

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



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No. 2

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Dallas BA's Industry Investors for 2019



BRIEFLY

The next New Member Welcome Breakfast will be held March 7 from 9 to 10:15 a.m. at Dallas BA offices in Plano. Learn how Dallas BA membership can benefit your business. You'll have an opportunity to network with the Association's newest members, and learn about the great benefits, events and member discounts available to you through membership. New members, current members and non-members interested in learning more about the Association and ways to maximize your membership investment should attend. Breakfast will be provided by Paragon Structural Engineering and Texas Builders Resource Group. The Welcome Breakfast is presented in partnership with StrucSure Home Warranty.

Target date for the 2019 Parade of Homes™ is Saturday, May 4. This one-day event will feature furnished, landscaped custom homes in the Dallas area. Builders interested in participating should contact staff Director of Member Services Misty Varsalone at 214-615-5012.

Check out the 2019 Marketing Guide under the News & Media tab of DallasBuilders.org. The Guide provides a snapshot of all the various advertising and promotional opportunities available to members.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Association launches prestigious Texas Certified Builder program

The Dallas BA Education Committee is proud to announce the development of a new local certification, Texas Certified Builder. To achieve this prestigious certification, Dallas BA builder members must adhere to strict requirements and ethics training.

In an unlicensed state it can be difficult to set oneself apart from others, this certification was developed to assist builders demonstrate their commitment to excellence to their clients. All TCB members will be approved by the Dallas BA Education Committee. After completing the ethics training applicants will be required to pass an exam with no less than a score of 70% along with signing the TCB code of ethics.

Texas Certified Builders will have demonstrated their company's desire to go above and beyond. The requirement of the certification includes proof of general liability insurance, participation

in an OSHA safety plan, energy considerations and continuing education.

All TCBs must hold a Certified Graduate Builder, Graduate Master Builder or Certified Green Professional certification from the National Association of Home Builders. The certification will require renewal each year to authenticate the parameters of the certification are still being met.

As the year continues, the Dallas BA will add additional local certifications for remodeler and associate members. The education committee anticipates the Texas Certified Remodeler program will begin this summer, stay tuned for details.

Log onto DallasBuilders.org and select the education tab for more details and the requirements checklist.

For questions about the program please contact Sheena Beaver at Sheena.Beaver@dallasbuilders.com or (972) 931-4840.





STATE of the INDUSTRY SUMMIT

Dallas Builders

March 26, 2019

Affordability is the biggest challenge facing the residential construction industry. This year's State of the Industry Summit, the Dallas BA's general membership meeting, examines the factors contributing to the loss of affordability at the local, state and national levels. Attendees will gain insight on the places and the partnerships coming together in North Texas that are allowing our industry to get back to the basics and continue the success of recent years in 2019.

8:30am Registration
9-11:30am Event

Venue Forty|50
4050 Belt Line Rd
Addison, TX, 75001

www.DallasBuilders.org/events

Dallas BA leadership program returns for 2019

The Association's DBA LEADERS program returns in 2019, helping builders, associates and affiliates advance their career by learning and utilizing key leadership skills. This comprehensive yearlong program is aimed at advancing industry leaders throughout the DFW metroplex and is designed for all levels.

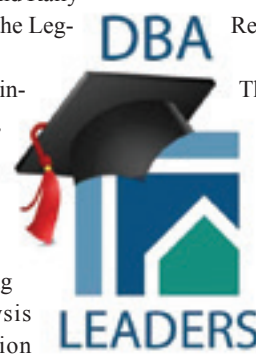
Over the course of 10 months, participants will be required to attend monthly sessions focusing on cultivating leadership traits and applying this knowledge to daily business operations. The program launches with a two-day retreat next month. A session on Leadership and Team Building will be held at The aLoft Hotel in Plano on March 19. Evening dinner will follow where the participants will be given the option to stay overnight by purchasing a room for the Dallas BA reserved room block.

The following day, program participants will travel to Austin en masse with other Dallas BA members to attend Rally Day where they will meet the Legislative leaders of Texas.

Topics to be covered include project management, spokesperson training, team leadership, communication techniques and precision thinking. Participants will learn everything from critical path analysis to overcoming presentation anxiety to effectively dealing with conflict.

Following the 2-day retreat, future sessions include:

- April 16 – Leading the Team
- May 16– Communicate Like a Leader
- June 20 – Spokesperson Training



July 18 – Bargaining, Negotiating, and Closing the Deal

Aug. 8 – Balance and Renewal

Sept. 19 – Precision Thinking and Problem-Solving Skills for Leaders

Oct. 17 – Project Management Fundamentals

Nov. 7 – Leadership Program Review, Lunch and Graduation

The program, which is facilitated by

Tim Lansford of Blast Seminars and Luxury Homes of Texas, will feature guest speakers throughout several sessions. It is limited to 20 participants.

Lansford is a veteran homebuilder, remodeler and real estate broker with 25+ years in the industry. He has over

three decades of applied leadership experience spanning multiple industries.

A national trainer, he owns a thriving full-service training and consulting firm and has influenced thousands in successful leadership, business and sales.

Tim has presented his training programs to numerous Fortune 500 companies, colleges and universities, governmental agencies, defense and military organizations.

Thank you to the 2019 DBA LEADERS Title Partner StrucSure Home Warranty for helping to cultivate future industry forerunners.

Cost is \$795 for members and \$995 for non members.

For information, contact Director of Education Sheena Beaver at 972-931-4840 or sheena.beaver@dallasbuilders.com.

Get ready for Legislative Rally Day March 20

Dallas Builder Association's Legislative 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 Dallas BA offices 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. For 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
- Contact Misty.Varsalone@DallasBuilders.com.



Memorial services held for Tom Greico, age 60

Memorial services were held Jan. 30 for Tom Greico of Greico Modern Homes. He was an eclectic figure who brought light to every room he entered.

Tom was an active member of the Association for more than 30 years who had served on the Communications Committee for more than two decades. He designed and hosted the Association's first website, back in the '90s. He chaired both the Communications and ARC Awards Committees and served as president of the North Dallas/Collin County Division. Tom's involvement with the Dallas BA began when he was in high school as one of the first winners of the Association's Young Designers Competition.

His passion for home design continued into college, where he earned a B.S. in architecture from the University of Texas at Arlington. After graduating in 1983, he started his own home building business. Tom was considered one of the pioneers of modern home building in the area and one of Dallas' leading architects and builders, designing and building scores of homes. His vision inspired scores of others to follow and his legacy will remain a part of our future for decades to come. He had won many ARC Awards for custom home building and architectural design and had been named to *D Home* magazine's Best Builders list every year since 2011. His homes had been showcased in both the Parade of



Homes and the White Rock Tour of Homes.

Dallas BA Executive Officer Phil Crone stated, "In the words of Robert Kennedy, 'the purpose in life is to contribute in some way to making things better.' Tom's contributions as a home builder and a friend have made our industry and all of us individually better."

Survivors include his daughter Jessica Greico; granddaughter Zoe; brothers Frank and Ron; several nieces and nephews; former wife and dear friend Sharon Greico; and partner of 10 years Elaine Raffel.

To honor Tom's legacy as a passionate builder, designer and architect, please consider giving to the Tom Greico Memorial Scholarship Fund at his alma mater, the University of Texas at Arlington. Visit <https://giving.uta.edu/tom-greico-memorial-scholarship>.



Members of the Dallas BA Board of Directors raise a glass in tribute to Tom Greico, who left us much too soon.

— Photo courtesy of Scott Roberts, Creative Architects.



Rally Day 2019, Local Ordinances and Plenty of Reasons to Get Involved

David Lehde
Director of
Government
Affairs



Problematic additional tree regulation moving through Dallas City Hall

With the passage of revisions to Dallas' landscaping and tree mitigation ordinance just last summer, the impacts of the ordinance's process and mitigation cost increases, that the Dallas Builders Association warned about, are not being felt as it relates to housing affordability.

And even though the implantation of the ordinance is only recent, the city is now headed down a path of additional tree regulation that could pit neighbor vs. neighbor, while bringing new challenges to existing and future homeowners who desire to protect the value of their home.

Dallas' City Plan Commission (CPC) recently approved a proposed Neighborhood Forest Overlay (NFO) district ordinance. NFOs would result in property owners facing tree regulations, otherwise not enforced upon them, if a percentage of the neighborhood/area's property owners work through a petition process.

Historically there are property owners in proposed overlays who, even though they do not want the additional zoning provision applied to their property, find themselves subjected to new development provisions. Obviously, there is concern over whether those asked to sign a petition are given full understanding of the impacts proposed overlays, such as the proposed NFO, would have on them and their property.

With NFOs, however, there is the additional concern regarding unintended consequences. While many species of trees undoubtedly increase the value of residential property, and responsible home builders exercise the utmost care to preserve and protect valuable species of mature trees, typically, it is not possible or prudent to preserve a tree when it is in close proximity to the home's foundation.

Dallas requires the foundation design of a new home to be endorsed by a licensed geotechnical engineer. If an engineer recommends the removal of a tree based on site and soil conditions, a property owner could suffer the consequences of the NFO provisions by simply complying with the city's construction standards. This would not be fair.

A similar situation may arise for

existing homes. Over time, tree roots may threaten a foundation. In these cases, property owners should be free to protect the structural integrity of their homes. And there also concerns regarding whether proposed provisions would be in compliance with recent enacted state law resulting from the passage of HB 7 in 2017.

Dallas BA had communicated these concerns to both the CPC and the Zoning Ordinance Advisor Committee. We will continue to weigh in on this issue.

Development and Impact Fee ordinances are on the agenda in Collin and Denton Counties

The City of Frisco is currently in the revision process for updating their road and water/wastewater impact fees. While the actual assessed fees have not yet been offered, the maximum assessable fees allowed have been calculated as part of the city's CIP study. Depending on what percentage of that maximum allowed is instructed by the city council, the actual assessed fees could decrease.

However, in the case of water/wastewater impact fees, when considering the percentage historically used in Frisco, an increase seems likely. Dallas BA is in communication with the city and will continue to stress the need to keep fees as low as possible in order for Frisco to remain competitive in the new home market.

The City of Denton is currently in the process of updating its development code. While we have updated members on this previously, the process is starting to move faster and committee and council hearings will likely happen soon.

Builders and developers who work in the Denton area are encouraged to contact the Dallas BA's Director of Government Affairs at David.Lehde@DallasBuilders.com for information. While Dallas BA has already offered suggestions related to sections of the code, there will be more work needed.

Rally Day 2019 presented by Jackson Walker set for March 20

With the gaveling in of the 86th Legislature in Austin in early January, the advocacy engine of the Association goes into overdrive. As any Dallas BA member who has attended in past sessions, and they will likely tell you that

our Rally Day trip to Austin is both informative and interesting.

On March 20, Dallas BA members will travel en masse by bus to this advocacy event hosted at the Texas State Capitol. Rally Day is a valuable opportunity for Association members to visit with our service area's local legislators (who make up a sizable portion of the government decision makers) and key policy staff face-to-face. Member participation is important.

By attending Rally day, you serve as the strongest representation of the Texas residential construction, remodeling and development industry. And considering your industry has one of the larger economic impacts on the state, your concerns and input have an impact.

Rally Day provides members a unique opportunity to learn about the legislative policy proposals that impact our industry, as well as a view of the legislative process in action. It also provides an opportunity to collaborate and network with other industry leaders.

We know that some may not be comfortable speaking on issues. That is understandable. That is why we will have members with previous Rally Day experience in each group who can lead the discussion on the issues important to our members.

Members will also receive briefing materials on legislative issues and pending legislation that impact our industry. Just being in attendance helps our advocacy efforts as it shows our legislators that the issues we raise, affect many Texans, who help many Texans with the American dream. Odds are, there will likely be a point in the discussion where you find it natural to share your knowledge of the industry in order to protect it.

Members are encouraged to register early. You can find the registration form and more information, along with information on other Association events and classes, under the events menu at DallasBuilders.org.

Partnerships are still available and needed to make Rally Day 2019 a success. Information on partnership levels is available on page 1 of this issue or visit the calendar at DallasBuilders.org. If you are interested in being a partner, please contact our Director of Member Services at Misty.Varsalone@DallasBuilders.com.

Construction Monitor				Dallas Metro Building Permit Summary		
Year-to-Date 01/23/2019				Year-to-Date 01/23/2019		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	694	\$176,062,136	694	1 D/R Horton Custom	143	\$27,599,272
Duplexes & Twin Homes	5	\$1,887,830	10	2 D/R Horton	43	\$11,001,280
Apartments & Condos	20	\$228,068,452	2803	3 Highland Homes	45	\$9,740,094
Other Residential Structures	7	\$235,340	0	4 First Texas Homes	21	\$7,980,851
Swimming Pools & Spas	130	\$5,852,853	0	5 Bloomfield Homes	19	\$5,811,485
Garages & Carports	9	\$454,434	0	6 Megatal Homes Inc	17	\$5,099,099
Res Rmld, Addn, Int Fin	194	\$15,611,004	0	7 Lennox Homes of	9	\$4,915,805
Reroof Residential	53	\$3,920,365	0	8 Hallmark Land	14	\$4,676,431
Total Residential Const	1,112	\$431,702,628	3,907	9 Lennox Homes	13	\$4,587,174
				10 History Maker Homes	19	\$3,992,397
				11 Beazer Homes	11	\$3,464,340
				12 Pulte Homes Of	10	\$2,955,587
				13 Antares Homes	17	\$2,840,103
				14 Darling Homes of	6	\$2,690,144
				15 Ashlon Woods Homes	5	\$2,685,835
				16 Asker Construction	12	\$2,652,336
				17 American Legend	8	\$2,645,763
				18 Drees Custom Homes	8	\$2,533,218
				19 Cobham Homes	10	\$2,350,489
				20 Robson Ranch	6	\$2,119,558
				21 Heart To Home Bldgs	1	\$2,100,000
				22 Westford Builders	1	\$1,980,000
				23 Meritage Homes	6	\$1,880,000
				24 Boffix Llc	23	\$1,840,000
				25 Meritage Homes	4	\$1,838,650
				26 Megatal Homes Inc	7	\$1,798,363
				27 UnionMain Homes	4	\$1,580,739
				28 Sandlin Custom	6	\$1,450,721
				29 Riverside	8	\$1,368,549
				30 Dallas Purchasing	4	\$1,339,872
				31 K Novatian Homes	3	\$1,338,700
				32 Dunhill Homes	5	\$1,268,799
Total Residential	388	\$134,901,072	1,147			



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Dallas Housing Market: 4 Things to Watch in 2019

Unlike prior years, 2019 will not be full steam ahead for our area's housing market. The predicted return to normalcy after a run of several frenzied years will be hard to characterize with a broad brush (though many will try). While more nuanced and complicated than before, there will be no shortage of opportunities and no reason why we cannot continue to be the envy of the nation.

Looking ahead, here are four things to watch in the year to come and why they matter.

1. Rumors of our demise will be greatly exaggerated.

While making for great "click-bait," national stories proclaiming the forthcoming demise of the Dallas housing market will be greatly exaggerated. The reality is that we are moving from a frenzied and overheated market to a more normal one.

With DFW adding 100,000+ jobs year after year, builders struggled to keep up amidst a labor shortage of more than 20,000 workers, tariffs and local regulations. According to Metrostudy, the median new home price increased 56.2% from \$197,800 to \$331,000 between 2010 and 2017. The median resale price jumped by nearly the same percentage. Median household income only rose by 23.8 percent over that same time.

Couple those figures with rising interest rates and it's obvious that af-

fordability is the number one challenge facing our market. Watch for stories in the coming months focusing on pricing "declines" and a "cooling" job market.

Pricing declines are needed, and builders are responding to this already as best they can (more on that in a moment). A "cooling" job market simply means we will be under the 100,000 mark, but will continue to be one of the nation's best job markets. Since homes are where the jobs sleep at night, that bodes well for housing. Don't buy into the negativity.

2. New cities will become "hot spots."

The DFW area is comprised of more than 200 municipalities. Each has different codes and ordinances that regulate housing. City leaders mold them to encourage the type of new resident they desire.

Some have a stated desire to keep home prices over \$500,000 and an unstated desire of preventing those who cannot afford that from living there. Others do all they can to limit or prohibit multifamily construction. Concerns usually attributed to traffic often mask other unfounded concerns related to school ratings, crime and changing demographics.

Cities that embrace density, diversity and affordability will perform well. Those that don't will cool off. Watch for vast differences from city to city in 2019. High home inventories



with low lot inventories will indicate jurisdictions that are out of touch with the market. However, some publications will mischaracterize them as indicators of the entire market.

Watch for new communities to open in cities you may have barely heard of as builders look to deliver the sub-\$350,000 homes our market desperately needs. Also, watch for a single-family redevelopment shift from a handful of north and east Dallas neighborhoods to cities such as Farmers Branch that offer generous grants and tax incentives for property owners to tear down and rebuild.

3. Dallas will have a unique opportunity.

Affordability is a common thread of this article because most of our opportunities and challenges center around it. This is more prevalent in the City of Dallas than anywhere else.

Popular opinion in leading publications is that there is a vast conspiracy

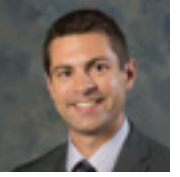
among the housing industry and the development community to remove affordable housing from Dallas. The reality is, like other industries, home builders want as many potential buyers for their product as possible. Like any other product, costs incurred while producing a home are incorporated into its price. If city leaders would understand this fundamental premise, they'd solve a housing need that surrounding cities are unable or unwilling to do.

Mayor Rawlings, in my opinion, honestly wanted Dallas to succeed in "growing south." However, willing the industry and community leaders to that goal while touting small successes is not enough.

When it comes to housing affordability, Dallas takes two steps backwards for every one forward. Its development processes present zero certainty in cost and duration. Regulations such as the newly revised tree ordinance, driven by North Dallas interests, have added hundreds of thousands of dollars to residential projects in the rest of the city. Many were rendered unfeasible thanks to the ordinance's penalty for removing hackberry trees. Dallas needs a mayor (and a council) who understands its broken processes and has the political wherewithal to fix them. Solutions need to be methodical and not myopic.

Dallas has a unique opportunity to provide many of our area's missing rooftops if they fix the fundamentals, push aside the regulatory hurdles and let

Phil Crone, JD, CGP, GSP Executive Officer



builders build for the most underserved incomes in our market. Watch for development without displacement to occur if this is done.

4. DFW will remain a wonderful place to call home.

Our transition from frenzy to normalcy is cause for awareness, not alarm. Since 2010, our area has added more than one million new residents. Our unemployment rate is around 3.2 percent, which is effectively full employment (everyone who wants a job has a job). Of the 123 corporate headquarters that moved to Dallas since 2010, 43 relocated from California. In 2016 alone, nearly 300 of the 1,800 companies that left California moved to the Dallas area according to the Dallas Business Journal.

DFW's strong job market is ironically a reason why we lost out on Amazon HQ2. Despite DFW having the fifth largest tech labor force in North America, Amazon was deterred by our lack of available talent with so many other companies already competing for employees. This bodes well for continued housing demand and wage growth in 2019 and beyond.

McSAM Awards.com




SATURDAY, APRIL 13TH, 2019

6:00PM COCKTAIL HOUR

7:00PM DINNER & AWARDS PRESENTATION

AFTER PARTY IMMEDIATELY FOLLOWS AWARDS PRESENTATION

Dale Hansen to emcee McSAM Awards

Noted sportscaster Dale Hansen will serve as master of ceremonies for the 40th Anniversary of the McSAM Awards, which will be presented by StrucSure Home Warranty. This year's event will be held on Saturday, April 13, at the Sheraton Dallas.



Dale Hansen

Dale Hansen is the weeknight sports anchor during the 10 p.m. newscast on WFAA, Channel 8, and also hosts Dale Hansen's Sports Special on Sundays at 10:35 p.m. He has been with WFAA since 1983 and during that time has won many awards for sports reporting.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas Builders Association in recognition of Sales and Marketing excellence. The prestigious McSAM Award is given to builders, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements during the past 12 months.

The evening will include a Red Carpet walk for sales and marketing professionals who have made their mark on the industry during the event's

40-year history.

McSAM kicks off with a hosted cocktail hour at 6 p.m. Valet parking will be provided courtesy of Sales Solve Everything. Neighborhood Management will host an After Party.

Tickets are \$125 year and are now on sale at McSAM Awards.com. A variety of partnership opportunities is now available starting at \$500. Please contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5005, if you are interested in partnering.

Last year more than 350 entries were submitted, and attendance reached almost 450.

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Atkins named Designee of Month

Presented by



Wayne Atkins of Sterling Brook Custom Homes, LLC is a third generation builder with a degree in environmental design from Texas A&M University. After working for a large architectural firm in Atlanta for a few years, he shifted his focus to residential design and construction, where he found a passion for creating custom homes.

Wayne was introduced to the concept of building science while attending a building conference in the late 90's. That introduction started a quest to implement building science concepts into every home he built. A goal was set to make each new home perform better than the previous one. He became an early adopter of the Energy Star for Homes program and most recently started building homes that meet the Department of Energy's Net Zero Ready Home program.

"Having the certification brings the additional level of confidence to our clients," said Atkins. "It's one thing to tell someone something, but it's another to demonstrate that level of expertise that you have."

For nearly a quarter of a century, Sterling Brook Custom Homes, LLC has provided homeowners with the ultimate in high-performance luxury homes through sophisticated designs coupled with energy-efficient construction. The strength of the company is the ability to work with clients through the entire design/ build process. This results in a home that fits an owners needs in both space planning and performance.

Sterling Brook Custom Homes, LLC was honored to be selected as a *D Home* magazine Builder of the Year for the 8th year running and voted Builder of the

Year by the Greater Lewisville Association of REALTORS® in 2010. Sterling Brook Custom Homes has also had the distinct pleasure of winning six ARC awards through the Dallas BA.

In 2014 they received a Housing Innovation Award from the Department of Energy (DOE) for their project titled Village Park Eco Home. The home incorporates a real-time energy monitoring system. This unit monitors whole-house energy usage as well as usage on specific circuits and displays the information on one of the two iPads tied to the home. In keeping with the DOE Zero Energy Ready Home requirements, the home is pre-wired for photovoltaic as well as solar hot water panels.

Wayne not only was one of the first adopters for the Certified-Aging-in-Place (CAPS) certification, he also furthered his knowledge by obtaining his Graduate Master Builder (GMB) and Certified Green Professional (CGP) certifications through the National Association of Home Builders.

How do you market your certification? I promote with plaques on walls, CAPS logos on business cards, website, LinkedIn, social media and Houzz. It comes up and is discussed at almost every new client meeting.

What does the certifications add to your business? Having the certification brings the additional level of confidence to our clients. It's one thing to tell someone something, it's another to demonstrate that level of expertise that you have.

This certification has brought our company leads; potential homeowners have specifically sought us out due to holding the CAPS certification. That demonstrates that the Dallas Builders Association is doing a good job of letting consumers know this certification is out there and the depth behind it.



Wayne Atkins

How do your customers respond to your certification? Most clients are looking to downsize. The CAPS certification opens the dialogue about options they have. The clients enjoy being educated on options for them to take advantage of. Most people buying a custom home today have had exposure to aging parents, so it really opens up communication about the design process.

Why did you select this certification? Having a degree in architecture is one thing, but the Dallas BA is the only one talking to builders about aging in place with universal design. I obtained this certification because I was looking to learn to be a better builder and designer.

Are you interested in becoming a Certified Aging-in-Place Specialist? You can obtain your certification by attending the three required courses all in the month of March. Register online at dallasbuilders.org

The program teaches the technical, business management, and customer service skills essential to competing in the fastest growing segment of the residential remodeling industry: home modifications for the aging-in-place.

Upcoming Classes – March & April

Presented in partnership with



Energy Code Requirements & Solutions - Building a Better House - March 13

The Texas energy code has multiple compliance paths that add flexibility but can also complicate compliance. Air sealing and other mandatory items must all be met and understanding them can be confusing.

This class will dig into ways to simplify energy code compliance and understand how to achieve the maximum flexibility for minimum investment. Energy efficient system specialist, Matthew Brown with the APA will leave attendees with an understanding of pathways to comply with the energy code and air leakage requirements and mandatory compliance items.

He will also address prescriptive energy code options from Energy Systems Lab (ESL) and how to leverage a performance path for maximizing flexibility with controlled costs.

Date: March 13, 2019
Time: Breakfast & Check-In: 8:30am - 9am - Class 9 - 11:30am
Location: Dallas BA Office, 5816 W. Plano Parkway, Plano, TX 75093
Cost: \$40 (advance registration)

This Building a Better House class is brought to you by 2019 Title Partner StrucSure Home Warranty. Series Partners are Texas Builders Resource Group, Samsung and APA – The Engineered Wood Association.

Certification Class - Basics of Building - April 10

The basics of building is a must-attend class of anyone new to the construction industry and those who want to expand their knowledge in order to better communicate with builders about the build process.

This course is designed to provide the student with a basic understanding of the project management process and the basics of that process.

Focusing on six sections, this class will thoroughly cover common terminology, the sequence of events throughout the construction process, materials and methods typically used in residential construction and the roles stakeholders take during a new construction build or a remodel.

This is a **REQUIRED COURSE** for anyone working toward obtaining a Certified Graduate Associate, Certified Green Professional and Certified Sales Professional designation.

Date: April 10, 2019
Time: 9am - 5pm (lunch will be provided)

Location: Dallas Builders Association 5816 W. Plano Parkway, Plano, TX 75093

Cost: \$210/member \$310/non member

This course is made possible by our 2019 education title partner StrucSure Home Warranty; their commitment to the industry's education is vital to our Association's education program.

Samsung hosts January After Hours



Kristin King, Samsung, and Quin Lloyd with After Hours host Samsung present builder door prize winner Matt Robinson of Walton Global Holdings with a Samsung Powerbot)



TW Bailey of Bailey Family Builders also won a Samsung Powerbot, presented by Kristin King and Quin Lloyd of Samsung.



Kristin King, Samsung; associate winner of a Powerbot Michael Shasteen, Supreme Lending; and Quin Lloyd, also with Samsung



Chrissie Nemeth of KJ Custom Screens also won a Samsung Powerbot



Nicole Arnold of Nicole Arnold Interiors was the guest winner of a Samsung Powerbot.



Membership Chair Pat Nagler, cash door prize winner Steve Smirnis of Building Savvy Magazine and Dallas BA Executive Officer Phil Crone

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Origin Homes, Inc.
John Wingate
855-866-8339
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Spike: Carol Leonard, Western Window Systems

Standpoint LLC
Rachel Garza
847-532-5968
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Xenia Tree Renovations
Kevin Decker
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ASSOCIATES

Carrier Enterprise
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HVAC

Home Soon Lending Team-Cardinal Financial
Conor Hayhurst
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PROFESSIONAL SERVICES
Spike: Greg Paschall, Intex Electrical Contractors

AFFILIATES

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Ebby Halliday Realtors
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Charito Moore
972-461-4815
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Spike: Steve Puckett, LegacyTexas Bank

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PrimeLending, A Plains Capital Company
Erik Hargrave
469-320-2414
FINANCIAL SERVICES
Spike: Brian Webster, KWA Const.

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Cameron Alspaw
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BUILDERS - RESIDENTIAL

Xenia Tree Renovations
Lisanne Decker
214-684-4058
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See complete new member listings at DallasBuilders.org



Congratulations, Spikes!

These members were all presented with Spike recognitions at the January Board of Directors meeting. From left, they are, Matt Walls, Winston Homes, 25-Spike level; Stephen Puckett, LegacyTexas Bank, 6-Spike level; Donnie Evans, Altura Homes, 150-Spike level; and Alan Hoffmann, Hoffmann Homes, 25-Spike level.



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Member Milestone Anniversaries



Members Celebrate Anniversary Milestones
(Left) Past President Brad Camp of Yancey Camp Development accepts a milestone plaque in recognition of 50 years of membership in the Association. (Right) Membership Chair Pat Nagler presents a 5-year Milestone Award to Larry Patterson of The Glass Doctor for 5 years of membership.

Milestones denote continuous Dallas BA membership.

- 25 Years**
TKO Associates Inc.
- 15 Years**
FraserCon "Concrete Experts"
- 10 Years**
Craig Ranch
Means & Matthews Custom Builders, LLC
- 5 Years**
Energy IQ
J. Williams Staffing Texas, LLC
Walton Global Holdings

Thank you to Milestone Partners



Builders, register for Home of the Week feature

In conjunction with the *The Dallas Morning News*, the Dallas Builders Association offers its builder members the chance to have a project featured as the Home of the Week. Builder members who are interested simply apply. Those who are selected submit an article depicting their home and a high quality photograph/rendering.

The Home of the Week program has been reformatted to include homes in all stages of completion. From conceptualization to on the market homes, it's never been easier to promote your project for free. This represents a value of more than \$2,000 in advertising dollars, offering prime exposure, and is a benefit offered only to Dallas BA builder members.

Builders whose names are drawn can expect the photo and story to be featured in *The Dallas Morning News'* New Home section. Additionally, the project will be promoted on DallasBuilders.com, Houzz and other Dallas BA social media sites.

Since 1959 almost 3,000 homes have been recognized in the "New Homes" section of the Sunday *Dallas Morning News*.

Home of the Week applications are now being accepted, with builders being featured this spring.

To register your project into the drawing, contact Holly Pemberton at 214-624-3176 or send an email to pemberton@dallasbuilders.com.

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6-8 p.m.

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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.

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