

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIV

No.6

June 2017

Dallas BA's Industry Investors for 2017



2017 ARC Awards deadline is June 30

June 30 is the deadline for the 2017 ARC Awards, which recognizes 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 Dallas. KJ Custom Screens & Designs will host the cocktail party to kick off the black-tie event.



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 Friday, June 30, at 11:59 p.m. ARC entry fees are \$125 per category.

Numerous awards will be given recognizing excellence in design, remodeling, showroom, product application and more. Of the Year awards will be given for Custom Builder, Remodeler, Community and Associate.

Judging will be held the week of July 20, with the finalists announcement taking place the week of July 27. Tickets are now on sale.

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

"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

Dallas BA wins award for Best Education Program

The Dallas Builders Association has been recognized for its outstanding Energy Series with an Award of Excellence from the Executive Officers Council (EOC) of the National Association of Home Builders (NAHB).

"The Energy Series is the latest in a long line of award-winning education programs offered by our Association," said Dallas BA President Michael Turner of Classic Urban Homes. "The knowledge gained through these classes helped my company navigate challenging new regulations at little to no added expense and allowed me to fine tune the building science techniques that go into each of my homes."

The Energy Series empowered Dallas BA members by proactively educating them on changes to the Texas energy code and their specific impact on the Dallas-Fort Worth area. This innovative series went beyond code to cover the necessity for sound building science, informed sales techniques and savvy investments in resource efficiency.

The Association Excellence Awards is an annual program designed to recognize the outstanding accomplishments of state and local home builders associations and executive officers in the field of association management. EOC membership is comprised of the staff executives who direct more than 700 NAHB-affiliated state and local home builders associations representing more than 140,000 home builders in communities across the United States.

"The Association Excellence Awards recognize the outstanding effort, commitment and achievement an executive officer and an association's membership have made," said Michael Dey, president of the EOC and executive officer of the Home Builders As-

sociation of Greenville, S.C. "These awards are well deserved and represent a true showcase of the outstanding work of home builders associations around the country."

The winning entries will be added to a searchable directory of AEA winning entries, so that other executives and associations across the country can access and learn from them in order to provide better service to their own members and community.

For more information on the Dallas Builders Association go to www.dallasbuilders.com or contact Education Director, Sheena Beaver at sheena.beaver@dallasbuilders.com. To learn more about the Association Excellence Awards, go to www.nahb.org/aea.

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:

- To attend the monthly Board meetings;
- To attend all Dallas BA general functions;
- To invest in HOMEPAC of the Dallas Builders Association;
- To take an active role in the committee structure of the Dallas BA;
- To be active in recruiting new members; and
- 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 "2018 BOD Nomination" in the subject line and include the following three items:

- Any active NAHB designations you currently hold;
- Involvement with the Dallas BA; and
- Please note if you are eligible to be considered as an Honored Life Director. According to the Dallas BA bylaws, the Board may elect Honored Life Directors upon nomination for the position by the Nominating Committee. The member shall have:

♦ Served as a Director for at least seven (7) years.

♦ Served at least one (1) year as Chairman or President of a Committee, Council or Division or in an elected or appointed position in public office.

♦ Met all Board of Directors attendance requirements for at least seven (7) years.

♦ Made extraordinary contributions to the home building industry or the community.

♦ Obtained professional education designation or certification.

♦ Invested in HOMEPAC of Greater Dallas for at least seven (7) years.

BRIEFLY

The Dallas Builders Association is honored to have Operation FINALLY HOME, a nonprofit organization that builds mortgage free homes for combat wounded veterans and their families, as its charity of choice. As part of our ongoing partnership with OFH, the Association endeavors to start at least two projects per year for a deserving veteran and their family.

In order to get the next project off the ground, it is important that we identify a home site. If you have or know of a finished lot that is available as a donation or at a discount, please contact Dallas BA Executive Officer Phil Crone at 972-931-4840. Ideally, this location would be in the Irving, Grand Prairie or Las Colinas area due to anticipated demand. However, we would be interested in knowing about all opportunities.

■ ■ ■
New Member Orientation will be held June 20. Enjoy breakfast and coffee with the Dallas 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. Please register through the Calendar on DallasBuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

This year's golf tournament is expected to be another sellout! At presstime, only a few team registrations and tee box partnerships remain.

- Tee time has been moved to noon.
- Putting contest will kick off the event and the winner will receive PRO V1 Golf Balls.
- Each course features a Vegas Hole for \$5 per person. Each person who participates will receive a ticket for a 50/50 drawing IF their shot hits the green from the tee box.

- Lots of prizes will be awarded, including Grand Prizes: \$1,000 gift card and an under-the-counter wine cooler courtesy of Electrolux.
- Mulligans and buy-a-drive holes on each course will be featured benefitting HOMEPAC.

Milestone Anniversaries



Membership Chairman Jeff Dworkin congratulates Craig Cobb of Texas Door & Trim and presents him with a milestone anniversary plaque in recognition of TDT's 25 years of membership.



Also celebrating 25 years of Dallas BA membership is Foxworth-Galbraith Lumber Co., represented by Johnny Stephens and Tim Worcester.



Membership Chairman Jeff Dworkin presents a Milestone recognition gift to Scott and Phil Grandstaff of Ridgeview Timberworks LLC, who have been Association members for 15 years.



Meletio Lighting & Electrical Supply is recognized for 10 years of membership. The company is represented by Stephanie Shepherd, JoAnne Craven and Drew Whitesell.

Membership Chair Jeff Dworkin presents Stacy Butler with Stair Solutions, LLC, the Dallas BA Milestone Award for 5 years of membership.



These Milestone Anniversaries were recognized at the May After Hours hosted by Rick's Hardware. Thank you to Milestone Anniversaries Program partners Bonded Builders Warranty Group and Lee Lighting.



Dallas BA Government Affairs Update

David Lehde
Director of
Government
Affairs



January through May provided a very busy schedule for the Dallas Builders Association on the regulatory front. As of the writing of this update, multiple ordinance and legislative issues are coming to a close, or will be at that point very soon. There is no shortage of new regulation proposals waiting to take the place of those concluding. Here is an update on some of the key issues where Dallas BA is engaged.

The town of Prosper recently adopted a new subdivision ordinance. In what was a very long process, Dallas BA and other stakeholders took advantage of the opportunity to review the proposal and weigh in with our concerns. Dallas BA had concerns with key language regarding the responsibilities, and possible resulting liabilities, of Home Owners Associations and Developers for both private and common areas. Up until the final vote, these concerns were communicated to town staff and council members. The town was receptive to suggested language fixes, as it was to numerous concerns of the development community in general.

The City of Frisco has begun a process of reviewing policies to address future residential development in a manner that would reflect the city's 2015 Comprehensive Plan update. With the ongoing growth of residential development and a desire to stay ahead of that growth, Frisco is considering how the town can develop a neighborhood design strategy that balances a high quality of life with continued economic growth. The concepts thus far, as discussed by a community group assigned by the city, include numerous development design items ranging from the use of roundabouts, cul-de-sacs and other street layouts, to whether lots in a subdivision should back up to major creeks, the approach to front entry garages and a market approach to lot size diversity.

Dallas BA is in review of the Frisco Neighborhood Design Strategy Advisory Group's project overview and is alerting residential development members to do the same and offer any needed input that can be delivered to the City of Frisco by June 9. Members should contact the Director of Government Affairs at David.Lehde@DallasBuilders.com for further information.

The Association, and other stakeholders, were well into the review and draft process of the City of Dallas' Landscaping and Tree Conservation ordinance, Article X, when discussions

about a proposed ordinance, that can have just as much impact on housing, arose. Dallas is now considering the idea of a Park Land Dedication and Fees in Lieu Of Ordinance. Dallas BA is participating in stakeholder groups to offer input and concerns. The construction of entry level and moderate income homes in Dallas already faces challenges that can negatively impact housing affordability, including Article X.

At the time of this article's publishing, the home building industry, like many others, is wrapping up advocacy efforts in what has been a very interesting 85th Texas Legislature. It has been a very busy session for the Texas Association of Builders (TAB) and affiliated home builders associations. Dallas BA has been very active in supporting TAB's legislative work, including providing research, writing letters and meeting with legislators and providing testimony on priority legislation. With the coordination direction by a well experienced TAB government staff, advocacy efforts have been effective and there has been significant movement in the final month.

House Bill 1449 would prohibit

California-style taxes on new construction, known as linkage fees that threaten overall housing affordability, has been approved by the House and Senate. The legislation has been sent to the Governor and requires his signature to become law.

Senate Bill 744, a tree credit bill that would require cities that impose tree mitigation fees to give property owners credit for planted trees, has cleared significant hurdles, including Senate and House passage. The legislation currently awaits completion of the Senate enrollment timeline so it can be sent to the Governor for his decision.

These are just two of many bills that have been under the watchful eye of the Association.

The Dallas BA government affairs staff greatly appreciates our members offering their valuable time to give input, write letters and make the journey to Austin to testify on important legislation. Further updates will be offered after the legislature is gavelled for final adjournment.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders	
Year-to-Date 05/17/2017				Year-to-Date 05/17/2017	
Residential	Permits	Value	Units	Builder	Value
Single Family Homes	9,801	\$2,812,778,086	9801	1 DR Horton Custom	1,982 \$205,691,509
Duplexes & Twin Homes	42	\$13,811,551	84	2 DR Horton	963 \$156,853,344
Apartments & Condos	108	\$480,118,999	5525	3 First Texas Homes	432 \$141,052,312
Other Residential Structures	184	\$9,544,837	0	4 Highland Homes	344 \$120,933,456
Swimming Pools & Spas	1,815	\$75,937,968	0	5 Lennox Homes	383 \$117,683,792
Alternative Residential Energy	591	\$7,992,801	0	6 Bloomfield Homes	338 \$84,272,422
Garages & Carports	82	\$5,774,899	0	7 Pulte Homes	376 \$83,438,323
Res Remd, Addn, Int Fin	1,578	\$119,978,902	0	8 Darling Homes of	158 \$64,167,262
Reroof Residential	579	\$21,478,960	0	9 Beazer Homes	188 \$60,290,207
Total Residential Const	14,740	\$3,827,314,688	18,410	10 K Houmanian Homes	156 \$58,018,741
Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders	
Week 20 - 05/11/17 to 05/17/17 (permits over \$20,000)				Year-to-Date 05/17/2017	
Residential	Permits	Value	Units	Builder	Value
Single Family Homes	497	\$115,841,608	497	11 Toll Brothers Inc	95 \$54,219,150
Demolition	25	\$80,150	0	12 Colossalis Homes of	143 \$49,129,872
Footing & Foundation	90	\$670,226	0	13 History Maker Homes	232 \$47,905,882
Duplexes & Twin Homes	1	\$1,282,867	2	14 Grand Homes	116 \$44,335,599
Apartments & Condos	13	\$31,302,075	324	15 David Weekly Homes	125 \$43,684,225
Other Residential Structures	6	\$256,470	0	16 Megatal Homes	155 \$43,282,823
Swimming Pools & Spas	87	\$3,234,332	0	17 Gehan Homes	158 \$41,895,332
Alternative Residential Energy	43	\$621,080	0	18 Ashton Woods Homes	127 \$40,673,680
Garages & Carports	1	\$29,000	0	19 Britton Homes	85 \$39,096,743
Res Remd, Addn, Int Fin	76	\$5,041,126	0	20 Landon Homes	114 \$36,943,628
Reroof Residential	7	\$1,762,033	0	21 LGI Homes	202 \$35,953,434
Total Residential Const	846	\$160,119,962	823	22 American Legend	136 \$36,424,280
				23 Drees Custom Homes	95 \$32,149,411
				24 Megatal Homes Inc	113 \$29,998,179
				25 Heritage Homes	79 \$28,998,514
				26 Shaddock Homes	71 \$27,816,322
				27 MHI Partnership	99 \$26,798,910
				28 Dunhill Homes	81 \$24,484,641
				29 David Weekly	47 \$19,592,394
				30 Robson Ranch	60 \$19,480,514
				31 Heritage Homes	69 \$19,352,891
				32 Horizon Homes	73 \$18,732,400
				33 Rendition Homes	67 \$18,565,702
				34 Allura Homes LP	73 \$18,078,706
				35 Studio Mud	1 \$18,000,000
				36 Sandin Custom	42 \$17,557,437

COVERT+ASSOCIATES
METROPLEX DESIGN SOURCE FOR EXCITING,
INNOVATIVE RESIDENTIAL PLANS
972-783-4660

Local: 817.546.0160
Toll Free: 1.866.448.0961
Fax: 817.546.0161
Email: JFenchel@FoxEnergySpecialists.com
www.FoxEnergySpecialists.com

Green Begins with Energy Efficiency.®

Accurate Energy Testing
Blower Door Testing
Duct Blower Testing
Room-to-Room Pressure Balancing
Fresh Air Ventilation Testing
Carbon Monoxide & Gas Leak Testing
Thermal Imaging, and more...

Fast Administrative Support
Utility Rebate Incentive Support
Warranty Support
Trouble House Diagnostics
Sales Staff & Subcontractor Training

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

All From an Independent Third Party!
That means unbiased recommendations, not influenced by product suppliers.



The Home Builder (USPS 579-680) is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972/931-4840. Supplemental subscription rate is \$36.00 per year. Periodicals postage paid at Plano, Texas, and additional offices. **POSTMASTER:** Send address changes to The Home Builder, 5816 W. Plano Pkwy., Plano, Texas 75093.

Malone is June Designee of Month

The Dallas BA Education Committee is proud to announce that Shelley Malone has been selected as the June Designee of the Month.

The Graduate Master Builder (GMB) designation is the highest level of certification a builder can achieve through the designation program. In order to graduate with this prestigious designation a builder must meet the following requirements:

- They must be a Certified Graduate Builder;
- Have 10+ years building experience;
- Complete 30 hours of additional building industry education through designation courses;
- Sign and adhere to the NAHB Code of Ethics pledge.

Shelley proudly completed all the necessary requirements in 2014 and became a GMB graduate. Along with his GMB, he has had his Certified Green Professional (CGP) designation since 2013.

He was selected as the Graduate

Master Builder (GMB) for several reasons, including his commitment to continuing his education. He regularly attends classes at the Dallas BA office to keep up to date with the ever-evolving industry practices.

Shelley takes full advantage of his designations and markets them to consumers on several platforms. He includes his designations on his business cards, his website and in the office. He explains the value of the designations with each of his clients so they clearly understand the value of hiring a builder with his level of consideration in the industry.

Shelley explains, "We build for many people in the medical profession. I explain how important it is to choose a builder that takes his profession this seriously. I remind them that their home will cost more than they'll likely ever spend on their health care. I ask, 'Do you really want to consider cheaper stitches or that inexpensive heart?' These analogies put a home investment in perspective."

Along with that, he believes "these designations, along with continuing education, help to keep the 'surgeon' in the building arena up to date and a leader in the industry."

Shelley holds a bachelor of science degree in home building from Trinity University and also holds a real estate license. His company, Malone Custom Builders, has been a member of the Dallas Builders Association since March of 1993. Throughout the time of his involvement, he has received three McSAM awards for best design.

To learn how you can become a designated professional, contact Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com. Check out upcoming classes on the course calendar.



Designee of the Month is brought to you by:



2nd annual **Big Shot Shootout** Wednesday, July 26, 2017
 Frisco Gun Club: 6565 Eldorado Pkwy, Frisco, TX
\$100 Per Person / \$200 Per Two-Person Team
 (Fee Includes: targets, rifle, pistol, ammo & safety goggles)
 ● 3:00 Registration/4:00 Competition Flight
 ● 6:00 Registration/7:00 Competition Flight
 ● 9:00 Cocktails and Awards
 Register: <https://dallasbashootout2017.eventbrite.com>
 All proceeds benefit Operation FINALLY HOME

Upcoming Classes

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



Building a BETTER Business: Keep Score in Business

June 29 - \$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.



Builders Risk | General Liability | Workers' Comp

Call to learn more about our new program for homes over \$1,000,000

972-512-7700

www.hiallc.com



FLOYD RD, ROYSE CITY ± 23 ACRES
BEST OFFER



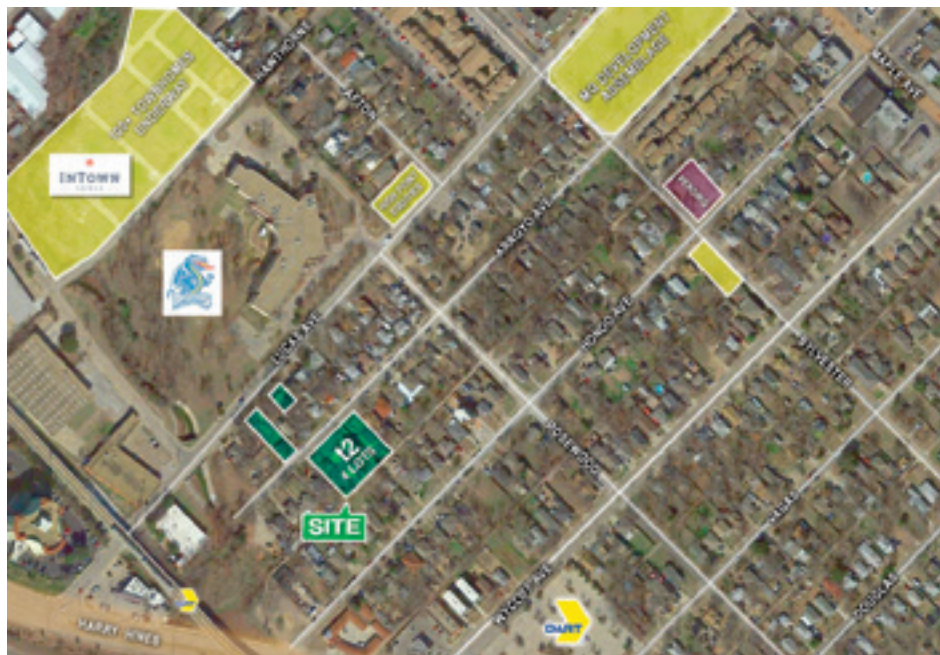
5610 BIG A RD. ROWLETT
± 4.52 ACRES • TX - \$699K



5223 COLUMBIA AVE • MF2
± 65' X 170' \$299K



2135 ARROYO • \$300,000
± 50' X 168' ZONED MF2



2138 TO 2210 ARROYO, DALLAS MEDICAL DISTRICT AREA
4 Contiguous Multifamily Lots ± 200' x 150' • \$1,100,000



3851 LAFAYETTE, FORT WORTH
MUSEUM AREA • BUILD UP TO 3 UNITS \$295K



312 N LANCASTER, DALLAS
±100' X 183' UP TO 5 STORIES \$450K



2040 W MILLER RD, GARLAND
±15 ACRES • SINGLE FAMILY



4501 AFTON RD, DALLAS • MF2
± 90' X 150' SOLD!



CHIESA / LIBERTY GROVE ROWLETT
± 5.5 AC. WILL SUBDIVIDE



TED DAY
214.272.3431



JESSICA KLEIN
214.827.1200



THOMAS DOAN
469.248.0940



TROY CORMAN
214.827.1200

For Specific Needs, Contact **t2 Real Estate**

214-827-1200
info@t2realestate.com



Construction labor problem easy to see, hard to solve

“The guest worker program unnecessarily lowers construction worker wages.” “Put simply, there is no construction labor shortage.” “It’s five o’clock somewhere. And maybe there’s a construction worker shortage, too, somewhere. But it’s not significant in the U.S., and it’s not very widespread.”

Would you believe that all of these are recent quotes from organizations involved in the construction industry? Believe it or not, they were recently published in Illinois and Michigan. I share them because I want to illustrate the labor demand difference between the laggards and leaders of our nation’s economy. It also demonstrates the uphill battle that looms for any type of legislative fix for immigration and long-term cure to our labor shortage.

As I have mentioned before, the construction industry in the Dallas area is under supplied by 10,000 to 20,000 workers. Our members are reporting that on average the labor shortage is adding 2 months and \$4,000 on to each home they build. As a result of the supply and demand total hourly wages have increased substantially more in the construction industry than in other sectors. Put simply, our industry in our area has plenty of well-paying jobs available and there simply are not enough workers to fill them.

The labor shortage requires solutions from within and without. Our Association has made great strides this year building partnerships with Dallas ISD, Grand Prairie ISD and local community colleges. Over time, these efforts to “bring back shop class” are going to result in tremendous opportunities for hundreds of students. But thousands more are still needed.

The construction work force has and will continue to rely on immigrant labor. The lack of it is the largest contributor to the aforementioned figures. Many left the industry during the recession and did not return. According to the National Association of Home Builders (NAHB), there are around 2.3 million foreign born workers in construction nationwide, which is still almost a half-million fewer than in 2007.

As you can see, this issue pre-dates President Trump, so blaming him for the current shortage is a bit misguided. He is, however, part of the problem and potentially part of the solution going forward. His enforcement actions and talk of walls and deportation are most certainly part of the problem. Creating fear in the communities our industry and our economy relies on for continued prosperity is hardly an incentive for them to confidently step out of the shadows.

It is time for a viable guest worker program that enables non-U.S. citizens to work legally in this country for multi-year renewable terms. Undocumented workers currently living in the U.S. should be provided with an opportunity to register for this program, which should be tailored to the areas and industries with the greatest needs. We have beaten our heads against the wall (no pun intended) on this issue for far too long with our Congressional delegation. They tell us that the guest worker issue cannot be addressed until the border is secured as if they are unable to walk and chew gum at the same time.

A provision in President Trump’s budget proposal could be a small part of the solution. It calls for an expansion of the H-2B guest worker

Phil Crone, JD, CGP, GSP Executive Officer



visa program. The program provides American businesses the ability to bring in workers for non-agricultural industries. Current law limits the number of such visas to 66,000 a year.

The number could double under the budget bill being considered. Before you get too excited, know that the visa is shared among several industries including landscaping, forestry and housekeepers. In 2014, there were only around 2,400 visas issued for construction workers nationwide. Doubling that number only fills a quarter of the need in Dallas alone. Additionally, the program needs several improvements and simplification before it can be a truly useful tool for the industry.

The Trump budget at least recognizes the problem. However, even a “drop in the bucket” solution was immediately met with hostility from trade unions who claim the proposal runs directly counter to his “buy American, hire American” agenda. Mind you, these are the same people whose views were shared at the top of the article. While they are completely out of touch with realities faced in economies driving our nation’s recovery, they are impossible for the President to ignore because they largely come from the places that put him in the Oval Office.

Identifying the problem is the easy part. Some even struggle with that reality, which leaves me pessimistic that we will find a truly effective legislative solution any time soon.

MFBC hosts sell-out golf tourney May 12



Players from Shreve Land Constructors claimed both first and second place victories at the tournament held May 12 at Luna Vista Golf Course in Dallas.



Closest to the Pin winner Trey Aston (right) with Danny Conaway of Zytech Building Systems



Grand Prize winner Clay Pyle of Nationwide Gutter with Dinner Partner Kristin King of Samsung



The Integrus Solutions team won third place honors.

Thank You to Our Partners

- | | | |
|------------------------------|-------------------------------------|-----------------------------------------|
| Advanced Concrete Surfaces | Integrus Solutions | Shreve Land Constructors |
| AZEK Building Products | Jordan Foster Construction | Subfloor Systems |
| Builders Firstsource | KWA Construction | Therma-Tru/Fypon |
| Cadence McShane Construction | LMI Landscapes | Trinsic Residential |
| Cornerstone Control Systems | Nationwide Gutter LLC | Tuffplank/International Builders Supply |
| Fox Energy Specialists | Norbord | Turner Forest Industries |
| GE Appliances | Republic Elite | Whirlpool Corporation |
| ICI Construction | Rumsey Construction | Zytech |
| | Samsung Appliance - Builder Channel | |



BUILDING & CONSTRUCTION 17 TRADE SHOW

DALLAS BUILDERS SHOW
DALLAS BUILDERS ASSOCIATION

PRESENTED BY

PRODUCTS
SERVICES
VENDORS
EDUCATION
GUEST SPEAKERS
PRIZES
AND MORE!

OCT. 12 1-6PM

**PLANO
EVENT
CENTER**

The region’s premier industry trade show. This one-of-a-kind event features the latest industry news and information, hundreds of industry professionals and dozens of local exhibitors showcasing the latest products, materials and technologies.

FOR MORE INFORMATION PLEASE VISIT
www.DallasBuildersShow.com

ALL WARRANTIES ARE NOT CREATED EQUAL.

war·ran·ty noun \ 'wŏr-ən-tē, 'wăr- \

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

MAKE SURE YOUR HOME WARRANTY COMPANY PROVIDES ACTUAL COVERAGE AND A-RATED INSURANCE BACKING ON THE HOMES YOU SELL. CONTACT ME TO LEARN MORE.

Tiffany Acree
Vice President of Sales - North Texas, CGA, CGP
Million Dollar Producer ~ 2011, 2012, 2013
817-726-6880 • tacree@strucsure.com
www.strucsure.com

INSURANCE BACKING BY **LLOYD'S**

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

NEW MEMBERS

BUILDERS

Callie Custom Homes
Landon Day
214-458-0214
Spike: Greg Alford, Alford Homes

Castrum Construction
Markus Hirschbrich
214-725-7881

Crescent Builders, LLC
David Sparks
972-999-4360

Dallas Floor and Remodel
Bryan McNabb
972-248-4840
Spike: T.W. Bailey, Bailey Family Builders

M/I Homes of DFW, LLC
Chad Tschetter
972-315-6440

Tahoe Construction
Deanna Kisko
940-390-7355

ASSOCIATES

Adams Exterminating
Jason Johnson
972-434-6200
Spike: T.W. Bailey, Bailey Family Builders

Benchmark Bank
Hazel Bailey
972-673-4077
Spike: Jeff Dworkin, JLD Custom Homes

BlueLinx Corporation
Lynn Noesser
214-726-5208

Cornerstone Refinishing
Joe Garcia
214-584-6588

Construction Concepts Inc
Elias Rodriguez
214-946-4300

Custom Home Consultants
Jeffrey Dean
214-396-6373
Spike: Victor Meyers, Victor Myers Construction, LLC

Foamaster Insulation, LLC
Heather Boucher
844-800-3626

General Aluminum Sales and Service
Tyler Ramirez
817-366-0863

Goodman Manufacturing
Bryan Hudson
817-937-7525

Hutchinson Law
Steve Hutchinson
214-270-1982

National Gypsum
Bret Swan
214-595-2062
Spike: Michael Turner, Classic Urban Homes

SEARS Commercial
Deedra Hoard
214-551-9819

Valistra Construction
Luis Leal
817-484-5600

Veritex Community Bank
Joshua Mayo
469-453-3671

AFFILIATES

Crescent Builders, LLC
Jamie Esparza
972-999-4360

Cornerstone Refinishing
Euwe Chan
214-584-6588

Rick's Hardware hosts May After Hours



Bob Hansen, Garvey Homes, wins a Tito's Moscow Mule gift set, presented by Arman Delaughter, Rick's Hardware & Decorative Plumbing.



Membership Chairman Jeff Dworkin presents a cash door prize to Vernon Wentz of Ad Imagery.



Barbara Bynum of Bynum Construction won a 1-night stay at Worthington Renaissance Hotel in Fort Worth + 2 tickets to any concert at Billy Bob's in Fort Worth.



Jeff Dworkin presents a Dallas BA logo Yeti tumbler to Mark Dann, Highland Classic Homes.



Arman Delaughter of Rick's presents a \$100 gift card to Independent Bar and Kitchen in Deep Ellum to Kyle Bratton, Culligan Water.



Matt Mitchell, James Andrews Custom Homes, wins a lighted mirror.



Jules Torres, Focus 360 Architectural Communications, wins a Dallas BA logo Yeti tumbler.



Arman Delaughter presents a Tito's Moscow Mule gift set to Gary Pilant, Cre8 Build.

AFTER HOURS

Thursday, June 29

6-8 p.m.

Hosted By



Clearly the best.

Community Beer Company
530 Inspiration Dr. #200, Dallas

Enjoy tacos and fixin's provided by La Botana Food Truck at this indoor/outdoor event. Have a cold beer while playing outdoor patio games. Browse artisan wares and crafts. Prizes will include gift cards to Milgard Windows & Doors, Yeti tumblers and more!

Builder Jackpot – \$1,000

Builder must be present at time of drawing to be eligible to win the Builder Jackpot. It is FREE to attend, but please make reservations.

www.dallasbuilders.com



ADVENT
AIR CONDITIONING INC.

"We're the Comfortable Solution!"

972-221-4373

TACLAD01214C

WWW.ADVENTAIR.COM



FRASERCON

CONCRETE EXPERTS



**WE ARE FRASERCON
WE BUILD DREAMS**

We provide the foundation for families and companies to grow their vision for their future.

We provide hope for our team and opportunities to work, grow, and improve daily to achieve their dreams.



FRASERCON.COM

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-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.

TEXAS BUILDERS DO IT RIGHT!



Norbord



TruFlor
SUB-FLOORING

PINNACLE
PREMIUM SUB-FLOORING SUSTAINABLE PERFORMANCE

TruFlor and Pinnacle
are available in
both $2\frac{3}{32}$ " and $1\frac{1}{8}$ "

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.



**REDUCE MISTAKES,
CALLBACKS, AND COSTS.**

Norbord's Onsite app helps you build a better house. Download for free today at www.Norbord.com/onsite

CHECK OUT OUR GREAT BUILDER RESOURCES ON NORBORD.COM/BLOG