALET PARTNER

The Thompson Group at Classic Chevrolet

#### SILVER PARTNERS continued

LegacyTexas Bank  
OmniView Window & Door  
PIRCH  
PlainsCapital Bank  
Prime Lending – Julie Howell  
ProSource Wholesale Floorcoverings  
Texas Builders Resource Group

#### PRESIDENTS CLUB

T.W. Bailey, Bailey Family Builders  
Donnie Evans, Altura Homes  
Ed Harrison, Harrison Homes  
Jeff Dworkin, JLD Custom Homes  
Tim Jackson, Tim Jackson Custom Homes  
Keller Webster, KWA Construction  
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# NEW MEMBERS

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Divino Homes  
Joshua Correa  
214-360-7200  
Spike: John Bynum, Bynum Const

Gehan Homes  
Glenn Gehan  
972-383-4300  
Spike: Jody Hanson, Anderson, Hanson, Blanton

Gee Family Builders  
Steve Gee  
214-455-8759  
Spike: Donnie Evans, Altura Homes

RPCD, Inc.  
Cathy Koonsman  
214-366-3901

## ASSOCIATES

AV/NV Audio Video Integration  
Christopher G. Hannah  
972-595-7636

Chris Harp Construction Inc.  
Chris Harp  
469-344-7686  
Spike: Donnie Evans, Altura Homes

Clardy Construction, Inc.  
Jeff Clardy  
214-850-2132

Drain Right Seamless Gutters  
Tanner Frith  
972-429-0928  
Spike: Donnie Evans, Altura Homes

Gaco Western  
Tm Shuman  
214-693-9842

Integrated Mechanical and Electrical Services, LLC  
Nicole Paschall  
469-647-2980  
Spike: Donnie Evans, Altura Homes

Main Street Lumber/Main Street Millwork  
Steve Linn  
903-465-5388  
Spike: Bob Cresswell, Cresswell Builders

Mascot Mechanical  
Shane Stewart  
469-854-8667

RoyOMartin Lumber Company  
Zach Zimmerman  
318-448-0405

Rose Spray Foam Insulation  
David Rose  
817-838-8146  
Spike: TW Bailey, Bailey Family Builders

Solar City  
Lou DiBella  
972-658-7866  
Spike: Lou DiBella, LJD Gutters

Texas Floor Source  
Bill Blakely  
972-424-4070  
Spike: Donnie Evans, Altura Homes

Westwood Insurance Agency/QBE  
Christine Geeslin  
469-941-5012  
Spike: Terri Hayley, MHI

## Remodelers Council Texas Hold 'Em Tournament



Thursday, October 20  
Dallas Builders Association  
5:30 p.m. Registration  
6 p.m. Tournament  
Benefiting Operation FINALLY HOME  
**Register at DallasBuilders.com**

## MILESTONE ANNIVERSARIES

The Dallas BA recognizes these members who are celebrating a milestone membership anniversary this month. Thank you for your support of the Association and commitment to the home building industry.

### 70 Years

Oncor Electric Delivery

### 45 Years

Gold Star Distributors Inc.

### 40 Years

Pella Windows and Doors

### 20 Years

Burgess Construction Consultants Inc.

### 15 Years

Nationwide Gutter LLC/KCG Construcion, Inc.

MHI

Millenia Homes  
PlainsCapital Bank  
Texas Lighting Sales

### 10 Years

Statewide Trucking Corp

### 5 Years

DuPure International  
Enterprise Plumbing Inc.

Dallas Metro Building Permit Summary Year-to-Date 09/21/2016				Dallas Metro Single Family Builders Year-to-Date 09/21/2016		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	17,401	\$5,034,748,386	17,401	1 DR Horton Custom	1452	\$283,677,730
Duplexes & Twin Homes	76	\$27,750,896	152	2 Highland Homes	692	\$242,122,125
Apartments & Condos	191	\$1,104,800,291	16,106	3 First Texas Homes	733	\$234,612,079
Other Residential Structures	298	\$76,343,486	0	4 Lennar Homes	786	\$226,178,634
Swimming Pools & Spas	3,716	\$169,816,294	0	5 K Houstanian Homes	401	\$169,614,552
Alternative Residential Energy	1,036	\$15,742,370	0	6 DR Horton	753	\$164,590,107
Garages & Carports	161	\$7,894,813	0	7 Pulte Homes	775	\$151,501,642
Res Rmcl, Addn, Int Fin	3,027	\$239,037,857	0	8 Beazer Homes	472	\$138,029,766
Reroof Residential	965	\$33,527,736	0	9 Darling Homes of	311	\$123,143,757
<b>Total Residential Const</b>	<b>26,886</b>	<b>\$6,709,462,916</b>	<b>33,669</b>	10 Bloomfield Homes	494	\$115,917,571
				11 Megatal Homes Inc	341	\$100,522,436
				12 Toll Brothers Inc	179	\$83,720,400
				13 Grand Homes	286	\$82,484,972
				14 American Legend	352	\$87,015,443
				15 Landon Homes	253	\$83,240,601
				16 Gehan Homes	266	\$80,817,576
				17 Standard Pacific	174	\$66,134,764
				18 David Weekly Homes	189	\$64,627,943
				19 History Maker Homes	295	\$64,324,539
				20 Ashton Woods Homes	221	\$62,933,297
				21 Drees Custom Homes	186	\$62,465,883
				22 Meritage Homes	182	\$62,269,052
				23 Shaddock Homes	144	\$62,031,892
				24 Dunhill Homes	196	\$57,486,043
				25 Calatlantis Homes Of	167	\$51,576,486
				26 Impression Homes	210	\$42,952,052
				27 MHI Partnership	183	\$42,722,379
				28 David Weekley	106	\$42,094,650
				29 J Houston Homes	188	\$38,868,107
				30 CB Jeni Homes	169	\$38,633,835
				31 LGI Homes	229	\$36,101,332
				32 Megatal Homes	134	\$34,238,746
				33 Meritage Homes	95	\$29,338,480
				34 Sunser Homes Inc	116	\$27,921,628
				35 Horizon Homes	127	\$27,666,547
				36 Our Country Homes	61	\$25,040,838

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## SPIKE APPRECIATION AFTER HOURS

Thursday, November 10  
6-8 p.m.  
Hosted By



1100 Mira Vista, Plano

Join us for a special After Hours event, where the Dallas BA's top Spikes will be recognized. Enjoy complimentary food & beverages while networking with fellow industry professionals. Prizes.

### Builders Jackpot – \$500

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.

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### Congratulations, Dallas BA Spikes!

(Above) Spike Club Chairman Geanie Vaughan of Lee Lighting presents Spike awards: Michael Turner, Classic Urban Homes - Life Spike (25 credits); Brian Webster, KWA Construction - Spike (6 credits); and; Mike Phillips, ProSource Wholesale Floorcoverings - Red Spike (100 Credits). (Below) Vaughan presents additional Spike awards to John Todd, Elite Remodeling - Life Spike (25 credits); and Scott Roberts, Creative Architects - Spike (6 credits).



## 2015-2017 Texas Residential Construction Contracts Package Order Online

New Contracts Available & can be Ordered Online at <http://www.texasbuilders.org/membership/tab-contracts-package>

Available only to builder and remodeler members of the Texas Association of Builders, TAB's contracts package subscription is your blueprint for typical construction and remodeling transactions in the State of Texas. At a cost of only \$399.99 plus tax, the package of contracts and related addenda is a fantastic value and can save you thousands of dollars in legal fees. As always, the subscription includes any needed updates that may occur during the two year cycle. And unlike other national and state packages, the TAB contracts package includes legislatively mandated requirements particular to Texas, the absence of which could result in dire consequences for your business.

In addition to addressing new legislatively mandated notices for water front homes, many improvements have been made to the 2015-2017 package, which include:

- a new lot sale contract addendum, a new consultant-designs agreement, an even shorter remodel contract, added advertising and media permissions, revisions to the independent contractor agreements, and a needed revision to the termination damages language;
- performance standard updates and numerous other changes that reflect best practices and up to date construction transactions and;
- revised warranty and performance standards to reflect current engineering and construction practices.

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