

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



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Dallas BA's Industry Investors for 2018



BRIEFLY

The Dallas BA's member website, DallasBuilders.org is currently undergoing a major overhaul that will result in a better user experience for all members. These changes include restructuring the Online Business Directory. The Directory currently has more than 180 categories, which makes it very unwieldy to locate Associate members.

In the coming weeks, the Dallas BA will be consolidating many of these categories and expanding the keyword search function. During this transition period some search functions may be changed or interrupted. Please contact staff at 972-931-4840 if you have any questions. The revamped DallasBuilders.org is expected to launch in June.

A golf tournament to raise funds for Patriot PAWS, an organization that trains service dogs for disabled U.S. veterans, will be held May 15 at Firewheel Golf Park in Garland. The Dallas BA has begun work on a very ambitious project for Patriot PAWS: a home that will be used to house veterans during the weeks needed to train with their new dogs. Pick up an entry form at DallasBuilders.org.

Periodicals Postage Paid at Plano, TX, and Additional Offices

2018 McSAM Awards winners announced

The Dallas Builders Association has announced winners of its 39th Annual McSAM Awards, presented April 14 in partnership with StrucSure Home Warranty. The McSAM Awards are held each spring to recognize "maximum creativity in sales and marketing." Almost 400 entries were received this year, and winners were named in 65 categories.

Amy Vanderoef, best known for her role as the Emmy-nominated host of WFAA's Good Morning Texas, was the master of ceremonies for the awards gala at the Westin Galleria Dallas.

In the industry-judged awards, David Weekley Homes was awarded the McSAM National Builder of the Year; Regional Builder of the Year honors went to Landon Homes. Mustang Lakes, Cambridge Companies was named Master Planned Community of the Year – 600 acres or more, and Wildridge by Ashlar Development was named Master Planned Community of the Year – under 600 acres. Industry experts from around the country including builders, architects, interior designers and new home marketing professionals judged the awards.

Highland Homes won the prestigious People's Choice Builder of the Year honors. The Tribute by Matthews Southwest was named People's Choice Community of the Year.

The People's Choice competition rewards builders and developers based on consumer voting. To identify the

People's Choice winners, the Dallas BA enlists the help of a third party firm that sends an online survey to hundreds of homebuyers, asking for feedback on everything from home design, sales experience, customer service, community lifestyle and overall satisfaction. Respondents were also asked to rate – on a scale from zero to 10 – how likely they would be to recommend a particular builder or community to a friend or family member, which is considered the gold standard in customer satisfaction surveying.

This is the sixth time that Highland Homes has received this honor.

Other winners were:

- Home of the Year – The Montgomery at 5T Ranch by Southgate Homes, designed by John Lively & Associates;
- Luxury Builder Neighborhood of the Year – Westside Manor by Centre Living Homes;
- Builder/Project Manager of the Year – Randy Whitfield of Southgate Homes;
- Sales/Project Manager of the Year – Whitney Harvey with Dunhill Homes; and
- REALTOR® of the Year – Danielle Boling with Network Real Estate Partners.

A complete list of winners and McSAM Awards photos can be found on page 6 of this issue and on DallasBuilders.org.



Highland Homes won the prestigious People's Choice Builder of the Year award for the sixth time at the 2018 McSAM Awards. The gala was presented by StrucSure Home Warranty April 14 at the Westin Galleria Dallas. Sixty-five winners were selected among almost 400 entrants.

Parade's return was a resounding success

Michael Turner has no shortage of wild ideas, so few were surprised that one of his priorities as Dallas BA President was to bring back the Parade of Homes™ as the Association's signature public-facing event. On Saturday, April 7, the Dallas BA's Immediate Past President's idea became a reality as more than 500 attendees braved unseasonably cold temperatures to visit homes built by Turner (Classic Urban Homes), Prospect Homes, Thomas Construction, Alexander Hunt Distinct Homes and Richard Miller Custom Homes.

"Back in the day, we would carve out a portion of a subdivision for very high-end luxury homes that would be built in unison and then offered for sale during the Parade," said Dallas BA Executive Officer Phil Crone. "Following the recession, those opportunities became hard to come by and we were not in a position to have a staff member essentially live on site like we did back then. If we were going to get back into the Parade business, we needed a new model that we could replicate year in and year out."

The new business model saw the Parade return to the City of Dallas, where it began in 1952. Also, just like the early days, the Parade was a scattered site event featuring homes in different parts of town. Four of the

homes were located within two miles of each other in the Bluffview area, while another was over on the east side of town in Lakeview.

Promoting the Parade was a key factor in successfully introducing it to the public. Dallas BA staff diligently worked with media partners, and the event was featured in nearly every major real estate publication in the area. Title partner Stellar AV promoted the event on their digital billboards. Stellar owner Shane Bala went above and beyond, procuring a couple of high end sports cars to adorn the driveways of Parade homes.

"It took all hands on deck to pull this one off," Turner said. "It can be a big ask for clients to open their homes to the public. I'm very grateful for those who did and for the volunteers who staffed the homes. Many of them worked much of the day out in the cold."

The 2018 Parade of Homes raised around \$3,000 for the Dallas BA's preferred charity, Operation FINALLY HOME. Those funds will be used to help build mortgage-free homes for combat wounded veterans and their families in the Dallas area. Those who attended the Parade are encouraged to take the survey online at ParadeoffHomesDallas.com. The website also features photos of the homes and will have information on the 2019 Parade when it becomes available.

PARADE OF HOMES



Enter ARC Awards through June 29

Entries are now open for the 2018 ARC Awards, which recognize excellence for associates, remodelers and custom builders. This year's gala is being presented in partnership with Centricity and will be held Saturday, Aug. 18, at the Westin Galleria in Dallas. Milgard Windows & Doors will host the cocktail party to kick off the black-tie event.

The deadline for entries will be June 29 at 11:59 p.m. ARC entry fees are \$125 per category.

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

Categories are:

- Best Kitchen Remodel
- Best Bathroom Remodel
- Best Outdoor Living Space Remodel
- Best Wine Room Remodel
- Best Addition
- Best CAPS Remodel
- Best Commercial Remodel
- Best Master Suite Remodel
- Best Dining Room Remodel
- Best Whole-House Renovation

- Best Master Suite
- Best Kitchen
- Best Dining Room
- Best Interior Entry/Foyer
- Best Curb Appeal
- Best Townhome or Condo
- Best Green Built Home
- Best New Home
- Best Architectural Design
- Best Overall Interior Design
- Best Conceptual Design
- Best Living Room
- Best Outdoor Living Space
- Best Wine Room
- Best Study/Office
- Best Swimming Pool
- Best Unique "Other" Room
- Best Landscape Architecture
- Best Closet
- Best Showroom
- Best Website
- Best Media Room
- Best Garage
- Best Unique Product Application by an Associate
- Best A/V Package
- Associate of the Year
- Community of the Year
- Remodeler of the Year
- Custom Builder of the Year




presents

WASHERS TOURNAMENT

MAY 29 • 6:00PM

Dallas Builders Association
5816 W. Plano Parkway, 75093

Entry Fees: \$25 per person/\$50 per team of 2

Swing for the Fences: May Membership Drive!

The Dallas BA is "Swinging for the Fences" with the 2018 Membership Drive presented by StrucSure Home Warranty this month. Members who recruit during the drive will earn TRIPLE Spike credits.

Team "managers" in the baseball-themed drive are: Matt Robinson, Walton Development and Management; Michael Turner, Classic Urban Homes; Alan Hoffmann, Hoffmann Homes; T.W. Bailey, Bailey Family Builders; Greg Paschall, Intex Electrical Contractors; Tom Sadler, Tom Sadler & Associates; Tim Jackson, Tim Jackson Custom Homes; and Matt Walls, Winston Homes.

Teams will meet in 2-hour time slots May 23-24 to contact prospects for membership. Kickoff and Wrap Up Parties are just one benefit of participation, with prizes ranging from Dallas BA gear and gift cards to travel vouchers. There are rookie slots available on each team. If you'd like to volunteer and knock it out of the park, contact Director of Membership Blair Calvo, 214-615-5004 or blair.calvo@dallasbuilders.com.

Processing fees are waived for all new members during the drive (a \$60 value). New members will also be entered into drawings for a variety of prizes.

New Builder Member Drawings:

- Free priority positioning on the all new consumer website at DallasBuilders.com (\$200)
- Complimentary team of 4 at the

Dallas BA Golf Tournament presented by Johnson Supply (\$500)

- Bring a guest attendee to any certification class (\$210)
- Bring a Guest attendee to any continuing education class (\$45)
- \$500 Gift Card

In addition, all new BUILDER members will receive free admission to the Dallas Builders Show that takes place this October.

New Associate Member Drawings:

- Complimentary team of 4 at the Dallas BA Open Golf Tournament presented by Johnson Supply (\$500)
- Free booth at the Dallas Builders Show in October (for Associates, \$400)
- Free eLert (direct email marketing; you provide the message) (\$225)
- Bring a guest attendee to any certification class (\$210)
- Bring a guest attendee to any continuing education class (\$45)
- Free enhanced listing in searchable online member listing for one year (\$200)

- Free member mailing list (\$100)
- \$100 Gift Card

Automatic Benefits for All New Members:

- One Free Dallas BA Continuing Education Class (\$40)
- One Free Dallas BA Designation Class (\$210)
- One Free Dallas BA Division Meeting
- One Free Dallas BA Council Meeting



Representing The Interests of the Home Building, Multifamily Construction and Remodeling Industry in the Greater Dallas Area

THE HOME BUILDER

Dallas Builders Association
www.DallasBuilders.com

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BARCIE VILCHES, Editor



-Gov't Affairs News and Info

Member Input, Participation Needed for Code & Comprehensive Plan Updates

Throughout the Dallas BA service area, the Association monitors proposed ordinance, policy and city planning changes and seeks opportunities to offer input. This provides the opportunity for our members to engage in advocacy via the two most important roles. One is to help be our eyes and ears and relay information regarding proposed ordinances and needed changes in cities where you work. The other is to offer your expertise so the Association can advocate for a better outcome.

Now is a key time for builder and developer members to take advantage of the opportunity, as two cities are updating a code or plan that can have major impacts on residential development, from single-family to multifamily.

Denton is in the process of updating the city's development code. The city recently released the draft for Module 3 of the code, which relates to development standards. Access to the draft can be obtained by visiting www.dentoncode2030.com and clicking the overview. Or contact the Dallas BA Director of Government Affairs. The city has signaled a desire to move away from a one-size-fits-all approach and tailor standards. This of course can always be a double edged sword. Module 3 contains development standards and subdivision design standards.

The subchapter on development standards contains site and building design standards, including an architectural variety standard for single-family, duplex and town houses, as well as material and window standards for multifamily. And of course, landscaping and tree preservation requirements will be addressed; however, that language is still being drafted. There are also specifics related to exterior and street lighting, which builders and developers should review.

The subchapter on subdivisions covers lot planning and block layouts, but there is also the introduction of standards for specific flag lots as well as a new cluster subdivision, which the draft indicates is to allow flexibility when developing near sensitive or protected open areas.

The city has requested input on this and other modules. Should members need assistance viewing Denton's development code draft, contact the Director of Government Affairs at David. Lehde@dallasbuilders.com.

McKinney is in the process of updating the city's comprehensive plan. Known as One McKinney 2040,

the plan is an update to the 2004 comprehensive plan. The process is gearing up again after pausing in 2016 due to potential impacts of any TxDOT decision on US 380. TxDOT has been taking public comment on US 380 and, as they get nearer to a decision, it should offer McKinney a better idea of what land is available. This will impact decisions by the city regarding their thoroughfare plan.

The city has resumed crafting its update. Depending on the aforementioned road politics, it is possible McKinney could hold public workshops on the comprehensive plan update as soon as early summer. If that happens, it is likely that a final draft would be as early as late summer or early fall 2018. The residential development community is encouraged to visit www.onemckinney2040.com to view updates. How the plan is drafted will most certainly impact future development code decisions, in addition to the other obvious impacts to residential development. As the draft process moves forward, Dallas BA members who have an interest in McKinney and see potential impacts that should be addressed should feel free to contact the Association.

David Lehde
Director of
Government
Affairs



Enough Regulation, Let's Have Some Fun!

Registration is now open for the Dallas BA Washers Tournament Presented by Fox Energy Specialists. The annual event, set for May 29, benefits HOME PAC of Greater Dallas and features, food, beverages and networking, in addition to the tournament. This is another fun opportunity for members to help support Dallas BA advocacy efforts.

The winning duo will compete in the TAB statewide washers tournament at TAB's FUNdango on Aug. 7 at the Hilton Anatole in Dallas, location for the 2018 Sunbelt Builders Show.

Team spaces are limited, so members should register soon. Information can be found under the DallasBuilders.org calendar or by contacting David. Lehde@dallasbuilders.com.

Beverage and Dinner partnerships are still available and those interested in a partnership can contact our Director of Member Services at misty.varsalone@dallasbuilders.com.

Dallas Metro Building Permit Summary				Year-to-Date 04/18/2018		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	7,941	\$2,226,634,143	7963	1 DR Horton Custom	749	\$147,309,941
Duplexes & Twin Homes	25	\$9,125,272	50	2 DR Horton	588	\$136,257,143
Apartments & Condos	88	\$496,171,112	5337	3 Highland Homes	298	\$31,485,910
Other Residential Structures	112	\$6,811,371	0	4 First Texas Homes	285	\$94,864,586
Swimming Pools & Spas	1,389	\$61,329,371	0	5 Lennox Homes	340	\$82,019,776
Alternative Residential Energy	252	\$4,200,755	0	6 Darling Homes of	189	\$61,948,732
Garages & Carports	86	\$4,333,656	0	7 American Legend	188	\$60,954,438
Res Rmd, Addn, Int Fin	1,272	\$106,101,213	0	8 Tull Brothers Inc	106	\$59,299,313
Reroof Residential	301	\$14,844,834	0	9 Bloomfield Homes	220	\$58,389,798
Total Residential Const	11,466	\$3,929,561,872	13,390	10 Highland Land	131	\$49,263,308
				11 LGI Homes	245	\$42,307,319
				12 K Homebuilder Homes	98	\$38,720,047
				13 Puller Homes Of	197	\$38,178,433
				14 David Weekley	102	\$35,667,054
				15 Britton Homes	70	\$35,313,398
				16 History Maker Homes	157	\$34,725,668
				17 Weaver Homes	114	\$31,873,859
				18 Gehan Homes	122	\$31,191,574
				19 Dress Custom Homes	89	\$29,427,559
				20 Shaddock Homes	77	\$29,338,660
				21 Heritage Homes	82	\$26,307,962
				22 Montage Homes	78	\$24,285,252
				23 CalAtlantic Homes Of	65	\$22,744,191
				24 Impression Homes	122	\$22,435,661
				25 Addison Woods Homes	71	\$21,292,134
				26 Arlans Homes	87	\$20,829,991
				27 London Homes	63	\$20,735,572
				28 Magalel Homes	70	\$18,278,844
				29 MHI Partnership	62	\$18,207,397
				30 Puller Homes	71	\$18,963,257
				31 CB Jen Homes	82	\$16,952,614
				32 Robinson Ranch	45	\$14,386,290
				33 Our Country Homes	36	\$14,468,991
				34 Dunhill Homes	44	\$14,272,140
				35 Lillian Custom Homes	60	\$14,137,602
				36 Perry Homes	41	\$13,889,953
				37 MHI Homes	47	\$13,527,973
				38 Magalel Homes Inc	49	\$13,293,452

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Earn CAPS in 3 Days

On average, members who hold the Certified Aging in Place Specialist (CAPS) designation report higher company revenues than that of their competition who hold no designations. According to the National Association of Home Builders builder member census, evaluated by NAHB Economics, CAPS designation holders saw an increase of \$110,838 in company revenue. By holding a CAPS designation, members not only see increased profits, but also gain credibility among consumers. By becoming CAPS designated you will become an expert in understanding 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.

CAPS I - Marketing & Communication Strategies for Aging & Accessibility – May 14 (9am-5pm)

CAPS II – Design/Build Solutions for Aging & Accessibility – May 15 (9am-5pm)

CAPS III – Details & Solutions for Aging & Accessibility – May 16 (9am-5pm)

Current CAPS designees are required to complete 12 hours of continuing education every three years. CAPS III is a new course just released this year by the CAPS Board of Governors. Register online for the individual course to satisfy your renewal requirement. Details & Solutions builds on the content learned in CAPS I & II by introducing design solutions and techniques

These CAPS courses are made possible by our 2018 education title partner StrucSure Home Warranty, their commitment to the industry's education is vital to our Association's education program. A special thank also to our yearlong designation partner APA the Engineered Wood Association.



Travis Phillips Earns CGB

Travis Phillips of Bluffview Builders is the Association's latest Certified Graduate Builder. The CGB certification allows experienced builders to sharpen their business management skills and better understand the constantly evolving home building industry. CGB courses focus on effective management in the office and on the job site, examine all stages of new home construction and cover topics such as scheduling, estimating, job cost procedures and accounting principles.



Dallas Division Hosts Dr. Hinojosa
With two of the top schools in the nation, DISD Superintendent Dr. Michael Hinojosa, Ed. D., gave the attendees at the April Dallas Division luncheon insight into DISD's transformation. With him are builders Michael Turner, Dallas BA President Alan Hoffmann and Jeff Dworkin.

Upcoming Classes – May & June

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



Cracking the Codes Series: The Back Office Requirements

May 24 - 10 a.m. - 1 p.m.

Trees, sidewalks and other infill headaches—this class will lay out what to expect and how to navigate infill requirements. Led by Past President Michael Turner, owner of Classic Urban Homes, this 3-hour class is geared to help custom home builders ease the pain of infill development issues, Comply with deed restrictions and local ordinances to keep on schedule and stay out of legal trouble.

Register online at DallasBuilders.org for \$40 with advanced registration.

This class is brought to you by 2018 Education Title Partner StrucSure Home Warranty and Series Partners Dow Building Solutions, Texas Builders

Resource Group and DPIS Engineering, LLC.

Certification Course - Estimating for Builders & Remodelers

June 5 - 9 a.m. - 5 p.m.

Learn how to develop winning bids and use estimates as a powerful management tool. This course for remodelers and small- to mid-volume builders addresses one of the most challenging topics in building today: estimating.

Participants will gain an appreciation of the importance of estimating, knowledge of how to create an estimating system and the ability to implement an estimating system. As a graduate of this course, you will be able to:

- Explain the importance of quality estimating;

- Use different types of estimates and ways to estimate;

- Apply proven steps in the estimating process to develop winning bids; and

- Implement technology programs to help you estimate.

Register online at DallasBuilders.org for \$210.

This course is made possible by 2018 Education Title Partner StrucSure Home Warranty; their commitment to the industry's education is vital to our Association's education program. A special thank you also to Yearlong Designation Partner APA the Engineered Wood Association.

Register for these classes and more on the calendar at DallasBuilders.org.



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Waxahachie High School becomes honorary member

The Dallas BA continued its outreach to area high school vocational programs on April 23 thanks to Altura Homes. Altura opened a home under construction in Red Oak to students from Waxahachie High School's Building Trades Program. The builder and trades working Altura's newly opened Harmony community showed students various aspects of the home and answered their questions pertaining to careers in residential construction.

"Each of the trades that were represented did a fantastic job," said program instructor Curtis Green. "My students could not stop talking about the different elements that were discussed. Getting out on a job site and actually seeing the application

of the skills they work on in school really reinforces what I try to teach them."

Altura Homes plans to build around 200 homes in Harmony. "This industry has been really good to me for 50 years," said Dallas BA Past President Donnie Evans who is also President of Altura Homes. "I want these kids to know it can be just as good to them for 50 years or simply serve as a way to pay for higher education."

At the end of the tour, Mr. Green and his students received a certificate denoting their honorary membership in the Dallas BA. The Association will continue to work with Waxahachie High School and other area programs next school year.



Donnie Evans and Justin Webb with Altura Homes and Michael Turner of Urban Classic Homes present Curtis Green of Waxahachie High School and his building trades class an honorary membership in the Dallas Builders Association.



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

Golf Fees
\$125 individual
\$500 team

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

2018 Dallas Builders Association Open



Monday, June 25, 2018
12:00 pm Registration/Lunch
1:30 pm Shotgun Start

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Notes of Love held for Dumas Family

Operation FINALLY HOME along with Plantation Homes, Hillwood Communities and the Dallas Builders Association recently invited the local community to come out and write inspirational words of support and encouragement on the studs of the unfinished home of U.S. Army Spc. Daniel Dumas.

The Notes of Love event was held on April 5 for the Dumas family in Little Elm. After the home is framed in and prior to drywall being installed, family, friends and members of the community gathered at the build site in Union Park to surround the Dumas family with "Notes of Love" by signing inspirational phrases, scripture and notes of appreciation on bare studs and headers. Based on the response from the previously selected families, this event carries some of the deepest warmth and love of the entire process due to the support shown.

The Dumas family was surprised with the news they were receiving a

custom-built, mortgage-free home in the master-planned community of Union Park during a special groundbreaking ceremony Jan. 27. They thought they were just going through the preliminary interview process with Operation FINALLY HOME and the builder, but instead were escorted by the Patriot Guard Riders to the site of their new home!

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 came under heavy machine gun fire. On the second day, his unit was scheduled for a joint mission with the Afghan National Army, which started with a meeting over chai tea where Daniel's unit leadership was attacked by an armed ANA soldier. SPC Dumas was five-feet away when the ANA attacker was finally shot and killed. During the rest of this deploy-

ment, Daniel's platoon treated over 300 combat casualties. These events have left him with PTSD, and sensitivity to loud noises.

The support and commitment from Dallas Builders Association members has allowed the Association to participate in six projects for deserving veterans throughout the metroplex. A seventh project will be launched soon.



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war·ran·ty noun \ 'wôr-ən-tē, 'wâr-\

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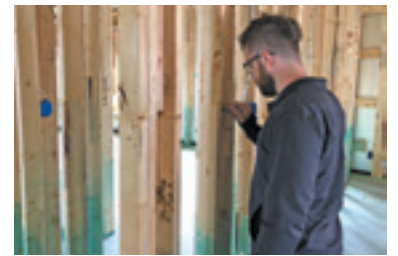
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Melissa and U.S. Army Specialist Daniel Dumas and their son draw inspiration from the Notes of Love left by the community on the studs of their future home in Little Elm.



4401 BIG A RD, ROWLETT ± 15 ACRES
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4621 - 4625 MUNGER, DALLAS
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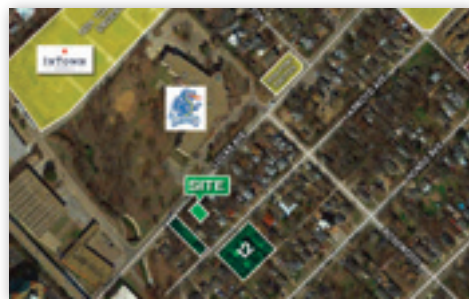
2040 W MILLER RD, GARLAND
±15 ACRES • SINGLE FAMILY



600 N DENTON TAP RD. COPPELL TX
±5.3 ACRES • TX - \$1,600,000



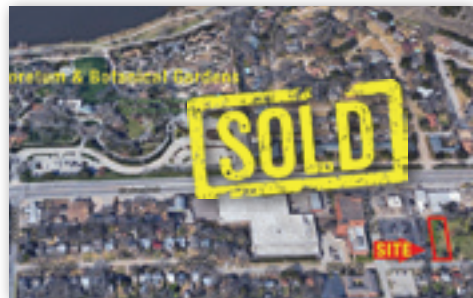
4630 ROSELAND, DALLAS
50' X 161' MULTIFAMILY



2202 LUCAS, DALLAS
MF2 ±50' X 100' \$200K



5223 COLUMBIA, DALLAS
MF2 ±65' X 170' \$399K



8919 ANGORA, DALLAS • SINGLE FAMILY
±55' X 205' \$269,900



9220 FERGUSON RD, DALLAS
±50,000 SFT \$550K



4205 DALROCK, ROWLETT
±100' X 183' UP TO 5 STORIES \$450K



CHIESA / LIBERTY GROVE ROWLETT
±5.5 AC. WILL SUBDIVIDE



2106, 2110, 2200, & 2135 ARROYO
4 LOTS ZONED MF2



311 N PATTON, BISHOP ARTS, DALLAS
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McSAM Awards winners announced April 14

Rookie Sales Professional of the Year
Shelby Homewood, MainVue Homes

Sales Professional of the Year — Under \$275,000
Barbie Mays, Dunhill Homes

Sales Professional of the Year — \$275,000-\$325,000
Terah Skarsten, CB JENI Homes & Normandy Homes

Sales Professional of the Year — \$325,001-\$400,000
Toni Petty, CB JENI Homes & Normandy Homes

Sales Professional of the Year — \$400,001-\$500,000
Amanda Sheehan, Landon Homes

Sales Professional of the Year — \$500,001-\$600,000
Wendi Leigh, CB JENI Homes & Normandy Homes

Sales Professional of the Year — Over \$600,000
Chris Sahualla, Toll Brothers

Online Sales Counselor of the Year
Lawre Alexander, David Weekley Homes

Lifestyle Director of the Year
Alexandra Sievers, The Tribute, Matthews Southwest

Sales/Project Manager of the Year
Whitney Harvey, Dunhill Homes

Marketing Professional of the Year
Blake Fletcher, Southgate Homes

Builder/Project Manager of the Year - Builder
Randy Whitfield, Southgate Homes

Builder/Project Manager of the Year - Developer
Sue Blankenship, Huffines Communities

Realtor of the Year
Danielle Boling, Network Real Estate Partners

Best Logo - Builder
Landon Homes
Created by Hudson Designs

Best Logo - Developer
Mustang Lakes, Cambridge Companies
Created by Anderson Hanson Blanton

Best Graphic Continuity
The Tribute, Matthews Southwest
Created by Anderson Hanson Blanton

Best Brochure - Developer
Lexington Country, Landon Homes
Created by Hudson Designs

Best Brochure - Builder
Ross Avenue Heights, Centre Living Homes
Created In House

Best Print Ad
The Tribute, Matthews Southwest
Created by Anderson Hanson Blanton

Best Broadcast Media Commercial - Radio, TV, YouTube Campaign
Wildridge, Ashlar Development
Created by Anderson Hanson Blanton

Best Billboard
Sonoma Verde Billboard, Altura Homes
Created In House

Best Signage
Mustang Lakes, Cambridge Companies
Created by Anderson Hanson Blanton

Best Community Entry Feature
Windsong Ranch, Terra Verde Group
Created by Maximum Design & Advertising

Best Digital Media Campaign
5T Ranch & Homestead, Southgate Homes
Created by Hearst Companies & KOCO

Best Social Media Campaign
David Weekley Homes
Created In House

Best Industry Marketing Promotion by an Associate
Thank A Framer, Norbord Inc.
Created by Jib Limited

Best Website - Builder
Southgate Homes
Created by BDx - Builder Digital Experience

Best Website - Developer
The Tribute, Matthews Southwest
Created by Anderson Hanson Blanton

Best Special Event/Promotion
Sweet 16 Boston Trip, Bright & Co. Marketing

Best Lifestyle Annual Program
Wildridge, Ashlar Development

Best Overall Advertising Campaign
The Tribute, Matthews Southwest
Created by Anderson Hanson Blanton

Best Sales Office or Welcome Center
Mustang Lakes, Cambridge Companies

Best Builder Design Center
Toll Brothers DFW Design Studio

Best Community Amenity
Mustang Lakes, Cambridge Companies

Best Interior Merchandising — Under \$275,000
Cottonwood, Altura Homes
Merchandised In House

Best Interior Merchandising — \$275,000-\$325,000
The Kensington at Viridian, David Weekley Homes
Merchandised by Kathy Andrews Interiors

Best Interior Merchandising — \$325,001-\$400,000
The Celestial at Viridian, Plantation Homes
Merchandised by MMI

Best Interior Merchandising — \$400,001-\$500,000
The Lambert at Parkside at Trinity Green
David Weekley Homes
Merchandised by Kathy Andrews Interiors

Best Interior Merchandising — \$500,001-\$600,000
The Bethany at Homestead, Southgate Homes
Merchandised by Allan Moore & Associates

Best Interior Merchandising — \$600,000-\$800,000
The Montgomery at 5T Ranch, Southgate Homes
Merchandised by Allan Moore & Associates, Inc.

Best Interior Merchandising — Over \$800,000
Whitley Place - Plan 6181 D, Highland Homes
Merchandised by IBB Design

Best Interior Merchandising — Patio Home (Zero Lot - Detached)
Plan 306A at Viridian
Highland Homes
Merchandised by IBB Design

Best Interior Merchandising — Attached Home - Condo or Townhome
The Zoe at Viridian
CB JENI Homes & Normandy Homes

Best Interior Merchandising — Active Adult
The Jackson Plan, Dunhill Homes
Merchandised by JE Design Group

Best Outdoor Living Space
The Sandhaven Chateau, Toll Brothers
Designed by Garden Design & Claffey Pools

Best Architectural Design — Detached Home Under 2,000 sq. ft.
The Michelberger - Parkside at Trinity Green
David Weekley Homes

Best Architectural Design — Detached Home 2,000 to 3,000 sq. ft.
The Scarlett at The Vineyards, Dunhill Homes

Best Architectural Design — Detached Home 3,000 to 4,000 sq. ft.
The Longview Classic at Walsh Ranch, Toll Brothers

Best Architectural Design — Detached Home over 4,000 sq. ft.
The Montgomery at 5T Ranch, Southgate Homes
Designed by John Lively & Associates

Best Architectural Design — Patio Home (Zero Lot - Detached)
Design 2052 at Merion at Midtown Park
Coventry Homes
Designed ML Design

Best Architectural Design — Attached Home - Condo or Townhome
The Renzo at Heritage Creekside
CB JENI Homes & Normandy Homes
Designed by BSB Design

Best Design Series
5T Ranch Community, Southgate Homes
Designed by John Lively & Associates & Von Readen Designs

Best Architectural Design — Multifamily Community, Apartment or Condominium
One Uptown, Stoneleigh Companies & USA Infrastructure Investments LP
Designed by Humphreys & Partners Architects

Home of the Year
The Montgomery at 5T Ranch, Southgate Homes
Designed by John Lively & Associates

Builder of the Year - National Builder
David Weekley Homes

Builder of the Year - Regional Builder
Landon Homes

Developer of the Year
Hillwood Communities

Builder Neighborhood of the Year - Luxury
Westside Manor, Centre Living Homes

Builder Neighborhood of the Year - Active Adult
Orchard Flower, Grenadier Homes

Community of the Year Under 600 Acres
Wildridge, Ashlar Development

Master Planned Community of the Year 600 Acres or More
Mustang Lakes, Cambridge Companies

Multifamily Community of the Year — Apartment or Condominium
Hebron 121, Huffines Communities

People's Choice Community of the Year
The Tribute, Matthews Southwest

People's Choice Builder of the Year
Highland Homes

SALES ACHIEVEMENT

\$15 Million Dollar Sales Awards
Yolanda Broadway, CB JENI Homes & Normandy Homes
Mike Tarvin, CB JENI Homes & Normandy Homes
David McCleary, Dunhill Homes
Melissa Evans, Southgate Homes
Shelly Woodward, Southgate Homes

\$10 Million Sales Awards
Cheryl Crimmins, Altura Homes; Beth Schulz, Altura Homes; Wendi Leigh, CB JENI Homes & Normandy Homes; Toni Petty, CB JENI Homes & Normandy Homes; Dustin Jones, CB JENI Homes & Normandy Homes; Rich Gonzalez, CB JENI Homes & Normandy Homes; Denise Alpert, CB JENI Homes & Normandy Homes; Janet Evans, CB JENI Homes & Normandy Homes; Kelli Goodman, David Weekley Homes; Dan Angliss, David Weekley Homes; Sara Godby, David Weekley Homes; Eileen Parsons, David Weekley Homes; Neville Crowell, David Weekley Homes; Brad Roberts, David Weekley Homes; Kristen Bergeron, David Weekley Homes; Gina Teters, David Weekley Homes; Teri Clark, David Weekley Homes; Ron Golding, David Weekley Homes; Betsy Webb, Dunhill Homes; Ryan Scott, Dunhill Homes; Laura McClain, Dunhill Homes; Danielle Boling, Network Real Estate Partners; Richard Heckenlaible, Southgate Homes

\$5 Million Sales Awards
Liz Smart, Altura Homes; Mike Crowell, Altura Homes; Carrie Warren, Altura Homes; Kevin Turpin, Altura Homes; Sylvia Rossi, Altura Homes; Neil Sims, Altura Homes; Johnny Barthalt, CB JENI Homes & Normandy Homes; Terah Skarsten, CB JENI Homes & Normandy Homes; Misty Krawetzke, CB JENI Homes & Normandy Homes; Stephanie Morgan, CB JENI Homes & Normandy Homes; Jeff Sellick, CB JENI Homes & Normandy Homes; Nelda Johnson, Grenadier Homes; Jessica Herring, Grenadier Homes; Jesse Williams, Grenadier Homes; Chad Morrison, Southgate Homes



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Charles Haggard
214-521-0133

Fagin Partners
Kyle Fagin
214-213-2455

J. Anthony Custom Homes, LLC
Tony Prutch
972-400-1291
Spike: Bob Cresswell, Cresswell Builders

Royalty Construction Group Inc.
Corey Jones
972-709-8009

SUSTAINING MEMBER

McCraw Propane
Sam Fox
972-782-7533
PROPANE

ASSOCIATES

Cathedral Plumbing of Texas, LLC
Kris Maag
972-446-2500
PLUMBING CONTRACTORS
Spike: Donnie Evans, Altura Homes

Clarion Audio Video and Smart Home Designs
Jeremy Sheffer
972-861-2802
AUDIO/VIDEO CONTRACTORS
Spike: Victor Myers, Victor Myers Construction, LLC

Fireplace Wholesale, Inc. dba Protex Supply
John Pierce
214-929-9979
FIREPLACE/MANTELS

Global Choice International LLC
Jay Chao
305-417-4590
CABINET MANUFACTURER/
DISTRUBUTOR

HMS, Inc
Bob Lovell
972-392-9595
REAL ESTATE BROKERS
Spike: Kelly Hoodwin, Altura Homes

Just Mortgages, Inc.
David Bradley
214-710-1258
FINANCIAL SERVICES
Spike: TW Bailey, Bailey Family Builders

L&P Marketing
Renee Lewis
713-523-4359
MARKET RESEARCH/ON-SITE
MARKETING

Lowe's Home Improvement Center
Joe Lankford
972-388-2200
BUILDING SUPPLIES
Spike: Greg Paschall, Intex Electrical Contractors

MK Custom Roofing
Andy Harvey
817-589-9270
ROOFING CONTRACTORS

M.L. Johnson & Associates Inc.
Mike Johnson
972-442-7758
LANDSCAPE INSTALLATION
Spike: Kelly Hoodwin, Altura Homes

Modern Living Real Estate LLC
Jeff Mitchell
972-833-4140
REAL ESTATE BROKERS
Spike: Alan Hoffmann, Hoffmann Homes

Modern Living Real Estate LLC
Katie Aspen
972-833-4140
REAL ESTATE BROKERS
Spike: Alan Hoffmann, Hoffmann Homes

Moen
Barry Mize
972-439-4233
PLUMBING FIXTURES/EQUIP-
MENT PRODUCTS
Spike: Kevin McLain, Dow Building Solutions

Multimedia Solutions Inc.
Jill Campbell
972-488-1084
AUDIO/VIDEO CONTRACTORS
Spike: Brandy Moser, John Lively & Associates

Strand A & E
Brent Wall
972-620-8204
ARCHITECTS

SunPro
Jonathan Parks
469-774-0331
SOLAR ENERGY
Spike: Jeffrey Dworkin, JLD Custom Homes

Weslock
Heather Paulk
800-575-2658
BATHROOM
Spike: Carol Leonard, Western Window Systems

AFFILIATES

BB&T
Alain Cabrera
214-373-5886
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Fagin Partners
Connor Fagin
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BUILDERS - RESIDENTIAL

Hotchkiss Insurance Agency, LLC
Dan Glanville
800-899-3750
INSURANCE

Hotchkiss Insurance Agency, LLC
Kristi Alexander
800-899-3750
INSURANCE

J. Anthony Custom Homes, LLC
Jennifer White
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BUILDERS - RESIDENTIAL

J. Anthony Custom Homes, LLC
Michelle Prutch
972-400-1291
BUILDERS - RESIDENTIAL

Kasper Custom Remodeling LLC
Emily Francis
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BUILDERS - REMODELER

Lowe's Home Improvement Center
Karen Rivas
972-388-2200
BUILDING SUPPLIES
Spike: Greg Paschall, Intex Electrical Contractors

Lowe's Home Improvement Center
Chris Rush
972-388-2200
BUILDING SUPPLIES
Spike: Greg Paschall, Intex Electrical Contractors

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Reka Jones
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