

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



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Dallas BA's Industry Investors for 2017



BRIEFLY

Exhibit booth sales have begun for the Fifth Annual Dallas Builders Show scheduled for Oct. 12 at the Plano Event Center.

The Dallas Builders Show is a premier opportunity to showcase products and services to a wide variety of residential construction professionals with over \$60 million in buying power. The Show attracts builders, remodelers and developers from across North Texas.

As always, Dallas Builders Show ticket sales will benefit Operation FINALLY HOME. Again this year, all Show events—including the opening session at 1 p.m.—will take place on the tradeshow floor. Food and beverages will again be available in the exhibit hall. This will help maximize the time spent by attendees on the floor, giving exhibitors a better return on their investment.

Booths are again available for only \$400; a 10x10 exhibit space includes an 8-ft skirted table, two chairs, trash can and signage, as well as a listing in the Partner Directory that is given to each attendee.

Interest in this year's Show is already growing, and we anticipate a sold-out show floor.

Visit www.DallasBuildersShow.com or contact Misty Varsalone at 214-615-5012 or Misty.Varsalone@DallasBuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Spring Membership Drive offers incentives!

Spring is in the air, which means it's time for a membership drive! The Spring Membership Drive officially kicked off May 1 and will end May 31, and all members are encouraged to participate. Thank you to the Association's Yearlong Membership Partner, StrucSure Home Warranty.

The Dallas BA will provide members with resources and tools to assist in their recruitment efforts, educate non-members about the great work the Association does to support the home building industry, and communicate the value of membership.

Membership recruiters earn TRIPLE Spike credits during the month, an incentive too good to pass up! In ad-

dition, each member recruited earns you points toward fun prizes such as Yeti tumblers or gift cards.

The Dallas BA is offering numerous incentives to non-members who join during the month of May, when processing fees are waived for all members (a \$60 value). New members will be entered into drawings for a variety of prizes including:



- Lunch with Dallas BA President Michael Turner of Classic Urban Homes and Executive Officer Phil Crone;
- Happy Hour with Membership Development Committee Chair Jeff Dworkin of JLD Custom Homes;
- Free member mailing list (\$100);
- Free eLert (direct email marketing; you provide the message) (\$225);

- Free enhanced listing in searchable online member listing for one year (\$200);
- Complimentary team of four at the Dallas BA Open Golf Tournament June 27 (2 available, \$500);
- Two tickets to the ARC Awards Aug. 19 (\$190);
- Free entry in the Remodelers Council Texas Hold 'em Tournament benefiting Patriot Paws July 12 (\$30);
- Free booth at the Dallas Builders Show Oct. 12 (for Associates, \$400);
- Two attendees for one class in the Building a Better House series (\$80);

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ARC Awards accepts entries through June

Entries are now open for the 2017 ARC Awards, which recognize excellence for associates, remodelers and custom builders. This year's gala is being presented in partnership with Bonded Builders Warranty Group and will be held Saturday, Aug. 19, at the Westin Galleria in Dallas. KJ Custom Screens & Designs will host the cocktail party to kick off the black-tie event.

"We're very excited about this year's awards program, and the committee has made a few changes that we think will enhance the event," said ARC Chairman John Todd of Elite Remodeling.

"Additional price points have been added to increase the opportunity for all custom builders to participate. Entries will start at homes valued at \$500,000"

Another big change will be in the Associate of the Year Award, according to Todd. "This year, builders and remodelers who enter ARC will nominate associate members, who will then complete a free Associate of the Year entry."

The deadline for entries will be June 30 at 11:59 p.m. ARC entry fees are \$125 per category.

ARC Awards partnerships range from \$500 for a Silver Partner to \$2,000 for a Platinum Partner. *D Home* magazine will again be the media partner for the awards. Details can be found on DallasBuilders.com.

- Categories are:
- Best Kitchen Remodel
 - Best Bathroom Remodel
 - Best Outdoor Living Space Remodel
 - Best Wine Room Remodel
 - Best Addition
 - Best CAPS Remodel
 - Best Commercial Remodel
 - Best Master Suite Remodel
 - Best Dining Room Remodel
 - Best Whole-House Renovation
 - Best Master Suite
 - Best Kitchen
 - Best Dining Room
 - Best Interior Entry/Foyer
 - Best Curb Appeal
 - Best Townhome or Condo
 - Best Green Built Home
 - Best New Home
 - Best Architectural Design
 - Best Overall Interior Design
 - Best Conceptual Design
 - Best Living Room

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First State of the Industry Summit Hits a Home Run

The April 13 meeting of the general membership and State of the Industry Summit presented by Meyers Research was a sold out event with more than 300 industry professionals in attendance. From left are Dallas BA Executive Officer Phil Crone; Dallas BA President Michael Turner, a custom home builder with Classic Urban Homes; Scott Davis of Meyers Research, who led the panel discussion with insightful conversation about the Dallas area housing market's challenges and opportunities; Lake Coulson, vice president of government affairs for the National Association of Home Builders, who spoke on how President Trump's first 100 days in office has impacted the housing market and the numerous other regulatory challenges facing the housing industry; Rob Paul of Toll Brothers, a national production builder; Justin Webb of Altura Homes, a regional production builder; and (not pictured) Frank Murphy of Wynne/Jackson, a local land developer.



Milestone Anniversary

Stewart Title Recognized for 70 Years of Membership

Marvin Schneider accepts the Milestone Anniversary Plaque on behalf of Stewart Title, who has been a member of the Dallas Builders Association for 70 years. Membership Chairman Jeff Dworkin and Milestone recognition program partners Geanie Vaughan of Lee Lighting and Bill Deal of Bonded Builders Warranty Group, made the presentation at the April Board of Directors meeting.



DallasBuilders ASSOCIATION

Don't golf? Be a fee box partner. Set up a table at the fee box and network with the golfers as they come by.

Golf Fees
\$125 individual
\$500 team

For more information on this event, please contact Misty Varsalone, Director of Member Services at 214-615-5012.

2017 Dallas Builders Association Open



Monday, June 26, 2017
12:00 pm - 1:30 pm Registration/Lunch
1:30 pm Shotgun Start

Over 250 golfers expected!
Don't miss out on this partnership opportunity.



Members Earn CAPS Designation

Four Association members earned their Certified Aging-in-Place Specialist Designation (CAPS) on March 29 after successfully completing the Design/Build Solutions for Aging & Accessibility (CAPS II) Course at Dallas BA offices. From left they are Jeff Feuerbacher, CGR, CAPS, Kasper Custom Remodeling; Marlon Allen, CAPS, Wood & Floors Outlet; Tag Gilkeson, CGA, CGB, CGP, CAPS; Tag & Associates; and Cale Kids, CAPS, CGA, Huber Engineered Woods (Cale Kids earned dual designations by completing this course).



Nine Earn CAPS Designation

Nine individuals earned their Certified Aging-in-Place Specialist Designation (CAPS) on March 30 after successfully completing the Business Management for Building Professionals class at Dallas BA offices. Graduates are, from left: Kathleen McElyea, CAPS; Cydney Martin, CAPS, New Mexico State University; Jordan Lamar, CAPS, Dupont/Tyvek Weatherization Partners Limited; Keith Martin, CAPS, Marigold Painting & Remodeling; Keivindra Watson, CAPS, Elite Remodeling; Lindell Entzinger, CAPS, Long Orbit; Dr. Orlando Bagcal, CAPS, Tarrant County College South; Teri Peterson-Boney, CAPS, Teri Peterson-Boney OTR; and Jake Ross, CAPS, Habitat for Humanity.

Greg Alford selected as April Designee of Month

Custom builder Greg Alford of Alford Homes was selected as the May Designee of the Month. He has had his Certified Graduate Builder (CGB) designation since 2007 and also holds the Graduate Master Builder (GMB) and Certified Green Professional (CGP) designations. Greg has been a member of the Dallas Builders Association since 2003 and is actively involved with the Metro North Division, participates in the ARC Awards and attends Dallas BA education classes.

The CGB Designation allows experienced builders to sharpen their business management skills and better understand the constantly evolving home building industry. CGB courses focus on effective management in the office and on the job site, examine all stages of new home construction and cover topics such as scheduling, estimating, job cost procedures, accounting principles and basic contract law.

Meet Greg and learn why he chose to become a Certified Graduate Builder:

Why did you select this designation? For me, it's all about the continuing education. I have been building homes for 37 years, and I'm amazed at what I still learn every time I attend a class. I also wanted to market myself as a CGB, GMB and CGP.

How do you market your designation? We have brochures that explain

the designations we hold and encourage our clients to hire a credentialed professional. We also list our designations on our website and all of our marketing material. We continuously promote ourselves as a contractor dedicated to continuing education.

What does the designation add to your business? It instills confidence in our clients, which equates to sales.

How do your customers respond to your designation? Many of our customers don't know about these designations when we initially meet, but this gives us the opportunity to start a conversation about education and qualifications when handling their project.

What does this designation mean to your customers? It gives them comfort knowing they have a builder that is committed to improving their craft and places value on professionalism in the industry. Home building codes and regulations change so often, it would be impossible to keep up with it all on my own. The Dallas BA does a great job of keeping us informed.

Learn more about the education program on DallasBuilders.com send an email to education@dallasbuilders.com.



Association Advocacy Working for Calm in the Storm

The usually dramatic North Texas weather is not the only thing churning up the atmosphere for home builders. On top of what has been a very active legislative session in Austin, the home building industry is closely monitoring and engaging on proposed regulatory changes at both the municipal and federal levels.

Dallas Builders Association's advocacy team remains active on proposed landscaping and tree ordinance revisions in both Dallas and Denton. Like other ordinances that impact property owners and residential construction, tree ordinances should include not only a recognition that trees are the property of the landowner, but also that newly planted trees grow to larger trees. Most current ordinances do the opposite in that they only give credit for the size of the tree at the time of planting and they base mitigation, not on the actual amount of trees that needed to be removed, meaning a 1-to-1 ratio, but require that for every measured unit of trees removed, an increased measured unit of trees be replanted. That ratio can be as high as to require that three times the amount removed be replanted, based on the regulated class the tree is deemed to be part of. When you consider that many tree ordinances contain planting provisions that require a significant amount of soil volume or area for the tree to be planted in, as well as watering and set back requirements, all for the proposed longevity of the tree, then it becomes obvious that credit should be given for the future growth of that tree.

Recognition of the future growth is key to keeping development costs reasonable. From a holistic view, it is an issue of available capacity. A residential lot already has area used for the building of the home, placement of utilities, sidewalks, etc. This means there is only so much yard space to plant in. When considering the area required for the planting of a tree, a mitigation ratio that is out of balance can force the builder to either pay a costly fee assessed per the remaining units of mitigation or walk away from the project altogether. When considering what prospective home buyers can absorb, just increasing the price of the home is not a reasonable answer.

Multiple cities in the area have begun to look for ways to balance the concepts of long term tree canopy with a reasonable approach to avoid harming the property owners' right to build on their land. With a realization that there is an economic impact, the ideas of recognizing the future growth of newly planted trees and the need to exempt what is often referred to as the "buildable area" are starting to take root. While great strides have been made regarding this issue, there is still a long path ahead.

Dallas BA is also monitoring proposals for changes to a residential design ordinance in Frisco and have been working with other stakeholders to weigh in on a subdivision ordinance in Prosper. It is important that these types of ordinances do not encumber

the design and layout of homes in a manner that interfere with the future homeowners preference. All within reason. Just as important, cities should take caution to ensure they are not enacting rules that are more appropriately left to the authority of property or home owners association.

With membership in the Texas Association of Builders, members have access to key updates from TAB's advocacy team. You should take every opportunity to review those updates. TAB staff continue to do an amazing job and Dallas BA's government affairs team has made multiple trips to the Capitol to work alongside our affiliated partners. We remain in constant communication with TAB to ensure any needed assistance has maximum impact. TAB has been putting in very long hours throughout the 85th legislative session, all in an effort to protect our members and housing affordability.

Just as they have across the DFW region and the Lone Star State, the winds of regulatory change have been gusting in Washington, D.C., as well. Some good, some bad.

Earlier this spring, the House of Representatives passed the Small Business Health Fairness Act of 2017, by U.S. Congressman Sam Johnson. H.R. 1101 works to give smaller business some equal footing when negotiating health care costs for their employees. Large businesses and labor organizations have the ability to negotiate on behalf of their employees due to their size. Small businesses have not typically had that bargaining power. H.R. 1101 empowers small businesses to band together and offer coverage through Association Health Plans. This helps increase small businesses' bargaining power, expands affordable coverage for working families and lowers administrative costs. Members and staff from Dallas BA

David Lehde
Director of
Government
Affairs



met with Congressman Johnson earlier this year to thank him for carrying the legislation.

Unfortunately, April brought an unwelcomed announcement from the U.S. Department of Commerce. A long heated trade agreement on soft lumber between the U.S. and Canada expired in 2015. There was a freeze on any increase of duties in place until October of 2016. The recent months' tensions regarding what could result was shown to be warranted as the nervous waiting period thawed out. In late April, Commerce Secretary Wilbur Ross announced the agency will levy a 19.88% duty on Canadian softwood lumber exports to the United States. Due to "special circumstances," the duties will be retroactive 90 days from the date the rates are published in the Federal Register. The National Association of Home Builders estimates include information on the loss of wages and salaries for U.S. workers, taxes and revenues for governments in the U.S., and thousands of full-time jobs. The increase to construction costs come at a time when many North Texas cities already face challenges to housing affordability.

The share of imported lumber used in the U.S. last year was 33%. The vast majority of that share was from Canada. NAHB continues to stress that the U.S. and Canada should work to achieve a long-term, stable solution to lumber trade. Dallas BA will continue to monitor this issue.

The issues updated here are just some of the areas where Dallas BA is engaging in advocacy. As spring rolls out, the Association will continue to work for calm in the regulatory storm. Just be mindful it's a yearround forecast. As summer arrives on the policy front, it will continue to heat up.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders	
Year-to-Date 04/19/2017				Year-to-Date 04/19/2017	
Residential	Permits	Value	Units	Builder	Homes
Single Family Homes	7,580	\$2,200,505,182	7580	1 DR Horizon Custom	863
Duplexes & Twin Homes	38	\$10,610,800	76	2 DR Horizon	512
Apartments & Condos	94	\$390,065,380	4717	3 First Texas Homes	358
Other Residential Structures	541	\$6,468,044	0	4 Highland Homes	280
Swimming Pools & Spas	1,363	\$56,457,831	0	5 Lennar Homes	265
Alternative Residential Energy	474	\$6,078,077	0	6 Pulte Homes	292
Garages & Carports	41	\$2,090,794	0	7 Bloomfield Homes	247
Res Rm'd, Addn, Int Fin	1,198	\$91,618,383	0	8 Darling Homes of	128
Reroof Residential	350	\$1,274,398	0	9 K Homeowner Homes	134
Total Residential Const	11,277	\$2,777,168,384	12,373	10 Beaver Homes	185
Dallas Metro Building Permit Summary				11 Tall Brothers Inc	79
Week 16 - 04/13/17 to 04/19/17 (permits over \$20,000)				12 David Weekly Homes	108
Residential	Permits	Value	Units	13 History Maker Homes	172
Single Family Homes	499	\$147,675,226	499	14 Catalytic Homes Of	108
Demolition	27	\$73,198	0	15 Gehan Homes	125
Grading & Dust	3	\$29,500	0	16 Grand Homes	89
Footing & Foundation	52	\$315,691	0	17 Ashton Woods Homes	108
Apartments & Condos	1	\$5,888,000	42	18 Megatel Homes	116
Other Residential Structures	4	\$613,914	0	19 Landon Homes	84
Swimming Pools & Spas	107	\$4,671,464	0	20 American Legend	116
Alternative Residential Energy	19	\$327,380	0	21 Britton Homes	85
Garages & Carports	4	\$307,519	0	22 Drees Custom Homes	77
Res Rm'd, Addn, Int Fin	78	\$5,186,109	0	23 LGI Homes	148
Reroof Residential	56	\$1,579,688	0	24 Meritage Homes	59
Total Residential Const	880	\$166,691,664	541	25 Shaddock Homes	54
				26 Megatel Homes Inc	73
				27 Dunhill Homes	62
				28 Studio 180	1
				29 AHS Partnership	66
				30 David Weekly	38
				31 Rowden Homes	49
				32 Robson Ranch	48
				33 Huntington Homes	17
				34 Horizon Homes	52
				35 Meritage Homes	51
				36 Altura Homes Lp	55



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Upcoming Classes

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



Building a BETTER Business: Proactive Engagement With Your Customers May 10 - \$35

Whether you're an owner of a company, sales representative or office administrator, this class is for you! Your customers are your unpaid sales force. You must be proactive in how you and your team engage with them.

During this class we will explore engagement standards, relationship building, celebrations and customer feedback. This is an area that is often overlooked or taken for granted, so this will position you to stand out from your competition. Instructor Rich Allen is the author of *The Ultimate Business Tune-Up* and global business consultant. His approach to coaching is engaging and interactive.

This course is made possible by the partnerships of Dow Building Solutions, Paragon Structural Engineering and APA the Engineered Wood Association.

Designation Course: Customer Service May 25 - \$210

Make your business grow by keeping your clients happy during and after the sale. Learn how to manage every phase of customer interaction from the initial contract through construction, the warranty period, and beyond.

Although customer satisfaction

is an elusive target, its benefits in the marketplace are enormous. Builders who come to terms with this aspect of their business have an advantage that translates to a healthier bottom line, continued growth, and increased prestige. Beside repeat and referral sales, other benefits accrue from a good customer service reputation—you can hire the best employees and trade contractors, conduct business with officials and lenders more easily, keep marketing costs under control, and take more pride and enjoyment from your work.

This course is made possible by the partnerships of DuPont/Tyvek Weatherization Partners and APA the Engineered Wood Association.

Building a BETTER Business: Keep Score in Business June 14 - \$35

Business is a game. And if you want to WIN the game, you must know how to keep score! Rich Allen of Tour de Profit will teach you how to do just that at the final class of the 2017 Building a Better Business series.

Keeping score in business is much more than tracking monthly financials. We'll discuss how you can build a business dashboard that will allow you to predict your future results and position you to make informed decisions at every step of your business journey.

This course is made possible by the

partnerships of Dow Building Solutions, Paragon Structural Engineering & APA the Engineered Wood Association.

Designation Course: Risk Management and Insurance for Building Professionals June 29 - \$210

The home building industry has begun to see a startling rise in defect litigation over the past year. This increasing trend has now begun to penetrate single-family market. As the industry continues to grow so does the threat of litigation. To avoid falling victim to this new trend learn how to minimize your risk as a general contractor, remodeler or subcontractor. This class exposes the current standard of care for residential construction and will help you better understand what types of coverage you need to protect yourself and your company.

These course are made possible by the partnerships of DuPont/Tyvek Weatherization Partners and APA the Engineered Wood Association.

Register today to secure your seat at www.dallasbuilders.com or contact Sheena Beaver at sheena.beaver@dallasbuilders.com or by phone at (972) 931-4840.

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online Registration for the
Sunbelt Builders Show™ & Hilton Anatole at
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ARC Awards calls for entries

continued from page 1

- Best Outdoor Living Space
- Best Wine Room
- Best Study/Office
- Best Swimming Pool
- Best Unique "Other" Room
- Best Landscape Architecture
- Best Closet
- Best Showroom
- Best Website
- Best Media Room
- Best Garage
- Best Unique Product Application by an Associate
- Best A/V Package
- Associate of the Year
- Community of the Year
- Remodeler of the Year
- Custom Builder of the Year

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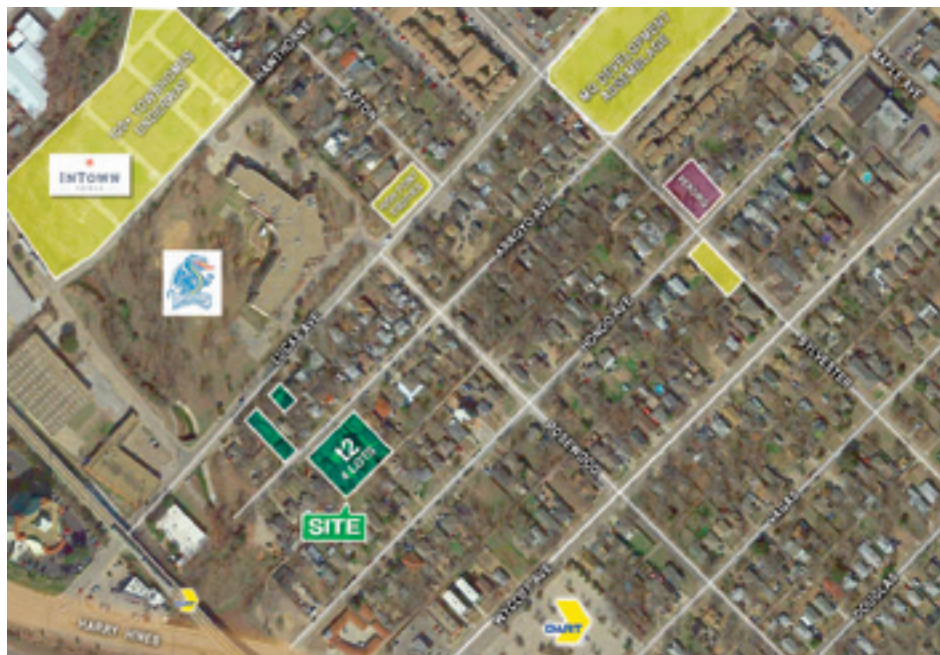
5610 BIG A RD. ROWLETT
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UNT students take part in Race to Zero Design Competition

A team of students from the University of North Texas recently competed in the fourth annual Race to Zero Student Design Competition, a national competition hosted by the US Department of Energy. A zero energy ready home is a high-performance home that is so energy efficient it can offset all or most of its annual energy consumption with renewable energy. This significantly reduces a home's annual energy costs while improving comfort, health, safety and durability.

The team included six students from the university's Association of Construction Engineering Technology, a student chapter of the Dallas Builders Association: Bobbie M. Daniels, Michael Garza, Dawson Guerrettaz, Ester Valero, Jacob Flores and Juan Lopez.

Teams were challenged to provide solutions to real-world issues in the na-

tion's housing industry by using Zero Energy Ready Home performance levels. Last fall, the students collaborated with Dallas BA First Vice President Alan Hoffmann of Hoffmann Homes. Hoffman provided the students with a standard design specification for a home he had recently completed. With the use of his design, the team was able to detail the home's systems and perform analysis on the energy efficiency of the home.

After submitting a concept paper entry, the students were notified of their selection to compete in the national competition in Golden, CO.

Invited teams presented their solutions to industry leaders at the National Renewable Energy Laboratory, compared their efforts with other teams, listened to presentations by industry professionals, and learned about clean-energy careers.

"Our MEAN GREEN iNNOVATIONS team may not have placed, but we are very proud to have made it to the finals," said Michael Garza, team leader. "We were one of the top 10 teams invited to compete in the finals against other schools whose teams were comprised mainly of students in master's programs. For our team to only be comprised of undergraduates, I think it says a lot about us as students, our university, and the industry advisors that offered their time to support us. It's been an experience that none of us will forget and gives us an even greater appreciation for what we, as future members of this industry, will be working towards."

Collegiate institutions that participate in the competition are recognized by Race to Zero as producing job-ready young professionals with cutting-edge skills.



University of North Texas construction engineering students

Ashley Friedrichs joins Association staff as director of membership

Ashley Friedrichs has joined the Association team as director of membership. She is the former member engagement manager for the Texas Association of School Business Officials (TASBO) in Austin, where she played a critical role in day-to-day operations as well as with membership growth and retention.

"Ashley brings a solid base of association management experience and is eager to continue her professional development," said Dallas BA Executive Officer Phil Crone. "She is tasked with growing our membership by enhancing our recruitment and retention efforts. She has a proven track record of doing this at TASBO and I'm confident she will bring similar results to the Dallas BA."

Ashley has four years of asso-

ciation experience in the areas of event planning, marketing and communications, professional development and member services.

Prior to her work with TASBO, Ashley worked in sales and account management at a holistic nutritional supplement manufacturer.

She is responsible for the continued growth of the Association by serving as the primary contact for new and prospective members while maintaining positive relationships with existing members in order to facilitate their involvement and continued participation.

A Texas native, Ashley graduated from the University of Texas at Austin with degrees in government and sociology. Out of the office you can find her exploring the great outdoors with her

five year old German shepherd, Gunther, perfecting her signature dishes in the kitchen or hitting the running trails to work off her foodie experiments.



Ashley Friedrichs

New Member Orientation is June 13

Are you new to the Association and ready to learn how to make the most of your membership? Have you been thinking about getting more involved, but don't know where to start?

Join us June 13 and enjoy breakfast and coffee with the Dal-

las BA Ambassadors Committee and staff, as they provide insight on how to get active in the Association, and take advantage of the great benefits, events, and member discounts available through membership.

New members, current members and non-members interested in learn-

ing more are encouraged to attend.

Visit the Events Calendar at DallasBuilders.com to register today. Thank you to our partners, Paragon Structural Engineering and Strategus Financial Consulting, as well as Yearlong Membership Drive Partner StrucSure Home Warranty.



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¹ Family members must reside in member's same household. See dealer for allowance and eligibility requirements. ² Upfit bonus must be used in conjunction with On The Job program. See dealer for On The Job eligibility requirements and offers. ©2017 FCA US LLC. All Rights Reserved. Chrysler, Dodge, Jeep and Ram are registered trademarks of FCA US LLC. FIAT is a registered trademark of FCA Group Marketing S.p.A., used under license by FCA US LLC.

Dallas BA hosts DISD students on construction site

By Jaime Christensen

Director of Public Relations and Marketing

Members of the Dallas Builders Association hosted dozens of students from the construction trades program at Skyline High School on an active job site in April.

Skyline, Dallas ISD's largest high school with more than 4,400 students enrolled, was the nation's first magnet school in 1971. Today, more than 2,100 students participate in the magnet programs. However, fewer than 40 of them are currently in the construction trades program.

In DISD's construction trades program, students learn about construction safety and health, hand tools, power tools, measurement, and the most basic areas of construction needed to prepare them to be industry ready. This program has been

rejuvenated in the last couple of years, and Doug Palmer, a construction teacher at Skyline says these students are hungry to learn and find work in the industry.

"The students gained valuable knowledge and experience by touring a residential structure under construction," said Palmer. "The Dallas I.S.D. parents and students need to know that the students can make a good living by learning a trade and even possibly starting their own business."

For many of these students, this was their first time on a job site.

The host builder, Dallas BA President Michael Turner of Classic Urban Homes, is a graduate of a similar program and has since become one of the leading custom home builders in Dallas.

"It was a pleasure to host the Skyline Building



Dallas BA President Michael Turner hosts construction trades students at a jobsite tour.

Trades program today and share my experiences and home with them," said Turner. "I hope they took away that this is an industry that will welcome them upon graduation if they choose to enter the trades. I they got a better perspective on home many different contractors and companies it takes to build a house."

Located in the Preston Hollow neighborhood of Dallas, the home was in the pre-drywall stage of construction. Students were able to see the framing, electrical and plumbing work done on the house.

After the tour, student were able to speak with area tradesmen about their craft and potential job opportunities.

This event is part of the Dallas BA's continued efforts to empower the next generation of our construction workforce and address the industry's ongoing labor shortage.

"We have talked about the labor shortage and its impact over and over again, but today was a chance to do something about it," said Dallas BA Executive Officer Phil Crone. "More importantly, today gave these students a glimpse into a future career in the construction industry."

The Association hopes to continue building a relationship with DISD and plan more site visits or hands-on learning opportunities in the future.

Dallas BA seeks nominations for 2018 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. Frank Murphy of Wynne/Jackson is chairman of the committee this year.

Expectations of a Director

Each director is elected for a one-year term, starting around Oct. 1. He/she is expected:

1. To attend the monthly Board meetings;
2. To attend all Dallas BA general functions;
3. To invest in HOMEPAAC 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.

NOW ACCEPTING SUBMISSIONS

Get your home featured in The Dallas Morning News. This service is FREE to Dallas BA builder members.

INTERESTED? Contact Jaime Christensen at 214-615-3899 or jaime.christensen@dallasbuilders.com

Expressions Home Gallery hosts Crawfish Boil



Dallas BA President Michael Turner, host Dave Hambley with Expressions Home Gallery, Stephanie Gamble of Texas Counter Fitters, who won a Mini Breeze Fan



Michael Turner, Dave Hambley and Greg Nix of Equipment Depot, who won a Starbucks gift card



George Davis of George Davis & Associates, who won a Mini Breeze Fan, with Michael Turner and Dave Hambley

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Michael Turner, Dave Hambley and Juliet Urushima of Texas Counter Fitters, who won a restaurant gift card



Jeff Dworkin of JLD Custom Homes, who won a Massage Envy gift card, with Michael Turner and Dave Hambley



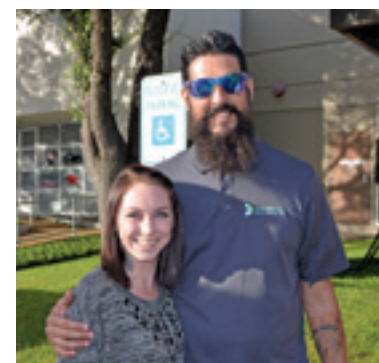
Greg Paschall of Intex Electric won a restaurant gift card.



Dave Hambley presents Michael Turner of Classic Urban Homes with four tickets to a Rangers game.



Vernon Wentz of Ad Imagery was the cash prize winner.



Dallas City Manager Broadnax Addresses Association Members
The Dallas Division featured Dallas City Manager T.C. Broadnax at its April meeting. With him are Division President Les Owens and Dallas BA President Michael Turner.

Spring Membership Drive underway

continued from page 1

- Two attendees for one class in the Building a Better Business series (\$80);
- One attendee to any one designation class (\$210); and
- Free video of any previous course of your choosing (\$40).

In addition, all new BUILDER members will receive free admission to the Dallas Builders Show Oct. 12 at the

Plano Event Center.

Why join the Dallas BA? Nearly 1,000 of your member recruit's colleagues in the Dallas metroplex participate in networking events and educational programs to support the homebuilding industry. Your recruit can take advantage of the indispensable member benefits including: membership in the National Association of Home Builders and Texas Association

of Builders, enhanced visibility in the industry, discount and rebate programs, advocacy, partnership and advertising opportunities, up-to-date industry information on pressing topics, networking opportunities and more. Invite someone you know to engage with this vibrant community by joining today.

Want to know more? Visit dallasbuilders.com or email membership@dallasbuilders.com.

2015-2017

Texas Residential Construction Contracts Package

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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-design 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.

12th Annual Cars for CASA

Sunday, May 21, 2017
www.lonestarcasa.org

1-30 to Rockwall
Exit Horizon &
Follow the signs.

All Proceeds to benefit Lone Star CASA Inc.

Car, Truck & Bike Show

in Rockwall at the Harbor

Registration 10 am - 1:30 pm
Awards at 4:00 pm

Be involved in your community and

Help Kids

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constrforcasa@lonestarcasa.org

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Bryan Johnson
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Spike: Brian Webster, KWA Constr.

Domotics, LLC
Christopher Cruise
214-862-3172

Gary Camp Custom Homes, LLC
John Camp
214-491-0532
Spike: Paul Taylor, Paul Taylor Homes

Oakcrest Custom Homes
Chris Rodden
214-202-5007

Saddleback Ridge Estates
Thomas Lahoda
817-233-2323
Spike: Ross Connor, Hotchkiss

Winwood Custom Homes
Jon Ince
469-222-4509
Spike: Jerry Parks, Traditional Select Homes Inc.

ASSOCIATES

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214-817-9447

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Andrew Warrick
214-845-4181
Spike: Chris Jackson, Bloomfield Homes

Joel Michael Moore Investments LLC
Joel McKinney
972-210-6300

Mitsubishi Electric Cooling & Heating
Jennifer Peek
832-460-7951
Spike: Ted Konechne, L&S Mechanical

Rinnai America
Shawn Curran
214-202-8327
Spike: Donnie Evans, Altura Homes

Safe Haven Security Services
Jeff Julian
877-643-6612
Spike: Jeff Dworkin, JLD Custom Homes

Stephens, Inc.
Nicholas Beare
214-258-2732

The Perfect Light
William Gilcrease
972-304-3330

TreeNewal, LLC
Jorge Gaona
817-329-2450

Van Poole Properties
Seychelle Van Poole
214-267-9222

AFFILIATES

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Chet Farnsworth
817-684-3444

Terra Verde Group, LLC
Jackie Keifer
469-532-0689

Van Poole Properties
Shannon Beitchman
415-497-3710

Van Poole Properties
Sharmy McDonald
214-642-5880

Visit DallasBuilders.com for complete contact information on these new members.

AFTER HOURS

Thursday, May 25

6-8 p.m.

Hosted By



1202 Dragon St., Suite 150, Dallas

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

Builder Jackpot – \$900

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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Come play in the HOME PAC of Greater Dallas Washers Tournament at the Dallas Builders Association on May 30 at 6 PM.
Location: Dallas Builders Association
5816 W. Plano Pkwy
Plano, TX 75093

The winning team will be invited to play in the HOME PAC FUNdango and Statewide Washers Tournament Championship at the Sunbelt Builders Show in August, where winners will compete for bragging rights of the washer board and a shiny trophy!

Participants must be members of Dallas Builders Association. Tournament Starts at 6 PM.

Entry Fees:
\$25 per person
\$50 per team

The tournament is limited to 16 teams on a first come, first serve basis, so register soon! Teams consist of two participants. Individuals will be paired to build two-person teams as needed. Bust tickets, the mulligan of the washer board, are available for \$15. One (1) bust ticket may be purchased per team.

Entry fees for the tournament go as contributions to HOME PAC of Greater Dallas, the non-partisan political action committee of the Dallas Builders Association.

The winning duo will receive FUNdango tickets (worth \$125 each), one per player, to be used at HOME PAC of TAB's FUNdango the night before the Sunbelt Builders Show. The Statewide Washers Tournament will be held on Tuesday, Aug. 1, 2017, during FUNdango. The 2017 Sunbelt Builders Show will be held at the Hilton Anatole in Dallas.

Please return form to David Lehde, david.lehde@dallasbuilders.com. If mailing, please mail to Dallas BA, 5816 W. Plano Pkwy., Plano, TX 75093 or fax to 972-267-0426. All information must be filled in to comply with rules of the Texas Ethics Commission. Entry form must be received by 5 p.m. May 26.

Name: _____ Company: _____ Position: _____

Home Address: _____ City: _____ Zip: _____

Player 1 Name _____ Company _____

Player 2 Name _____ Company _____

Individual Player @ \$25 Team @ \$50 Bust Ticket @ \$15 (only 1 per team)

Payment Method (Only Personal Checks and Personal Credit Cards)

Visa MasterCard American Express Check Personal Credit Card/Check (circle) Yes No

Name on Credit Card: _____

Credit Card Billing Address: _____

CC#: _____ CRV#: _____ Exp. Date: _____

(3 or 4 digit security code)

Only PERSONAL or NON-CORPORATE checks or charges may be accepted by HOME PAC of Greater Dallas. Contributions of gifts to HOME PAC of Greater Dallas are not deductible as charitable contributions for federal income tax purposes. Contributions from corporations and foreign nationals is prohibited. The Texas Ethics Commission requires us to obtain and report the name, address and occupation for each individual whose contribution exceeds \$20.00 in a calendar year. Participation is strictly voluntary. Your privilege of membership in Dallas BA will not be

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