

THE HOME BUILDER

DallasBuilders
ASSOCIATION

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Dallas BA's Industry Investors for 2017



BRIEFLY

Plans are well underway for the 2017 McSAM Awards presented by StrucSure Home Warranty. The event will be held on Saturday, March 25, at the Westin Galleria Dallas. The official call for entries is now available at McSAMAwards.com. Entry applications will be due Feb. 1 at 11:59 p.m. Entry materials will be due Feb. 15.

This year's awards show will include 59 categories including several new ones: Lifestyle Director of the Year, Best Graphic Continuity and Best Lifestyle Annual Program.

Also new this year is the Reign Makers Sales Achievement Awards, which are non-judged volume-based recognitions in four dollar volume categories starting at \$5 million.

The Big Shot Shootout benefiting Operation FINALLY HOME returns to the Frisco Gun Club on Wednesday, March 29. The \$100 per person registration fee includes targets, rifle, pistol, ammo and safety goggles. Visit <https://dallasbashootout2017.eventbrite.com> for details.

StrucSure Home Warranty presents "Major Texas Energy Code Changes" Jan. 17. This class will highlight changes to the Texas statutes and the impact of the state's move to the more stringent 2015 code. Details are at DallasBuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Year in Review

2016: Rising to Meet the Challenge

By Phil Crone, JD, CGP, GSP
Executive Officer

Each year when I write my year in review article, I always look back to the article I wrote the previous year and see how we built on it. Last year, I predicted that 2016 would bring challenges, especially to housing affordability. I wanted that premonition to be wrong. It wasn't. I also predicted that the Association would be able to rise to meet the challenges our industry confronted. We did.

2016 saw continued strong demand for housing in the Dallas area. To date (using October numbers) single-family permits increased 5.7% to just over 29,000 units while multifamily permits were up slightly to just shy of 23,000 units. Since homes are where the jobs sleep at night, it is no surprise that these figures came on the back of some strong job growth for our region, 113,400 jobs to be exact. This, combined with

a slowdown in the oil and gas industry that affected the Houston market, saw Dallas-Fort Worth become the nation's largest housing market.

The median closing price for a new detached home in our region is now \$316,880. The figure I used in last year's column was around \$290,000. Affordability is one of the primary drivers for new jobs coming to our region. However, I fear that we are quickly losing that advantage for reasons that cannot solely be attributed to supply and demand.

That's a perfect segue for me to talk about the challenges we have confronted in the advocacy arena. Preserving housing affordability and your ability to do business without unnecessary regulation and fees remains our utmost priority. To that end, Director of Government Affairs David Lehde is on the front lines fighting. He puts in

plenty of late nights and early mornings on your behalf. Despite the fact that he still owns a Blackberry, he has been very effective in communicating our message to elected officials and decision makers.

The sheer number of issues we dealt with this past year and the progress we made on them are too numerous to mention without making them into a whole other column, so I had David do precisely that (see page 2). We fought and overcame challenges from energy codes to tree ordinances (a lot of them) to cluster mailbox mandates and a vital Supreme Court victory that guaranteed protections for property owners from overzealous local government.

We came into this year with the

expectation that the Association would continue to grow along with the market. Thanks to the diligent work of the Membership, Retention and Ambassadors Committees, we welcomed 264 new members. Thanks to the diligent work of our committee, Yearlong Membership Drive Partner StrucSure Home Warranty and Director of Membership, Amy Kirk, I believe we are well positioned to meet our growth goals in 2017.

Thanks to strong leadership from their respective presidents, chairmen and boards along with staff liaison Misty Varsalone, our Divisions and Councils continued to meet the networking and organizational needs of our member-

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Eight members return as 2017 Industry Investors

As your Association begins its 73rd year of working to represent the interests of the men and women who make their livelihood in the homebuilding industry, we want to acknowledge eight very committed members.

They are The Bath and Kitchen Showplace, Dow Building Solutions, Fox Energy Specialists, Hotchkiss Insurance, Johnson Supply, Stellar Home Theater and Beyond, StrucSure Home Warranty and The Thompson Group at Classic Chevrolet.

These members have stepped up to invest in the Dallas Builders Association at an extraordinary level as Industry Investors. All eight were the Association's Industry Investors in 2016, as well. These companies invest significant funds and have committed to

supporting the wellbeing of your industry advocate—the Dallas BA.

To be an Industry Investor is an important way for members who believe that the ongoing viability of the Dallas BA is important to their business, and they have proven their dedication with this year's commitment.

"The Dallas Builders Association has worked very hard to enhance the value of the Industry Investor program in recognition of the significant investment made by these members," said Dallas BA Executive Officer Phil Crone. "The return of all eight will further the Association's efforts to educate and empower our members."

Find out more about each of these companies by clicking on the "About" tab at DallasBuilders.com.



Multifamily Builders Council Makes \$2,500 Donation to Samaritan Inn

Multifamily Builders Council Board member Rene Grossman and Chairman Brian Webster present Samaritan Inn CEO Rick Crocker with a check for \$2,500. The presentation was made during the council's annual holiday party. To date, MFBC has donated about \$100,000 to Samaritan Inn, Collin County's only homeless shelter. See additional holiday party photos on page 2.

Dallas BA vocational training task force seeks to aid labor shortage

By Jaime Christensen
Director of Marketing and Public Relations

The labor shortage conversation has been largely dominated by one issue: the lack of young people entering the industry. In order to confront the immediate shortage and provide long-term opportunities for the next generation of the construction workforce, the Dallas BA has launched a Vocational Training Task Force.

Dallas BA members and industry leaders were invited to attend the first meeting on Dec. 7. The goal of the task force is to focus on establishing a program in partnership with area high schools, primarily Dallas Independent School District (DISD), and community organizations that introduce construction trades as a career option.

This initiative takes on special

importance to Dallas BA President Michael Turner of Classic Urban Homes, who began his career 32 years ago as a tile setter. He has since built a successful residential construction firm, but knows the importance of having highly trained subcontractors.

Turner says it is his desire to not only build the workforce but to strengthen workers' educational opportunities. With the skilled labor shortage, companies are having a difficult time filling crews with qualified candidates, leaving many employers with no choice but to fill openings and train on the job. Vocational programs provide an avenue for them to learn the proper way.

"Too many recent college grads have no marketable skills, and face years of staggering loan payments for degrees they can't effectively put to

continued on page 4

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Members make donation to Toys for Tots at Multifamily Builders Council party



Larry Cox, KWA Construction, center, is presented with the prestigious John Turner Superintendent of the Year Award at the Multifamily Builders Council Christmas Party Dec. 6. Board member Rene Grossman and Chairman Brian Webster made the presentation.



James Hein with Andres Construction won a bottle of Beringer.



Leslie Lord with Elite Republic Multifamily cashed in her winnings for an Amazon Echo.



Dallas BA Past President Keller Webster scored a 17-year aged bottle of Wild Turkey Master's Keep.



Kelly Thompson was the lucky winner of a \$250 gift card to Cafe Pacific.



Amy Dean and James Hein won the grand prize 50" Samsung Smart TV courtesy of Advanced Concrete Surfaces.

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Help us grow in 2017!

Membership is the lifeblood of the Dallas Builders Association, and growing our membership is imperative to enhancing the voice of the home building industry. Hundreds of companies have joined our Association because of a business connection or referral from our membership.

We need your help now more than ever. We've been blessed with a robust housing market in the Dallas metroplex, but it certainly is not without challenges. There is strength in numbers and we hope to make 2017 a year of growth!

The Dallas BA has a new recruitment incentive program that everyone can benefit from. By recruiting just two members, you can be on your way to earning many great and valuable prizes, to include Dallas BA Yeti tumblers, gift

cards valued at up to \$500, appreciation dinners, and recognition at our Annual Spike Night!

Retaining our existing members is just as important as recruiting new ones. Retention Committee members volunteer their time every month to reach out to existing members and encourage them to continue their involvement with the Association.

In 2017, we will introduce a new initiative to recognize and reward these efforts.

Help us to make 2017 our biggest growth year yet. For more information on how to participate on the Membership and Retention Committees, contact Director of Membership Amy Kirk at 214-615-5004 or amy.kirk@dallasbuilders.com.



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BARCIE VILCHES, Editor



Regulatory Roundup: 2016 Was a Busy Year for Advocacy

The advocacy schedule for 2017 promises to be engaging for Dallas Builders Association government relations staff and members. With multiple area municipalities considering regulatory changes, Rally Day in Austin in February and key area city council seats coming up for elections in the spring, there is already plenty to work on.

But before we rush into the flurry that usually becomes a regulatory blizzard, it is important to take a look back at 2016 and review some of the key areas where Dallas BA engaged in advocacy.

Frisco — Dallas BA defeated a \$500 stormwater noncompliance deposit fee that would have been assessed for work found to be in noncompliance. The deposit would have acted as a fine, while requiring builders to also retain a percentage of the deposit in an account to be used towards future possible noncompliance issues. Dallas BA also worked with city staff to clarify language regarding what triggers noncompliance. The Association successfully advocated for a 90-day grace period before the ordinance became effective.

Plano — Dallas BA advocacy resulted in the addition of language that allows for the sufficient area for the normal operation of construction equipment to be codified as exempt from the preservation provision of the city's tree ordinance. The added language considers the realities of construction site management.

Denton — Dallas BA successfully advocated for reducing the implementing rate for Denton's Roadway Impact Fee. An advisory board had proposed a fee that would have been problematic in Denton's price conscious market. With consideration to Dallas BA's concerns, the city council voted for a road impact fee that was \$1,000 less per home than originally proposed.

The Association also weighed in during Denton's adoption of the 2015 International Energy Conservation Code (IECC). After hearing from Dallas BA, the city avoided its previous practice of going beyond the stringency in the code. Dallas BA also knocked back a special interest proposal to mandate that newly constructed homes be "solar ready" in design and construction. And the Association successfully advocated for the adoption of regionally recommended Prescriptive Tradeoff Code Equivalency Compliance options regarding Air Changes per Hour requirements.

Sanger — Dallas BA was successful in advocating for Sanger's Road Impact Fees to be implemented at a much lower rate than other area cities.

Flower Mound (Tree Ordinance) — During the revision process of the town's tree ordinance, Dallas BA's input

was a key factor in the town council's vote to keep the threshold measurement for a post oak to be considered a Specimen tree, a designation triggering increased mitigation and preservation costs, to at least 22 caliper inches. The town's Planning & Zoning commission, along with the Environmental Conservation Commission, had recommended the measurement be moved down to 19 caliper inches. Dallas BA supported amendments for the buildable area definition, residential lot tree planting requirements and increased tree preservation credits for post oaks were also approved by the town council, adding flexibility to the ordinance, while helping to negate costs.

Dallas — The Association spent much of 2016 working on issues in the City of Dallas that will carry over into 2017, including weighing in on tree ordinances, sidewalk waivers and the city's plan review process.

Regional (Approval of Prescriptive Tradeoff for IECC 3 ACH Requirement) — Dallas BA was instrumental in the development of the Energy Systems Laboratory's approved Prescriptive Tradeoff Code Equivalency Compliance options that help negate some of challenges and related cost increases of the three Air Changes per Hour Requirement (ACH) for this climate zone in the 2015 IECC. The allows single-family homes that make use of the approved energy options in building design to qualify with four ACH.

Storm Response (Work with B.O.A.T.) — In December of 2015, North Texas faced tragedy in the form of dangerous storms that resulted in the partial, and even total destruction of both single- and multifamily homes. Along with producing information on what impacted homeowners should consider when looking at repairs, Dallas BA met with members of the Building Officials Association of Texas to discuss what assistance could be offered for responding to future storms. In 2016 Dallas BA was instrumental in the establishing of a statewide fund that B.O.A.T. will use to help building officials in crisis response. The effort earned the Dallas Builders Association a Presidential Distinguished Service Award from Texas Association of Builders.

Options Related to USPS's Centralized Delivery — 2016 brought the implementation of controversial policy changes in how the United States Postal Service (USPS) delivers mail to new single-family residences. The Dallas BA was alerted to problems builders and developers were experiencing related to the implementation of a policy that required centralized delivery and Cluster Box Units (CBUs) for new single-family development in areas of the USPS's Dal-

David Lehde
Director of
Government
Affairs



las District. 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. In multiple cases, builders had not received notification regarding the change until they were well into construction.

Dallas BA worked with area congressional offices to obtain resolution from USPS Dallas District for new homes where the resident was being denied curbside delivery. This work also provided answers regarding what exceptions might be made for builders/developers that:

- Had 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; or
- Have developments that have delivered lots and begun the construction process and the builder or developer cannot find a reasonable method for placing cluster box units for centralized delivery

Federal Legislative Advocacy and Outreach — Throughout the year, Dallas BA met with area members of Congress to advocate for needed federal legislative and regulatory fixes. A key issue discussed was the need to reinstate the allowance of a health care benefit preferred by many small businesses known at Health Reimbursement Arrangements (HRAs). The option allows small businesses to offer pre-tax dollars to insured employees that help pay for premiums and out-of-pocket medical expenses. Recently, congress passed a legislative package that included the reinstatement of HRAs. The legislation was signed into law in December.

Dallas BA members were also afforded the opportunity to gather with the chairman of the U.S. House Committee on Rules in the Fall for the HOMEPAC of Greater Dallas' Builder Dinner.

With so many regulations constantly evolving, it is easy to see why government advocacy is a key focus for the Association. With the start of 2017, those efforts increase. Member participation will, again, be key to our success. Our biggest member participation effort will be Rally Day in Austin, when we take the issues of home building to the state legislature. Rally Day will be held on Feb. 22.

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2016 Year in Review: Rising to Meet the Challenge

continued from page 1

ship. The Metro East Division raised more than \$63,000 for Cars for CASA and earned the AP Roffino Award. That is more than 30 percent of that organization's operating budget.

Our special events performed well in 2016. We packed the course twice for the Dallas BA Open at Brookhaven Country Club. During the first attempt in June, Mother Nature had a surprise in store for us, but things went off without a hitch (and with plenty of bottled water) in July.

The Dallas Builders Show hit a record number of exhibitors and had a very well attended opening session. All Show registration fees went to benefit Operation FINALLY HOME.

The ARC and McSAM Awards were very well executed. Both events have very positive momentum and great leadership, which bodes well for success in 2017. Our last event of the year was perhaps our most fun. Nearly 200 people packed our office for our annual Casino Christmas party.

Our education program had another wonderful year thanks to strong leadership including staff director Sheena Beaver. More than 530 industry professionals packed our classroom throughout the year. Thanks to Sheena's persistence dealing with a website that made the Health Care website look like Zillow, we were able to finalize a \$10,000 grant from the EPA for our energy series of classes. All told, 23 diverse classes were held throughout the year. Thanks to a strong instructor base in our membership, including NAHB Educator of the Year Paul Evans, we continue to offer one of the best programs of any association in the nation.

As you already know, we are blessed with outstanding people in the Association who are among the best that our industry has to offer. The Hugh Prather Trophy, the Association's high-

est annual honor, went to Mike Sugrue with StoneLeaf Homes of Distinction. Mike's reaction to receiving the award was befitting of the character, generosity and humility that earned him the award.

A personal thank you from every member is owed to your 2015-16 President, Donnie Evans.

Donnie's leadership was only rivaled by his character and commitment to our industry. He went above and beyond the call as President. Beyond the meetings and confronting the industry's issues head on, Donnie led by example by earning the Shorty Howard Award as our Association's top membership recruiter.

He was also instrumental in another project. Like soul patches and Starter jackets, several things in our office that were popular in the 90s had long gone out of style. Donnie secured the labor and material to retile our lobby as well as a new appliance suite for our kitchen courtesy of Electrolux. As with most remodeling projects, this led to several other related projects that required us to put in some sweat equity under the direction of 2016-17 President Michael Turner.

Michael, now known as "Handy Manny" helped us carry out the project that will keep our building looking great for at least another 20 years. Michael learned these skills through a vocational program and coming up through the trades as a tile setter. Our goal in the year to come is to inspire high schoolers to follow his example. Addressing the labor shortage that is crippling our industry and creating opportunities for the next generation of residential construction professionals, will require overcoming societal and institutional challenges. With Michael's leadership, many more young men and women when asked where they went after high school, will proudly be able to say, "I went to work."

The Dallas BA also played a strong

role at the Texas Association of Builders. Past President Tim Jackson served a successful term as the President of the Texas Association of Builders. Tim's reputation as one of the region's most respected custom builders, along with his experience leading our Association through the midst of the recession, served TAB well.

Increasing the Association's relevance remains a key strategic focus for the Dallas BA. Our Communications Committee is the tip of the spear when it comes to driving our message home. While other print publications across the nation are meeting their demise, *The Home Builder* newspaper, first published in 1959, continues to go strong thanks to nearly 20 years of printing support from Dallas BA member Executive Press. Keeping up with the times, our e-bulletin, *Punch List* was reformatted into a responsive mobile design so our members could access the latest news and information on any device. Staff Communications Director Barcie Vilches took the lead on these and many initiatives and continues to provide an eagle eye for editorial detail that improves everything we put into print, especially my writing.

IT Director John Hale provided many of the aforementioned solutions on our publications and web infrastructure. With our industry's changing needs and constant challenges to improve our technology with a limited budget, John continues to save us thousands of dollars each year along with putting in those "other duties as assigned," helping with our remodeling project and occasional unwelcome critter removal.

Speaking of money, Becky Warner does a fine job of managing it for us. She has really adapted to her new role and takes ownership of it. She is proactively assisting with improving our financial policies and with the 2017 budget process. I rely on and trust her wisdom and her intellect that enabled her to learn a

challenging job in just a few short years.

Our newest staff member, Jaime Christensen came on board in the spring with prior experience as the Director of PR and Marketing at the Tulsa HBA. As such, she was able to hit the ground running and begin to increase the relevance and awareness of the Dallas BA; something I feel is one of our biggest areas of improvement. She increased our social media following by more than 40 percent across all platforms. We received coverage in 73 media stories. She formed a partnership with leading industry publications and strengthened existing ones. She helped me leverage the data made available by Meyers Research into monthly perspective pieces on the housing market and even coaxed me into a weekly video update called *Phil's Phive*. Members seem to like them despite the acting talent deficiency.

Our partnership with Operation FINALLY HOME continues to grow and blossom. We finished three projects in 2016! Past President Mike Mishler finished his home for Sgt. Jerry Holcomb and his family. The Dallas Division, led by President Michael Turner, started and dedicated a beautiful home in Oak Point for Army Sgt. James Sackett, his wife and five children. My favorite moment of that dedication was seeing his young daughters give everyone impromptu tours of their new home, being sure to show everyone their new beds and rooms, something they could have never imagined without the help of the Dallas Division and all the hands that built their

house and furnished it as a home.

We had only planned on doing two Operation FINALLY HOME projects in 2016, but when an opportunity to build a third presented itself, Justin Webb and then President Donnie Evans of Altura Homes took the reins on a project for Sgt. Guillermo Rivas and his family. They found out they were going to be recipients during a Rangers game with the help of 2011 Heisman Trophy winner Robert Griffin III. Thanks to the Altura team, the Rivas family spent the holidays in their new Greenville home.

With the continued generosity of our members, we will continue to build homes for more heroes in need. The Big Shot Shootout is one new initiative that will help us do that. Launched in the spring at the Frisco Gun Club, this inaugural event raised more than \$20,000 for our charity of choice. We look forward to another successful event in March that will enable us to build at least two more homes in 2017.

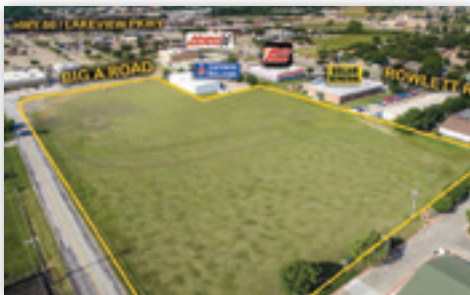
2016 was truly a year of excellence that set the tone for us to reach even greater heights this year. There will be challenges, and we will meet them. Thank you to all who have gotten us to where we are now, especially our Industry Investors: StrucSure Home Warranty, Johnson Supply, Hotchkiss Insurance Agency, Fox Energy Specialists, The Thompson Group at Classic Chevrolet, Dow Building Solutions, Stellar Home Theater and Beyond and The Bath and Kitchen Showplace.



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Casino Christmas dishes up plenty of fun, frivolity Dec. 1



Dallas BA President Michael Turner, left, congratulates Bill Schmidt of Milgard Windows & Doors, winner of the Ugly Sweater Contest.



Contestants in the Ugly Sweater Competition



Phil Smith of The Bath & Kitchen Showplace was the grand prize winner of the Texas Hold 'em Tournament for the second consecutive year. Offering congratulations are Yvonne Cresswell & Judy Carter.



Frank Murphy of Wynne/Jackson, Inc. won the Microsoft Surface 4, a door prize donated by KJ Custom Screens and Designs.



DeeDee Williamson of DeVance Electronic Lifestyle won an Amazon Fire.



Eli de los Santos of Capital One Home Loans won a Samsung Gear VR.



Heather Atwood of Jetstream Outdoor Cooling won an Amazon Echo.



Ryan Fort of Sharp Design Studio won an Apple Watch.



Roy Kindred of REK Architects won a GoPro Hero5.

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Jetstream Outdoor Cooling

Capital One

Ironwood Connections

Prosource Wholesale Floorcoverings



Dallas BA offers new business series in 2017: Building a Better Business

By Rich Allen

Every business needs a tune up from time to time, so this year we're offering a very unique education series designed specifically for builders and Dallas BA associates. Presented in partnership with StrucSure Home Warranty, The Building a Better Business series will follow the proven principles

and strategies of The Ultimate Business Tune Up to help you improve your business by providing better leadership, building a winning team, growing your customer base, improving your customer satisfaction and improving your financial margins and profits.

We will cover five specific topics in 2017 with an additional five topics to be covered in 2018. The series kicks off Feb. 8 by focusing on your role as a business owner in setting company vision, establishing unique performance standards for your team and your subs, and inspiring your team to higher levels of achievement.

March 8 we will explore the art and science of winning new customers by helping you build a proven, predictable and repeatable system for attracting your ideal customers to your business.

April 12 we will focus on building a winning team. We will cover proven methods to attract the right talent to your growing business, how to engage them

in making your business even better.

May 10 we will explore how to establish your unique engagement standards and how to build stronger relationships with your homeowners

The final session of 2017 will be held June 14 where we will discuss how you can build a business dashboard that allows you to predict your future results and position you to make informed decisions.

As a participant, you will receive a signed copy of the new book *The Ultimate Business Tune Up* written by the series presenter. You will also receive a workbook that will allow you to capture the concepts so that you can follow through and implement the ideas that apply to your business today.

Information is available from Sheena Beaver at 214-615-3881 or sheena.beaver@dallasbuilders.com. Each class in this series will be offered at \$40 and includes lunch, workbook and *The Ultimate Business Tune Up*.

Dallas BA vocational training task force seeks to aid labor shortage

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use," he said. "The solution is developing innovative programs that invest in training and educating young people for highly-skilled technical work in the residential construction industry."

Though it is the Task Force's desire to have successful programs throughout the metroplex, special focus has been given to DISD. The district is the second largest public school district in the state, with 76 secondary schools and nearly 160,000 students.

Several successful programs were

discussed during the first task force meeting.

The Naaman Forest Building Trades Program in Garland was started by Dallas BA members decades ago and has evolved over time. Currently, students in the program build a house on school property for Garland's Habitat for Humanity. The house is then transported to a donated lot.

Construction Trade School in Dallas is a six-month, postsecondary education program that provides training for individuals wishing to become

craftspeople or managers in the mid- to high end new build and remodeling industry.

The ABET-accredited Construction Engineering Technology (CNET) program in the Department of Engineering Technology at the University of North Texas builds a strong foundation in mathematics, science, engineering and general education. Students are trained in a variety of backgrounds, which enable them to achieve professional success in construction engineering/management or related fields.

Additionally, the University of North Texas offers a four-year, ABET-accredited Construction Engineering Technology program that trains students entering the construction engineering or management fields.

Turner points out that, although it seems that many successful vocational training programs exist in the Dallas-Fort Worth metroplex, much can be done to improve the options afforded to today's youth and alleviate the strains that a labor shortage is putting on the residential construction industry.

"To fix this problem, the Task Force is attempting to think outside the box when it comes to career training," he said. "Consideration is also being given to adopting apprenticeship models or work/study programs."

The Task Force will continue to explore opportunities to partner with DISD or other community organizations, and welcomes the input of all interested parties. The Task Force is particularly seeking out individuals who have contacts at local high schools or relationships needed to start such an initiative or to bolster one that is already established.

The next Vocational Training Task Force meeting will be scheduled in January. For more information or to get involved, contact Sheena Beaver at sheena.beaver@dallasbuilders.com or 214-615-3881.

NEW MEMBERS

BUILDERS	ASSOCIATES	ASSOCIATES
Amber DiLane Homes Inc Michael McCord 903-887-4228	AVASIS Steven Foster 855-928-2747	OnSight Signage & Visual Solution, Inc. Gene Sanderfield 866-528-7446
Jim Scott and Sons Builders Peter Scott 214-909-9150	Chase Bank Robert Acala 713-854-4410	Steelsafe Shelters Southwest, LLC Brad Wilburn 817-247-0506
Millwee Construction Group Scott Millwee 214-225-0864	CK Metalcraft, LLC Kevin Foley 972-979-9419 Spike: Michael Turner, Classic Urban Homes	Synthetic Greenscapes Scott Moore 972-442-7362 Spike: Bob Cresswell, Cresswell Builders
Panther Creek Construction Rusty Roach 469-261-9101	dwellingLIVE Joel Balzer 785-979-0999	Velocio Mortgage, LLC Michelle Gonzales 210-428-6191
Red Gable Homes, LLC Doug Chandler 817-296-9949	Interceramic Elliott Fischer 972-243-4465	Waterstone Mortgage Corporation Avery Harris 469-513-8540 Spike: Sherry Scott, Drees Homes
Rembert Custom Builders Reginald Rembert 214-213-5982	National Window & Door Steve Box 972-713-0019 Spike: Michael Turner, Classic Urban Homes	AFFILIATES Charter Drywall Dallas Inc. Steve Myers 972-247-8947
Stradco Builders LLC Eddie Estrada 214-478-5590		Interceramic Michelle Parrish 972-243-4465



Presidential Distinguished Service Award

Dallas BA President Michael Turner and Immediate Past President Donnie Evans display the Presidential Distinguished Service Award that the Association received from the Texas Association of Builders in recognition of the Dallas BAs proactive response to the devastating tornadoes that hit Rowlett and surrounding areas on December 26, 2015.

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

Stewart Title Company, North Texas Division

30 Years

Anderson Hanson Blanton

20 Years

Doug Handel Photography
J.D. Dillman Construction, Inc.

15 Years

Caprock Custom Construction

10 Years

Bright & Co. Marketing

5 Years

ACES Builders Warranty
HomePro Inc.
Huffines Chevrolet Lewisville
Kidd Roofing
Munsch Hardt Kopf & Harr PC
Hotchkiss Insurance Agency, LLC
Atmos Energy Corporation
GOLOUDON



2017 CLASS SCHEDULE

January

January 17 - Major Texas Energy Code Changes – Energy Series

February

February 1 - Airtight Code Requirements – Energy Series
February 8 - Steering Your Business toward Success – Building a Better Business Series

March

March 1- Home Ventilation by Design, Not by Accident – Energy Series
March 8 - The Art and Science of Winning New Customers – Building a Better Business Series
March 28 – CAPS I - Designation Course
March 29 - CAPS II - Designation Course
March 30 - Business Management for Bldg. Professionals - Designation Course

April

April 5 - The Bottom Line of Efficiency – Energy Series
April 12 – Building a Winning Team - Building a Better Business Series
April 27 - Estimating and Scheduling for Profitable Business Operations - Designation Course

May

May 10 - Pro-Active Engagement with Your Customers - Building a Better Business Series
May 25 - Customer Service - Designation Course

June

June 14 – Keep Score in Business - Building a Better Business Series
June 29 - Risk Management and Insurance for Building Professionals - Designation Course

August

August 9 - Architectural and Interior Design - Building a Better House Series
August 24 - Business Accounting and Job Costing: A Road Map to Profitability - Designation Course

September

September 13 - Strength, Durability, Sustainability - Building a Better House Series
September 28 - Profitable Business through Quality Practices - Designation Course

October

October 11 - Usefulness and Performance - Building a Better House Series
October 26 – Project Management - Designation Course

November

November 8 - The Value Proposition - Building a Better House Series
November 30 – Basics of Building - Designation Course

December

December 5 & 6 - Universal Design/Build – Designation Course
December 13 - TBD - Building a Better House Series

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders			
Year-to-Date 12/14/2016				Year-to-Date 12/14/2016			
Residential	Permits	Value	Units	Builder	Homes	Value	
Single Family Homes	22,476	\$6,526,369,022	22479	1 D/R Horton Custom	1838	\$361,122,256	
Duplexes & Twin Homes	88	\$32,085,686	176	2 Highland Homes	868	\$314,791,785	
Apartments & Condos	261	\$1,445,210,222	20066	3 First Texas Homes	965	\$309,537,996	
Cabins	2	\$40,000	0	4 Lennar Homes	1040	\$303,480,274	
Other Residential Structures	402	\$99,850,077	0	5 K Homevision Homes	508	\$210,097,931	
Swimming Pools & Spas	4,731	\$211,113,864	0	6 Pulse Homes	1038	\$206,681,588	
Alternative Residential Energy	1,594	\$22,442,738	0	7 D/R Horton	921	\$186,610,315	
Garages & Carports	213	\$10,295,539	0	8 Darling Homes of	433	\$171,365,054	
Res Rmld, Addn, Int Fin	3,944	\$318,179,913	0	9 Beazer Homes	577	\$170,079,960	
Reroof Residential	1,536	\$80,964,377	0	10 Bloomfield Homes	639	\$148,747,301	
Total Residential Const	28,247	\$8,716,148,844	42,721	11 Grand Homes	360	\$122,958,524	
Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders			
Week 50 - 12/05/16 to 12/14/16 (permits over \$20,000)				Year-to-Date 12/14/2016			
Residential	Permits	Value	Units	12 Megatal Homes Inc	401	\$118,213,943	
Single Family Homes	609	\$177,635,455	609	13 Toll Brothers Inc	221	\$118,162,600	
Demolition	53	\$206,150	0	14 Landon Homes	335	\$111,863,729	
Grading & Dust	1	\$20,000	0	15 American Legend	420	\$107,440,749	
Footing & Foundation	101	\$793,044	0	16 Oshay Homes	331	\$100,838,025	
Duplexes & Twin Homes	1	\$128,000	2	17 History Maker Homes	440	\$80,822,804	
Apartments & Condos	1	\$8,184,400	102	18 Ashton Woods Homes	324	\$80,581,313	
Other Residential Structures	8	\$391,300	0	19 Catalant Homes Of	267	\$81,845,982	
Swimming Pools & Spas	129	\$5,361,788	0	20 Drees Custom Homes	263	\$80,813,277	
Alternative Residential Energy	67	\$733,347	0	21 David Weekley Homes	232	\$80,704,156	
Garages & Carports	6	\$169,865	0	22 Standard Pacific	216	\$81,912,993	
Res Rmld, Addn, Int Fin	78	\$5,462,951	0	23 Shaddock Homes	191	\$80,697,421	
Reroof Residential	25	\$1,298,588	0	24 Heritage Homes	219	\$78,269,993	
Total Residential Const	1,879	\$290,364,880	713	25 Dunhill Homes	338	\$70,182,087	
				26 MHI Partnership	195	\$53,406,875	
				27 CB Jeni Homes	218	\$50,488,582	
				28 Impression Homes	243	\$50,052,144	
				29 David Weekley	136	\$49,517,115	
				30 J Houston Homes	228	\$48,850,959	
				31 Megatal Homes	174	\$45,781,041	
				32 LGI Homes	283	\$43,856,150	
				33 Heritage Homes	119	\$37,680,809	
				34 Sunrise Homes Inc	147	\$35,857,483	
				35 Horizon Homes	151	\$33,543,841	
				36 Mainvue TX LLC	96	\$33,486,723	

AFTER HOURS

Thursday, January 26
6-8 p.m.

Hosted By



4350 W. Main Street, Suite 115, Frisco

Enjoy complimentary food & beverages while networking with fellow industry professionals. Prizes.

Builder 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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Quality Texas sub-floor systems need two things – skilled and knowledgeable builders, and great products. Those Texas builders know Norbord's TruFlor T&G delivers the performance and quality they expect and need to get the job done including its 25 year limited warranty. Builders looking for a premium T&G sub-floor choose Pinnacle Premium Sub-flooring with its 100 day no-sand guarantee & 50 year limited warranty.



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