

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIV

No. 7

July 2017

## Dallas BA's Industry Investors for 2017



## Big Shot Shootout set to raise funds to build homes for U.S. heroes

The Dallas Builders Association and Frisco Gun Club have once again teamed up to raise funds for Operation FINALLY HOME. The Texas-based organization provides custom-built, mortgage-free homes to combat wounded veterans and widows of the fallen who have sacrificed to defend our country and way of life.

The 2nd Annual Big Shot Shootout will take place on July 26 at the Frisco Gun Club. The area's premier indoor shooting range will host the marksmanship competition between two-person teams competing with both pistols and rifles. There will be two flights, with the first flight starting at 3 p.m. and the second flight at 6 p.m. Registration is \$100 per person or \$200 per two-person team.

To ensure a level playing field, no outside firearms will be permitted for use in the competition. Competitors will be able to choose from two competitive divisions, experienced and novice. Awards will be presented for the top experienced and novice teams as well as the top scoring all-female team.

All proceeds from the event will benefit future projects for Dallas-area veterans and their families. The Dallas Builders Association hopes to raise enough funds to help purchase a lot and kick-off a project in the Irving area later this year.

Former home recipients will be onsite and competing in the event and representatives from Operation FINALLY HOME will speak about the organization's mission.

"We think Operation FINALLY HOME is a wonderful charity. For every dollar raised, a dollar goes to build a home. That doesn't happen in the nonprofit world very often," said Jane Turner.

Michael and Jane Turner of Classic Urban Homes have been heavily involved with the nonprofit since building a home for Sgt. James Sackett and his family in Oak Point last year. Jane adds, "The Big Shot Shootout helped raise a considerable amount of money last year that gave us the opportunity to furnish the home for the Sackett Family. They were so excited that they could sleep in their new home on the day of the dedication."

Many Dallas area companies and individuals have partnered with organizers for this event, including Cognoscape, Dave James, Bull Sit Outdoor, SiEnergy and Audio Video Innovations. Additional partnerships are available.

Operation FINALLY HOME is the preferred charity of the Dallas Builders Association. To date, the Dallas BA and its members have been involved in providing five veterans and their families with a home to call their own and plan to continue this mission with more homes throughout the area.

To register for the event, visit the Events Calendar on DallasBuilders.com. For questions, contact Misty Varsalone at 214-615-5012 or Misty.Varsalone@dallasbuilders.com.



### Dallas BA Advocacy Goes to Washington

Members and government affairs staff of the Dallas Builders Association met with members of Congress June 14 in Washington, D.C., as part of the National Association of Home Builders Legislative Conference. Dallas BA spoke with our service area's U.S. Representatives about key issues such as regulatory reform, housing finance reform, federal tax policy that impacts single- and multifamily housing markets, building energy codes, softwood lumber trade tariffs, the national flood insurance program and workforce/labor shortages. Details on p. 2.

## BRIEFLY

This year's Sunbelt Builders Show will be held Aug. 2-3 at a new location — the Hilton Anatole in Dallas. Sunbelt is one of the largest building industry events in North America, drawing thousands of residential construction industry professionals from the United States, Canada and Mexico to more than 200 exhibit booths.

Additionally, the Show features special networking events, keynote speakers, quality educational sessions and a solid sales and marketing atmosphere.

Three-time Dallas Cowboys Super Bowl Champion Darren Woodson will be the Opening Session Speaker. The three-time All-Pro and five-time Pro Bowl selection will welcome Sunbelt attendees to the Show on Wednesday, Aug. 2, at 9:30 a.m.

Builders, remodelers and designers can enjoy FREE registration through July 12. For information, visit Sunbelt-BuildersShow.com.

If you aren't connected with the Dallas BA through Facebook, Linked In, Twitter, Instagram or Houzz, you're missing lots of news, updates and photos that you won't see anywhere else.

## Builders: Help us help you find your next client

The Dallas BA is in the process of building a consumer website. The centerpiece of this new member benefit will be an interactive builder search tool that will allow consumers to find Dallas BA members in the area, price point and style they are looking for.

With nearly 400 builder members, the Dallas BA is uniquely positioned to be the go-to resource for consumers looking to build new or remodel in the Dallas area.

Like any website, it is only as valuable as the depth and breadth of the information contained in it. Therefore, builder members are encouraged to take a couple of minutes to fill out their profile in advance of the site's launch. Doing so will enable you to take maximum advantage of the marketing campaign that will be associated with its introduction.

## Learn to build a BETTER house over lunch at DBA

The Building a Better House educational series kicks off in August and runs through December.

This year's series tackles everything from concept to completion in three hour increments over lunch. Topics cover every step in the building process from soils and foundations to interior design trends.

The series opens Aug. 9 with "Architectural and Interior Design - Learn How Beautiful Exteriors and Stunning Interiors Sell Homes."

This class will focus on site selection, building orientation, elevation, interior design, color selection, finish materials, lighting, use of interior

spaces, etc. Instruction will be presented by architects and interior designers. Students will be schooled on both classic design elements as well as more modern and transitional designs.

Included in this class will be an overview of the use of 3D modeling, virtual fly-through videos, and BIM technology. The use of these technologies can greatly enhance the design process, customer satisfaction, customer retention, as well as material selection and take-offs.

On Sept. 13 "Strength, Durability, Sustainability" will be offered.

In this class we will focus on re-

continued on page 3

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Saturday, August 19 ♦ Westin Galleria Dallas  
6 p.m. Cocktails ♦ 7:30 p.m. Dinner ♦ 8 p.m. Awards  
Tickets: \$95 ♦ Attire: Black Tie  
Tickets must be purchased by Aug. 15 at 5 p.m.  
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**2017 Legislative Conference**

A Dallas BA contingent met with Congressman John Ratcliffe during the National Association of Home Builders Legislative Conference last month. From left are John Todd, Elite Remodeling; Doug Bowerman, Affiliated Bank; Ratcliffe; Justin Webb, Altura Homes; and Mike Mishler, Mishler Builders.

Checking in with Congresswoman Eddie Bernice Johnson were Dallas BA President Michael Turner, Classic Urban Homes; Carol Longacre, Expressions Home Gallery; Bailey Longacre; and Dallas BA Executive Officer Phil Crone.



**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 HOME PAC 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 "2018 BOD Nomination" in the subject line and include the following three items:

1. Any active NAHB designations you currently hold;
2. Involvement with the Dallas BA; and
3. 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 HOME PAC of Greater Dallas for at least seven (7) years.



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BARCIE VILCHES, Editor



**No Summer Slow Down for Builder Advocacy**

June was a busy advocacy month for the Dallas Builders Association. After wrapping up what had been a very busy spring that included multiple trips to Austin, where Dallas BA members and staff testified before the legislature on key bills, and repeated visits to area city halls, the Association put some focus on Washington, D.C., and Congress.

On June 14, members and government affairs staff of the Dallas Builders Association met with members of Congress on in Washington, D.C., as part of the National Association of Home Builders Legislative Conference.

Dallas BA spoke with our service area's U.S. Representatives about key issues such as regulatory reform, housing finance reform, federal tax policy that impacts single- and multifamily housing markets, building energy codes, softwood lumber trade tariffs, the national flood insurance program and workforce/labor shortages. Our U.S. Representatives benefitted from hearing how policies in Washington impact home builders and home owners in Texas.

Dallas BA meetings included significant time in the offices of the following congressional members:

Pete Sessions, Chairman of the House Committee on Rules

Chairman Jeb Hensarling, Chairman of the House Financial Services Committee

Michael Burgess, M.D., Chairman of the House Energy and Commerce Committee's Subcommittee on Health

Joe Barton, Vice Chairman of the Energy and Commerce Committee

Sam Johnson, Deputy Whip and Chairman of the House Ways & Means Committee's Social Security Subcommittee

Kenny Marchant, member of the House Ways & Means Committee and a key voice on tax reform

Eddie Bernice Johnson, Ranking Member of the House Committee on Science, Space and Technology

John Ratcliffe, Chairman of the House Homeland Security Committee's Subcommittee for Cybersecurity and Infrastructure Protection

Local government advocacy is always a priority for Dallas BA. The Association remains engaged in what has been a long revision process for the City of Dallas' landscaping and tree ordinance, Article X. Dallas BA staff offered comments to the city's plan com-

mission regarding our concerns about key provisions of the ordinance that do not consider the realities of residential construction and development.

At the same time, Dallas is also considering ordinance proposals for a park land dedication or fee-in-lieu ordinance that would further drive up the costs of development. During the spring, Dallas BA participated on a stakeholder committee to weigh in on the proposal.

The City of Frisco recently released a committee report listing conceptual proposals for neighborhood design strategies. The city's Neighborhood Design Strategy Advisory Group (NDSAG), made up of key Frisco citizens, identified design issues for the purpose of providing ideas that could be used to revise policies for future residential development. A copy of the report has been provided to stakeholders. In early June, Dallas BA submitted our preliminary comments and concerns.

As mentioned, the Spring provided opportunities for Dallas BA to join our counterparts at TAB and other HBAs around the state to weigh in on key legislation in Austin. And while the regular session adjourned on May 29, the regulatory rush at the state capitol will continue. On June 6, Governor Abbott called a special session of the Texas Legislature, to begin on July 18. The multi-item agenda includes the issue of how cities regulate what property owners do with trees on private land.

During the regular session, the Texas House and Senate passed Senate

David Lehde  
Director of  
Government  
Affairs



Bill 744, a tree credit bill that would require cities that impose tree mitigation fees to give property owners credit for planted trees. The credits would have been applied towards remaining mitigation fees that can be burdensome and expensive. However, on June 15, the Governor vetoed SB 744, citing the need for a stronger bill.

Dallas BA appreciates Governor Abbott's commitment to protecting private property rights and easing severe restrictions on property owners. However, SB 744 would have provided significant relief to property owners and developers across the state, by easing the burden of mitigation fees through a market based incentive. While little is known about what a new bill in the special session will look like, Dallas BA monitoring the issue closely in hopes that any resulting legislation will provide property owners the relief needed from high mitigation fees.

Other items on the special session agenda include property tax reform, speeding up local government permitting processes and municipal annexation reform.

The Association will update members on these and other policy items as they evolve. From Washington, to the state capitol, to our local city halls, it's full speed ahead for home builder advocacy.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders Year-to-Date 06/14/2017		
Year-to-Date 06/14/2017				Builder	Homes	Value
<b>Residential</b>	Permits	Value	Units	1 DR Horizon Custom	1342	\$232,428,130
Single Family Homes	12,065	\$3,473,589,779	12065	2 DR Horton	691	\$174,830,748
Duplexes & Twin Homes	44	\$14,551,337	88	3 First Texas Homes	504	\$196,058,666
Apartments & Condos	528	\$507,730,597	6052	4 Highland Homes	431	\$154,897,551
Other Residential Structures	196	\$11,230,447	0	5 Lennar Homes	506	\$152,823,278
Swimming Pools & Spas	2,372	\$102,042,371	0	6 Bloomfield Homes	404	\$100,878,990
Alternative Residential Energy	563	\$9,460,555	0	7 Puller Homes	457	\$100,066,690
Garages & Carports	90	\$6,799,396	0	8 Darling Homes of	182	\$73,890,212
Res Rmld, Addn, Int Fin	1,930	\$148,268,349	0	9 K Homebased Homes	191	\$71,952,981
Reroof Residential	1,074	\$35,577,287	0	10 Beaver Homes	224	\$71,242,307
<b>Total Residential Const</b>	<b>18,562</b>	<b>\$4,307,349,664</b>	<b>18,295</b>	11 Toll Brothers Inc	118	\$67,802,871
				12 CalAtlantic Homes Of	185	\$63,586,588
				13 History Maker Homes	268	\$56,658,558
				14 Megaflex Homes	190	\$54,858,800
				15 Grand Homes	137	\$52,180,850
				16 Britton Homes	109	\$51,003,205
				17 Goshen Homes	185	\$48,144,274
				18 Ashton Woods Homes	149	\$47,741,558
				19 David Weekly Homes	136	\$47,316,321
				20 American Legend	176	\$46,602,748
				21 Landon Homes	135	\$44,824,833
				22 LGI Homes	224	\$40,104,385
				23 Dress Custom Homes	114	\$39,225,190
				24 MHI Partnership	137	\$38,113,401
				25 Megaflex Homes Inc	141	\$36,010,787
				26 Heritage Homes	96	\$35,658,538
				27 Shaddock Homes	86	\$33,744,989
				28 Dunhill Homes	92	\$32,928,200
				29 Horizon Homes	91	\$28,153,153
				30 Heritage Homes	90	\$24,964,861
				31 Mainrose TX LLC	55	\$22,484,340
				32 David Weekly	53	\$22,297,334
				33 Taylor Morrison of	57	\$22,175,162
				34 Residion Homes	46	\$21,306,648
				35 All Homes	77	\$21,136,699
				36 Altura Homes Lp	83	\$21,042,812

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# Why trees are so controversial

Everyone loves trees, so why are they so controversial? They are the focus of years of back and forth in the Texas legislature and the subject of intense debate at several city halls and neighborhood meetings in the Dallas area.

It may come as a surprise to some that when you purchase land, the city can require that trees come at an additional cost if they must be removed to make way for your home site. If you happen to be building in South Dallas, the cost for tree removal can approach or exceed the price of the land itself. These fees do not come from the world's most expensive logging company; instead, they come in the form of mitigation fees assessed by the city based on the size and species of the trees that need to be removed.

At issue is an attempt to balance the rights of property owners to make the highest and best use of the land they purchased against the community's interest in the environment we all share. Recent stories have highlighted the extremes. A contractor is likely facing a hefty fine for inexplicably topping more than 30 live oak trees on Forest Lane in Northwest Dallas without first obtaining a permit. In McKinney, a property owner and former city council member

is involved in an expensive court battle over an inexplicable \$44,800 fine assessed by the city for clearing out (as described by the city) "decades of accumulated weeds, underbrush, trash, fallen limbs and dead trees as well as saplings less than six inches in diameter."

These stories illustrate how difficult it is to find a political solution that strikes the aforementioned balance. The actions of the contractor and the City of McKinney are each impossible to justify and serve as great examples for those on either side of the issue to cite. Lost in the madness of these stories and Governor Abbott's inclusion of trees in the upcoming special legislative session is the fact that a compromise was found in the form of SB 744.

Instead of focusing on the cost of tree mitigation, SB 744 provided property owners with incentives for reforestation. The bill required a 50 percent reduction in tree mitigation fees if the property owner planted qualifying replacement trees of at least 2 inches in diameter. Cities retained broad latitude to enforce their existing ordinances. The bill unanimously passed both chambers of the legislature. Yes, you read that right; something on a subject this controversial actually passed our Texas legislature without a single dis-

Phil Crone, JD,  
CGP, GSP  
Executive  
Officer



senting vote.

On June 15, the bill, and its corresponding protections for property owners, was vetoed by Governor Abbott. The Governor instead favors the fool's errand of obtaining an outright abolition of tree ordinances in a special session call that also includes bathrooms, abortions, property taxes and school finance. Good luck with that!

Everyone loves trees. Good public policy would dictate saving the biggest and the best by assigning hefty mitigation fees while providing bona fide incentives to replace those that need to be removed during the development process (as SB 744 would have done). Instead, the City of Dallas is currently considering a proposal that would double current fees and add Hackberries to the list of trees that require a fee in order to be removed. With the vast majority of undeveloped wooded land located in South Dallas, trees will continue to generate plenty of controversy.

## Learn to build a BETTER house over lunch

continued from page 1

ducing call-backs and warranty service issues, allowing you to set yourself apart from "ordinary" builders.

On Oct. 11 it's all about building for YOUR occupant. We'll take a look at different occupant lifestyles and how to effectively meet their needs through energy efficiency and fun new tech products on the market.

"Price your Product Precisely" on Nov. 8. Together, we will learn how to increase appraisals by effectively communicating energy performance, market considerations and resale value.

The final class of the series will focus on the back office. Margins grow when costly mistakes are avoided. This class will help you comply with codes, contracts, liens and avoid litigation. Don't get pinched by the paperwork on Dec. 13.

Each class is from 10 a.m. to 1 p.m. with lunch included at \$35 per member with advanced registration. All instructors are experts in their respective fields and have been selected by members of the Education Committee.

Following the class, participants will be provided with a copy of each

presenter's presentation and a class video with login access.

The Building a Better House Series is presented in partnership with Structure Home Warranty. Lunch partners include: Dow Building Solutions, Texas Builders Resource Group, Paragon Structural Engineers and ProSource Wholesale Flooring.

For detailed information or to register for classes, visit DallasBuilders.com or contact staff Director of Education Sheena Beaver at 972-931-4840 or sheena.beaver@dallasbuilders.com.

2nd annual **Big Shot Shootout** Benefitting **OPERATION FINALLY HOME**

**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>

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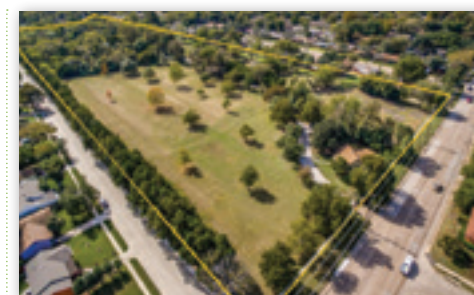
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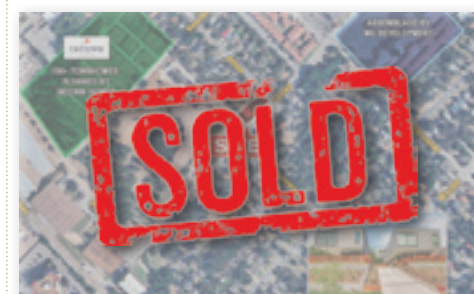
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# Remodelers Council to start project to provide service dogs for veterans

Players of all levels are welcome at the Remodelers Council Texas Hold 'em Tournament on July 12 at the Dallas BA. Proceeds will benefit the Council's Patriot PAWS project, to remodel a home that will be used to help acclimate veterans with their service dogs.

Headquartered in Rockwall, the mission of Patriot PAWS is to train and provide service dogs of the highest quality at no cost to disabled American veterans and others with mobile disabilities in order to help restore their physical and emotional independence.

A total of 203 dogs have entered the program since its inception in 2006, and there are now 49 dogs in the program. Presently, 72 service dogs have been placed with disabled individuals. The Patriot PAWS success rate for all placed service dogs is 60% compared to an industry standard of 10%.

Gregory Loudon with GOLOUD-ON will serve as builder captain for the \$130,000 project on behalf of the Remodelers Council.



In June, Patriot Paws representatives Lori Stevens and Terri Stringer attended the Remodelers Council meeting along with service dog Jazz. Attendees received a preview of the project's scope and material and labor donations needed.

Donations confirmed from several companies include Arizona Tile, my-

Homedia, Boerder-Snyder Architects, Paragon Structural Engineering, Texas Property Services and Lee Lighting.

Buy-in for the July 12 Texas Hold 'em Tournament is \$30 for members and includes food and beverages. Partnerships ranging from \$200-\$1,000 are currently available. Visit the calendar at DallasBuilders.com to register.

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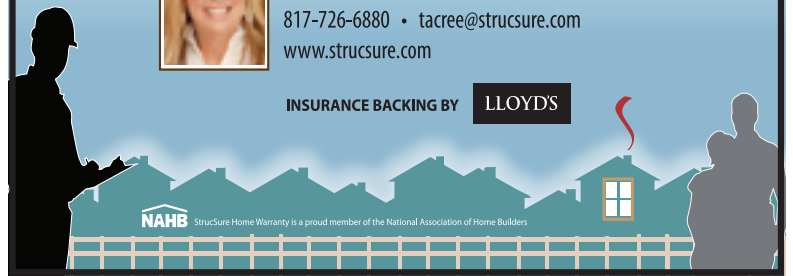
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[www.DallasBuildersShow.com](http://www.DallasBuildersShow.com)



## Metro East's Cars for CASA raises \$65,000+



Metro East Division Board members Dave Hambley, Greg Paschall, Doug Bowerman and Larry Baty gather with car show volunteers to take the traditional group photo to mark another successful event.

The Metro East Division hosted its 12th annual Cars for CASA car show May 21, raising almost \$66,000 for Lone Star CASA. Through this annual event, Metro East has raised more than \$425,000 for CASA over the past 12 years.

CASA is a national volunteer movement whose purpose is to find

community volunteers to act as a "voice in court" for abused and neglected children.

Cars for CASA has grown to become one of the most successful auto shows in North Texas. This year's show featured approximately 400 cars and trucks and attracted a crowd of 8,000.



(Left) Chris Davis, son of builder member George Davis, won first place in his class for his 1978 Camaro.

## Skyrocketing costs threaten Dallas housing market advantage

### Dallas BA / Meyers Research July Housing Outlook Dallas-Fort Worth-Arlington MSA

Thanks to one of the nation's strongest employment markets, the Dallas area has enjoyed unprecedented growth. Demand created by more than 100,000 new jobs regionwide led to nearly 30,000 new homes in 2016. By the end of this year, another 32,000 homes will come online. Ominous clouds are on the horizon as the region begins to lose the affordability that serves as a key driving force for growth.

According to the Texas A&M Real Estate Center, the median home price in Dallas-Fort Worth metro area jumped from \$149,900 in 2011 to \$232,000 in 2016. The median price for a new home now exceeds \$320,000.

Land and labor have and continue to be major factors behind DFW losing its affordability advantage. However, lumber and local regulation are now major parts of the equation.

On April 25, the Trump administration announced plans to impose duties of up to 24 percent on most Canadian lumber. The escalation of this decades-long trade dispute resulted in lumber cost increases of up to 30 percent for some Dallas area builders. The way lumber is harvested in the two countries is at the heart of the dispute. In Canada, companies pay a fee to harvest trees from public lands, whereas, in the United States, most of the logging is done on private land since most public land is off limits. American companies argue that this constitutes an unfair advantage for Canadian companies.

"Local regulation is probably the biggest factor at play now that we seemingly should have better control over," said Dallas area builder Alan Hoffmann. "Many cities have this mindset that

homes need to cost nearly a half million dollars in order to pay their own way. Many of these practices are illegal, but fighting them takes years and hundreds of thousands dollars. Something many property owners don't have."

Property owners prevailed in the Texas Supreme Court last year against illegal fees in Lakewood Village v. Bizios. In that case, the municipality was charging fees for new construction outside its city limits. "Unfortunately in that case, the city knew it was in the wrong, but decided to use taxpayer funds to drag it all the way to the Supreme Court," said Dallas BA Executive Officer Phil Crone. "To make matters worse, the same practice continues in places such as McKinney, which has resulted in more costly and unnecessary lawsuits."

In March, the new home affordability ratio reached 46.7%, meaning that less than half of those living in the region can afford a new home. According to the National Association of Home Builders, the cost of regulation has increased more than 30% over the last five years, and now, on average, accounts for

more than \$84,000 per home. More than one-third of Dallas BA builder members cited code changes and increased fees and dedication requirements as a substantial reason for added delays and increased costs. Some of these increases come in traditional forms such as impact fees, but others include onerous tree mitigation fees that approach the value of the land itself and installation of infrastructure traditionally left to utility companies without reimbursement.

"Especially in smaller cities poised for significant growth, discussion often centers around limiting multifamily construction and what can be done to ensure homes cost a certain amount in order to attract only those of a certain income level," said Crone. "These nefarious social objectives deserve much more scrutiny than they are currently receiving."

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

### New Member Orientation: Aug. 8

Join us Aug. 8 and 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.

New members, current members and non-members interested in

learning more about the Association and ways to maximize your membership investment should 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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# 280 golfers enjoy June 26 tournament at Brookhaven



1st place, Championship course: James Watson, James Cook, Donnie Evans, Ty Spinella



1st place, Masters course: Jerry Peace, Tim Jackson, C.W. Kendall, Danny Stanphill



2nd place, Championship course: Lee Horn, Brayden Ruthart, Mike Merritt, not shown: Brandon Sears



2nd place, Masters course: Todd Carmichael, Richard Selzer, Brian Luff, not shown: Jack Packer



3rd place, Championship course: Charles Gadd, Travis Hicks, Darrell Smith, not shown: Wes Lindsey



3rd place, Masters course: Proxy Charles Gadd, Judd Baker, not shown: Rich Messenger, Brian Salcedo, Houston Oates



Closest to the Pin, Championship course: Nick Malnowski



Longest Drive, Championship course: Ty Spinella



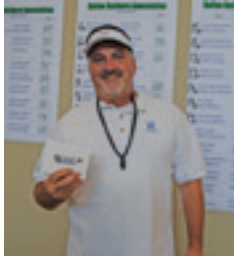
Closest to the Pin, Masters course: Bo Trevino



Longest Drive, Masters course: Clinton Calmes



Last place, Championship course: Aaron Forslund, Tadd Kitner, Gary Wall, Jose Castellanos



Grand Prize winner of a \$1,000 gift card provided by Electrolux: Brian Grant



Grand Prize winner of an under counter beverage station from Electrolux: Jeff Mizerak



Craig Cobb of Texas Door & Trim presents a \$1,000 cash prize to winner Michael Turner.



Last place, Masters course: Bob Cresswell, Jerry Carter, Heidi Miller, Phil Crone



Door prize winners of \$50 gift cards provided by Perma Pier: Arman DeLaughter & Blake Taylor

Cash prize winners at the Vegas Holes: Brett McDonald & Chris Syjansky



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## Vaughan is Designee of Month

The Dallas BA Education Committee is proud to announce the July Designee of the Month, Graduate Master Remodeler Gary Vaughan.

Gary is the president of The Vaughan Group, Inc., a full-service remodeling company founded in 1989. He realized early on the importance of setting himself apart from his competition. One of the best ways he found was through professional certifications, so he began working toward them right away. Gary became the first GMR in North Texas in 2009, an accomplishment he is very proud of. Along with his 20+ years in the construction industry, he has earned a Certified Graduate Remodeler (CGR) designation, a Certified Green Professional (CGP) designation and become a Certified Aging-in-Place Specialist (CAPS). Gary has been an active member in the Dallas BA since 1990, serving on both the Remodelers Council board and the Dallas Builders Association Board of Directors.

Gary is an expert at marketing his designations. He includes an explanation of each one of his designations in every presentation he gives to prospective customers because he knows a customer is more inclined to select a contractor with a Graduate Master Remodeler designation. He explains, "It sets me apart from other companies that have no professional designations." In this competitive market, holding a designation shows your investment in the industry and the product you produce.

The Graduate Master Remodeler (GMR)

designation is the highest level of certification a remodeler can achieve through the designation program. In order to graduate with this prestigious designation a remodeler must meet the following requirements:

- They must be a Certified Graduate Remodeler
- Have 15+ years remodeling experience
- Complete 30 hours of additional building industry education through designation courses
- Sign and adhere to the GMR Code of Ethics

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

Designee of the Month is brought to you by:



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# NEW MEMBERS

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Ed Merkel  
817-291-4432  
Spike: Matt Walls, Winston Homes

Greeson Properties  
Angie Greeson  
214-384-6682

Symbiosis Homes  
Syed Ansari  
214-563-1820

Weston Rigsby  
Chad Caldwell  
214-507-2520

### ASSOCIATES

Aprilaire  
Kenneth Zapatka  
469-667-1768  
Spike: David McCord, K&S Heating and Air

Cardwell Law, PLLC  
Sarah Cardwell  
469-283-0079

Dominion Design & Integration  
Marisa Huddleston  
469-319-9561  
Spike: Bart Gardner, Gardner Custom Homes

Ellis and Levine Engineering LLC  
James Ellis  
972-271-0433

Guardian Mortgage  
Wade Betz  
214-361-5626

Kohler  
Matthew Knight  
727-460-8704

Texas Urban Living Realty, LLC  
Art Carrillo  
214-714-5590  
Spike: Jeff Dworkin, JLD Custom Homes

Timberlake Cabinetry  
Trent Garrison  
469-635-1960

### AFFILIATES

Ellis and Levine Engineering LLC  
Matthew Russel  
972-271-0433

Guaranteed Rate  
Marcel Deitrich  
972-672-3246

Guild Mortgage  
Robert Nunez  
972-629-7645

Texas Urban Living Realty, LLC  
Bess Dickson  
214-736-3921

Visit [DallasBuilders.com](http://DallasBuilders.com) for complete contact information on these new members.

## Milgard Windows hosts June After Hours; Matt Mitchell wins \$1,000 builder jackpot!



Matt Mitchell of James Andrews Custom Homes won the \$1,000 Builder Jackpot. Offering congratulations is Membership Chairman Jeff Dworkin, JLD Custom Homes.



Amanda Ramirez of Milgard Windows & Doors presents door prize winner Tim Lansford of Tag & Associates, LLC, with a gift basket with Rangers vs. Red Sox tickets, whiskey and snacks.



Linda Bobadilla of CMR Construction & Roofing won a Yeti tumbler.



Bob Cresswell of Cresswell Custom Builders won \$750 credit to Milgard Windows & Doors.



John Bynum of John P. Bynum Construction won \$750 credit to Milgard Windows & Doors.



It was a very lucky night for Matt Mitchell of James Andrews Custom Homes. In addition to winning the \$1,000 Builder Jackpot, he also won a door prize—\$750 credit to Milgard Windows & Doors—presented by Amanda Ramirez of Milgard (left) and was the cash jackpot winner (right) shown with Membership Chairman Jeff Dworkin.



## AFTER HOURS

Thursday, July 27  
6-8 p.m.

Hosted By



11310 Gemini Lane, Dallas

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**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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