

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXV

No. 8

August 2018

## Dallas BA's Industry Investors for 2018



## ARC Awards announces finalists in 70+ categories

Congratulations to the finalists in the 2018 ARC Awards, which recognize excellence for associates, remodelers and custom builders (see list on page 2).

The ARC Awards gala will be presented Saturday, Aug. 18, at the Westin Galleria in Dallas by Centricity. Milgard Windows & Doors will host the cocktail party to kick off the black-tie event at 6 p.m.

Jenny Anchondo, co-host of The CW's "Morning Dose," will serve as emcee for the awards show. She is an Emmy award-winning news anchor and reporter who has covered stories all over the country.

Tickets are \$95 and are available until Aug. 13 at DallasBuilders.org.

Partners to date include Centricity, Milgard Windows & Doors, Love That Door, The Thompson Group at Classic Chevrolet, Audio Video Innovations, Escalante Concrete Texas, First American Title Company, Intex Electric Contractors, Texas Counter Fitters, Texas Door & Trim, Assured Partners of Texas, Lights Fantastic Pro, Ferguson Bath, Kitchen & Lighting Gallery, Tempo Mechanical, KJ Custom Screens & Outdoor Living, Yellow Rose Landscape, Capital Distributing, Riddell Plumbing and Prosource Wholesale.

## DALLAS BUILDERS SHOW

DALLAS BUILDERS ASSOCIATION

presented by



Tuesday, November 13  
Plano Event Center

## BRIEFLY

The annual Associates Appreciation Cookout will be held at Dallas BA offices Sept. 13 from 6 to 8 p.m. This event is presented by builder/remodeler/developer members to show their appreciation of their subs and suppliers who support them all year long. Partnerships are available on several levels.

The next New Member Orientation will be held Aug. 21. Enjoy breakfast and coffee with the Dallas BA Ambassadors 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. Visit the Events Calendar at DallasBuilders.org to register. Thank you to partners Paragon Structural Engineering and Texas Builders Resource Group, as well as Yearlong Membership Partner StrucSure Home Warranty.

Advertising in the 2019 Membership Directory is now being accepted. The directory will be mailed to all members next January. Contact the Association's publishing partner, E&M Consulting, at 800-572-0011 or josh@emconsultinginc.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Installation of Leadership is Sept. 28 at Noah's

The Association's senior officers, board of directors and the division and council leadership teams will all be installed Sept. 28 during ceremonies held at Noah's Event Center in Fairview. The Installation will be presented in partnership with StrucSure Home Warranty.

Officers and directors for 2018-2019 will be announced following the official election and organizational meeting this month. Theme of this year's Installation and for the year ahead is "Developing the Future."

The event will kick off with a cocktail reception at 6 p.m.

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, council or committee. The Shorty Howard Trophy goes to the year's top membership recruiter. The APEX Award recognizes a builder's professionalism in dealing with associates.

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

## Building Science seminar to feature Mark LaLiberte

Internationally acclaimed building science expert Mark LaLiberte, founder of Construction Instruction, will speak to Dallas BA members Sept. 26 about how to build cost effective, high performance buildings.

Presented by Dow Building Solutions and DuPont Tyvek-Weatherization Partners, the seminar will be held at Dallas BA offices from 10 a.m. to 3 p.m. and includes lunch. Fee is \$75 for members, \$100 for non-members.

Today's homebuyers expect homes to be beautiful, durable, efficient and

comfortable. This one-day workshop will include discussion around the best strategies for achieving these goals: building homes that can handle the weather challenges of North Texas; understanding the various ways to reduce risk,

*continued on page 4*



Mark LaLiberte



**Veteran Surprised With Mortgage-Free Home**  
Representatives of Operation FINALLY HOME, Winston Custom Homes, the Dallas Builders Association, NEC Corporation of America and the City of Irving join U.S. Army Major Eric King and his family to break ground at the site of his future home. See story on page 4.



Keynote:

**Shawn Van Dyke**  
Construction Business Coach & Professional Mentor  
**SOLVING THE SKILLS GAP**  
Learn the systems & strategies that lead to sustainable growth!  
Shawn Van Dyke specializes in implementing operational and organizational strategies for construction companies of all sizes.

More Educational Opportunities:

**What You Need to Know NOW About the Millennial Market!**

- Pre-Show Master Class
- Millennial Statistics & Market Trends
- Marketing to Millennials
- Interior Design & Staging
- Home Automation

**Builder Break-Out Sessions**

- Software Compare: Apps to Streamline Your Business
- Business Coaching with Shawn Van Dyke

**Associate Break-Out Sessions**

- Networking 101
- Learning the Builder Language: An Associate's Blueprint to Building a House

**Business & Body Wellness**

- Sound Mind, Sound Body, Sound Business: Balancing Life & Career

Vocational Outreach

**High School / College Career Fair**

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2018 ARC AWARDS PRESENTED BY Centricity

## ARC AWARDS FINALISTS

- Alexander Hunt Distinct Homes
- BSB Design
- California Closets
- Christian Custom Homes
- Classic Urban Homes
- Cresswell Custom Builders
- DeVance Electronic Lifestyle
- Fagin Partners
- Ferguson Bath, Kitchen & Lighting Gallery
- Greico Modern Homes
- Hatfield Builders & Remodelers
- Highland Classic Homes
- Intex Electrical Contractors
- J. Anthony Custom Homes
- John Lively & Associates
- Joseph & Berry Remodel Design Build
- Key Residential
- KJ Custom Screens & Outdoor Living
- Mishler Builders
- myHomedia Builder Services
- Rembert Custom Builders
- Repairpricer.com
- Rick's Hardware & Decorative Plumbing
- RPCD
- Tag & Associates
- Texas Counter Fitters
- Thomas Signature Homes
- Traditional Classic Homes
- USI Design & Remodeling
- Wine Cellar Specialists



**The HomeFront**  
-Gov't Affairs News and Info

### Dallas BA Gets Needed Tradeoffs in Two Ordinances, Common Sense Solutions in Another

David Lehde  
Director of  
Government  
Affairs



The Dallas City Council on June 27 approved amendments to Article X, the city's landscaping and tree ordinance, as well as voting to approve a park land dedication and fee ordinance. During the process, Dallas BA secured needed provisions and credits to help offset some cost increases.

Builders and developers in Dallas should review the new Article X ordinance. The landscaping, tree preservation and mitigation, soil volume for tree planting, fees and alternative methods of mitigation, along with the rest of the amendments, are effective immediately.

Dallas BA voiced industry concerns, offered recommendations and successfully advocated for language that resulted in a building pad exemption area for the construction of single-family or duplex dwellings on lots one acre or less in a residential district. The relief and alternative methods of compliance are needed in an effort to help counter the ordinance's increased fees and protected tree list.

Alternative methods of compliance include larger credits for legacy trees, sustainable development incentives, tree canopy cover credits and credits for trees on qualified land that is offered through the city's new park land dedication ordinance.

Builders and developers who face mitigation fees as their available alternative should also receive the credits for trees planted as required by HB 7, the new state law that was advocated for by Dallas BA and TAB in the last legislative session.

While park land ordinances are a familiar concept for some Association members, the ordinance in Dallas results from an approach not often seen in other municipal park ordinances, a discussion that considered options that can help avoid significant negative impacts on housing affordability and residential development.

The ordinance includes provisions sought by Dallas BA that offer credit for publicly accessible and non-accessible parks built in private developments, as well as credit for trees on dedicated park land to count towards tree mitigation requirements a development may face related to Article X.

The ordinance will be re-evaluated every 5 years and will not go into effect until Jan. 1, 2019.

As mentioned in last month's

"Home Front," builders and developers should keep an open eye for both new and existing park land ordinances in the areas they develop. As more cities look to implement these ordinances, there are key provisions to look for.

A city's regulation for calculation of a park land dedication must be roughly proportional to the increased demand that the development puts on the city's park system.

Equally important is that the fees collected via the ordinance must be used in a manner that benefits the new residential development. The new parks and amenities must be available to the homes within a reasonable time so ordinances should specify a time for fees to be spent, as well as a fee refund policy. And credits, similar to those secured by Dallas BA in Dallas' park land ordinance, are key to finding offsets for development costs.

During the same June 27 council meeting, Dallas City Council also approved Association supported changes to sidewalk waiver regulations. The result is a process that is more efficient, less confusing and avoids subjective criteria that would lead to "sidewalks to nowhere." The city had previously moved to a process that would frequently deny a sidewalk waiver for a single-family home, even in neighborhoods where no sidewalks exist. Dallas BA began working with city staff to produce a more sensible approach.

The ordinance's new language clarifies that applications for waivers

will be made to and approved by the engineering director in Dallas' Sustainable Development & Construction department. Clarification has also been made regarding the criteria for an application to be considered for corner and mid-block lots and situations where sidewalks will not be needed.

On mid-block lots, waivers may be granted if there are no sidewalks on adjacent lots and on 80 percent of lots on the same block face. For corner lots, a waiver may be approved if there are not sidewalks on the mid-block lots on the same block face and the lot is not within a quarter mile of a pedestrian destination such as a school or park.

Each direction on corner lots will be treated as its own application, but only one fee will be required. In other words, there may be cases where the sidewalk is only needed for one direction. Situations where drainage, safety and other engineering issues exist will be considered regardless of the criteria mentioned above.

Other subjective criteria in the prior version of the ordinance have been removed. It is important that builders apply for sidewalk waivers at or immediately after application for the building permit.

The ordinance amendments are effective immediately.


As with many Association policy initiatives, member participation was not only key to finding a solution, it guided the process.



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# THE HOME BUILDER

Dallas Builders Association  
www.DallasBuilders.com

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BARCIE VILCHES, Editor

Dallas Metro Building Permit Summary				Year-to-Date 07/18/2018	
Residential	Permits	Value	Units		
Single Family Homes	15,680	\$4,481,883,474	15702		
Duplexes & Twin Homes	39	\$12,813,994	78		
Apartments & Condos	128	\$865,159,747	9948		
Other Residential Structures	235	\$28,795,221	0		
Swimming Pools & Spas	2,971	\$128,527,806	0		
Garages & Carports	156	\$9,272,943	0		
Res Rmcd, Addn, Int Fin	2,488	\$198,861,321	0		
Reroof Residential	1,013	\$41,586,636	0		
<b>Total Residential Const</b>	<b>22,710</b>	<b>\$6,764,378,944</b>	<b>25,728</b>		

Dallas Metro Building Permit Summary				Week 29 - 07/12/18 to 07/18/18 (permits over \$20,000)	
Residential	Permits	Value	Units		
Single Family Homes	533	\$156,206,167	533		
Demolition	18	\$5,000	0		
Grading & Dust	5	\$100,000	0		
Footing & Foundation	69	\$579,956	0		
Other Residential Structures	21	\$1,520,513	0		
Swimming Pools & Spas	182	\$7,874,288	0		
Garages & Carports	3	\$212,500	0		
Res Rmcd, Addn, Int Fin	108	\$6,740,381	0		
Reroof Residential	44	\$1,542,507	0		
<b>Total Residential Const</b>	<b>983</b>	<b>\$174,781,312</b>	<b>533</b>		

Dallas Metro Single Family Builders			Year-to-Date 07/18/2018	
Builder	Homes	Value		
1 D R Horton Custom	1254	\$229,849,597		
2 Highland Homes	857	\$224,272,744		
3 DR Horton	850	\$218,143,081		
4 First Texas Homes	803	\$201,324,444		
5 Lennar Homes	683	\$189,903,810		
6 Bloomfield Homes	510	\$31,820,100		
7 Darling Homes of	315	\$117,244,307		
8 American Legend	327	\$111,048,688		
9 Beazer Homes	305	\$109,450,278		
10 Toll Brothers Inc	180	\$104,685,906		
11 Britton Homes	173	\$82,585,171		
12 Pulla Homes Of	388	\$78,680,484		
13 David Weekley	221	\$78,840,071		
14 K Homebased Homes	181	\$73,547,504		
15 Hallmark Land	192	\$73,320,588		
16 Heritage Homes	223	\$72,589,713		
17 LGI Homes	359	\$67,222,039		
18 Drews Custom Homes	176	\$64,982,002		
19 History Maker Homes	290	\$64,329,924		
20 Gehan Homes	240	\$63,050,062		
21 Magister Homes	241	\$61,913,544		
22 Meritage Homes	142	\$58,754,913		
23 Shaddock Homes	122	\$51,139,348		
24 Landrun Homes	150	\$49,351,145		
25 MHI Partnership	157	\$46,688,388		
26 Pulla Homes	177	\$40,589,511		
27 Callantiric Homes Of	121	\$40,534,788		
28 Ashton Woods Homes	124	\$38,530,870		
29 Antares Homes	175	\$38,228,234		
30 Dunhill Homes	110	\$36,726,788		
31 MHI Homes	138	\$36,533,942		
32 Ingression Homes	194	\$33,518,008		
33 Magister Homes Inc	124	\$32,998,431		

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**Hillwood Earns Milestone Recognition**  
 President Fred Balda and Vice President Andrew Pieper of Hillwood Communities receive a Milestone Award in recognition of 30 years of continuous membership in the Association.

# Patriot PAWS breaks ground on training home

A groundbreaking ceremony was held July 20 to commence the Dallas BA's project to build a guest/training home for Patriot PAWS, that will stand as a beacon of hope in the City of Rockwall.

Patriot PAWS trains and provides service dogs at no cost to disabled veterans and others with mobile disabilities. They achieve this by partnering with local, state and national organizations such as the Dallas Builders Association.

The Dallas BA's partnership objective is to build a 2-bedroom, 2-bathroom suite style home in Rockwall on the lot next to the Patriot PAWS facility.

The home will be ADA compliant with an open kitchen and living room concept and will serve as a place for veterans to stay as they become acquainted with their new best friend and

for those who need a refresher training on handling skills. Patriot PAWS will also be offering this as a place to say for any veteran who might need some time away or to meet with other veterans and play cards, watch sports and relax away from the demands of the world.

At the ceremony, State Representative Justin Holland thanked Patriot PAWS for the outstanding work they do and commended the Dallas BA for generously partnering with the organization. Mayor Jim Pruitt addressed the crowd and thanked all involved in the build. He stated how proud Rockwall is to have such a great organization such as Patriot PAWS based in the community. Mayor Pruitt expressed his gratitude to have a great working relationship with the Dallas BA and thanked them for their investment in the City.

Builder captains Mike Mishler of Mishler Builders and Donnie Evans of

Altura Homes provided the details of the project and explained what material and labor donations are still needed.

To date Patriot PAWS has placed 187 dogs and currently has 92 veterans on a waiting list. They receive approximately 400 requests for dogs each month. There are approximately 187,235 veterans in north Texas alone. The work Patriot PAWS is doing is greatly needed and greatly valued. For this reason the Dallas BA feels honored to partner with them and provide a home which will benefit so many.

Teri Stringer, Patriot PAWS assistant executive director, heartfully thanked builders and vendors for their donations.

If you are interested in donation to this project or a future project please contact Sheena Beaver at sheena.beaver@dallasbuilders.com or at 214-615-3881.

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*Jazz, the Patriot PAWS pup, lends support as groundbreaking ceremonies officially launch the beginning of construction of a 2-bedroom, 2-bath ADA compliant home that will serve as a place for veterans to stay as they become acquainted with their new service dogs.*

— Photo courtesy of Scott Roberts, Creative Architects

<p><b>4401 BIG A RD, ROWLETT ± 15 ACRES</b>                  BEST OFFER</p>	<p><b>1108 NORTHSIDE RD, CARROLLTON</b>                  ± 4.33 ACRES \$1.3M</p>	<p><b>4621 - 4625 MUNGER, DALLAS</b>                  MF2 ±110' X 200' SOLD OFF MARKET</p>	<p><b>2040 W MILLER RD, GARLAND</b>                  ±15 ACRES • SINGLE FAMILY</p>
<p><b>600 N DENTON TAP RD. COPPELL TX</b>                  ±5.3 ACRES • TX - \$1,600,000</p>	<p><b>4630 ROSELAND, DALLAS</b>                  50' X 161' MULTIFAMILY</p>	<p><b>2202 LUCAS, DALLAS</b>                  MF2 ±50' X 100' \$200K</p>	<p><b>5223 COLUMBIA, DALLAS</b>                  MF2 ±65' X 170' \$399K</p>
<p><b>8919 ANGORA, DALLAS • SINGLE FAMILY</b>                  ±55' X 205' \$269,900</p>	<p><b>9220 FERGUSON RD, DALLAS</b>                  ±50,000 SFT \$550K</p>	<p><b>4205 DALROCK, ROWLETT</b>                  ±100' X 183' UP TO 5 STORIES \$450K</p>	<p><b>CHIESA / LIBERTY GROVE ROWLETT</b>                  ±5.5 AC. WILL SUBDIVIDE</p>
<p><b>2106, 2110, 2200, &amp; 2135 ARROYO</b>                  4 LOTS ZONED MF2</p>	<p><b>311 N PATTON, BISHOP ARTS, DALLAS</b>                  50' X 140' MULTIFAMILY \$200K</p>	<p><b>424 W 9TH, BISHOP ARTS, DALLAS</b>                  ±50' X 195' SOLD OFF MARKET</p>	<p>For Specific Needs, Contact  <b>t2 Real Estate</b>                  214-827-1200                  troy@t2realestate.com</p> <p><b>t2realestate.com</b></p>

## Upcoming Classes – August & September

Presented in partnership with StrucSure Home Warranty.



**Building a Better Business: Creating a Powerful Structure for Your Business**  
Aug. 15 - 10 a.m. - 1 p.m. (lunch)  
Cost: \$40 (advance registration)

For a business to survive and thrive over the long term, it must have a solid frame. The frame is what holds all parts of the business together — both figuratively and literally. Instructor Rich Allen will go in depth on the three most critical elements necessary to build your business on a solid structure and framework. These three elements provide the strength to support your growing business.

Instructor Rich Allen is the author of *The Ultimate Business Tune-Up* and global business consultant. His approach to coaching is engaging and interactive with proven results.

Series Partners: Dow Building Solutions, Paragon Structural Engineering and APA - The Engineered Wood Association.

**Cracking the Codes: Risk Management Throughout the Construction Process**  
Aug. 23 - 10 a.m. - 1 p.m.

Cost: \$40 (advance registration)

Learn practical ways to construct better homes while reducing callbacks and minimizing warranty calls. This class will offer ways to help manage your trades with phased inspection engineering and the application thereof. Topics include common success and failures of foundations, energy inspections, quality management and safety.

Series Partners: Dow Building Solutions, Texas Builders Resource Group, DPIS Builder Services.

**Building a Better Business: Differentiation Through Superior Execution**  
Sept. 12 - 10 a.m. - 1 p.m. (lunch)  
Cost: \$40 (advance registration)

It is becoming more and more difficult to separate one business from another. Differentiation is critically important in today's marketplace. And the most impactful way to create differentiation is through superior execution. We will cover the 4 areas you must master to deliver superior execution.

Rich Allen is the instructor.

Series Partners: Dow Building Solutions, Paragon Structural Engineering and APA - The Engineered Wood Association.

**Building Science Seminar Featuring Mark LaLiberte**

Sept. 26 - 10 a.m. - 3 p.m.

Cost: \$75 members/\$100 nonmembers  
(continued from page 1)

limit liability and further enhance the reputation you have worked to develop; learning how to cost-effectively meet the challenges of coming code changes.

Mark LaLiberte devotes his time to educating the building industry on the benefits of constructing durable, energy efficient and healthy homes through lectures, video series and publications.

He speaks nationwide to over 8,000 people annually, offering consulting and training sessions for building professionals, architects and major manufacturers. By performing on-site visits of builder's homes, he is able to identify risks and opportunities for contractors from an independent perspective.

Register at [DallasBuilders.org](http://DallasBuilders.org).

## Major King will receive a new home

U.S. Army Major Eric King and his family learned July 16 at a surprise groundbreaking ceremony that they will soon receive a mortgage-free custom home.

Operation FINALLY HOME, along with Winston Custom Homes, the Dallas Builders Association, NEC Corporation of America, the City of Irving and several other supporters congregated at the new home site in Irving.

"Major King and his family have given so much to protect the American dream and we are honored to give him the dream of home ownership," said Dallas BA Executive Officer Phil Crone.

King suffers with PTSD, Traumatic Brain Injury and a seizure disorder, which are all constant reminders

of his combat experiences. His combat injuries include a spine injury with accompanying nerve damage to both legs. King received many commendations, including the Afghanistan Campaign Medal, Iraq Campaign Medal, Combat Infantryman's Badge, Two Bronze Star Medals and many more.

King medically retired in 2016 after serving 13 years in the Army. He is focusing on getting healthy and plans to give back and help veterans reclaim their lives. He would like to be a spokesperson and motivational speaker so he can share his story and experiences and help veterans such as himself who are fighting for a better tomorrow.

He is the father of a daughter and two sons, ranging from ages 8 to 18.



U.S. Army Major Eric King expresses his gratitude during surprise groundbreaking ceremonies July 16 in Irving. See photo on page 1.

## Cresswell is Designee of the Month

Bob Cresswell has had the very fortunate opportunity to learn this industry through his family. His father was a builder and taught Bob everything he needed to know to be successful in building a highly-respected luxury home building business.

For over 65 years and two generations Cresswell Custom Homes has been delighting their clients with exceptional customer service and a home that the customers are proud to call their own. Bob realized early on what education meant to him and the impact it had on the final quality of the home. He has three certifications through the National Association of Home Builders: Certified Green Professional (CGP), Certified Graduate Builder (CGB) and the exclusive Graduate Master Builder (GMB).

"A thorough knowledge of every aspect of the building process from planning and budgeting to site selection, architecture and construction, assures an exclusive residence designed to reflect the taste and lifestyle of the most discriminating clients" Cresswell stresses. Bob spends an extensive amount

of time giving back to the industry and is a beacon of what it means to serve. He is a Past President of the Dallas BA and serves on several other boards representing Texas at the state and national levels. His commitment to giving back is unparalleled.

1) *How do you market your certification?*

Primarily I market my GMB and other certifications on my company business cards and through my company emails to potential customers.

2) *What does your certification add to your business?*

Although most of my business is from referrals from previous customers and friends, the certification of GMB helps to sway incoming new customers.

3) *How do your customers respond to your certification?*

Customers care about a builder's experience and reputation. The more knowledgeable a builder is about the building industry, the better they can help their customers make the right choices during construction of the new home.

4) *Why did you select this certification?*

There are thousands of components in a new custom home, which means there are questions and choices the customers have. The GMB certification helps to give the customer confidence in their builder's selection of such components and material selections and supplies.

The Graduate Master Builder (GMB) certification is the ultimate symbol of the building professional and is for experienced veterans. It provides advanced knowledge of the building business, covering topics such as risk management, land acquisition and financial management.

For more information on how to become a GMB contact Sheena Beaver at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com).



Bob Cresswell

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# NEW MEMBERS

### BUILDERS

Cupid Homes  
Ron Barton  
903-868-4201

Haus & Co Homes  
Eddie Grothaus  
214-914-0079

Modern Design Brothers, LLC  
Aaron Hamghalam  
818-963-2488

Texas Heritage Custom Homes  
James Hearon  
972-923-2400

### SUSTAINING MEMBER

Ken Beck Builders Choice Blinds  
Ken Beck  
903-473-1574  
WINDOWS  
Spike: Kelly Hoodwin, Altura Homes

Noon Home, Inc.  
Jason Coffman  
214-727-6837  
Spike: Michael Turner, Classic Urban Homes

### ASSOCIATES

Architectural Response, PLLC  
Andrew Shell  
214-531-4090  
DESIGN/ARCHITECTECTURAL SERVICES  
Spike: Jeff Dworkin, JLD Custom Homes

ARS Metal Supply  
Nick Powell  
972-224-7549  
ROOFING

ASM Galaxy Granite & Stone  
Art Adkins  
972-501-9348  
BATH & KITCHEN  
Spike: Joe Wesner, Wesner Custom Homes

Custom Electronic Systems  
Ed Childs  
214-351-1920  
SECURITY/SAFETY/  
ACCESSIBILITY  
Spike: Joe Wesner, Wesner Custom Homes

Great Plains Bank  
Bill King  
214-387-7717  
FINANCIAL SERVICES

Model My Home  
Jana Uselton  
972-733-3435  
HOME LIVING/DECOR

Origin Bank  
Kyle Keller  
972-407-3422  
FINANCIAL SERVICES

Protex  
Robert Trout  
806-939-9245  
CONCRETE

Southern Drawl Painting, LLC  
Greg Ward  
903-203-7153  
PAINT  
Spike: Barry Hensley, NorthStar Luxury Homes

The Allshouse Group LLC  
Kurt Allshouse  
832-859-4162  
FINANCIAL SERVICES

### AFFILIATES

Cupid Homes  
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Kenda Nelson  
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Great Plains Bank  
Mark Dusza  
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LegacyTexas Bank  
Robert Homan  
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Origin Bank  
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Origin Bank  
Ryan Farhm  
214-563-0219  
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Origin Bank  
Julie Maddux  
682-334-5833  
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## Milestone Anniversaries

Milestones denote continuous Dallas BA membership.

### 40 Years

Yancey-Camp Development Company

### 35 Years

Advent Air Conditioning Inc.

### 15 Years

WaterMark design.build remodel

### 10 Years

Grenadier Homes, Inc.

### 5 Years

Hammack Homes, LLC  
Hanson Construction Consulting, Inc.

*Thank you to Milestone Partners*



## AFTER HOURS

Thursday, August 23  
6-8 p.m.  
Hosted By



2651 Fondren Dr., Dallas

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

### Builder Jackpot – \$1,000

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

[www.dallasbuilders.org](http://www.dallasbuilders.org)

## Milgard hosts June After Hours



Amanda Ramirez of Milgard presents Barbara Bynum, John P. Bynum Construction, with a JBL Flip Portable Speaker.



Howard Carey of Huffines Commercial Sales wins a DBA RTIC Tumbler, presented by Membership Chair Donnie Evans and Amanda Ramirez of Milgard.



Linda Burt of Meletio wins the cash door prize.



Membership Chairman Donnie Evans and Amanda Ramirez of Milgard congratulate Clint Brawley-84 Lumber for winning a Ring Wifi Video Doorbell.



Membership Chairman Donnie Evans and Amanda Ramirez of Milgard present a Vizio Sound Bar to Frank Murphy, Wynne/Jackson.

## Meet NAHB Master Instructor Donny Mack

Donny Mack, CAPS, CGP, CGR, CSP, GMB, is a third-generation builder who believes that anyone who makes a living in an industry has a moral obligation to give back to that industry. Mack gives back by teaching NAHB designation courses.

"You can never learn too much about an industry where you earn your living," he says.

Mack, founder and CEO of Mack Professionals, is an NAHB Master Instructor.

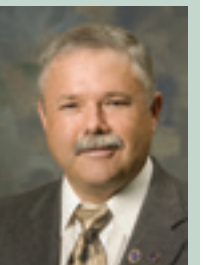
NAHB Master Instructors serve as advocates for lifelong learning in the home building industry and are top promoters of NAHB education programs who take extra time to support marketing efforts and make local connections. They also take extra steps in teaching their courses by personally

connecting with students and home builder association staff.

Mack notes that his favorite aspect of leading NAHB education courses is "interacting with the participants and helping facilitate conversations about growing our businesses."

NAHB Master Instructors have more than 10 years of real-world experience in the content of designation courses they teach.

Mack's favorite teaching topic is project management, which is also his favorite aspect of running a construction company.



Donny Mack



Texas Firm Registration No. F-6417

Nortex Foundation Designs, Inc

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