

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVI

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January 2019

## Dallas BA's Industry Investors for 2019



## Year in Review

# 2018: Predictable and Remarkable

By Phil Crone, JD, CGP, GSP  
Executive Officer

When I write this column each year, I look back on the prior one to see how my predictions held up. A year ago, I predicted that affordability would become an even larger challenge thanks to the "three L's" of lumber, labor and local regulation. I was hardly going out on a limb, but after record years those factors have brought us to a foreseeable shift in the market.

While making great "clickbait," national stories on the forthcoming demise of the Dallas housing market are greatly exaggerated. Our job market remains the envy of the nation and those jobs need rooftops to sleep under each night. We've added more than 800,000 jobs since 2010 along with nearly a million people. Unemployment is near historic lows at 3.2 percent and new home and lot inventory remains below equilibrium despite our best efforts to keep up.

There are challenges though. Since 2010, median new home prices have risen from \$197,800 to \$331,000 according to Metrostudy. Compare that 56 percent jump to wages, which have only increased 23.8 percent over the same time. Rising interest rates, political uncertainty and more tariffs are added concerns going into 2019. While not immune from these national issues, the economic fundamentals of our market are rock solid and we are better equipped to handle them than anyone.

Here at the Dallas BA, we believe that everyone deserves a roof over their head and an affordable place to call home. This is the banner under which all of our advocacy battles are fought. Those battles will be more important than ever in 2019. Regulation is the part of the affordability crisis we have the most control over. In 2019, cities that welcome new communities with diverse incomes, ages and ethnicities will succeed. Those that don't will

deservedly fail.

That's a great segue from what is predictable to what is remarkable. Thanks to our member volunteers and our tremendous staff we've accomplished so much this past year. Certainly, more than I can recall off hand or have room to mention in this column. Here are a few of the highlights.

Picking up where I left off on advocacy, we fought challenges to affordability head on and worked proactively. This produced results in Dallas on sidewalk waiver and drainage regulations. Our proposals also became part of the city's parkland dedication ordinance.

On the heels of the tree bill we helped pass last legislative session, we

worked with several municipalities to update their ordinances in a conforming manner. Eventually, Dallas will get there too!

Regionwide, we continued our work on the Regional Codes Coordinating Committee to ensure that building codes across DFW are implemented consistently and sensibly. This included defeating numerous proposals that threatened to add thousands of dollars to the cost of every home. We represented members in countless discussions concerning code interpretation and inspection practices. Most notably in the City of Celina, where our input overcame crippling disruptions for many of our members.

The old saying in advocacy is that "If you're not at the table, you're on the menu." Starting with a successful advocacy reception early in the year and continuing through dozens of meetings with state, local and federal officials, we kept our industry's rightful place at the table. In the wake of the recent elections, we are working hard to foster new relationships and strengthen existing ones. No one does this better than our Government Relations Director, David Lehde. David is one of those rare, albeit odd, people who enjoys working with politicians and navigating the bureaucratic malaise needed to get the job done.

*continued on page 3*

## BRIEFLY

### Dallas BA Introduces Health Insurance Solution for Members

The Dallas BA, in partnership with Holmes Murphy, is now providing a health insurance solution for members. This initiative, called the Housing Industry Insurance Program (HIIP), offers self-funded insurance designed uniquely for Dallas BA builders and associates with five or more employees.

The program is fully insured which means that premiums are set and paid regardless of the performance of the rest of the group.

"We're excited to finally offer a bona fide health insurance solution that we think will offer significant savings to several of our members," said Dallas BA Executive Officer Phil Crone. "Trying to help members overcome the crippling cost of health care is something we've been working on for a long time."

The program includes several health care coverage options through Aetna networks as well as options for dental, vision, life and disability.

Members looking for more information and to obtain a quote can do so online at [hiip.dallasbuilders.org](http://hiip.dallasbuilders.org).

"The Dallas BA is investigating additional solutions tailored to our members, especially those with fewer than five employees," said Crone.



### Top Dallas Builders Association Spikes Honored

The Association's top membership recruiters were honored in November during a special After Hours hosted by Lee Lighting. From left are John Bynum, Bynum Construction, 1,316 Spike credits; T.W. Bailey Sr., Bailey Family Builders, 2,003 Spike credits; Geanie Vaughan, Lee Lighting, 527.5 Spike credits; Barbara Bynum, Bynum Construction, 397 Spike credits; Bob Cresswell, Cresswell Builders, 1,226.5 Spike credits; and Kristin King, Samsung Appliance - Builder Channel, 238.5 Spike credits. Other top Spikes who were not available for the photo are Gary Hubbard, Acme Brick, 730.5 Spike credits; George Lewis, George Lewis Custom Homes, 454 Spike credits; Mike Mishler, Mishler Builders, 310.5 Spike credits; and Tim Jackson, Tim Jackson Custom Homes, 261.5 Spike credits.

## Dallas BA offers great 2019 education lineup

By Sheena Beaver, CAPS, CGP  
Director of Education

This year the Dallas BA will offer classes and certification with an emphasis on marketing and sales along with hands-on training. The partnership between StrucSure Home Warranty and the Dallas BA continues to allow new and exciting instructors. As the 2019 Education Title Partner, StrucSure demonstrates their commitment to an educated industry for the betterment of the metroplex.

The ever-popular national certifications will continue to be an important role in member education and their ability to market themselves to consumers. To further aid builder members, the Education Committee has created a new local certification, the Texas Certified Builder.

In order to gain this prestigious certification, builder members must

adhere to strict requirements and ethics training. James Rudnicki of Bush Rudnicki Shelton will instruct the first ethics class on Jan. 31. Register online to secure your seat in advance. Those who gain this certification will have demonstrated their company's desire to go above and beyond. As the year continues, the committee will begin releasing additional local certifications for remodeler and associate members.

The Continuing Education program will see changes this year, most notably the time when class will be held. In order to accommodate members' busy schedules, the Education Committee has decided to offer classes earlier in the day, freeing up afternoon schedules.



Breakfast and registration will begin at 8:30 a.m. with class kicking off at 9 a.m. and concluding at 11:30.

The national award winning Building a Better House series will offer new topics aimed at the current conditions facing the Dallas area. Topics include building envelope detailing, forensic engineering and energy code requirements and solutions.

Building a Better Business will be offered for a third year with new content to help members run an efficient and productive business. Starting off this series will be Quick Books training for builders, a topic which has been requested by many builder members.

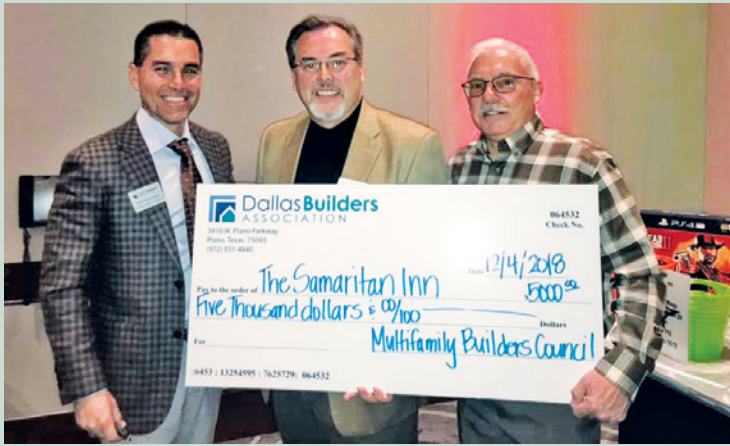
New to the class schedule is the @Project Site series where classes will

be held at member job sites. Topics in this series include the deconstruction of a poorly built house, Insulated Concrete Form (ICF) construction and others. Since the schedule of building a house can be a moving target due to weather and extenuating circumstances, these class dates will be determined as each project progresses. Please register online to make certain you are contacted with exact dates and times.

Register for classes via the calendar on [DallasBuilders.org](http://DallasBuilders.org) for questions please contact Sheena Beaver at [Sheena.Beaver@dallasbuilders.com](mailto:Sheena.Beaver@dallasbuilders.com) or call the main line (972) 931-4840. It is our goal to publish class dates and titles at the start of each new year; these will change throughout the course of the year; be sure to check the Dallas BA website regularly for up-to-date information.

The 2019 Education schedule can be found on page 4 of this issue.

# Multifamily Builders Council Holiday Party



(Above) MFBC Board Members Rene Grossman and Scott Oberle present Rick Crocker of the Samaritan Inn with a donation of \$5,000. More than \$100,000 has been donated to date. (Left) MFBC Board members Vance Turner and J.W. Turner present the Superintendent of the Year Award to Ben Waldrop with Trinsic Residential Group.



## Multifamily Builders Council Holiday Party Partners

- |                              |                                  |
|------------------------------|----------------------------------|
| Advanced Concrete            | JPI Construction                 |
| Alliance Residential         | JPI Construction                 |
| Andres Construction          | KWA Construction                 |
| Builders FirstSource         | LMI Landscapes                   |
| Cadence McShane Construction | Nationwide Gutter Republic Elite |
| E2I                          | Samsung                          |
| Fox Energy Specialists       | Subfloor Systems                 |
| GE Appliances                | SVCC                             |
| Huber Engineered Woods       |                                  |

# The HomeFront

-Gov't Affairs News and Info

## Thank You, HOME PAC Investors



David Lehde  
Director of  
Government  
Affairs



A big part of the advocacy work done at the Dallas Builders Association relies on the opportunity to communicate with those who decide regulatory policy.

There's an old saying in government relations, "If you're not at the table, you're on the menu."

As we move into 2019, we want to say thank you to HOME PAC of Greater Dallas' club level participants who have helped us get off to a good start for the cycle.

### 2018-2019 Club Level Participants in HOME PAC of Greater Dallas

#### Capitol Club – \$2,500

Donnie Evans  
Justin Webb

#### Lone Star Club - \$1,500

Tim Jackson  
Michael Turner

#### Austin Club – \$1,000

Phil Crone  
Bill Deal  
Josh LeComte  
Richard Miller  
Mike Mishler  
Greg Paschall  
Matt Robinson

#### President's Club – \$500

Jeff Dworkin  
Scott Gibb  
Kelly Hoodwin  
Matt Mitchell  
Frank Murphy  
Pat Nagler  
Mike Phillips  
James Rudnicki  
Sherry Scott  
Chad Tschetter

#### Senator's Club – \$250

Tiffany Acree  
Cole Baker  
Reggie Barnes  
Doug Bowerman  
Larry Campbell  
Tag Gilkeson

Chris Marquardt  
Steve Puckett  
Kelly Reynolds  
Matt Walls  
Jim White

#### Century Club – \$100

Kathie Ahrens  
Russell Daniels  
Corey Ford  
Dave Hambley  
Barry Hensley  
Kevin McLain  
Richard E. Miller  
Scott Roberts  
Tom Sadler  
Jerry Sanders  
Phil Smith

Thank you for your support of Association advocacy efforts.

## Save the Date for Dallas BA Rally Day 2019

Dallas Builder Association's Rally Day 2019, presented by Jackson Walker, will be held on March 20 in Austin and participation from Dallas BA members is vital.

Rally Day, which is held every two years, is a key grass roots event for the Association. In March, Dallas BA members have the opportunity to visit the Texas Capitol in Austin to meet with our service area's State Senators and Representatives in the Texas Legislature.

This is part of a statewide effort where we will join local home builders associations from around the state to impress upon the Legislature the economic benefit home building brings to Texas and the need for a regulatory environment that protects the availability of housing.

Buses will be provided with both departure from and return to the Dallas



Presented by



BA on Wednesday, March 20.

The day in Austin begins with registration with the Texas Association of Builders, followed by remarks from a guest speaker at 10:30 a.m. on the steps

of the State Capitol. Dallas BA members will then meet for lunch prior to heading to the Capitol for scheduled meetings with their legislators. These meetings conclude at 4:30 p.m. Members who are not traveling by bus or are staying for the coinciding TAB board meetings, a legislative reception will be held following the meetings.

The event is coordinated with the Texas Association of Builders (TAB).

Registration is open by visiting the Calendar at DallasBuilders.org.

Partnerships are available on several levels:

■ **Lunch Partner** - \$1,500 (2 available)

■ **Governor Partner** - \$1,000

■ **Senate Partner** - \$500

■ **Grass Roots Supporter** - \$100

Information is available from the Director of Member Services at Misty.Varsalone@DallasBuilders.com.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Year-to-Date 12/12/2018				Year-to-Date 12/12/2018		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	29,099	\$8,152,352,318	29,133	1 D R Horton Custom	3156	\$575,145,814
Duplexes & Twin Homes	73	\$21,472,972	146	2 DR Horton	1902	\$423,420,639
Apartments & Condos	229	\$1,339,264,933	14904	3 Highland Homes	1256	\$406,102,754
Cabins	2	\$400,000	0	4 Lennar Homes	1450	\$378,648,170
Other Residential Structures	415	\$35,769,698	0	5 First Texas Homes	1051	\$360,537,402
Swimming Pools & Spas	5,067	\$228,530,589	0	6 Bloomfield Homes	1006	\$263,412,945
Garages & Carports	261	\$24,433,894	0	7 Darling Homes of	530	\$197,833,727
Res Rmdl, Addn, Int Fin	4,288	\$346,070,740	0	8 American Legend	532	\$182,753,187
Reroof Residential	2,126	\$93,854,878	0	9 Beazer Homes	572	\$178,822,965
<b>Total Residential Const</b>	<b>41,660</b>	<b>\$10,242,149,376</b>	<b>44,183</b>	10 Toll Brothers Inc	298	\$170,233,481
				11 Pulte Homes Of	776	\$182,753,411
				12 Hallmark Land	407	\$155,795,359
				13 David Weekley	425	\$144,872,900
				14 Megatel Homes Inc	511	\$127,765,279
				15 LGI Homes	684	\$127,486,238
				16 Meritage Homes	378	\$119,443,836
				17 History Maker Homes	534	\$119,005,431
				18 Gehan Homes	419	\$112,210,057
				19 Drees Custom Homes	287	\$109,156,394
				20 K Hovnanian Homes	258	\$103,386,074
				21 Britton Homes	213	\$99,794,743
				22 Meritage Homes	248	\$97,929,878
				23 Landon Homes	292	\$94,672,849
				24 Shaddock Homes	209	\$94,542,118
				25 M/I Homes	265	\$76,568,023
				26 Dunhill Homes	220	\$73,886,278
				27 Magellan Homes Inc	270	\$68,670,986
				28 Ashton Woods Homes	206	\$66,919,592
				29 Impression Homes	343	\$66,369,957
				30 MHI Partnership	234	\$66,329,362
				31 Pulte Homes	268	\$63,655,789
				32 Antares Homes	262	\$58,989,523
				33 Calatlantic Homes Of	175	\$56,523,176
				34 Altura Homes Lp	253	\$56,435,732
				35 Perry Homes	156	\$47,155,001
				36 CB Jeni Homes	212	\$44,784,949

Week 50 - 12/06/18 to 12/12/18 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	724	\$208,852,979	724
Demolition	43	\$132,900	0
Grading & Dust	2	\$125,000	0
Footing & Foundation	156	\$1,085,418	0
Duplexes & Twin Homes	4	\$680,000	8
Apartments & Condos	27	\$111,025,368	1412
Cabins	2	\$400,000	0
Other Residential Structures	6	\$132,500	0
Swimming Pools & Spas	87	\$3,789,055	0
Garages & Carports	13	\$392,728	0
Res Rmdl, Addn, Int Fin	100	\$5,829,212	0
Reroof Residential	31	\$1,610,396	0
<b>Total Residential Const</b>	<b>1,195</b>	<b>\$334,055,584</b>	<b>2,144</b>

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www.DallasBuilders.com

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# 2018 Year in Review: Predictable and Remarkable

continued from page 1

We came into this year with the expectation that our Association's membership would grow along with our market. In prior years we had struggled to do this, but this year we knocked it out of the park with our "Swing for the Fences" membership drive in May.

That month, we added 96 members as membership recruiters worked in teams to introduce new companies to the Dallas BA. The appropriately named Team Alcobolics stumbled across the line in first place, while recruiting hall-of-famer Past President T.W. Bailey Sr. won the MVP Award.

Our Board of Directors stepped up to the plate over the entire year, meeting their pledge to recruit 115 new members. Staff Director of Membership Blair Calvo and the Membership Committee have even bigger plans for the drive this coming May. With her continued good work and support from our member volunteers, we will continue to grow in 2019.

Thanks to strong leadership from their respective presidents, chairmen and boards along with Director of Member Services Misty Varsalone, our Divisions and Councils continued to meet the networking and organizational needs of our membership. Metro East continued to do incredible work in our community, raising more than \$60,000 for Lone Star CASA with their annual Cars for CASA event, which featured hundreds of cars. Metro North held a successful bowling tournament and significantly increased their average attendance.

The Dallas Division continues to offer incredible programming, and members participated in numerous community outreach efforts including a clean up of White Rock Lake. Not to be outdone by our Divisions, the Multifamily Builders Council raised \$8,600 for the Samaritan Inn and served dinner monthly at the Collin County shelter for temporarily homeless families and individuals.

Our special events performed well in 2018 starting with the State of the Industry Summit. The second annual event drew nearly 300 attendees. The ARC and McSAM Awards each exceeded expectations in 2018 thanks to hard work from Misty and the event

committees. McSAM turns 40 in 2019 and there are sure to be a lot of surprises in store for the party that night.

The Dallas Builders Show continues to grow. This year's event was redesigned for a more streamlined set up and the education that accompanied it was impeccable. More than 100 students from area building trades programs attended and we are looking forward to having them more involved in 2019.

In total, 174 companies partnered with the Dallas BA in 2018. Accounting Manager Becky Warner provided me those numbers and others throughout the year. Becky played an integral part in the establishment of new investment policies and she also led us through the sea of paperwork associated with a banking transition. Becky and Treasurer Steve Puckett's proactivity helped us make these key changes and finish another strong budget year.

Our education program held 33 successful classes thanks to strong leadership including staff director Sheena Beaver. More than 733 industry professionals attended at least one class, up from 571 last year. We developed and launched the successful "Cracking the Codes" series, developed new home-grown seminars specific to our market, and held a building science seminar with more than 100 attendees. Our education program is poised for future growth next year with a revamped "Building a Better House" series that will feature courses held on the job site.

We are blessed with outstanding people in the Association who are among the best that our industry has to offer. The Hugh Prather Trophy, the Association's highest annual honor, went to John Todd of Elite Remodeling. With a servant's heart and amazing intellect, John has enriched our education program and our community through his charitable efforts.

In November, Past Dallas BA and TAB President George Lewis was inducted into the Texas Housing Hall of Honor. Harvard and Princeton educated, George went from negotiating contracts in the early days of the Air Force's "Star Wars Program" to pioneering the tear down rebuild concept in the Park Cities. George's legacy is an indelible part of the housing industry. His induction

was a very special evening befitting of an incredibly special person.

A personal thank you from every member is owed to your 2017-18 President, Alan Hoffmann. Alan loves a challenge. He's no stranger to them in the prior property rights battles he fought and won for his clients. Alan approached his presidency in much the same way.

His leadership helped establish a committee in the City of Dallas dedicated to improving the city's development process (not a small task). Alan leveraged his relationships to help us find the resources needed to overhaul and launch six new websites this past year. He played an integral part in setting up the Housing Industry Insurance Program, which promises to help members find affordable health care solutions for their employees.

Alan continued to grow our partnerships with local high school and community college programs that will help combat our ongoing labor shortage and provide opportunities in our industry to young adults. In 2018, the Dallas BA worked with Collin College to establish their new construction management program. The program began with nearly 20 students enrolled for the 2018-19 school year, but it is poised to grow significantly between now and the time it moves into the technical campus now under construction in Allen.

Being President of the Dallas BA while running a home building company requires a tremendous amount of organization in addition to the time commitment. I'm eternally grateful for Alan's time, passion and leadership that created lasting results. I'm also personally thankful for his daughter Alison. While she's certainly well experienced at telling him what he should be doing and where he needs to be, those skills were very useful this past year.

Yes, you read that correctly before. We launched six new websites in 2018! DallasBuilders.com was completely overhauled to serve consumers looking to find Dallas BA builders and remodelers along with information about the home building and buying process. The member-centric site was redone in a similar manner and moved to DallasBuilders.org while individual sites were created for the Parade of Homes, Dallas Builders Show, McSAM and the Green Built Texas program.

Check out any of these on your desktop or mobile device and hopefully you can appreciate the massive amount of work that went into them. They are professional, modern and easy to use. Because of them, we are relevant and



The Association made great inroads in promoting building trades to youth in 2018. Here, Past President Michael Turner of Urban Classic Homes pays a visit to Skyline High School's construction class.

members are receiving calls from interested consumers.

Almost every day, we receive a media inquiry. We've contributed significantly to every single large local publication, several national ones, and even a couple in China and Japan.

Again, I can't understate how large of a task these websites were, how many decisions went into them, and how many challenges had to be overcome to deliver. This was, in very large part, the handiwork of staff Communications Director Barcie Vilches and Administrative Assistant Holly Pemberton.

Barcie's attention to detail and dedication to get the job done right continue to lead us to new heights. She is the one our staff looks to for guidance and wisdom. Rightfully so, because she's one of the most intelligent people I know. Her wisdom and experience combined with Holly's enthusiasm, and propensity to acquire new skills is an extremely effective combination. Holly does so much more for us than her title could ever indicate. Most notably, many of the website projects and the revamped Home of the Week feature are products of the new skills she's acquired while working for us.

Our enhanced relevance allowed us to bring back the Parade of Homes™ in 2018. After nearly decade, the Dallas BA's signature consumer event returned with a new format. Five recently-built luxury homes in Dallas held simultaneous open houses on a frigid Saturday in April. With help from our staff and volunteers, many of whom spent hours in blustery weather, the revamped event greatly exceeded expectations.

One of the most memorable parts of 2018 was hearing the excitement of Parade attendees happy to see it finally return and seeing the pride of our volunteers and staff who pulled it off so incredibly well. A huge thanks to Misty Varsalone and Past President Michael Turner for going above and beyond to

get us back in the Parade business and having us poised to build on our success in 2019.

While we gained quite a bit in 2018, we experienced a serious loss with the passing of Honored Life Director Leslie Blandford Akins. Leslie was very involved in our Home Aid/Home Builders Care charity over the years. She lived to help others and was an immediate friend to everyone she met.

Our partnership with Operation FINALLY HOME continues to do wonderful things that I know Leslie would be proud of. OFH is our preferred charity that builds mortgage-free homes for combat wounded veterans and their families. In May, we completed our sixth OFH project thanks to Hillwood Communities and Plantation Homes for U.S. Army Specialist Daniel Dumas and his family. The project was completed just in time as he and his wife welcomed their second child just days after the dedication. Our seventh project began in Irving this summer in partnership with the City of Irving who donated the lot and Matt Walls with Winston Homes who is nearing completion of the home for U.S. Army Major Eric King.

What happened to our market in 2018 was predictable; what occurred at the Dallas Builders Association was remarkable. Remarkable people are a prerequisite to remarkable achievements. Thanks to current President Matt Robinson, our staff, volunteers and all of the members who comprise the Dallas Builders Association, I'm certain that 2019 will be a great year.

A huge thank you is owed to all who helped us get to where we are now. Especially our Industry Investors: StrucSure Home Warranty, Johnson Supply, Hotchkiss Insurance Agency, Fox Energy Specialists, The Thompson Group at Classic Chevrolet, DowDuPont, Inc., Stellar Home Theater and Beyond and The Bath and Kitchen Showplace.

**McSAM Awards.com**



**CALL FOR ENTRIES**



**SATURDAY, APRIL 13TH, 2019**

6:00PM COCKTAIL HOUR

7:00PM DINNER & AWARDS PRESENTATION

AFTER PARTY IMMEDIATELY  
FOLLOWS AWARDS PRESENTATION

## Metro North Bowling Tournament



1st place team:  
Melinda Crouch,  
Theresa Harrison,  
Kayla Mann-Rawlings,  
Kim Phe-mister and Sara Cannon



2nd place team:  
Greg Paschall,  
Keith Brown, Dave Hambley, Brad Chandler, Frank Murphy



3rd place team: Kelly Moore Team:  
Mike Black, Rod Vochatzer & Mike Cagle

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# Casino Christmas held Dec. 14; presented by Classic Chevrolet



Thanh Huynh with Moore Supply Co. was the grand champion of the Texas Hold 'em Tournament.



Greg Paschal with Intex Electrical Contractors, right, won Ugly Sweater honors.



### Casino Christmas Partners

Atmos Energy  
Centricity  
Chase Bank  
Expressions Home Gallery  
First American Title  
First National Bank Texas

Green Electronic Solutions  
Jetstream Outdoor Cooling  
Milgard Windows & Doors  
MI Interiors Group  
Neighborhood Management  
Nix Door & Hardware  
Samsung  
SBB Management  
Texas Door & Trim



## 2019 Education Schedule

<p><b>January</b> Jan 15 - Project Management (CGA, CGB, CGR) - Certification Course Jan 24 - Builder Quickbooks for Beginners - Building a Better Business Jan 31 - Ethics for Builders (TCB) - Certification Course</p> <p><b>February</b> Feb 6 - Forensic Engineering - Building a Better House Feb 21 - Builders Quickbooks for Intermediate/Advanced Users - Building a Better Business</p> <p><b>March</b> March 13 - Energy Code Requirements &amp; Solutions - Building a Better House March 15 - CAPS I (CAPS, CGA, MASTER CSP) - Certification Course March 22 - CAPS II (CAPS, CGA, MASTER CSP) - Certification Course March 29 - CAPS III (CAPS, CGA, MASTER CSP) - Certification Course</p> <p><b>April</b> April 3 - Building Envelope Detailing - Building a Better House April 10 - Basics of Building (CGA, CGB, GMB, GMR, MASTER CSP) - Certification Course April 16 - Estimating &amp; Scheduling Streamlined - Building a Better Business</p> <p><b>May</b> May 1 - Tips, Tricks &amp; Traps for the Multifamily Builder - Building a Better House May 23 - Marketing &amp; Sales for Building Professionals (CGA, CGB, CGR) - Certification Course May TBD - Home Construction Train Wreck @Project Site</p>	<p><b>June</b> June 4 - Certified New Home Sales Professional (Day 1) (CGA,CGB,CSP,MASTER CSP) - Certification June 5 - Certified New Home Sales Professional (Day 2) (CGA,CGB,CSP,MASTER CSP) - Certification June TBD - Passive House Tour @Project Site</p> <p><b>July</b> July TBD - Air &amp; Moisture Management Techniques @Project Site July 17 - Rich Allen Presents - Building a Better Business</p> <p><b>August</b> Aug 22 - Essential Closing Strategies (Master CSP) - Certification Course Aug TBD - Insulated Concrete Form Construction (ICF) @Project Site</p> <p><b>September</b> Sept 26 - Universal Design Build (CGA,CGB,GMB,GMR,MASTER CSP) - Certification Course</p> <p><b>November</b> Nov 20 - Advanced Green Building: Building Science (Day 1) (MASTER CGP) - Certification Course</p> <p><b>December</b> Dec 17 - Advanced Green Building: Building Science (Day 2) (MASTER CGP) - Certification Course</p>
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## Lee Lighting hosts Spike Night



Membership Chair Pat Nagler and Spike Night host Cindy Young of Lee Lighting recognize the year's top recruiters: T.W. Bailey (17 new members) and Donnie Evans (16 new members).



Top 2018 Retention Spike was Barbara Bynum of John Bynum Construction.



\$100 Lee Lighting gift card winners: Bess Dickson, Briggs Freeman Sotheby's International Realty, and Donnie Evans, Altura Homes.



Cindy Young and Pat Nagler congratulate Kelly Hoodwin, Altura Homes, who won the Builder Jackpot totaling \$1,100!



(Left) \$500 Lee Lighting gift card winners: Barbara Bynum, John Bynum Construction, and Matt Robinson, Walton Global Holdings.



\$50 Lee Lighting gift card winners: Crystal Cardenas, Shower Doors of Dallas, and Gail Murphy, Wynne/Jackson Inc.

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# NEW MEMBERS

### BUILDERS

Ambiance Dream Homes  
Howard Pitts  
469-803-0472  
BUILDERS - RESIDENTIAL

Brian Gream Envision Renovate Build  
Brian Gream  
5415 Richard Ave  
Dallas, TX 75206  
214-542-6214  
BUILDERS - RESIDENTIAL

Caprock Custom Construction, Inc.  
Kay Chamberlain  
469-774-4040  
BUILDERS - RESIDENTIAL

DFW Shower Shop  
Colin Lane  
972-412-5300  
BUILDERS - REMODELER

Trophy Signature Homes  
Shelly Allbritton  
469-573-6721  
BUILDERS - RESIDENTIAL

Waterford Construction Company  
Barry Baldwin  
214-987-4400  
BUILDERS - RESIDENTIAL  
Spike: Tom Sadler, Sadler & Assoc.

### ASSOCIATES

Bandera Utility Contractors, Inc.  
Jason Lewis  
972-548-8466  
UTILITIES  
Spike: Charlie James, Trammell Crow Residential

E2I Solutions, LLC  
Ben McGilton  
817-310-6470  
HOME LIVING/DECOR  
Spike: Rene Grossman, Nationwide Gutter LLC/KCG Construction, Inc.

Smart Systems  
Alex Jaremko  
817-235-3796  
AUDIO/VIDEO

Symonds Flags & Poles, Inc.  
Gregory Symonds  
512-567-2289  
MARKETING/PROMOTIONAL SERVICES

Texas Reps  
John Scott  
214-799-6874  
HVAC  
Spike: Sherry Scott, Drees Custom Homes LP

TWFG - Woodall Insurance  
Alison Garahan  
214-987-6745  
INSURANCE/WARRANTY  
Spike: Pat Nagler, PrimeLending, A Plains Capital Company

### AFFILIATES

Ambiance Dream Homes  
Jennifer Pitts  
817-913-3110  
BUILDERS - RESIDENTIAL

Bandera Utility Contractors, Inc.  
Jackson Hicks  
214-923-2329  
UTILITIES  
Spike: Charlie James, Trammell Crow Residential

Bandera Utility Contractors, Inc.  
Jeff Hicks  
214-636-3323  
UTILITIES  
Spike: Charlie James, Trammell Crow Residential

Bandera Utility Contractors, Inc.  
Francisco Ovalle  
214-241-2629  
UTILITIES  
Spike: Charlie James, Trammell Crow Residential

BMC  
Dexter Chitwood  
972-304-1234  
MILLWORK

DFW Shower Shop  
Adam Carruth  
214-326-1080  
BUILDERS - REMODELER

Independent Bank Mortgage  
Godwin Tsui  
972-350-8373  
FINANCIAL SERVICES

See complete new member listings at  
[DallasBuilders.org](http://DallasBuilders.org)

## Milestone Anniversaries



**Members Celebrate Anniversary Milestones**  
Membership Chair Pat Nagler and After Hours host Cindy Young with Lee Lighting presented Milestone Awards recognizing continuous membership in the Dallas BA. They are, from left, Andy Teston Huffines Commercial, 5 years; Amanda Ramirez, Milgard Windows & Doors, 5 years; Dana DeVance, DeVance AV Design, 5 years; and Barbara and John Bynum, Bynum Construction, 15 Years.

### Milestones denote continuous Dallas BA membership.

- |  |   |
|--|---|
| <b>20 Years</b><br>Statewide Remodeling Inc.                                 | Glass Doctor of North Texas<br>Hillwood Communities   |
| <b>15 Years</b><br>Great American Insurance Company                          | Hotchkiss Insurance Agency, LLC<br>- Brad Burnham   |
| Land Pro Creations L.P.<br>Natural Selections LLC<br>Salinas Concrete, L.P.  | Hotchkiss Insurance Agency, LLC<br>- Douglas Hotchkiss  |
| <b>10 Years</b><br>Sterling Brook Custom Homes, LLC                          | Hotchkiss Insurance Agency, LLC<br>- Hunter Ramsey  |
| <b>5 Years</b><br>Airco Air Conditioning, Heating, Plumbing<br>Alliance Bank | Johnson Development<br>Kidd Roofing<br>Landon Homes<br>Paragon Structural Engineering, LTD<br>The Newport Group, Inc. |

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