

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIV

No. 8

August 2017

## Dallas BA's Industry Investors for 2017



## BRIEFLY

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. Builder and remodeler members are encouraged to update 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. Look for details on page 8 of this issue.

Players of all levels are welcome at the Remodelers Council Texas Hold 'em Tournament on Sept. 21 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. A total of 203 dogs have entered the program since its inception in 2006, and there are now 49 dogs in the program. Visit the calendar at DallasBuilders.com for information.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Emerald City Band featured at Sept. 29 Leadership Installation

The Association's senior officers, board of directors and the division and council leadership teams will all be installed Sept. 29 during ceremonies held at The Empire Room in downtown Dallas. The Installation will be presented in partnership with StrucSure Home Warranty.

Officers and directors for 2017-2018 will be announced following the official election and organizational meeting this month. Theme of this year's Installation and for the year ahead is "Celebrating Our Past, Building Our Future."

The event will kick off with a cocktail reception at 6 p.m. and concludes with a performance by Emerald City Band, renowned as one of the best party dance bands in the nation. This 12-piece, 3-horn section band performs a combination of high energy dance songs from

the past with the hits of today.

The evening will also feature presentation of some of the Dallas BA's most prestigious awards. The Hugh Prather Trophy is given annually to the builder, remodeler or developer member who has done the most for the betterment of the community and the industry. The Associate of the Year recognizes an associate member's contributions to and support of the Dallas Builders Association. The AP Roffino Award will be presented to an outstanding division or council. The Shorty Howard Trophy goes to the year's top membership recruiter. The APEX Award recognizes a builder's professionalism with associates.

Partnership opportunities are available for this event. Contact Director of Member Services Misty Varsalone at 214-615-5012 for details.



Emerald City Band will perform at the Dallas BA's Installation of Leadership Sept. 29.

## Three exciting classes coming soon to Dallas BA Presented by StrucSure Home Warranty

### Business Accounting and Job Costing: A Road Map to Probability – Aug. 24

A brand new class developed by the National Association of Home Builders, "Business Accounting and Job Costing: A Road Map to Probability" will provide you and your team insight into financial planning, budgeting, construction business accounting, and job cost systems and financials options currently available.

Leaving this class, you will be able to effectively track and analyze cost of goods, overhead and individual job costs. Whether you're a seasoned professional looking for a refresher or you have an employee who would like to expand their knowledge, this course will provide an individual learning atmosphere. Specific topics included in the curriculum are accounting terminology, a chart of accounts, and types of records and reports to be maintained, and loan products that can provide financial alternatives.

Builders and remodelers need to understand accounting principles and job cost procedures and functions in order to properly manage their business. This course will provide the terminology and method all in one day for the price of \$210 for members and \$310 for non-members.

Designation courses are made possible by the partnerships of StrucSure Home Warranty, DuPont/Tyvek Weatherization Partners, and APA the Engineered Wood Association.

### Building a Better Home Series: Strength, Durability, Sustainability – Sept. 13

During this class we will explore several factors that contribute to a high performance homes and the issues that builders face when constructing performance home.

We'll address best practices with regard to the building envelop, including the control of water, temperature, and airflow. Specific attention will be given to how sustainability affects homeownership.

Participants will learn the most common mistakes that builders make when constructing such a home so that you can avoid them before you even begin. Members can register in advance for an additional savings at DallasBuilders.com Advanced registration is \$35, which includes lunch. Class times are from 10 a.m. to 1 p.m. Secure your seat today!

This series is made possible by the partnerships of StrucSure Home Warranty, Dow Building Solutions, Paragon

continued on page 5



### Operation FINALLY HOME Donation

Dallas BA President Michael Turner and Executive Officer Phil Crone present Ronnie Lyles of Operation FINALLY HOME with a check for \$56,000, the result of the accumulated generosity of Association members. Operation FINALLY HOME, an organization that provides mortgage-free custom homes to wounded combat veterans and their families, is the preferred charity of the Dallas BA. The presentation was made July 26 at the Big Shot Shootout, a fundraiser held at the Frisco Gun Club. See details on page 6.



## Congratulations to ARC Awards finalists

Congratulations to the finalists in the 2017 ARC Awards, which recognizes excellence for associates, remodelers and custom builders. (See list on page 2.)

This year's ARC Awards gala is being presented in partnership with Centricity on Saturday, Aug. 19, at The Westin Galleria. The evening begins at 6 p.m. with a cocktail reception hosted by KJ Custom Screens & Designs. Tickets are \$95. Tables of 10 are available for \$950.

The ARC Awards would not be possible without the support of partners. With six levels of partnerships, there is one that fits every company and individual. Get details at ARCAwardsEntries.com.

Partners to date include Centricity, Assured Partners of Texas, KJ Custom Screens & Designs, Stellar Home Theater & Beyond, The Thompson Group at Classic Chevrolet, Arizona Tile, The Bath & Kitchen Showplace/Moore Supply, Capital Distributing, CBUSA, Chase Bank, Douglas Custom Cabinets, DuPont Tyvek-Weatherization Partners, Expressions Home Gallery, a MORSCO Company, Ferguson Bath, Kitchen & Lighting Gallery, Kelly-Moore Paint Co., Lights Fantastic Pro, Milgard Windows & Doors, MLAW Consultants & Engineers, Pella Windows and Doors, ProSource Wholesale Floorcoverings, RC3D Visualization Design, Riddell Plumbing, Samsung Appliance - Builder Channel, TexEnergy Solutions/Tempo Mechanical, Texas Counter Fitters, PrimeLending, A Plains Capital Company, and Exclusive Media Partner D Home magazine.

For information contact Misty Varsalone at 214-615-5012.

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.

Visit DallasBuilders.com





## ARC AWARDS FINALISTS

- AquaTerra Outdoors
- Arizona Tile
- The Bath & Kitchen Showplace
- Bauhaus Custom Homes
- Caprock Custom Construction
- Christian Custom Homes
- Classic Urban Homes
- Daylight Rangers
- DeVance AV Design
- Elite Remodeling
- Garvey Homes
- Greico Modern Homes
- Hatfield Builders & Remodelers
- Hoffmann Homes
- Jerry Carter Homes
- JLD Custom Homes
- Kasper Custom Remodeling
- Key Residential
- KJ Custom Screens & Designs
- M.M. Moore Construction Company
- Mishler Builders
- myHomedia
- Noble Classic Homes
- Parc Chateau Homes
- Rick's Hardware & Decorative Plumbing
- RPCD
- Sovereign General Contracting
- Sterling Brook Custom Homes
- Texas Counter Fitters
- Thomas Signature Homes
- Tim Jackson Custom Homes
- Veranda Designer Homes



## As Usual, Midway Through the Year, It's A Mixed Bag of Regulation

David Lehde  
Director of  
Government  
Affairs



While some regulatory relief has been signaled and offered in the first half of 2017, there is still work to be done at multiple levels of government.

While Washington has faced the typical gridlock on big items that usually ensnare Congress during the first few months of changes in Presidential direction, there has been some work on issues important to home builders.

Through executive orders and direction, President Trump has begun to ease some of the over-regulation issued during previous years. In March, the President acted on a campaign promise he made to home builders when he signed an executive order directing the Environmental Protection Agency (EPA) and the U.S. Army Corps of Engineers to begin the process of rescinding and revising the controversial "waters of the United States" (WOTUS) rule.

In late June, the two agencies proposed going back to the 1986 definition, giving a means of clarity, while allowing for deliberation on a new definition that will be more open to the public. In March, Congress passed legislation disapproving a Department of Labor rule that required overzealous recordkeeping that infringed on privacy. The President signed the legislation in April, preventing needless paperwork citations for small businesses that would have done nothing to improve work place safety. The President has also rescinded a problematic joint employer guidance rule, issuing an executive order to work the controversial Clean Power Plan rule that would have resulted in building energy codes that harm housing affordability, while doing little to reduce emissions from housing.

Some needed labor action for some small businesses, including landscaping companies, was provided in July when the Department of Homeland Security acted on legislation passed and signed earlier this year, providing an additional 15,000 H-2B temporary worker visas to be issued during this fiscal year. Also in July, the EPA withdrew regulation that would have required developers and builders to engage post construction stormwater controls that simply would not work out. The rule would have required the retaining of amounts of stormwater onsite, without consideration for actual soil conditions and typical area rainfall. The rule would have

had a severe negative impact for urban areas depending on redevelopment.

Of course, there is much work to be done in Washington. Housing finance reform, reauthorization of the National Flood Insurance Program (NFIP) and needed changes to health care laws and mandates still stand on the horizon.

At the local government level, the regulatory battle continues as well. In Dallas, the city continues the process of amending its already costly tree and landscaping ordinance. Dallas BA is concerned that mitigation costs could increase if needed exceptions and credits are not included. While there is talk of provisions that could offer some relief, the discussion also includes tree mitigation fees that could go beyond negating any advertised relief. At the same time, Dallas is considering a proposal for a park dedication ordinance where the fee-in-lieu cost could amount to over \$1,100 per single-family home and \$906 per two-bedroom multifamily unit.

Ironically, as the City of Dallas looks at new ways to add costs to resi-

dential construction, it is also holding discussions on housing affordability matters. Dallas is currently considering the offer of voluntary inclusionary zoning as a tool to gain more affordable residential units. While some of the concepts can be seen as incentives, which is the appropriate direction to take, any conversation regarding residential affordability should include the reality that development regulations that increase cost have a negative impact.

Dallas is not alone, as Denton, Fate, McKinney and others are considering, amending or implementing tree ordinances, park land dedications and infrastructure impact fees.

As municipalities continue to look at regulation and mitigation requirements, most of which increase the costs to home buyers, Dallas BA will continue to weigh in with our concerns on what should be considered hidden taxes on new homes.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders Year-to-Date 07/19/2017			
Year-to-Date 07/19/2017	Permits	Value	Units	Builder	Homes	Value	Units
<b>Residential</b>	15,153	\$4,328,520,136	15,153	1 DR Horton Custom	1655	\$296,704,497	1655
Single Family Homes	48	\$16,125,007	96	2 First Texas Homes	639	\$207,272,598	639
Duplexes & Twin Homes	145	\$250,877,121	6598	3 DR Horton	826	\$205,424,562	826
Apartments & Condos	237	\$13,417,685	0	4 Highland Homes	569	\$302,162,818	569
Other Residential Structures	2,957	\$124,774,773	0	5 Lennar Homes	562	\$186,273,558	562
Swimming Pools & Spas	710	\$10,317,842	0	6 Pulla Homes	635	\$135,607,953	635
Alternative Residential Energy	97	\$7,616,920	0	7 Bloomfield Homes	521	\$127,574,857	521
Garages & Carports	2,392	\$180,920,836	0	8 Darling Homes of	221	\$89,570,633	221
Res Remd, Addn, Int Fin	1,507	\$48,119,287	0	9 Beazer Homes	284	\$86,343,248	284
Roof Residential	23,248	\$6,280,689,664	21,847	10 Tol Brothers Inc	152	\$87,702,257	152
<b>Total Residential Const</b>				11 K Homeartian Homes	229	\$96,312,188	229
				12 Magellan Homes	272	\$74,285,596	272
				13 Catalano Homes CF	210	\$71,319,843	210
				14 History Maker Homes	331	\$68,465,087	331
				15 Grand Homes	173	\$66,009,552	173
				16 Britton Homes	131	\$61,659,994	131
				17 Gehan Homes	229	\$59,746,144	229
				18 American Legend	218	\$58,190,954	218
				19 Ashton Woods Homes	176	\$56,669,566	176
				20 Landon Homes	167	\$55,891,541	167
				21 David Weekley Homes	159	\$55,850,438	159
				22 Magellan Homes Inc	181	\$49,784,963	181
				23 LCI Homes	270	\$48,068,413	270
				24 MHC Partnership	168	\$47,931,088	168
				25 Drees Custom Homes	139	\$47,712,550	139
				26 Heritage Homes	120	\$46,151,748	120
				27 Dunhill Homes	135	\$41,119,978	135
				28 Shaddock Homes	98	\$40,337,458	98
				29 Horizon Homes	129	\$33,442,782	129
				30 Montage Homes	108	\$29,897,578	108
				31 Altura Homes Lp	114	\$29,898,131	114
				32 Taylor Morrison of	74	\$29,156,408	74
				33 MI Homes	105	\$28,624,113	105
				34 Impression Homes	157	\$28,094,012	157
				35 David Weekley	62	\$26,094,254	62
				36 Antares Homes	127	\$24,548,120	127

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BARCIE VILCHES, Editor

**32nd Annual Associates Appreciation**

**FISH FRY**

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In appreciation of our Dallas BA Associates, the Builders will be cooking up some fabulous food & fun at the annual Fish Fry. Don't miss the great networking, music and Marvin's famous fried catfish! And it's all FREE, so bring the whole team!!

**When: September 14, 6pm - 8pm**

**Where: Irving Counter Top**  
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# Members recognized for Milestone Anniversaries



Membership Chairman Jeff Dworkin congratulates Tom Greico of Greico Modern Homes and presents him with a milestone anniversary plaque in recognition of 30 years of membership. Also on hand is Bill Deal of Centricity, who is a co-partner with Lee Lighting for the Milestone program.



Membership Chairman Jeff Dworkin presents Roy Robertson of Performance Drywall Services his 10-year Milestone Anniversary memento.



Dallas BA Executive Officer Phil Crone and President Michael Turner present Mike Phillips, ProSource Wholesale Floorcoverings, with his company's 10-year Milestone Anniversary gift.



Bob Hansen, Garvey Homes receives his 30-year membership Milestone plaque from Dallas BA Executive Officer Phil Crone and President Michael Turner.

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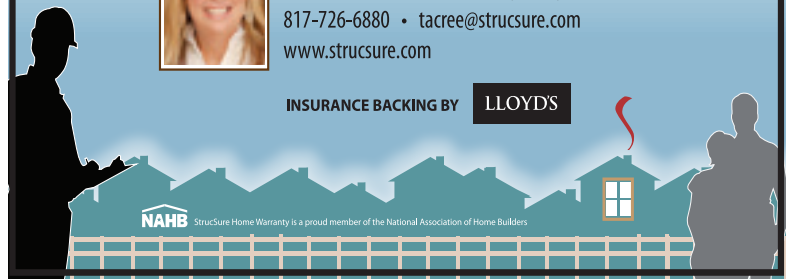
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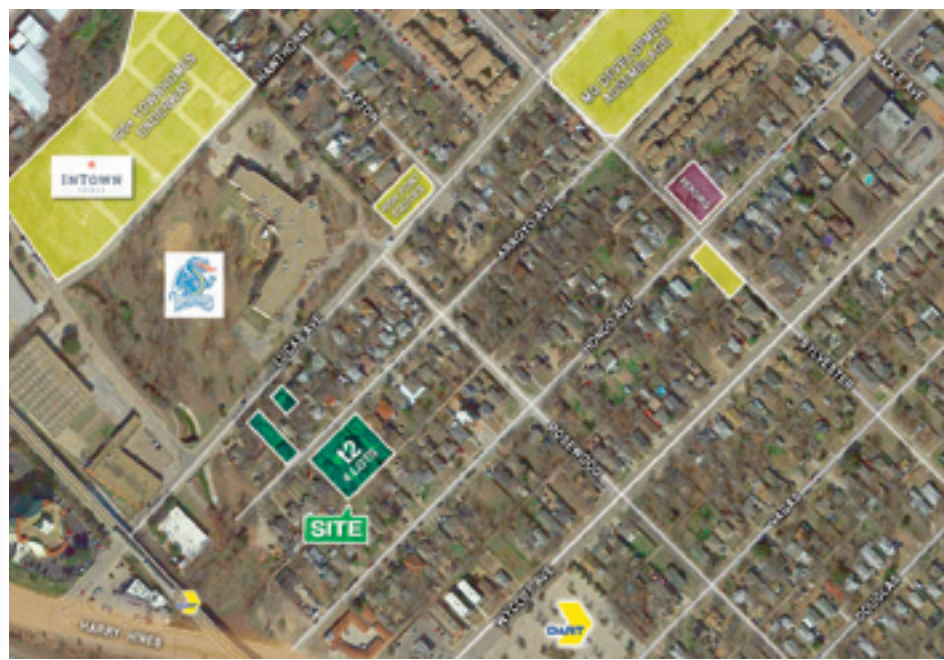
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## Sherry Scott is August Featured Designee

Sherry Scott obtained the Certified Sales Professional Designation from the National Association of Home Builders early in her career with Drees Custom Homes. “I’ve always considered continuing education not only important, but imperative to being the best I can be,” she stresses.

Sherry believes her designation adds credibility to her business and takes special pride in holding a designation specific to sales and marketing from the building industry. “My customers always ask what CSP stands for, and when I tell them, they seem to acknowledge the significance and are happy to work with someone who continues to study.”

She selected the CSP designation when she first started selling homes for Drees. “I wanted to learn all I could about selling new homes and become the best I could be.” Sherry has been a valued member of the Dallas BA since 1999 and has held her designation since 2007.

She has been a board member of the Sales & Marketing Council for the past three years—currently the chair—and served on the McSAM Awards Committee. Her professional honors and awards are many, including Rookie of the Year Award in 2000, the Million Dollar Circle Award each year while in sales, and in 2015 she was awarded the Drees Top Caliber Award for outstanding performance.

What Sherry enjoys most about Drees, which she joined in 1999, is being a part of a team of caring people committed to helping its customers achieve their dreams of owning new custom designed homes. “It’s exciting to me to listen to my customers as



they describe their wish list, then to get to be a part of the process and see the end result—the home they always wanted.”

Sherry graduated summa cum laude from Le Tourneau University with a bachelor of science degree in business management in 1996 and was inducted into membership of Alpha Sigma Lambda the same year. A native Texan, she grew up in Irving in a family of builders and developers.

Sherry loves spending her free time with her husband, John, her three adult children, seven grandchildren and, of course, her “fur babies,” Mitzi and Beau. Her special passion is being involved in her church and outreach programs, especially in music and volunteering at area senior facilities.

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

## Builders, promote your home for free! Home of the Week drawing is Aug. 31

In conjunction with *The Dallas Morning News*, the Dallas Builders Association offers its builder members the chance to have a project featured as the Home of the Week. Builder members who are interested simply apply. Those who are selected submit an article depicting their home and a high quality photograph/rendering.

The Home of the Week program has been reformatted to include homes in all stages of completion. From conceptualization to on the market homes, it’s never been easier to promote your

project for free. This represents a value of more than \$2,000 in advertising dollars and offers prime exposure.

Since 1959, the Dallas BA has been working in conjunction with *The News* to offer builder members the chance to have their home featured as the Home of the Week. During this long-standing partnership, more than 3,000 homes have been recognized—a benefit offered only to Dallas BA builder members.

Those whose names are drawn and who qualify, can expect the photo

and story to be featured in *The Dallas Morning News*’ New Home section. Additionally, the project will be promoted on DallasBuilders.com, Houzz and other Dallas BA social media sites.

Applications are now being accepted through Aug. 31. Names of 15 builder members will be drawn and their projects will be featured between Oct. 1 through Jan. 21.

To register your project into the drawing, contact the Dallas BA office at 214-615-5015 or send an email to becky.warner@dallasbuilders.com.

### Upcoming classes

*continued from page 1*

Structural Engineering, Texas Builders Resource Group and ProSource Wholesale Flooring.

#### Profitable Business Through Quality Practices – Sept. 28

A builder’s or remodeler’s reputation makes or breaks their business. Enhance your company’s reputation even further by exceeding customer expectations by delivering exceptional service to every customer. Implementing and updating quality practices will drive repeat business, positive word of mouth and a strong

This course will enable you to exceed customer expectations and increase repeat business by delivering exceptional service to your customers. Students will learn key strategies for creating value and providing a quality building/remodeling experience for your customers.

Designation courses are made possible by the partnerships of Structure Home Warranty, DuPont/Tyvek Weatherization Partners and APA the Engineered Wood Association.

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# Mission Accomplished: 2017 Big Shot Shootout

One of my favorite things about working for the Dallas Builders Association is our partnership with Operation FINALLY HOME (OFH). Our members are in the business of building the American Dream, and the combat wounded veterans, assisted by OFH, are in the business of preserving and protecting the American Dream for all of us.

The Big Shot Shootout, hosted by the Frisco Gun Club on July 26, furthered that partnership by raising around \$20,00 for our Association's preferred charity. Capping off the night, the Dallas BA proudly announced a \$56,000 contribution to Operation FINALLY HOME.

Those funds will be used for upcoming projects in the Dallas area. One project is already in the planning stage. A second project is now possible if we can find a lot in or around the Irving area. Deserving recipients for each have already been identified.

Having five OFH recipients on hand was another highlight of the Big Shot Shootout. These included Sgt. Jerry Holcomb, who now lives in a home built by Past President Mike Mishler of Mishler Builders in Rockwall, and Sgt. James Sackett who resides in Oak Point, thanks to the Dallas Division and all of our generous associate members who supplied both projects. Sgt. Sackett

Phil Crone, JD, CGP, GSP Executive Officer



paid it forward and presented OFH with a \$500 check before the event began.

I left the event grinning ear to ear. The next best thing to helping those who deserve it most is seeing how this partnership galvanizes our membership and creates new partnerships in the community. It's not just me; it extends to our entire staff. Misty Varsalone, who handled the event logistics masterfully, David Lehde, John Hale, Barcie Vilches, Sheena Beaver and Becky Warner all take great pride in each and every thing we do for OFH. We now look forward to one, hopefully two, projects in the near future.

Thank you again to the Frisco Gun Club, Cognoscape, Dave James, Thomar, First Texas Homes, Skyline Home Loans, SiEnergy, and Audio Video Innovations for partnering the Big Shot Shootout and making the event possible. I'm already looking forward to next year.



On hand for the 2nd Annual Big Shot Shootout were, back row: 1st Vice President Alan Hoffmann of Hoffmann Homes, U.S. Army Ssgt. James Sackett, Ronnie Lyles of Operation FINALLY HOME, Sgt. Terence Ewings, U.S. Army Sgt. First Class Jerry Holcomb, and Executive Officer Phil Crone; front row: SPC Misty Ewings, U.S.M.C. Sgt. Robert Aiken and Dallas Builders Association President Michael Turner of Classic Urban Homes.



Big Shot Shootout contestants attend an orientation before the marksmanship competition begins.



First Place winners of the first flight were Rick Abair and Chris Broach, with Ronnie Lyles of Operation FINALLY HOME. First flight, second place, went to John Keating and Jerah Hutchins.



Ronnie Lyles of Operation FINALLY HOME presents the first place award to overall winners of the second flight, Mike Woodruff and Conrad Verser. Second place winners for the second flight were Taylor Gainey and Justin Zuniga.

BUILDING & CONSTRUCTION

17

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Sales Representative – Builder  
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kmarik@thermatru.com





## Builders & remodelers, don't get left off the new search for consumers

The Dallas Builders Association this fall will launch a comprehensive consumer website featuring an expanded search tool that will allow the public to find builders and remodelers by location, price and architectural style.

The builder/remodeler search will be the cornerstone of the website, which will also feature:

- Articles of interest to consumers: de-

sign trends, need-to-know tips for building your first home, home ownership in Texas and more;

- An "Ask a Pro" feature for seeking advice on how to turn a dream into a reality; and

- The ability to search for professionals based on qualifiers such as Green Built Texas, national education designations and ARC and McSAM Award winners.

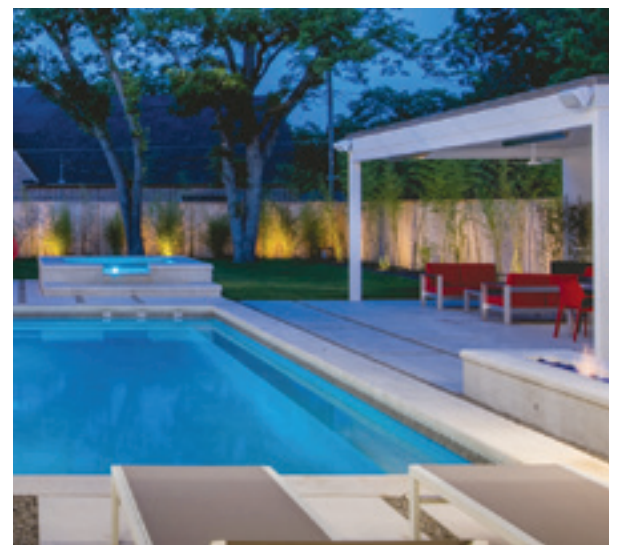
Builders and remodelers can maximize their exposure to consumers and get the greatest benefit out of this exciting new resource, by taking a few minutes to update information in their Dallas BA member profiles.

To update your profile, visit [DallasBuilders.com](http://DallasBuilders.com) and click on MEMBERS in the top right corner, from there, click on LOGIN. If you've forgotten your login credentials, sim-

ply click that message and you will receive an email with the necessary information.

Member builders and remodelers will also now be able to add their company logo, a link to their website, a photo, a YouTube video, social media links and a company description FOR NO ADDITIONAL COST. Call Dallas BA staff at 972-931-4840 for assistance.

# LAUNCHING FALL OF 2017 DALLASBUILDERS.COM



## YOUR GO-TO SOURCE FOR FINDING A HOME BUILDER OR REMODELER DEBUTS SOON!

Soon, the Dallas Builders Association (Dallas BA) will launch their new website, providing a quick, easy way to search for builders and remodelers. The Dallas BA represents some of the top professional, reputable builders and remodelers in the Dallas area. This fall, the Dallas BA will launch the region's premier consumer resource at [www.DallasBuilders.com](http://www.DallasBuilders.com).

### AT THE NEW [DALLASBUILDERS.COM](http://DALLASBUILDERS.COM), YOU'LL BE ABLE TO:

- Find the perfect builder or remodeler for your project by neighborhood, architectural style, price and more.
- Search for specific designations, including Green Built Texas, national education designations, and award-winning builders and remodelers.
- Find information on design trends, need-to-know tips for building your first home, home ownership in Texas, and much more!
- If you have a question our website doesn't answer, use our "Ask A Pro" feature for advice on how to turn your dream into a reality.

*Right now, limited information and search functions are available at [DallasBuilders.com](http://DallasBuilders.com). But check back this fall. Once our new website launches, you'll have a great resource for locating builders and remodelers that fit your home building visions.*



VISIT [WWW.DALLASBUILDERS.COM](http://WWW.DALLASBUILDERS.COM) THIS FALL!



# NEW MEMBERS

## BUILDERS

BBLbc, LC  
Mark Lear  
214-276-0433  
Spike: Rene Grossman, Nationwide Gutter

Bonner Associates Constructors  
Chloe Bonner  
214-946-1155

DFWPROJECTS.com  
Johnny Aguinaga  
214-718-2242

Salcedo Custom Homes  
Brian Salcedo  
469-579-9480  
Spike: Jeff Dworkin, JLD Asset Mgmt

Serenity Home Builders  
Akyl Ozer  
469-463-9655  
Spike: Jerry Parks, Traditional Select Homes

SouthernView Residential  
Martin Evenson  
214-373-9898  
Spike: Jerry Sanders, PlainsCapital

Sovereign General Contracting LLC  
TJ Sinno  
214-535-9937  
Spike: Barry Hensley, NorthStar Luxury Homes

## ASSOCIATES

Carrington Mortgage Services, LLC  
Jill Bullock  
866-439-8491  
Financial Services

Paradigm Roofing  
Anthony Hall  
972-542-7774  
Roofing Contractor

Protect It First Aid & Safety  
Chay Snoddy  
800-262-8305  
Safety Training/First Aid

Restoration Hardware Contract  
Heather Evans  
628-252-0186  
Furniture Manufacturer/Distributor

Royal Okaki LLC  
David Zhang  
888-336-5254  
Fencing Contractor

Specialized Landscape Services, Inc  
Clyde Griffith  
972-921-7284  
Landscape Installation

## AFFILIATES

Bob Thompson Homes  
Tom Marsh  
972-931-9595

DFWPROJECTS.com  
Adela Aguinaga  
214-718-2242

Lee Lighting  
Sharon Nolan  
972-731-5026

ProSource Wholesale Floorcoverings, Inc.

Jarrett Harwood  
972-350-0720  
Spike: Mike Phillips, ProSource Wholesale Floorcoverings, Inc.

See complete information on these new members at [DALLASBUILDERS.COM](http://DALLASBUILDERS.COM)

## Pepco Sales & Marketing hosts After Hours



Dallas BA President Michael Turner and Frank Murphy of Wynne/Jackson, winner of wireless speaker



Michael Turner presents door prize winner Bob Hansen, Garvey Homes, with a \$100 Visa gift card.



Kelly McLaughlin, Natural Stone Designs, won an Amazon Fire Stick.



Dallas BA Executive Officer Phil Crone; Bob Cresswell, Cresswell Builders, winner of an RTIC Cooler and President Michael Turner



Tom London, Thomas Signature Homes, won Rangers Tickets courtesy of Intex Electric.



Phil Crone and Michael Turner express their appreciation to George Davis, George Davis & Associates, who donated his cash door prize winnings to HOMEPAC.

# AFTER HOURS

Thursday, August 31  
6-8 p.m.

Hosted By



2651 Fondren, Dallas

Enjoy food, beverages, prizes & cooking demos while networking with fellow industry professionals

**Builder Jackpot – \$600**

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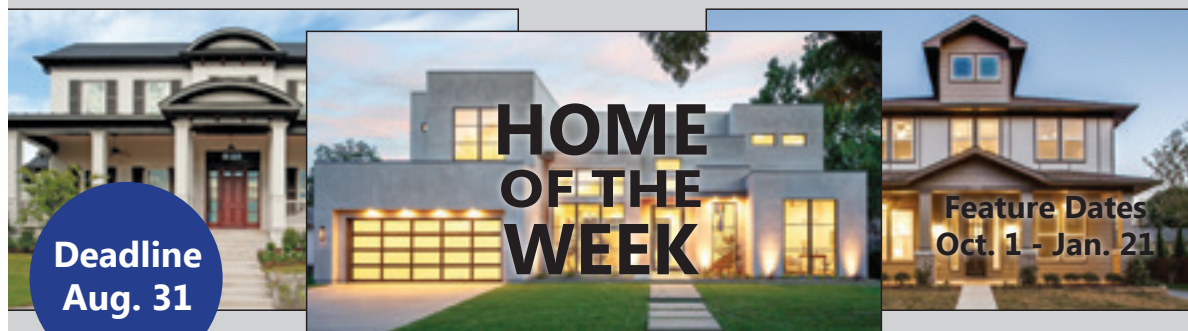
We provide the foundation for families and companies to grow their vision for their future.

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



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Aug. 31

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