

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



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February 2018

Dallas BA's Industry Investors for 2018



BRIEFLY

The Texoma Builders Association, which consists of Grayson, Fannin and Cooke Counties, has merged with the Dallas Builders Association. The merger was approved by the National Association of Home Builders in January. This gives the Dallas BA a 10-county jurisdiction covering approximately 8,318 square miles and a population of almost 4.75 million.

Join the Remodelers Council Feb. 21 for lunch at Dallas BA offices in Plano. Reservations can be made by visiting the calendar at DallasBuilders.org.

The first After Hours of 2018 will be held Thursday, Feb. 22, at Capital Distributing's showroom at 2910 N. Stemmons in Dallas. The Builder Jackpot is \$500. Register online at the calendar at DallasBuilders.org.

The 2017-2019 Residential Contracts Package is available to builder members. The package, made up of multiple contracts including residential construction and remodeling, is the builder's blueprint for typical construction and remodeling transactions in the State of Texas. Visit TexasBuilders.org to order yours.

McSAM Awards entry deadline is March 9

The 2018 McSAM Awards will be presented in partnership with StrucSure Home Warranty on Saturday, April 14, at the Westin Galleria Dallas. The official call for entries is available at DallasBuilders.org under the Calendar tab.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas Builders Association in recognition of Sales and Marketing excellence. The prestigious McSAM Award is given to builders, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements during 2017.

Entry applications and materials will be due March 9. This year's awards show will include 59 categories and two

People's Choice Awards: Community of the Year and Builder of the Year. Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in four dollar volume categories starting at \$5 million.

An Entry Prep Seminar hosted by the McSAM Awards Committee and event producer Peter Mayer Productions was held last month and is available to view on DallasBuilders.org.

A variety of partnership opportunities is now available starting at \$500. Please contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5012, if you are interested in partnering. Last year more than 300 entries were submitted, and attendance reached almost 450.

Become Certified Aging-in-Place Specialist in three days March 5-7

Expand your consumer base by becoming a Certified Aging-in-Place Specialist in just three days this year. The CAPS courses are new and improved with the addition of CAPS III.

Get the technical, business management and customer service skills essential to competing in the fastest-growing segment of the residential remodeling industry: home modifications for the aging-in-place market. Become a Certified Aging-in-Place Specialist (CAPS) and emerge as the expert in DFW.

As the population matures, homeowner needs change. NAHB developed the CAPS program in collaboration with Home Innovation Research Labs, NAHB 50+ Housing Council and AARP to address these changing needs.

Currently there is a need for CAPS qualified contractors in our area. The Dallas/Ft. Worth MSA has a population of about 6.5 million, 14% of which are 65 years of age or older. Currently there are only 52 CAPS Designees to service 14% of this demographic or 910,000 people.

The Dallas BA hopes to correct this issue by offering, in partnership with StrucSure Home Warranty, a three-day

CAPS series of courses on March 5-7.

These courses will give an in-depth, how-to education on the codes and standards, common remodeling expenditures and projects, product ideas, and resources needed to provide comprehensive and practical aging-in-place solutions. Along with this knowledge, CAPS graduates obtain validity in the market by adhering to a signed code of ethics further, reassuring their consumers.

CAPS I – Marketing and Communicating with the Aging-in-Place Client – Monday, March 5.

CAPS II – Design Concepts for Living Homes and Aging in Place – Tuesday, March 6.

CAPS III – Details & Solutions for Living Homes and Aging-In-Place – Wednesday, March 7.

Register for all three days for \$600, or register for individual courses for \$210 each. Courses will be held from 9 a.m. to 5 p.m. at the Dallas Builders Association office and include lunch.

Register at DallasBuilders.org or call Director of Education Sheena Beaver at 214-615-3881. Thank you to 2018 title partner StrucSure Home Warranty and lunch partner APA.

Second State of the Industry Summit to be held March 8

The Dallas Builders Association will host its second annual State of the Industry Summit, presented by Meyers Research, on Thursday, March 8, with breakfast and registration 8:30 and the program from 9 until 11:30 a.m. at the Westin Galleria Dallas.

This general meeting of the membership will feature National Association of Home Builders CEO Jerry Howard. As the chief executive of NAHB, Howard played a key role in ensuring housing remained a priority in the recently-enacted tax legislation. He appeared on numerous national and international news outlets during the hotly contested debate and continues to lead NAHB's advocacy efforts on Capitol Hill.

The State of the Industry Summit will also include market insights from Scott Davis, senior vice president of Meyers Research, who will lead a panel of local developers and both volume and custom builders. The program will take a fresh look at the ongoing labor shortage and growing affordability concerns for the DFW market.



Jerry Howard has over 25 years of association experience and a lifetime in the housing industry. He began his association career at the National Association of Realtors, where he served as a legislative analyst for tax issues. Prior to joining NAHB, Howard served as the chief lobbyist for the National Council of State Housing Agencies, where he was instrumental in the development of the low-income housing tax credit as part of the Tax Reform Act of 1986. He practiced real

estate law in his home state of South Carolina before beginning his association career.

Scott Davis specializes in single-family and retail real estate research. Prior to joining Meyers, he was the Houston Region director for Metrostudy. In his 20-year real estate career, he has sold more than 2,900 acres for single-family and retail development, been recognized as a top producer in the Houston and Easter U.S. Regions at CBRE, received the "Land Deal of the Year" award from the Houston Business Journal and was nominated as Global Business Director of the Year by NAI Global for his leadership in commercial real estate. He has also written two books about the role of the Millennial generation in changing the workplace and faith communities.



Registration is now open online on the calendar at DallasBuilders.org, and program partnerships that include a table top display and admission for up to four company representatives are available for \$1,000. Registration includes breakfast provided by StrucSure Home Warranty.



6th Operation FINALLY HOME project underway!



Project stakeholders and elected officials join the Dumas family for a ceremonial groundbreaking near the amenities center at Union Park.

The Dallas Builders Association has teamed up with Plantation Homes and Hillwood Communities to undertake its sixth Operation FINALLY HOME project. U.S. Army SPC Daniel Dumas was surprised Jan. 27 with the news that he and his family will soon be moving into a custom-built, mortgage-free home in the master-planned community of Union Park in Little Elm. The surprise took place during a special groundbreaking ceremony attended by approximately 100 neighbors, supporters and dignitaries.

The Dumas family thought they were just going through another step in the preliminary interview process with Operation FINALLY HOME and a potential builder. Imagine their surprise when they were escorted by the Patriot Guard Riders and greeted at the site of their new home! In addition, the national anthem was sung by country music artist Gary Kyle.

U.S. Army Specialist Daniel Dumas grew up in Vero Beach, Fla. In 2009, he joined the Army and became a medic because he loved helping people.

His unit deployed a few months later and on the very first day, they were shot at by a heavy machine gun. On the second day, his unit was scheduled for a joint mission with the Afghan National Army where fol-

continued on page 3

Milestone Anniversaries



Peek Properties – 55-Year Milestone
Harold Peek of Peek Properties accepts a Milestone Award for 55 years of membership.



Lightfoot Guest Moore – 40-Year Milestone
Brad Lightfoot accepts his 40-year Milestone Award.



Airtron Heating & Air Conditioning – 40-Year Milestone

Craig Tidd and Chris Blanchard accept their 40-year Milestone Award.



Covert + Associates – 30-Year Milestone
Scott Prentice accepts his 30-year Milestone Award.



PDL Designs – 25-Year Milestone
Leon Dagerman accepts his 25-year Milestone Award.



Irving Counter Top – 30-Year Milestone
Dwayne, Marvin and Randy Randle accept their 30-year Milestone Award.

Milestones Presented by:



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BARCIE VILCHES, Editor



The Importance of Informed Officials

As industry leaders, Dallas BA members are aware of many of the regulatory hurdles facing home building. It is impressive when you consider that our members already have so much of their time absorbed with the “normal” workload of their profession and seek to balance it with family life, while also engaged in community activities. By taking advantage of information from Association resources and their own experience in the industry, Dallas BA members develop a strong understanding of issues facing not only their immediate arena of the home building process, but others as well.

Imagine doing that with multiple sectors of the economy. Imagine attempting to do that with all sectors and often playing race-the-clock in the process. While it may seem a less than desirable approach to making decisions about policy, that is often what elected officials are faced with. While it may be those in Washington who face the broadest list of issues, local and state officials in Texas have just as much pressure as they take on their public service in addition to their “normal” full-time job and family life.

Obviously, getting the best information available from experts who truly know the impact of policy is crucial. This is where member advocacy participation, and the willingness of officials to listen to those industry experts, is a value to the community at large.

From Washington to the State Legislature to various city halls, we have seen the positive results of having officials who are willing to work those who drive the economy.

At the federal level, President Trump’s knowledge of real estate development, combined with his willingness to listen to home builders and other businesses, has led to him honoring a commitment to roll back burdensome regulations. In February of 2017 he signed an executive order directing the EPA and the U.S. Army Corps of Engineers to begin the process of rescinding or revising the controversial “waters of the United States” rule (WOTUS). In August of the same year, he revoked the Federal Risk Management Standard of 2015 that overreached in the expansion of regulated floodplain areas and was based on insufficient data and flawed cost-benefit analysis. Prior to President Trump’s actions, Congressional members from the Dallas BA service area, including Pete Sessions and John Ratcliffe, sought to rollback and mitigate the impact of two controversial regulations, seeking answers from agencies and even writing editorials to

area publications to raise awareness. All of this after meeting with Association members.

The Trump administration followed up on the WOTUS issue in August when cabinet official and Administrator of the EPA, Scott Pruitt, met with the Dallas Builders Association to discuss the correct way to draft a rule that would better define the “waters of the US.”

Congressman Sam Johnson, John Ratcliffe and Michael Burgess, hearing the Association’s concerns regarding delayed mail delivery and development issues, were helpful in getting the Dallas BA answers and input on the postal service’s implementation of centralized mail delivery. Senator Cornyn, Congressman Marchant, and others, attentiveness to our industry’s concerns regarding what would be in the final draft of this year’s tax legislation helped lead to a final bill that drew the support of NAHB.

Dallas BA and TAB have benefited from working with informed legislators in Austin. In 2015, Representative Jason Villalba, after hearing from Dallas BA, fought for approval of reasonable energy code legislation. The result balanced energy efficiency with housing affordability, offering flexibility to make use of an optional performance path that is actually attainable. In 2017, Representative Ron Simmons successfully carried legislation, co-sponsored by Senator Jane Nelson that prevents a hidden tax, known as linkage fees, from being implemented. Linkage fees can add significant cost increases to construction and negatively impact the ability to provide affordable housing.

David Lehde
Director of
Government
Affairs



That same session, Representative Dade Phelan and Senator Lois Kolkhorst were successful in passing House Bill 7, Dallas BA/TAB requested legislation that requires entities with tree mitigation fees to give credits for newly planted trees that count towards and offer a discount on mitigation.

At the municipal level, Mayor Rawlings frequently seeks the input of our industry as Dallas strives to drive sound growth in parts of Dallas. In Rockwall, council members instructed needed changes, requested by Dallas BA, in their revised tree ordinance. The mayor and council members in Frisco have sought the input of Dallas BA on housing related issues. In Heath, Councilman Chamberlain continues to carry the torch for sound residential development policy. This practice is also occurring on a more frequent basis with council members in Denton, Flower Mound, McKinney and other municipalities.

The importance of informed officials is vital to our local economy, as the decisions they make have a direct impact. The biggest part of our advocacy efforts at Dallas BA is being that confident information resource for area’s officials.

For more information on Dallas BA Advocacy, members can contact the Director of Government Affairs at David.Lehde@DallasBuilders.com and also attend meetings of the Government Relations Committee.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Year-to-Date 12/31/2017				Year-to-Date 12/31/2017		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	28,267	\$6,122,713,819	28,267	1 DR Horton Custom	2685	\$497,769,206
Duplexes & Twin Homes	72	\$24,471,801	144	2 First Texas Homes	1305	\$436,896,627
Apartments & Condos	303	\$1,376,153,501	16363	3 DR Horton	1868	\$436,154,854
Cabins	2	\$40,000	0	4 Highland Homes	1056	\$376,884,901
Other Residential Structures	417	\$55,868,959	0	5 Lennar Homes	1002	\$293,957,158
Swimming Pools & Spas	5,090	\$228,276,183	0	6 Broadfield Homes	931	\$228,771,889
Alternative Residential Energy	1,215	\$20,150,033	0	7 Tall Brothers Inc	311	\$177,162,621
Garages & Carports	211	\$29,368,697	0	8 David Weekley	459	\$163,951,524
Res Rmld, Addn, Int Fin	4,354	\$329,865,942	0	9 K Homebased Homes	415	\$161,959,271
Reroof Residential	2,842	\$92,484,689	0	10 Cavalier Homes Of	484	\$156,961,118
Total Residential Const	42,773	\$10,277,424,128	44,774	11 Darling Homes	401	\$155,495,720
				12 American Legend	494	\$148,219,584
				13 Beazer Homes	487	\$147,935,188
				14 Pulte Homes Of	803	\$145,456,299
				15 Grand Homes	363	\$136,742,426
				16 History Maker Homes	592	\$126,769,349
				17 Regal Homes	414	\$111,572,553
				18 Britton Homes	228	\$108,513,626
				19 Drees Custom Homes	295	\$102,406,892
				20 Ashton Woods Homes	318	\$101,868,886
				21 Shaddock Homes	243	\$101,715,406
				22 Landon Homes	298	\$97,548,226
				23 Allegiant Homes Inc	322	\$92,443,151
				24 LGI Homes	347	\$92,592,339
				25 Gehan Homes	339	\$88,750,900
				26 Pulte Homes	277	\$85,596,181
				27 Mortgage Homes	214	\$82,454,508
				28 Dunhill Homes	215	\$82,201,633
				29 MHI Partnership	245	\$82,126,291
				30 Mortgage Homes	218	\$82,086,283
				31 Ingot Homes	325	\$82,951,555
				32 MHI Homes	221	\$81,595,008
				33 Altira Homes Lp	218	\$81,199,565
				34 Our Country Homes	132	\$80,338,572
				35 Suncoast Homes Inc	211	\$80,042,300
				36 Arlissa Homes	243	\$48,858,439
				37 CB Jenkins Homes	212	\$48,850,317
				38 Robson Ranch	143	\$45,682,817
				39 Taylor Morrison of	115	\$44,936,774

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U.S. Army SPC Dumas and family will receive a mortgage-free home soon!

continued from page 1

Following the meeting, an ANA member opened fire on the group. Dumas was five-feet away from the incident before the ANA shooter was shot and killed. These events have left him with PTSD in addition to a sensitivity to loud noises.

Daniel retired honorably from the Army in 2014. He received many commendations, including the Afghanistan Campaign Medal, Army Achievement Medal, Army Good Conduct Medal, Combat Medical Badge and several other awards.

He continues to suffer from back pain in addition to knee pain and

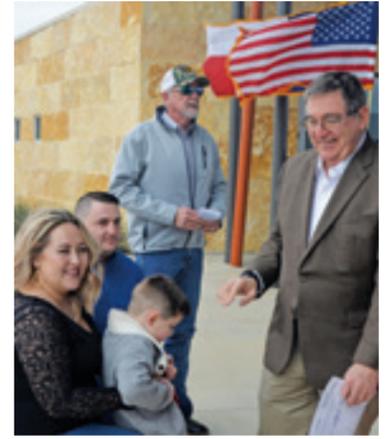
anxiety. He works full time as a claims adjuster for an insurance company, while also attending college full time to complete his degree in business administration.

Daniel and his wife, Melissa, are parents to a 3-year-old son. Melissa is a home health nurse for special needs children. She is completing school to earn her BSN to become an emergency room nurse.

Visit the Giving Back tab at DallasBuilders.org to donate to this project. Donations of materials, cash and labor are needed to help build homes for this American hero.

The Dallas BA and its members have been involved in providing mortgage-free homes to five previous combat wounded veterans and their families. Three projects were completed in 2016. Builders were Mishler Builders, Classic Urban Homes in partnership with the Dallas Division of the Dallas BA and Altura Homes with help from Family of 3 – a Robert Griffin III Foundation.

The Association completed its first two projects in 2014, thanks to the generosity of its members, SouthStar Communities, Victory Custom Homes, the Retired NFL Players Association and Tim Jackson Custom Homes.



(Clockwise from top left) (1) Little Elm community leaders and first responders show their support. (2) U.S. Congressman Michael Burgess greets the Dumas family. (3) U.S. Army SPC Daniel Dumas with wife Melissa and their son. (4) The Dumases check out the building site where their custom home will be situated.



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New DallasBuilders.com drives buyers to builder members

For months, the Dallas BA has been working on a new website that aims to better connect home buyers to Association builders and remodelers.

The new website went live in late January. It features industry insight only found from Dallas BA members and answers many of the questions consumers often have about the building process.

The site also showcase the association's 70+ year history housing Dallas area communities.

Builders and remodelers are being contacted by Association staff with instructions on how to update their free profiles on the new website to ensure they are accurately featured. Members are encouraged to help answer questions that come through the site from consum-

ers. Answers will be posted online with author attribution.

"Connecting with the public has long been an area of improvement for us," said Dallas BA President Alan Hoffmann. "This new website is just the relevance tool we need. The Dallas BA now works to get you business as well as keep you in business."

The old website for Dallas BA members has moved to DallasBuilders.org. In the coming weeks, it, too, will receive an overhaul to a format that closely resembles the new consumer centric site.

Members are encouraged to contact the Dallas BA at 972-931-4840 or info@dallasbuilders.com for questions or improvement suggestions.



FIND A PROFESSIONAL WHO WE ARE BUILDING & REMODELING



Education Committee aims to break attendance records in 2018

The Dallas Builders Association, working in partnership with StrucSure Home Warranty, has launched four unique series of classes designed to meet all members' needs.

In 2016, 539 individuals attended classes offered through the Dallas BA; 2017 drew a crowd of 571. Get ready for fresh content and even more members educating themselves with 25 all new classes tailored to meet the needs of the industry.

The Education Committee believes this year will be the strongest year yet. As competition heats up in the metroplex, educated builders, remodelers and associates are setting themselves apart from the crowd.

The Dallas BA will offer the following in 2018:

- Certification Courses to gain a national designation;
- a five-part code compliance series,
- five Building a Better Business classes to help members better run their

day-to-day operations and financially strengthen their companies; and

■ the nationally award-winning Building a Better House series, which will include five new classes to help members keep up to date with building techniques and consumer desires.

DESIGNATION COURSES

Individuals looking to achieve a national certifications will find nine courses including the updates Certified Aging-in-Place Specialist courses. These courses allow industry professionals to earn and maintain national certification.

The Dallas BA is licensed through the National Association of Home Builders to offer a plethora of diverse courses allowing builders, trade partners and associates to gain knowledge and set themselves apart from the competition.

CRACKING THE CODES SERIES

This education series is taught

by local experts and addresses major changes in building practices required to pass final inspection, meet new state mandates and abide by federal regulations both in the field and at the office.

The Cracking the Codes series was developed to help home builders, subcontractors and supporting businesses meet state and federal legislative changes, new code standards, and energy efficiency requirements.

BUILDING A BETTER BUSINESS SERIES

The Building a BETTER Business Series will help attendees gain effective business processes. The Dallas BA introduced the Business Tune Up in 2017, and this year is going to take the concept to a new level.

Through this five-course series, instructors will explore how you can transform your business into a powerful, profit-generating machine by simply giving it a well-deserved "tune up." It will be taught by author and renowned

business consultant Rich Allen of Tour de' Profit.

BUILDING A BETTER HOUSE SERIES

The Building a BETTER House Series will cover everything from concept to completion: teaching participants how to build a BETTER house. Classes feature diverse instructors with

hands-on learning. Topics cover every step in the building process from soils and foundations to interior design trends.

Class dates and times can be found at www.dallasbuilders.org or by contacting Dallas BA Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com or 214-615-3881.



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Become a Certified Graduate Associate to better communicate, network with contractors

Many people in the construction industry never swing a hammer or step foot on the job site, but they work closely with builders, subs and remodelers. It is far easier to communicate and network with contractors when you have a base knowledge of their day-to-day business.

The Dallas BA will offer two classes in February to help associate members educate themselves.

On Feb. 14 the Association will offer the Basics of Building course taught by Master Instructor Paul Evans. This course offers a broad-brush picture of the industry and will help attendees better define common terms and the typical sequence of events in the construction related process. This course consists of seven sections:

- Industry Overview;
- Sales and Marketing;
- Land Acquisition and Development;
- Financing;
- Purchasing;
- Construction Process; and
- Closing, Customer Care, and After-the-Sale Service.

The Basics of Building is one of two courses required to become a Certified Graduate Associate. Two additional elective courses are required to graduate along with a signed Certified Graduate Associate code of ethics pledge.

The following day, Feb. 15, the

Association will offer the second required course, Business Management for Building Professionals.

Many business owners in the home building industry acquired trade skills by working for others. At some point, they decided they would be more successful by starting their own businesses.

While trade experience and competence are essential when starting a business, successfully staying in business and making a profit requires skills and tools for managing a business that many business owners have never acquired. This course explains critical elements and presents practical tips and tools for managing a business successfully. Attendees will learn about financial reporting, types of business, types of workers, HR considerations, scheduling, job costing, lead tracking and much more.

February 14 – Basics of Building 9am to 5pm (lunch included) \$210

February 15 – Business Management For Building Professionals 9am to 5pm (lunch included) \$210

Register online through the calendar at dallasbuilders.org or call Dallas BA Director of Education Sheena Beaver at 972-931-4840.

These courses are made possible by the 2018 title partnership of StrucSure Home Warranty and lunch partner APA-The Engineered Wood Association.



MAD FOR MCSAM

Presented by:



People's Choice Due March 1
Deadline for All Other Entries: March 9

Finalists announced week of March 26

Awards Banquet: Saturday, April 14
Westin Galleria Dallas

After Party presented by Neighborhood Management
Attire: Cocktail/Black-Tie Optional

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DALLASBUILDERS.COM



FIND A PROFESSIONAL WHO WE ARE BUILDING & REMODELING



The Dallas Builders Association's Consumer Website Has Launched!

- Builder / Remodeler Search that lets consumers find members by City, New Home Price, Construction Type and Remodeling Budget
- The ability to search for professionals based on qualifiers such as Green Built Texas, national education designations and ARC and McSAM Award winners
- Articles of interest to consumers: design 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

Builders and remodelers can maximize their exposure to consumers and get the greatest benefit out of this exciting new resource by adding the appropriate search parameters in their Dallas BA member profiles.

To update your profile, visit DallasBuilders.org and click on MEMBERS in the top right corner, from there, click on LOGIN. If you've forgotten your login credentials, simply 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.

Member Website:
DALLASBUILDERS.ORG



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Michael Brown
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Spike: Mark Liesner, Caliber Home
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Caliber Home Loans - Park Cities
Mark Liesner
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FINANCIAL SERVICES
Spike: Jeff Dworkin, JLD Custom
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Robert Franklin
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ER/DISTRIBUTOR

Longacre Construction
Daniel Longacre
972-436-6200

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FINANCIAL SERVICES
Spike: Mark Liesner, Caliber Home
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Chad Boerner
903-603-4619

Direct Energy
Guillermo Castro
713-904-7464
UTILITY COMPANIES

AFFILIATES

Caliber Home Loans - Park Cities
Hayden Hodges
214-616-8660
FINANCIAL SERVICES
Spike: Mark Liesner, Caliber Home
Loans - Park Cities

Visit
DALLASBUILDERS.ORG
for complete contact
information on these new
members.

Home of the Week builders announced

Fifteen builder members have been selected for the Home of the Week feature, with properties to be highlighted in *The Dallas Morning News*, on the Association's new consumer website and a variety of social media platforms.

Selected builders were chosen in a random drawing and will be featured through mid-May. The Home of the

Week program includes 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, offering prime exposure, and is a benefit offered only to Dallas BA builder members.

- Alford Homes, L.P.
- Drees Custom Homes LP
- LRO Residential
- Ashton Woods Homes
- JLD Custom Homes, LP
- MainVue Homes
- MHI
- Riseman Development
- M/I Homes of DFW, LLC
- RPCD Inc.

The next drawing will be held in late April or early May. Information is available from Holly Pemberton at holly.pemberton@dallasbuilders.com.

Milestone Anniversaries

70 Years

A.A. Porter Lighting Fixture Co.

40 Years

Bob Bobbitt Company Inc.

35 Years

Gartex Masonry Supply Inc.

20 Years

Humphreys & Partners Architects

15 Years

Desco Fine Homes, LLC
Gordon Todd Builders, Inc.

10 Years

Pixl Production
Westchester

5 Years

84 Lumber Company
American Property Service-
Foundation/Structural Repair
Bud Bartley Custom Homes, LLC
Cleve Adamson Custom Homes
DeVance AV Design, Inc.
Huitt-Zollars Inc.
INSURICA Insurance Management
Network
Premier Stair and Door, LLC

*Thank you to Milestone
Partners Centricity
& Lee Lighting.*

Services set for Adamson

Services were held Jan. 20 for Ann Adamson, who had been active with the Dallas Association for more than 30 years. She was 75.

She had been associated with a number of member firms, most recently with Zetley Distributors. Adamson was also active with the National Association of the Remodeling Industry.

Survivors include Dave Adamson and their four children David, Mark, Kristen and John and 14 grandchildren.

In lieu of flowers, contributions to Catholic Charities of Dallas at 1421 W. Mockingbird Lane, Dallas, TX 75247, are appreciated.



Ann Adamson

ADVENT
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AFTER HOURS

Thursday, February 22
6-8 p.m.
Hosted By



2910 N. Stemmons, Dallas

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

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.

www.dallasbuilders.org

New Member Orientation: Feb. 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.

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.org to register today. Thank you to partners Paragon Structural Engineering and Texas Builders Resource Group, as well as Yearlong Membership Drive Partner StrucSure Home Warranty.

**We're in the offering
NAHB members up
to \$1,000 business.**



NAHB MEMBERS BENEFIT FROM THESE SPECIAL OFFERS.

Members of the National Association of Home Builders (NAHB) can now enjoy a private offer of up to \$1,000 toward the purchase or lease of most new Chevrolet, Buick and GMC vehicles. Choose an eligible vehicle at your local dealer and present your NAHB proof of membership. You can add on incentives from the National Fleet Purchase Program and Business Choice to get the best value on vehicles that run your business. For private offer details, visit nahb.org/gm.



GENERAL MOTORS FLEET



*Private offer amount varies by model. City Express and Low Cab Forward receive a \$250 Offer for both Fleet and Retail deliveries. Fleet deliveries on the Buick Encore, Chevrolet Traverse, Silverado, Express, Suburban, Tahoe, GMC Acadia, Sierra, Equinox, Yukon, etc. receive a \$1,000 Offer. All other Fleet or Retail deliveries receive a \$500 Offer. Value toward the purchase or lease of eligible new 2017 and 2018 model year vehicles. Offer excludes Chevrolet Bolt, Camaro, SS, Corvette, Sonic, Spark, Trax, Volt, Buick Cascada, LaCrosse, Regal, Verano, and all Cadillac vehicles. Additional GM models may be included from time to time at GM's sole discretion. Customer must take delivery by 1/2/2019. Not compatible with some other offers. Not valid on prior purchases. See dealer for details. ©2018 General Motors, LLC. All rights reserved. The marks appearing in this ad are the trademarks or service marks of GM, its subsidiaries, affiliates, or licensors.

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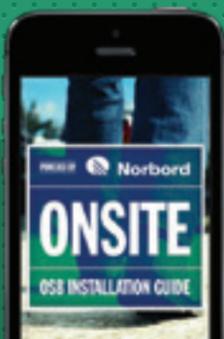


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PREMIUM SUB-FLOORING SUSTAINABLE PERFORMANCE

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



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CALLBACKS, AND COSTS.**

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