

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXV

No. 9

September 2018

## Dallas BA's Industry Investors for 2018



## BRIEFLY

### Earn Triple Spike Credits in September!

On top of earning extra Spike credits, all new member processing fees have been waived for September, so it's a great time to ask someone you know to join. Being a member of the Dallas BA is the best investment anyone in the building industry can make for their business!

The combined value of education, advocacy and networking makes it easier to stay informed of new developments in building codes and enables members to become leaders in the industry. Taking advantage of all the Dallas BA has to offer will pay off in every aspect of your prospect's business and help them reach their professional goals.

Pass on the Membership Brochure, which provides in-depth information about all the benefits of joining and can be found on DallasBuilders.org.

Members are eligible to earn Triple Spike Credits for each new member they recruit in September. Please note that this applies only to Builder and Associate new members; all Affiliate new members will still be worth one Spike Credit.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Robinson, Webb, Mitchell, Paschall, Puckett to be installed Sept. 28 at Noah's of Fairview

Matt Robinson of Walton Global Holdings will be installed as the 76th president of the Dallas Builders Association Sept. 28 during ceremonies held at Noah's of Fairview. The Installation is presented in partnership with StrucSure Home Warranty.

Justin Webb, CGB, CGP, CMP, GMB, of Altura Homes will become the first vice president.

Matt Mitchell, CGB, CGP, MCGP, of James Andrews Custom Homes is the new officer on the ladder, serving as vice president/secretary.

Greg Paschall of Intex Electrical Contractors will continue a two-year term as associate vice president.

Stephen Puckett of LegacyTexas Bank returns as treasurer.

Theme of this year's Installation and for the year ahead is "Developing Our Future." Registration with cocktails will begin at 6 p.m. courtesy of Walton Global Holdings. Tickets are \$100 per person and can be purchased at DallasBuilders.org.

The evening will also feature pre-

sentation 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 Clyde Anderson Associate of the Year Award 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 doing business with associate members.

Being sworn into office will be the 2018-2019 Board of Directors. These include Barry Hensley, CGP, MCGP, GSP, NorthStar Luxury Homes; Mark Dann, Highland Classic Homes, Tom Greico, Greico Modern Homes; Greg Alford, CGB, CGP, GMB, Alford Homes, L.P.; Matt Walls, James Andrews Custom Homes; Tag Gilkeson, CAPS, CGA,

continued on page 2



President-Elect  
Matt Robinson



1st Vice President-Elect  
Justin Webb



Vice President/  
Secretary-Elect  
Matt Mitchell



Associate Vice President  
Greg Paschall



Treasurer  
Stephen Puckett



## Lewis named to Texas Housing Hall of Honor

Past Dallas BA and Texas Association of Builders (TAB) President George Lewis was announced as one of the 2018 inductees into the prestigious Texas Housing Hall of Honor at the TAB Board of Directors meeting on Aug. 10. Lewis is an iconic builder in the Park Cities, constructing spectacular homes that earned him numerous accolades and repeat clients.

With a bachelor's degree in diplomatic history from Princeton and an MBA from Harvard, Lewis is lauded for his wisdom and organizational skills.

While in the U.S. Air Force, he served as a contract negotiator for a state-of-the-art anti-satellite weapons program. He led the state and local builders associations through times of immense change, helping institute key policies from financial management to building standards and government relations.

Lewis is a legend in the political arena, investing immensely in housing-first candidates over the years. President

George W. Bush described George as a "dynamic and talented individual who strives for excellence in his endeavors and reflects the true character of America."

Throughout his life, Lewis has worked with youth sports, mentored disadvantaged youth, and participated in community development with Voice of Hope and the West Dallas Ministry. His generosity, leadership and political involvement earned him the Hugh Prather Award, the highest honor bestowed by the Dallas BA, in 2013.

"I appreciate and am grateful for those who have shown their faith in me over the years," Lewis said. "Together we provide homes and communities for families to live in and raise their children. This is a worthy task for us all to pursue."

Lewis will be inducted into the Texas Housing Hall of Honor in November in conjunction with the Texas Association of Builders' Leadership Banquet.



Dallas BA Past President Michael Turner; Dallas BA Past President Frank Murphy; Dallas BA Past President Bob Cresswell; TAB President Justin MacDonald; Dallas BA Honored Life Director Tom Sadler; Dallas BA Past President Donnie Evans; Dallas BA President Alan Hoffmann; Honoree George Lewis; Dallas BA Past President, TAB Past President, NAHB Past Chairman Kent Conine; Dallas BA Past President Keller Webster; Dallas BA Past President Carol Longacre; Dallas BA Past President and TAB Past President Jerry Carter; Dallas BA Associate VP Greg Paschall; Dallas BA Executive Officer Phil Crone; Dallas BA First VP Matt Robinson.

## ARC Awards announces 2018 winners

The Dallas Builders Association (Dallas BA) has announced winners in its 2018 ARC Awards, held Aug. 18 at the Westin Galleria Dallas and presented in partnership with Centricity.

The ARC Awards are held each summer to recognize building excellence by associate members, remodelers and custom builder members of the Association.

Winners were named in approximately 75 categories including Best New Home, Best Conceptual Design, and Best Outdoor Living Space.

Classic Urban Homes was named Custom Builder of the Year. Key Residential was honored as the Remodeler of the Year. Greg Paschall of Intex Electrical Contractors is the Associate of the Year.

Jenny Anchondo of Morning Dose served as the mistress of ceremonies.

DHome magazine will include coverage of the 2018 ARC Awards in its November/December issue.

Photos and a complete list of winners are inside.



Greg Paschall of Intex Electrical Contractors was honored as Associate of the Year.



Evan Ratcliff of Key Residential accepts the ARC Award for Remodeler of the Year.



Michael Turner of Classic Urban Homes was named 2018 Custom Builder of the Year at the ARC Awards.

# Installation of Leadership to be held Sept. 28

continued from page 1

CGB, CGP, CGR, CSP, MCSP; Scott Gibb, Gibb Construction; Russel Daniels, Bush Rudnicki Shelton; Phil Smith, The Bath & Kitchen Showplace; Reggie Barns, Acme Brick Company; Ross Anthony, Anthony Properties Development; Kelly Hoodwin, CMP, Altura Homes; Sherry Scott, CSP, Drees; Brian Webster, KWA Construction; Andrew Pieper, Hillwood Communities; Jim White, OmniView Windows and Doors; Doug Bowerman, Affiliated Bank; Cole Baker, BMC; and Dave Hambley, Expressions Home Gallery.

Appointed directors include Richard Miller, GMB, Richard Miller Custom Homes; Chad Tschette, M/I Homes of DFW, LLC; Richard Miller, First American Title Company; John Duease, Atmos Energy Corporation; and Mike Knapke, Jackson Walker LLP.

Additionally, the presidents of Dallas BA divisions and chairmen of councils will serve on the Board. These are Kelly Reynolds, Keen Homes; Dallas Division; Dave Hambley, Danny Stan-

phill, DuPont Tyvek-Weatherization Partners, Metro North Division; and Charlie James, Trammell Crow Residential, Multifamily Builders Council.

Chairs of certain committees will also serve on the Board. These are Michael Dodson, myHomedia, Education; Justin Webb, CGB, CGP, CMP, GMB, Altura Homes, Government Relations; Donnie Evans, CGP, Altura Homes, HOMEPAAC; Tom Sadler, Tom Sadler & Associates, Communications; Pat Nagler, PrimeLending, A Plains Capital Company, Membership; Michael Turner, CAPS, CGB, CGP, GMB, MCGP, Classic Urban Homes, Nominating; Geanie Vaughan, CGA, CGP, Lee Lighting, Spike; and Andrew Pieper, Hillwood Communities, Volume Builders.

The Association's Honored Life Directors and Past Presidents are permanent members of the Board. New Honored Life Director this year is Mike Phillips, CGA, GSP, ProSource Wholesale. Partnership opportunities are available for this event. Contact Misty Varsalone at 214-615-5012.



## Dallas BA Advocacy Is Not Seasonal

The summer of 2018 has been a busy one for Association advocacy. With the final passage of Article X, a park land ordinance and Dallas BA supported amendments to a sidewalk waiver, all in Dallas, as well as an in depth review of Frisco's proposed neighborhood design ordinance changes, there was no summer "break" for our work at the municipal level.

Of major significance to the DFW region is the passage of regional amendments to the I-codes, including the International Residential Code, by the Regional Codes Coordinating Committee (RCCC) at the North Central Texas Council of Governments (NCTCOG). Dallas BA staff and members are voting participants on subcommittees, as well as the RCCC.

During that more than yearlong review process, Dallas BA worked with other stakeholders for an amendments package that is effective and attainable for the region. As cities often look to the COG amendment recommendations when considering their local adoption of the codes, the work done at the RCCC can go a long way.

With the next session of the Texas Legislature coming in January of 2019, committee interim hearings have been in full swing. In August, Dallas BA Executive Officer Phil Crone traveled to Austin to testify before the Senate Committee on Intergovernmental Relations. Crone weighed in on regulatory practices by cities in extrajurisdictional jurisdictions (ETJ) and how cities going beyond their limits of authority can essentially turn to condemnation without representation.

Crone also offered examples of how municipal regulations that do not relate to life and safety or structure quality, as well as with non-proportional fee schedules, can be significant challenges to housing affordability.

As we turn to fall, there will be no cool down in our government relations efforts. As mentioned, the city of Frisco is considering amendments to its neighborhood design ordinances. The package includes changes to the city's zoning, subdivision and fence ordinances, as well as related engineering standards.

On Aug. 7, the Frisco City Council moved to table the package until September to further consider Dallas BA raised concerns regarding home, lot and trail setback requirements. The

Association will continue to offer input.

Further north, the Town of Prosper is considering changes to its engineering design standards, setting new requirements for pavement and subgrade design. The town is taking comments, and developers in that area should contact the Association with any concerns.

A healthy conversation with the City of Denton is resulting in the opportunity for Dallas BA to offer input as the city considers changes to its development code, including site and building design standards, as well as related tree ordinances. The city's process will pick up pace in the coming months.

It is important to weigh in early with these types of ordinances as city staff and council members need time to fully consider the concerns raised by the homebuilding community. Dallas BA will provide updates on these ordinances as they become available.

As new ordinances take effect, it is important to monitor their implementation and offer cities feedback regarding the impact on residential development and construction. Dallas BA is doing just that as it relates to Dallas's landscaping and tree preservation/mitigation ordinance (Article X). And will do so with other ordinances. We encourage our members to contact us with any concerns or examples.

One upcoming benefit provided at the municipal level is the expected electronic permit application and plan review platform that is currently scheduled to go live in Dallas in October. A team of Association members who build in Dallas have agreed to work with the city and provide feedback during

David Lehde  
Director of  
Government  
Affairs



implementation. Typically, when these types of online systems go live there is an initial time frame to work out the kinks. So builders working in Dallas should keep this in mind. Dallas BA will continue to offer input to city staff on this issue.

Dallas BA encourages member participation as it is key to the Association's advocacy mission. In addition to offering needed input on the aforementioned policy issues, members can help us weigh in on the process that selects those decision makers who approve policy. General elections will occur statewide in November, including elections for State Senators and Representatives, as well as key county officials.

Municipal elections season will start up just a few months after that, as certain municipalities, including Dallas, will hold spring elections for mayor and council seats.

It is important that officials in our region understand the benefits home building brings to their community. Association members can help by renewing or beginning their participation in HOMEPAAC of Greater Dallas, the non partisan political action committee of the Dallas Builders Association. The 2018-19 cycle will begin in October.

Should Association members have any questions regarding our advocacy efforts, please contact the Director of Government Affairs at David.Lehde@dallasbuilders.com.

### LOTS FOR SALE

13 patio home lots in Frisco's exclusive, gated Wyndors Pointe community. Ideally located off Stonebrook Parkway west of the Dallas North Tollway. Prices range from \$200,000 to \$220,000. Contact Ted Cox, Ebby Halliday Realtors, (214) 300-1015.

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BARCIE VILCHES, Editor

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| Dallas Metro Building Permit Summary |               |                        |               | Dallas Metro Single Family Builders |       |               |
|--------------------------------------|---------------|------------------------|---------------|-------------------------------------|-------|---------------|
| Year-to-Date 08/22/2018              |               |                        |               | Year-to-Date 08/22/2018             |       |               |
| Residential                          | Permits       | Value                  | Units         | Builder                             | Homes | Value         |
| Single Family Homes                  | 19,520        | \$5,557,992,078        | 19,542        | 1 D R Horton Custom                 | 1672  | \$318,528,874 |
| Duplexes & Twin Homes                | 43            | \$13,801,966           | 86            | 2 Highland Homes                    | 883   | \$297,087,783 |
| Apartments & Condos                  | 131           | \$919,103,395          | 14,636        | 3 DR Horton                         | 1147  | \$260,741,678 |
| Other Residential Structures         | 284           | \$28,931,963           | 0             | 4 First Texas Homes                 | 899   | \$235,439,244 |
| Swimming Pools & Spas                | 3,558         | \$155,918,113          | 0             | 5 Lennar Homes                      | 889   | \$231,182,928 |
| Garages & Carports                   | 183           | \$20,103,193           | 0             | 6 Bloomfield Homes                  | 675   | \$178,803,119 |
| Res Rmdl, Adbn, Int Fin              | 2,975         | \$244,188,764          | 0             | 7 Darling Homes of                  | 387   | \$143,475,456 |
| Reroof Residential                   | 1,294         | \$59,011,248           | 0             | 8 American Legend                   | 404   | \$137,012,030 |
| <b>Total Residential Const</b>       | <b>28,888</b> | <b>\$6,999,050,752</b> | <b>34,064</b> | 9 Toll Brothers Inc                 | 217   | \$124,371,034 |
|                                      |               |                        |               | 10 Beazer Homes                     | 398   | \$123,799,615 |
|                                      |               |                        |               | 11 Pulte Homes of                   | 915   | \$104,199,802 |
|                                      |               |                        |               | 12 David Weekley                    | 268   | \$91,257,223  |
|                                      |               |                        |               | 13 History Maker Homes              | 380   | \$88,229,370  |
|                                      |               |                        |               | 14 Britton Homes                    | 183   | \$86,972,248  |
|                                      |               |                        |               | 15 LCI Homes                        | 448   | \$86,036,923  |
|                                      |               |                        |               | 16 Megatal Homes                    | 333   | \$85,514,856  |
|                                      |               |                        |               | 17 Halmark Land                     | 225   | \$84,311,146  |
|                                      |               |                        |               | 18 K Homevision Homes               | 209   | \$84,088,891  |
|                                      |               |                        |               | 19 Heritage Homes                   | 250   | \$79,897,142  |
|                                      |               |                        |               | 20 Drees Custom Homes               | 210   | \$76,522,305  |
|                                      |               |                        |               | 21 Gohm Homes                       | 292   | \$76,232,928  |
|                                      |               |                        |               | 22 Landon Homes                     | 204   | \$67,536,581  |
|                                      |               |                        |               | 23 Shaddock Homes                   | 153   | \$67,363,008  |
|                                      |               |                        |               | 24 Montage Homes                    | 169   | \$66,024,080  |
|                                      |               |                        |               | 25 MHI Partnership                  | 179   | \$52,956,378  |
|                                      |               |                        |               | 26 Pulte Homes                      | 222   | \$52,184,593  |
|                                      |               |                        |               | 27 M/I Homes                        | 182   | \$51,094,387  |
|                                      |               |                        |               | 28 Catalytic Homes of               | 158   | \$50,833,761  |
|                                      |               |                        |               | 29 Dunhill Homes                    | 153   | \$50,464,555  |
|                                      |               |                        |               | 30 Ashton Woods Homes               | 158   | \$49,696,103  |
|                                      |               |                        |               | 31 Megatal Homes Inc                | 172   | \$48,346,122  |
|                                      |               |                        |               | 32 Inspiration Homes                | 240   | \$43,991,537  |
|                                      |               |                        |               | 33 Atlanta Homes                    | 189   | \$41,815,210  |
| <b>Total Residential Const</b>       | <b>1,133</b>  | <b>\$232,240,126</b>   | <b>789</b>    |                                     |       |               |

## Celebration of Life planned for Blandford

A celebration of life service for Leslie Blandford Akins will be held at 2 p.m. Oct. 20 at North Dallas Funeral Chapel, 2710 Valley View Lane in Dallas.

A Dallas BA Honored Life Director, Leslie died last month, five days after being diagnosed with lung cancer. She was 65. She was proud to have survived breast cancer.

Leslie graduated from Southern Methodist University in 1975 with a bachelor of business administration degree. After graduation, she worked for Henry S. Miller Companies as director of corporate communications and later founded Blandford-Akins, Inc.

In her marketing career, Leslie was recognized in 2001 as Sales & Marketing Associate of the Year. She was also recognized as the Associate of the Year by the Texas Association of Builders. Leslie served on the board of directors of the Make-A-Wish Foundation from 1996 to 2002.

She was very active with the Dallas BA, specifically with its charitable efforts, the Communications Commit-



Leslie Blandford Akins

tee, the Parade of Homes™ and the Sales & Marketing Council.

Survivors include her husband of 35 years, Austin; daughter, Jessica; son, Justin and his wife Lindsay; and three grandchildren. Many friends and business associates will miss Leslie's positive outlook on life and gracious spirit.

In lieu of flowers, donations may be made to the Make-A-Wish Foundation of North Texas. The Make-A-Wish Foundation was very close to Leslie's heart.

## Jarrell hosts August After Hours



Dallas BA Executive Officer Phil Crone, host Eric Neel of The Jarrell Company; his son Chase Neel; and Tony Nichols, Sharif & Munir Custom Homes, winner of a Wolf gourmet 10-piece cookware set.



Tiffany Acree of StrucSure Home Warranty, winner of a Wolf gourmet 2-slice toaster; Dallas BA Executive Officer Phil Crone; host Eric Neel with Jarrell and his son, Chase.



EO Phil Crone, Kristin King of Samsung Appliance; Laureen London of Thomas Signature Homes, winner of a Samsung Powerbot Vacuum and Chase Neel.



Phil Crone, Sean Kirkham of Golden Years Renovations, winner of a GE Appliances Opal Ice Maker, Eric Neel with The Jarrell Company and Chase Neel.



Phil Crone, Eric Neel, Chase Neel and TW Bailey, Bailey Family Builders, winner of a bourbon gift basket.



Phil Crone, Eric Neel, John Armstrong of JBC Water Treatment Co., winner of a \$50 Bass Pro gift card, and Chase Neel.



Phil Crone, cash door prize winner Matt Mitchell of James Andrews Custom Homes; Chase and Eric Neel of The Jarrell Company.

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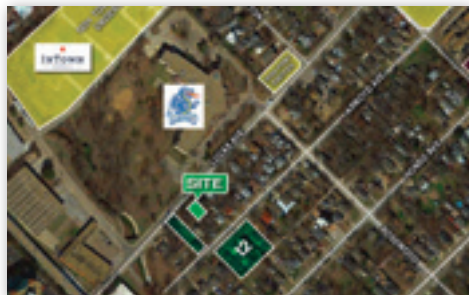
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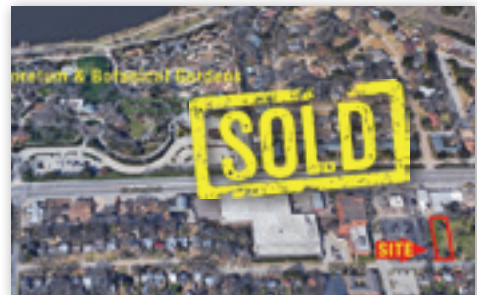
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# Upcoming Classes – September & October

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**Building Science Seminar Featuring Mark LaLiberte**  
**Sept. 26 - 10 a.m. - 3 p.m.**  
**Cost: \$75 members/\$100 nonmembers**

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.

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, 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 onsite visits of builder's homes, he is able to identify risks and opportunities for contractors from an independent perspective.

Presented by Dow Building Solutions and DuPont Tyvek-Weatherization Partners.

**Certification Course: Risk Management**  
**Oct. 2 - 9 a.m. - 5 p.m.**

The homebuilding industry has begun to see a startling rise in defect litigation over the past year. This increasing trend has now begun to penetrate single-family market. As the industry continues to grow so does the threat of litigation. To avoid falling victim to this new trend learn how to minimize your risk as a general contractor, remodeler or subcontractor. This class exposes the current standard of care for residential construction and will help you better understand what types of coverage you need to protect yourself and your company.

Partner: APA - the Engineered Wood Association.

**Building a Better Business: Hiring and Retaining Top Talent**  
**Oct. 17 - 10 a.m. - 1 p.m. (lunch)**  
**Cost: \$40 (advance registration)**

To win in today's highly-competitive marketplace, a business must attract and retain the best possible talent. Every business is defined by the quality of its people. We will dive deep into what it takes to attract, hire and retain the very best people. No sugar-coating on this session — it's not a simple exercise. Getting this right often means life or death for the business.

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

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

# Barry Hensley is Designee of the Month

Barry Hensley was introduced to the construction industry in 1975 through a family friend who trained and mentored him in the remodeling business. During this time, Barry studied electrical contracting where he eventually obtained his Master Electrician's license. In 1979, he started and operated a successful commercial MEP contracting firm.

Just a short 6 years later he entered the custom home building business with the help of Robert Buthod of Regency Custom Homes. Robert was instrumental in helping Barry make the transition from subcontractor to custom home builder.

Later, as a project manager for the Dondi Corporation, he built luxury townhome projects. While there, he was entrusted with the land development and the construction of approximately 300 townhome units.

"My professional designations give me credibility. When I tell people that I build Green, Sustainable or High Performance Homes, they do not question that claim when they see my designations."

Today, Barry constructs luxury custom homes in Plano, Richardson, Frisco, Prosper, Allen, McKinney and Southlake. He also provides luxury remodeling services and commercial interior finish-out (TI) on a limited basis.

He has made a point to give back to his industry. Not only is he a member of the Dallas Builders Association, he also holds a position on the Board of Directors.

His commitment to the Association doesn't end with just serving on the Board; he is a member of and the former chair of the Education Committee for the 5th consecutive year, along with the former chair of both the Parade of Homes Committee and the Technology Committee. Barry served for 2 years as the president of the North Dallas/Collin County Division.

Barry holds the Certified Green Professional (CGP), Master Certified Green Professional (Master CGP) and Green Sales Professional (GSP) certifications. He has always been an advocate for education in the construction and real estate industries. It is evident in the designations he has achieved but also in

becoming an instructor to allow him to share his knowledge with others.

1) *How do you market your designation?*

In my print and online marketing collateral.

I also include my professional designations in my PowerPoint slides for the course I teach.

2) *How do your customers respond to your designation?*

They react very positively. They realize they are dealing with a professional.

3) *Why did you select the Master CGP certification?*

It fits into my personal philosophy of home building: "Build the very best home possible." Obviously, building the "perfect" or "very best" home is not always economically feasible, so I apply the best practices that I have learned within the proposed budget for the home.



Barry Hensley

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# Associates Appreciation COOKOUT

SEPTEMBER 13, 2018  
6:00-8:00PM

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## BUILDING SCIENCE EVENT!

SEPT. 26, 2018 | 10 AM to 3 PM  
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Building cost-effective, high-performance homes

- Learn which wall system is best for north Texas
- Understand proper HVAC sizing and how to lower operating costs
- How to determine when ventilation is needed and how to provide it
- Understand what make-up air is and how to incorporate strategies to address it
- Learn strategies for air sealing for high performance walls

Visit DallasBuilders.org to register  
Dallas Builders Association  
5816 W. Plano Pkwy.  
Plano, TX

Co-Sponsors:

# DALLAS BUILDERS SHOW

DALLAS BUILDERS ASSOCIATION

presented by



Tuesday, November 13  
Plano Event Center



Keynote:

**Shawn Van Dyke**  
Construction Business Coach  
& Professional Mentor  
**HUNTING for UNICORNS:  
LOOKING FOR MYTHICAL  
CREATURES with  
MAGICAL POWERS TO  
SOLVE THE SKILLS GAP**

Shawn Van Dyke specializes in implementing operational and organizational strategies for construction companies of all sizes. He believes the most effective way to restore society's view of the skilled trades is to teach and train construction professionals how to grow a successful construction business.

Pre-Show Master Class

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

- \$40 - Includes Dallas Builders Show Admission
- Millennial Statistics & Market Trends, Paige Shipp, Metrostudy
- Marketing to Millennials, Kelly Hanson, Anderson Hanson Blanton
- Interior Design & Staging, Michelle Lynne, ML Interiors Group
- Millennial Smart Home Specs, Keith Brown, Audio Video Innovations

More Educational Opportunities:

**Builder Break-Out Sessions**

- Software Compare: Apps to Streamline Your Business featuring Barry Hensley, NorthStar Luxury Homes; Celena Medlin, Elite Remodeling; & Josh Correa, Divino Homes
- Talent Magnet: Creating a Construction Business That Attracts Ideal Employees featuring Shawn Van Dyke

**Associate Break-Out Sessions**

- Working a Room: Successful Tips for Building Relationships
- Learn the Builder Language: An Associate's Blueprint to Building a House featuring Donny Mack, Beaver Builders

**Business & Body Wellness**

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

Increased Visibility

**Partnerships Available**

Exhibit Floor

**10x10 Exhibit Booths Still Only \$400!**

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



# ARC Awards announces winners in 70+ categories

**Best Kitchen Remodel – Under \$35,000**  
Hatfield Builders & Remodelers

**Best Kitchen Remodel – \$35,000 - \$50,000**  
Mishler Builders

**Best Kitchen Remodel – \$50,000 - \$75,000**  
Hatfield Builders & Remodelers

**Best Kitchen Remodel – \$75,000 - \$100,000**  
Joseph & Berry Remodel Design Build

**Best Kitchen Remodel – Over \$100,000**  
USI Design & Remodeling

**Best Bathroom Remodel – Under \$35,000**  
Joseph & Berry Remodel Design Build

**Best Bathroom Remodel – \$35,000 - \$50,000**  
Hatfield Builders & Remodelers

**Best Bathroom Remodel – \$50,000 - \$75,000**  
Joseph & Berry Remodel Design Build

**Best Bathroom Remodel – Over \$75,000**  
USI Design & Remodeling

**Best Outdoor Living Space Remodel**  
Key Residential

**Best Addition**  
Traditional Classic Homes

**Best Master Suite Remodel**  
Hatfield Builders & Remodelers

**Best Dining Room Remodel**  
Hatfield Builders & Remodelers

**Best Whole House Renovation – Under \$100,000**  
Traditional Classic Homes

**Best Whole House Renovation – \$100,000 - \$300,000**  
Joseph & Berry Remodel Design Build

**Best Whole House Renovation – \$300,000 - \$500,000**  
USI Design & Remodeling

**Best Whole House Renovation – Over \$500,000**  
RPCD

**Best Master Suite – Under \$1 Million**  
J. Anthony Custom Homes

**Best Master Suite – \$1 Million - \$2.5 Million**  
Thomas Signature Homes

**Best Master Suite – Over \$2.5 Million**  
Christian Custom Homes

**Best Kitchen – Under \$500,000**  
Rembert Custom Builders

**Best Kitchen – \$500,000 - \$1 Million**  
Greico Modern Homes

**Best Kitchen – \$1 Million - \$1.5 Million**  
Classic Urban Homes

**Best Kitchen – \$1.5 Million - \$2 Million**  
Thomas Signature Homes

**Best Kitchen – Over \$2 Million**  
Christian Custom Homes

**Best Dining Room – Under \$2 Million**  
Greico Modern Homes

**Best Dining Room – Over \$2 Million**  
Christian Custom Homes

**Best Interior Entry/Foyer**  
Thomas Signature Homes

**Best Curb Appeal – Under \$500,000**  
Rembert Custom Builders

**Best Curb Appeal – \$500,000 - \$1 Million**  
J. Anthony Custom Homes

**Best Curb Appeal – \$1 Million - \$1.5 Million**  
Tag & Associates

**Best Curb Appeal – Over \$2 Million**  
Thomas Signature Homes

**Best Green Built Home – Under \$1 Million**  
Fagin Partners

**Best New Home – Under \$500,000**  
Rembert Custom Builders

**Best New Home – \$500,000 - \$1 Million**  
Greico Modern Homes

**Best New Home – \$1 Million - \$1.5 Million**  
Classic Urban Homes

**Best New Home – \$2 Million - \$2.5 Million**  
Thomas Signature Homes

**Best New Home – Over \$2.5 Million**  
Christian Custom Homes

**Best Architectural Design – Traditional – \$500,000 - \$1 Million**  
J. Anthony Custom Homes

**Best Architectural Design – Traditional – Over \$2 Million**  
Thomas Signature Homes

**Best Architectural Design – Modern – Under \$500,000**  
Rembert Custom Builders

**Best Architectural Design – Modern – \$500,000 - \$1 Million**  
Greico Modern Homes

**Best Architectural Design – Modern – \$1 Million - \$1.5 Million**  
BSB Design

**Best Architectural Design – Modern – \$1.5 Million - \$2 Million**  
John Lively & Associates

**Best Architectural Design Modern – Over \$2 Million**  
John Lively & Associates

**Overall Interior Design – \$500,000 - \$1 Million**  
J. Anthony Custom Homes

**Overall Interior Design – \$1 Million - \$2 Million**  
Thomas Signature Homes

**Overall Interior Design – Over \$2 Million**  
Christian Custom Homes

**Best Conceptual Design – Architectural Design**  
John Lively & Associates

**Best Living Room – Under \$500,000**  
Mishler Builders

**Best Living Room – \$500,000 - \$1 Million**  
J. Anthony Custom Homes

**Best Living Room – Over \$2 Million**  
Christian Custom Homes

**Best Outdoor Living Space**  
Christian Custom Homes

**Best Wine Room**  
Wine Cellar Specialists

**Best Study/Office**  
Christian Custom Homes

**Best Swimming Pool**  
Christian Custom Homes

**Best Unique “Other” Room**  
Christian Custom Homes

**Best Landscape Architecture**  
Thomas Signature Homes

**Best Closet**  
Christian Custom Homes

**Best Showroom**  
Texas Counter Fitters

**Best Website**  
Hatfield Builders & Remodelers

**Best Media Room**  
Christian Custom Homes

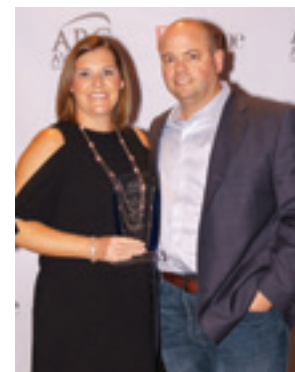
**Best Unique Product Application by an Associate**  
KJ Custom Screens & Outdoor Living

**Best A/V Package**  
Audio Video Innovations

**Associate of the Year**  
Greg Paschall, Intex Electrical Contractors

**Remodeler of the Year**  
Key Residential

**Custom Builder of the Year**  
Classic Urban Homes



## ARC AWARDS PARTNERS



Milgard Windows & Doors

Ferguson Bath, Kitchen & Lighting Gallery

First National Bank Texas

KJ Custom Screens & Outdoor Living

Tempo Mechanical

Yellow Rose Landscape

Audio Video Innovations

BMC

Escalante Concrete Texas

Fashion Glass & Mirror

First American Title Company

Intex Electrical Contractors

Jetstream Outdoor Cooling

Lights Fantastic Pro

PrimeLending

Texas Counter Fitters

Texas Door & Trim

D Home

The Bath & Kitchen Showplace

Love That Door

Mitsubishi Electric & Cooling

The Thompson Group at Classic Chevrolet

Assured Partners of Texas

Chase Bank

K&S Heating & Air

Plains Capital Bank

Capital Distributing

Prosource Wholesale

Riddell Plumbing

ARC Awards photos courtesy of QuickPix Imaging/Len Henderson. Visit: [dallasbuilders.org/special-events/](http://dallasbuilders.org/special-events/)

# NEW MEMBERS

## BUILDERS

Hamilton Homes  
Dave Salisbury  
469-576-4881  
BUILDERS - RESIDENTIAL

Lisa Luby Ryan Design Build  
Lisa Luby Ryan  
214-360-4211  
BUILDERS - REMODELER  
Spike: Jerry Sanders, PlainsCapital Bank

M and B Woodwork  
Manuel Vargas  
972-670-3508  
BUILDERS - RESIDENTIAL

Ping Interest  
Donald Ping  
972-365-8895  
BUILDERS - LAND DEVELOPER

Tesch Development & Management  
Robert Tesch  
512-259-5880  
BUILDERS - LAND DEVELOPER  
Spike: Matt Robinson, Walton Global Holdings

## SUSTAINING MEMBER

Complex Group  
Scott DeArmond  
405-919-1114  
CONCRETE  
Spike: Charlie James, Trammell Crow Residential

## ASSOCIATES

Bank of Texas  
John Svetine  
214-525-5089  
FINANCIAL SERVICES  
Spike: Stephen Puckett, LegacyTexas Bank

Cast Fireplaces Inc  
Gary Wall  
469-620-2254  
HOME LIVING/DECOR

de Maso Associates  
J Mason  
972-989-8301  
PROFESSIONAL SERVICES

Indigo Industries LLC  
Herb Kulp  
903-473-2303  
HOME LIVING/DECOR  
Spike: Teresa Staggs, KJ Custom Screens & Outdoor Living

Legacy Southwest Property Management  
Danielle Lascalere  
214-705-1615  
PROFESSIONAL SERVICES  
Spike: Matt Robinson, Walton Global Holdings

Moss Utilities & Excavation  
Garrett Moss  
214-265-6569  
UTILITIES

NatFunding F/C  
Fran Piegari  
214-727-3826  
FINANCIAL SERVICES

Owl Power Solutions  
Robert Townsend  
214-733-7307  
ELECTRICAL

RAM Windows  
John Ripple  
281-495-9056  
WINDOWS

SFI Compliance, Inc  
Reed Swenson  
214-646-1496  
SECURITY/SAFETY/  
ACCESSIBILITY

Willow Bend Mortgage  
Alexandra Swann  
972-818-1666  
FINANCIAL SERVICES

## AFFILIATES

Bank of Texas  
Bill North  
972-372-5249  
FINANCIAL SERVICES  
Spike: Stephen Puckett, LegacyBank Texas

Bank of Texas  
Jim Rokas  
972-372-5234  
FINANCIAL SERVICES  
Spike: Stephen Puckett, LegacyBank Texas

Complex Group  
Joe Wilson  
214-998-0700  
CONCRETE  
Spike: Charlie James, Trammell Crow Residential

Complex Group  
Amariss Nash  
972-762-5523  
CONCRETE  
Spike: Charlie James, Trammell Crow Residential

Coldwell Banker  
John Torres  
469-520-1198  
FINANCIAL SERVICES

Indigo Industries LLC  
Travis Crump  
903-975-2327  
HOME LIVING/DECOR  
Spike: Teresa Staggs, KJ Custom Screens & Outdoor Living

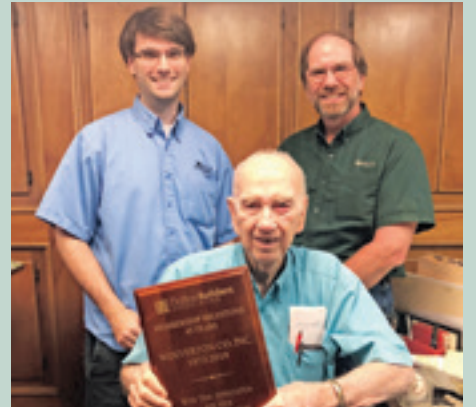
Indigo Industries LLC  
Diana Lewis  
903-440-0925  
HOME LIVING/DECOR  
Spike: Teresa Staggs, KJ Custom Screens & Outdoor Living

NatFunding F/C  
Bill Kennedy  
214-727-3826  
FINANCIAL SERVICES

## Milestone Anniversaries



**A. A. Porter Lighting**  
A.A. Porter Lighting is one of the Dallas BA's oldest members and recently celebrated their 70th anniversary as a continuous member. Congratulations to Dean Mathis, Sandy Mathis and Cole Talley.



**Wolverton Co.**  
Matthew, Keith and Thomas Wolverton of Wolverton Co. are recognized for 40 years of continuous membership in the Association.



**84 Lumber Co. & Texas Counter Fitters**  
Todd Crawford, Clint Brawley and David Hill with 84 Lumber Company and Chris Blackburn with Texas Counter Fitters accept 5-year Milestone Anniversary recognitions.

### Milestones denote continuous Dallas BA membership.

- |  |   |
|--|---|
| <b>60 Years</b><br>BMC                           | <b>5 Years</b><br>Tom Sadler & Associates |
| <b>50 Years</b><br>Ken Pritchett Properties Inc. | Milgard Windows & Doors                   |
| <b>20 Years</b><br>Executive Press Inc.          | Riddle & Williams, P.C.                   |
| IronWood Connection                              | Chesmar Homes DFW, Ltd.                   |
| <b>15 Years</b><br>Bynum Construction            | Southgate Homes                           |
| <b>10 Years</b><br>Nexus Homes                   | Tommy Ford Construction - Corey Ford      |
| Montgomery Custom Homes                          | Cadence McShane Construction Company      |

Thank you to Milestone Partners



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



### USING THE PRIVATE OFFER FOR NAHB MEMBERS IS EASY:

1. Get your NAHB Proof of Membership by logging into NAHB.org and obtaining your verification form.
2. Visit your local Chevrolet dealer and mention this Private Offer.
3. Select an eligible vehicle(s) to purchase or lease and present your NAHB proof of membership.

For even more value, combine this offer with the National Fleet Purchase Program and Business Choice Offers. For full details on the Private Offer, NAHB members should visit [nahb.org/gm](http://nahb.org/gm).

Example offer for NAHB members who are business owners purchasing a 2018 Chevrolet Express 2500 Cargo Van.

|   |   |  |   |   |   |   |
|---|---|--|---|---|---|---|
| Up to<br><b>\$1,000</b><br>Private Offer <sup>1</sup> | + | <b>\$3,750</b><br>National Fleet Purchase Program (FVX) <sup>2</sup> | + | Up to<br><b>\$1,200</b><br>Eligible Accessory Cash Allowance <sup>3</sup> | = | Up to<br><b>\$5,950</b><br>In Potential Value |
|---|---|--|---|---|---|---|



GENERAL MOTORS FLEET



<sup>1</sup>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 Enclave, Chevrolet Traverse, Silverado, Express, Suburban, Tahoe, GMC Acadia, Sierra, Savana, Yukon, XL receive a \$1,000 Offer. All other Fleet or Retail deliveries receive a \$500 Offer. Valid 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 Cascadia, LaCrosse, Regal, Verano, and all Cadillac vehicles. Additional GM models may be excluded 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. <sup>2</sup>Offer available to qualified fleet customers through 1/2/2019. Not compatible with some other offers. Take delivery by 1/2/2019. See dealer for details. <sup>3</sup>To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related transportation purposes. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties, and ordering, consult your dealer or visit [www.gmbusinesschoice.com](http://www.gmbusinesschoice.com). Requires \$500 minimum purchase. Cash Allowance will be equal to the amount spent up to \$1,200. Not eligible on Associated Accessories from third-party independent suppliers. Not available with some other offers. Take delivery by 1/2/2019. 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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**HOW**



# #THANKAFRAMER

IS GIVING AMERICA MORE FRAMERS TO THANK.



In launching #THANKAFRAMER last Labor Day, we didn't expect our video saluting American framers to get millions of views. Or that framers would thank us for caring. Why do we care? Because we're nothing without framers. They install what we make. And there aren't enough of them. This slows house construction, hurting our customers and the economy.

To help, we're supporting the Home Builders Institute in training hundreds of new framers. We're dedicated to helping unemployed, underemployed and underserved youth become framers.



WATCH THE VIDEO AND GET THE FULL STORY AT:

[WWW.THANKAFRAMER.COM](http://WWW.THANKAFRAMER.COM)