

THE HOME BUILDER

DallasBuilders
ASSOCIATION

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June 2019

Dallas BA's Industry Investors for 2019



BRIEFLY

The ARC Awards has moved to a biennial event allowing custom builders an expanded qualifying period for projects entered into the competition. Projects completed within 2 years of the ARC Awards deadline will now be accepted for judging. The 2020 ARC Awards will begin its call for entries in late 2019 and end in April of 2020.

Visit www.nahb.org/savings to see the available savings your membership gets you including discounts on:

- Movie Tickets & Concerts;
- Sporting Events;
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Members can save \$500/\$1,000 through NAHB's General Motors program. The Fleet discount is available on purchase or lease of five or more vehicles in a year or lease or own 15 or more vehicles of any kind. Members can also save \$500 on a Fiat, Chrysler, Dodge, Jeep or Ram and \$3,000 to \$9,500 on Nissan and Infiniti vehicles.

Visit <https://hiip.dallasbuilders.org/> for a quote on health insurance for as few as two employees from the Dallas BA's insurance partner Holmes Murphy.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Patriot PAWS receives new house as beacon of hope for U.S. veterans

By Sheena Beaver
Director of Education

On Friday, May 31, a dedication ceremony was held to commence the beginning of building a well-deserved home for the Patriot PAWS organization. This home will stand as a beacon of hope in the City of Rockwall. Although it is located in Texas, the home will serve veterans throughout the nation.

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

This build was no small feat. It required several deviations for a standard residential build, including commercially rated fire sprinklers and alarm system on top of being so precise as to comply with ADA requirements. But Builder Captains Mishler Builders and Altura Homes stepped up to the challenge. They ensured everything within the home was there to benefit the end users, our honored military veterans.

The partnership objective was to build a 2-bedroom, 2-bathroom suite style home. The property is located in Rockwall on the lot next to the Patriot

PAWS training facility. The home is fully ADA compliant with an open kitchen and living room concept that will serve as a place for veterans to stay as they become acquainted with their new best friend and for those who need a refresher training on handling skills. Patriot PAWS will also be offering this as a place to say for any veteran who might need some time away or to meet with other veterans and play cards, watch sports and relax away from the demands of the world.

At the ceremony, State Representative Justin Holland thanked Patriot PAWS for the outstanding work they do and commended the Dallas BA for generously partnering with the organization. Mayor Pro Tem Dana Macalik addressed the crowd and thanked all involved in the build. She stated how proud Rockwall is to have such a great organization such as Patriot PAWS based in the community. She further mentioned the wonderful partnership between the city and Patriot PAWS, which was shown in the city's willingness to waive fees and assist throughout the build.

Representatives from Congress-
continued on page 3



The Dedication Team for Patriot PAWS' new guest house, from left, is Justin Webb, Jerry Holcomb, Mayor Pro Tem Dana Macalik, Kamal Fulani, Lori Stevens, John Vick, Terri Stringer, Mike Mishler, Michelle Zook and State Rep. Justin Holland.

Housing prepares for additional tariffs

By Phil Crone, Executive Officer

In the midst of a nationwide 10-year low in affordability, the housing industry is bracing for additional tariffs. From tile to countertops, laminates, lighting and furnishing, about 450 products commonly found in new homes and remodeling projects are seeing tariffs rise from 10 percent to 25 percent due to the escalating trade war between the United States and China.

According to the National Association of Home Builders (NAHB), homeowners and home builders nationwide will be paying an additional \$2.5 billion. Existing tariffs on Chinese imports and Chinese retaliatory tariffs already reduce U.S. Gross Domestic Product by 0.15 of a point.

These additional tariffs will lower GDP by another half a point. While painful, they should not, in and of themselves, induce a recession.

Closer to home, the Dallas Builders Association members I have spoken to have not seen any increases yet, but they know they are coming. Builders are weary because they recently saw tariffs on Canadian lumber add about \$6,000, on average, to the price of a new home from mid-2017 to about June of last year.

The price increases were way higher than the tariffs themselves, which led NAHB to suspect collusion. Tellingly, lumber prices sunk immediately after these suspicions were conveyed to the Commerce Department.

This latest round of tariffs may not hit home until later on in the summer. They attached to products that began

shipping this month so it will take a few weeks for them to find their way to store shelves.

I fear that, as we saw with lumber, some manufacturers won't let a good crisis go to waste and will use this as an occasion to take profits. Either way, this does nothing but exacerbate the affordability crisis.

Whether they come from the local, state or national level, costly regulations continue to be a top concern for the housing industry as they severely encumber our ability to provide access to great communities, schools and the wealth-creating opportunities of homeownership.

Dallas BA consumer website wins national Assn. Excellence Award

DallasBuilders.com has been recognized with a prestigious Association Excellence Award (AEA) for "Best Website" from the National Association of Home Builders.

Developed last year, Dallasbuilders.com provides consumers with accurate and honest information about new construction in the Dallas area.

Free listings on the builder search tool are producing leads and jobs for Dallas BA members, which has solidified the website as a new member benefit.

"It was obvious that we needed to increase our relevance to the consumer," said Executive Officer Phil Crone. "There was not much

precedence to cite when we were building and developing this, which was both exciting and challenging. Massive credit is owed to our staff. Their efforts produced an incredible new member benefit worthy of this prestigious award."

The Association will formally receive the award at the Association Management Conference in July. More than 130 AEA entries were considered throughout various categories.

If you have yet to complete your free builder listing or would like to advertise on either DallasBuilders.com or the member site, DallasBuilders.org, contact holly.pemberton@dallasbuilders.com.



Cars for CASA – Most Successful Show to Date!

The Metro East Division on May 19 hosted a very successful Cars for CASA featuring more than 300 vintage cars, trucks and motorcycles and attracting almost 4,000 visitors. The group estimates it raised more than \$65,000 for Lone Star CASA, an organization that provides advocates for children in the care of Child Protective Services. Metro East has donated approximately \$500,000 to CASA over the past 14 years. From left are Metro East volunteer organizers Joe Enderby, Matthew Jamison, Abby Bowerman, Sam Bowerman, Larry Baty, Doug Bowerman, Greg Paschall, Ed McKiddy, Blake Harris, Wayne Pearce, Dave Hambley and Jimmy Norris.

Washers Tournament: Members pitch for advocacy

Dallas BA's 2019 Washers Tournament, presented by BGE, Inc. was held on May 28 and saw a new team crowned champions of the washers board for the second straight year.

With stout competition that went well into the evening, the team of Greg Paschall and Brad Chandler endured to a gold medal win. John Bynum and Andrew Pieper, with strong play, took the silver and the team of Garrett Scoggins and Jason Luke took home the bronze.

This tournament benefits HOME PAC of Greater Dallas and a good time was had by both participants and spectators, who also enjoyed great food and a fun networking opportunity.

Special thanks to our partners: Title Partner — BGE, Inc. Beverage Partners — Fox Energy Specialists, Bush Rudnicki Shelton Dallas BA also thanks Weyerhaeuser for coordinating and officiating tournament play again this year.



HOME PAC Chairman Donnie Evans, center, presents first place honors to Greg Paschall and Brad Chandler.



HOME PAC Chairman Donnie Evans congratulates silver medalists John Bynum and Andrew Pieper.



The bronze medal went to the team of Garrett Scoggins and Jason Luke. HOME PAC Chairman Donnie Evans makes the presentation.



Results of Advocacy in Action

The Dallas Builders Association has had a busy spring, and summer looks to be just as busy.

On May 21, the Association gained a big legislative victory when Governor Abbott signed House Bill 852 into law, effective immediately. HB 852 had passed the House on April 16 and the Senate on May 8.

HB 852 prohibits municipalities from considering the value of a dwelling or the cost of constructing or improving a dwelling to determine the amount of permit or inspection fees charged. The bill also prevents municipalities from requiring disclosure of information related to the value of or cost of constructing or improving a residential dwelling as a condition for obtaining a building permit, except as required by the Federal Emergency Management Agency for participation in the National Flood Insurance Protection Agency.

The legislation was authored by Rep. Justin Holland (R-Heath) in the House. Senator Pat Fallon (R-Prosper) authored the identical companion bill SB 855, while sponsoring HB 852 in the Senate.

In late April, yours truly journeyed to Austin to offer testimony in support of House Bill 852, which was priority legislation for the Dallas BA this session. This was the third time the Association had testified in support of HB 852. First, Dallas BA spoke in front of the House Urban Affairs committee, where Dallas BA member Kevin Webb and I joined TAB's Ned Munoz to speak on the need for the legislation. Executive Officer Phil Crone testified for the Senate companion bill, SB 855, in front of the Senate Intergovernmental Relations Committee. The Dallas BA testimony in late April was also in front of the Senate Intergovernmental Relations Committee.

In early May, Dallas BA member Frank Murphy joined TAB's Scott Norman to offer testimony on another piece of priority legislation, HB 1743. The legislation is intended to address the punitive and excessive nature of agriculture exemption claw-back taxes on builders and home buyers. The bill would reduce the burden of these taxes and provide a more equitable (fair) balance, by lowering the number of years that the agriculture roll-back tax is due from five to three years and lowering the interest rate owed on those back taxes from 7 to 5 percent. The Legislative Budget Board forecasts that the bill would save at least \$400 million in roll-back taxes paid by property owners

over the next 10 years. Murphy made multiple trips to Austin to testify for the legislation on behalf of the industry.

On May 19, HB 1743 was passed out of the legislature after it earned approval of the Senate. It had passed out of the House on April 25. This was a significant step for the legislation that had not seen nearly this amount of movement in previous legislatures. HB 1743 now awaits the decision of the Governor for final approval.

HB 852 and 1743 are great examples of the effectiveness of Association advocacy efforts and the value of member participation.

Closer to home, the Association has had a busy spring monitoring area municipal elections. After many interviews and a lot of candidate research, HOME PAC of Greater Dallas released a municipal election voter guide covering 36 council candidates, including mayors, in key races from across our 10-county service area. A majority of those candidates seen as understanding the importance of housing were victorious on the May 4 election day.

Regulation that affects housing occurs at the local, state and federal level. As of the time of publishing of this article, members and government relations staff from Dallas BA are preparing to head to Washington, D.C. during the first week of June to visit with our service area's congressional delegation to discuss policies that have major impacts on housing. A key issue among the discussions will be that of housing affordability.

Demographics across the nation currently favor single-family construction, however, there is work needed to

David Lehde
Director of
Government
Affairs



protect the future and deliver homes at a price that home buyers can afford. Concerns arise from multiple years of prices rising faster than incomes. Much of this is due to key factors such as rising regulatory costs, building material availability and labor shortage. The regulatory costs are not just affecting single-family development. These costs are also affecting rent burden for families who chose to make multifamily developments their home. America needs apartments so families can have a quality place to call home while they save up for their first home purchase. So there is still needed reform to land development regulations.

Another item that Washington must address is the need for housing finance reform and a focus on the role of government-sponsored enterprises (GSE). While some steps have been taken to address weaknesses in the mortgage market, there is still the need to implement comprehensive reforms to the housing finance system to ensure that credit is affordable and available. Any reform should include a limited federal backstop for catastrophic circumstances. This limited federal support is important in continuing the availability of a 30-year fixed rate mortgage.

The Association will provide further updates regarding any key bill signings by the governor and municipal election outcomes, as well as a review of our meetings with Congress.

As we move into summer, the pace does not slow down.

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BARCIE VILCHES, Editor

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders Year-to-Date 05/22/2019		
Year-to-Date 05/22/2019				Builder	Homes	Value
Residential	Permits	Value	Units	1 First Texas Homes	375	\$213,825,323
Single Family Homes	10,233	\$2,993,152,913	10230	2 Lennar Homes	622	\$194,596,858
Duplexes & Twin Homes	28	\$6,478,482	56	3 Highland Homes	529	\$163,119,848
Apartments & Condos	134	\$758,854,843	8486	4 D R Horton Custom	910	\$149,229,953
Other Residential Structures	204	\$10,628,111	0	5 DR Horton	913	\$130,716,482
Swimming Pools & Spas	1,950	\$91,286,262	0	6 Bloomfield Homes	353	\$96,987,498
Garages & Carports	104	\$5,713,149	0	7 Beazer Homes	290	\$77,997,471
Res Rmld, Addn, Int Fin	1,769	\$140,967,916	0	8 David Weekley	197	\$69,510,058
Reroof Residential	640	\$34,511,726	0	9 American Legend	186	\$63,679,443
Total Residential Const	15,962	\$4,941,589,594	18,772	10 Hallmark Land	151	\$43,989,582
				11 Pulse Homes Of	228	\$51,311,886
				12 Darling Homes of	119	\$48,662,543
				13 Megatec Homes Inc	158	\$42,006,418
				14 History Maker Homes	181	\$45,759,139
				15 K Homevision Homes	94	\$38,591,953
				16 Drees Custom Homes	110	\$38,477,834
				17 Heritage Homes of	121	\$37,517,985
				18 Toll Brothers Inc	60	\$36,944,717
				19 Mortgage Homes	107	\$34,689,232
				20 LGI Homes	188	\$33,916,406
				21 DR Horton	155	\$33,649,499
				22 Shaddock Homes	81	\$33,043,135
				23 Artesian Homes	143	\$30,087,968
				24 Landin Homes LP	109	\$30,047,218
				25 MI Homes	98	\$28,450,348
				26 Gehan Homes	110	\$27,696,848
				27 Ashton Woods Homes	72	\$27,325,291
				28 Petry Homes	74	\$26,029,427
				29 Transmark Homes	74	\$22,833,936
				30 Megatec Homes Inc	89	\$18,631,297
				31 Robson Ranch	49	\$18,640,704
				32 Nunnally Homes	66	\$15,949,483
				33 CB Jerr Homes	82	\$15,758,344
				34 MHI Partnership	52	\$15,638,943

Dallas Metro Building Permit Summary			
Year-to-Date 05/22/2019 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	319	\$80,103,820	319
Demolition	30	\$174,540	0
Footing & Foundation	59	\$969,340	0
Apartments & Condos	5	\$24,579,750	195
Other Residential Structures	5	\$312,189	0
Swimming Pools & Spas	49	\$2,140,801	0
Garages & Carports	1	\$28,500	0
Res Rmld, Addn, Int Fin	60	\$4,513,312	0
Reroof Residential	36	\$1,148,370	0
Total Residential Const	664	\$113,648,154	514

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Dallas BA seeks nominations for 2020 Board of Directors

Each year the Dallas BA searches the ranks of its members to find those who want to take an active role in the leadership of the Association and the evolution of the home building industry in the area.

The Association Board of Directors is selected by the membership in an election at the end of each summer. This is accomplished through a series of steps that will first seek out interested candidates, then affirm their willingness to become a leader, not just a Board member.

Once the Nominating Committee completes the review of the interested candidates, it then prepares recommendations and the ballot.

If you are interested, or know someone who is, now is the time to let the Nominating Committee know. Michael Turner of Classic Urban Homes is chairman of the committee this year.

Expectations of a Director

Each director is elected for a one-year term, starting around Oct. 1. He/she is expected:

1. To attend the Board of Directors Retreat;
2. To attend the Installation of Leadership;
3. To attend the monthly Board meetings;
4. To attend all Dallas BA general functions;
5. To invest in HOMEPAC of the Dallas Builders Association;
6. To take an active role in the committee structure of the Dallas BA;
7. To be active in recruiting new members; and
8. To support the special events of the Dallas BA (e.g. Golf Tournament, ARC Awards, Dallas Builders Show).

Express your interest or make a nomination by emailing Sheena Beaver at sheena.beaver@dallasbuilders.com. Please put "2020 BOD Nomination" in the subject line and include the following three items:

1. Any active NAHB certifications you currently hold;
2. Involvement with the Dallas BA; and
3. Please note if you are eligible to be considered as an Honored Life Director. According to the Dallas BA bylaws, the Board may elect Honored Life Directors upon nomination for the position by the Nominating Committee. The member shall have:

- Served as a Director for at least seven (7) years.
- Served at least one (1) year as Chairman or President of a Committee, Council or Division or in an elected or appointed position in public office.
- Met all Board of Directors attendance requirements for at least seven (7) years.
- Made extraordinary contributions to the home building industry or the community.
- Obtained a professional education certification.
- Invested in HOMEPAC of Greater Dallas for at least seven (7) years.

Patriot PAWS Open House

continued from page 1

man Ratcliff's office and Senator Hall's office presented flags that had been flown over the US Capitol and the Texas State Capitol. Senator Cornyn's representative was also in attendance and offered to assist secure federal grants for Patriot PAWS.

Dallas BA Executive Officer Phil Crone noted the wonderful support and representation from all three levels of government that enhance this great organization's success.

"Charitable projects are not easy," Crone points out. "Many hands have to come together and work towards a common purpose. This project was uniquely challenging because it had a blend of both commercial and residential construction requirements. Despite the hurdles, Mishler Builders and Altura Homes along with their trade partners delivered a spectacular facility."

Crone adds, "So few of our population serves, yet so much is owed to them. Those fortunate enough to return often do with wounds seen and unseen. For many, the road home starts right here as they get to know their new best friend who lives to serve them."

Patriot PAWS Assistant Executive Director Teri Stringer heartfully thanked the builders and the vendors for the donations and time taken to help realize this dream. "It all started when Jerry Holcomb walked into my office and told me what his plan for the house next door was," she said. "I looked at him and said, 'Well, this is a prayer answered.'"

Builder Captains Justin Webb, Altura Homes, and Mike Mishler, Mishler Builders, stood together as they thanked their many suppliers and trade contractors for such generosity. Justin Webb said, "When it came time to select builders for the project it was an easy decision since Patriot PAWS is in our backyard."

Mike Mishler, who built a custom-mortgage free home for the Holcomb family three years ago in Rockwall, thanked Jerry Holcomb for introducing Patriot PAWS and the Dallas Builders Association. He noted the build was rewarding and challenging all the same.

Father Brown gave a blessing over the home for all who will dwell in it over the many years.

Phil Crone invited dignitaries, the builders and Patriot PAWS to join him in the ceremonial ribbon cutting and into the home for an open house and lunch courtesy of Raising Cane's. The event brought over 100 people to join together in celebrating a new beginning and a place of healing for all who have served.

To learn more about this project and to view photos of the dedication ceremony and the completed home (courtesy of Scott Roberts of Creative Architects) please go to <https://dallasbuilders.org/community-engagement/>.

AFTER HOURS

Thursday, June 27

6-8 p.m.

Hosted By



Community Beer Co., 1530 Inspiration Dr. #200, Dallas

Enjoy food, beverages and prizes while networking with fellow industry professionals

Builder Jackpot – \$900

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

www.dallasbuilders.org

myHomedia hosts May 30 After Hours



Michael Dodson of myHomedia presents builder winner Yvonne Cresswell of Cresswell Builders with a pair of PSB headphones.



Associate door prize winner was Summer Kim-Davis of Ikon Mortgage. Host Michael Dodson of myHomedia presents her a Sonos One speaker.



Membership Chair Pat Nagler presents a door prize to Mike Patterson, Axis Water Technologies.



JoAnne Craven with Meletio was the cash door prize winner. With her is Membership Chair Pat Nagler.



Jesse McCormack of Tag & Associates was the winner of a Dallas BA logo tumbler, presented by Membership Chair Pat Nagler.

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Mack honored as Designee of Month

Presented by 

Choosing people who are honorable, well spoken, educated and driven to learn more is exactly why the Dallas Builders Association came up with the Designee of the Month program. It was easy to see why the Education Committee chose this month's Certified Graduate Remodeler (CGR) Designee, Donny Mack.

Donny's company, Beaver Builders, is steeped in generational character and tradition in the way they have developed their core business. They pride themselves on having a moral compass just as it used to be when businesses were built to withstand the test of time.

Doing what is right is far greater than doing what makes the bottom line heavy. The customer is the focus, and meeting their every need is at the top of that priority list. Beaver Builders' attention to quality and pursuit of excellence is in line with the outreach they perform both internally and externally. This is seen in the way the company gives not just money, but time to rewarding efforts.

It has been said that a company has an obligation to support the industry and neighborhoods in which they work and earn a living. This made it an easy decision for Beaver Builders to work with HomeAid/Home Builders Care on the Denton County Friends of the Family project, one that helps provide a basic necessity for women and children in their time of need. From this project, Beaver Builders received the HomeAid/Home Builders Care Achievement in Community Excellence Award in 2008.

As president and CEO of

Beaver Builders, Donny says he feels he should lead his business by example. His approach to education is no different; he's a firm believer of gaining skills that help him succeed in everything he does.

He is no stranger to formal education, having more than six years of coursework at the collegiate level. (He holds an associates degree in science and a BBA.) This, combined with the 30+ years in the homebuilding and remodeling industry, makes Donny an obvious choice for recognition as CGR Designee of the Month.

His career highlights in both the NAHB and the local Dallas BA are extensive. They start as early as 1999, when he became involved locally with the Association's Education Committee, and he has stayed consistent throughout his career and is involved in the local, state and national levels of our industry.

Having gained the interaction and knowledge that comes at the national level, Donny also became a trainer for classes created through the NAHB. After being an active NAHB instructor for over 10 years he was recently recognized with the distinction of Master Instructor. This is an honor that is shared by only 12 other individuals.

Donny Mack currently holds five NAHB designations and frequently attends classes to gain new insight and new designations. Donny is just another example of why you can never learn too much about an industry where you're earning your living.

How do you market your designation?

Business cards, web site, anywhere my name is found in print.

What does the designation add to your business?

Always striving to improve our



Donny Mack

systems and product; Education embracement is a key to the success of any business.

How do your customers respond to your designation?

Specific to CAPS, I will discuss the benefits of hiring someone with both formal training and experience in aging-in-place and accessible housing, to which the prospect and client are very acceptable.

Why did you select this designation?

I didn't select the designation as much I did the information gained while earning the designation. As in my college degrees, I wasn't looking for a diploma to display on the wall as much as the knowledge to help me perform. I've always placed higher regard on actions and ability than on words and diplomas. I've met a lot of highly educated individuals who couldn't apply what they learned.

– Written by Tag Gilkeson, GMB, CGB, CGR, CAPS, CGA, CGP, MCGP, CSP, MCSP, CMP, MIRM

Upcoming Classes – June & July

Presented in partnership with



The Importance of following Manufacturer Guidelines & Creating Drainable Walls - Building a Better House - June 12

This class will feature an interactive demonstration wall to help ensure every installation is done correctly. Proper installations lead to fewer call-backs and warranty approvals. You will learn from the experts with combined experience well over 100 years.

The Experts:

- Danny Stanphill, Weatherization Partners Limited
- Kevin McLain, DuPont
- Roger Casey, Burgess Construction Consultants Inc.
- Matthew Eytcheson, BMC
- Nicolas C. LeBel, P.E., Paragon Structural Engineers

Attendees will leave with an understanding of:

- Weather resistance barriers
- Moisture management
- Flashings for masonry and windows
- Stucco installation & detailing
- Air sealing
- Exterior veneers
- Windows
- Foam sheathing

Date: June 12, 2019

Time: 10 a.m. - 1 p.m. (lunch provided)

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

Cost: \$40/member \$310/non-member

This course is Brought to you by 2019 Title Partner: StrucSure Home Warranty & Series Partners: Texas Builders Resource Group, Samsung and APA – The Engineered Wood Association, Samsung & Paragon Structural Engineers.

2-Day Certified New Home Sales Professional (CGA, CGB, CSP, Master CSP) – July 22 & 23

Master the craft of successful selling. This professional-level course is designed for specialists in new home sales. You will gain a broad understanding of the home building business, discuss consumer psychology and learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections.

As a graduate of this four-part course, you will be able to define and describe the:

- Qualifications and characteris-

- tics of a new home salesperson;
- Differences between selling new homes and resale homes;
- Role of the Critical Path to Successful Selling in the new home sales environment;
- Basic steps of builders decision making and development process;
- Basic construction features that benefit the home buyer;
- Builder's marketing approach and the impact the new home sales person has in the marketing process;
- Impact of consumer behavior on the new home selling process;
- Basic elements of effective communications in the selling environment
- Importance of prospecting in searching for and qualifying potential buyers; and
- Legal aspects of the real estate business and fair housing guidelines.

You will also gain the following skills:

- Greeting and qualifying a prospective buyer;
- Using the area and community as selling point;
- Successfully demonstrating the product;
- Handling objections;
- Reducing the process to writing;
- Successful closing;
- Basic new home financing;
- Using follow-up systems to increase sales;
- Final walk-through and call-back procedures.

Date: July 22 & 23, 2019

Time: 9 a.m. - 5 p.m. (lunch provided)

Location: Dallas BA Office, 5816 W. Plano Parkway, Plano, TX 75093

Cost: \$400/member; \$500/non-member

This course is made possible by Structure Home Warranty, whose commitment to the industry is vital to the Association's education program.

Earn your Certified Aging-in-Place Specialist Designation in Three Days – Aug. 12, 13 & 14 - \$600

Expand your consumer base by becoming a Certified Aging-in-Place Specialist. As the population matures homeowner need change. NAHB developed the Certified Aging-In-Place Specialist (CAPS) program in collaboration with Home Innovation Research Labs, NAHB 50+ Housing Council and AARP to address these changing needs.

Visit DallasBuilders.org for complete details.

Kasper named Director of Membership



director of business development for the Frisco Chamber of Commerce.

"Alicia joins us from a similar role in a well run and respected Chamber of

Alicia Kasper has joined the Dallas Builders Association staff as director of membership. She is the former

Commerce," said Dallas BA Executive Officer Phil Crone. "Her experience there translates very well to being a catalyst for growth here."

During her three-year tenure in Frisco Alicia was awarded two Lifetime Achievement Awards for her membership sales by the Association of Chamber of Commerce Executives. Prior to moving back to DFW from Houston she worked at the Central Fort Bend Chamber for four years as the director of membership, focusing on new sales and retention efforts. She is a graduate of both Leadership Frisco and Leader-

ship Fort Bend.

Alicia's primary responsibilities with the Dallas BA are membership growth and retention, acting as the primary contact for new and prospective members. She will also coordinate such programs and events as After Hours, the New Member Welcome Breakfast, Spikes and Milestones.

Originally from Flower Mound, she now resides in Frisco with her husband, Brandon, their two children and two dogs. She loves to read and dance and enjoys being involved in the community.



4513 DEXHAM RD, ROWLETT
± 10.1 ACRES \$215K

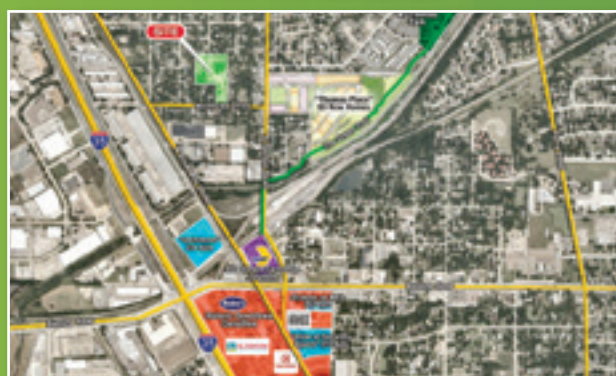
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± 4.33 ACRES



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Joe McGinley
903-498-5253
BUILDERS - LAND DEVELOPER
Spike: Tag Gilkeson, Tag & Associates

Bloomfield Homes LP
Tim Stewart
817-416-1572
BUILDERS - RESIDENTIAL
Spike: Donnie Evans, Altura Homes

Edinburgh Custom Homes, Inc.
John Gilley
214-336-2228
BUILDERS - RESIDENTIAL

Gee Family Builders
Steve Gee
214-455-8759
BUILDERS - RESIDENTIAL
Spike: Donnie Evans, Altura Homes

Landon Homes
Nancy Wussow
469-993-7398
BUILDERS - RESIDENTIAL
Spike: Donnie Evans, Altura Homes

Paul Taylor Homes Ltd.
Paul Taylor
972-732-7800
BUILDERS - RESIDENTIAL

Smith Custom Building & Design
Steven Smith
903-229-1025
BUILDERS - RESIDENTIAL
Spike: Justin Webb, Altura Homes

Sterling One Properties, LLC
Russell Phillips
469-446-7734
BUILDERS - LAND DEVELOPER
Spike: Justin Webb, Altura Homes

Susan Newell Custom Homes, LLC
Susan Newell
214-219-0639
BUILDERS - RESIDENTIAL
Spike: Greg Paschall, Intex Electrical Contractors

TexMod Homes
Marc Frame
972-740-0472
BUILDERS - RESIDENTIAL
Spike: Richard Miller, Richard Miller Custom Homes

USA Kaul Enterprises dba Kaul Homes
Nathan Kaul
469-774-0693
BUILDERS - RESIDENTIAL
Spike: James Rudnicki, Bush Rudnicki Shelton, P.C.

Whitecap Construction
Adam Slaughter
903-513-2885
BUILDERS - RESIDENTIAL

Winston Homes LLC
Carlos Cabrera
214-773-7881
BUILDERS - RESIDENTIAL
Spike: Matt Walls, Winston Homes, LLC

Winston Homes LLC
Kimberli Castor
214-600-5900
BUILDERS - RESIDENTIAL
Spike: Matt Walls, Winston Homes, LLC

SUSTAINING MEMBERS

Double R Utilities Inc
Jeff Lawrence
972-772-9060
UTILITIES
Spike: Donnie Evans, Altura Homes

The Kitchen & Bath Design Center
Marco Orsin
469-731-0102
KITCHEN
Spike: TW Bailey, Bailey Family Builders

Theater Advice
David Huse
972-439-6840
AUDIO/VIDEO

ASSOCIATES

31-W Insulation
Brett Tournay
901-378-8702
INSULATION
Spike: Chad Tschetter, M/I Homes

A&M Engineering, LLC
Ammar Qashshu
972-675-5693
PROFESSIONAL SERVICES

Ajax Glass and Mirror Co. Inc.
Blake Halpern
817-732-3359
BATH
Spike: Chad Tschetter, M/I Homes

Amy Joyce Designs
Amy Lawrence
214-695-1774
DESIGN/ARCHITECTURAL SERVICES
Spike: Justin Webb, Altura Homes

Ascent Roofing and Flood Restoration
Marc (Andy) Baker
903-357-1725
ROOFING
Spike: Phil Smith, Bath & Kitchen Showplace

Bath Fitter
Jeff Moore
817-301-6583
BATH
Spike: Tag Gilkeson, Tag & Associates

Bee and Bee Enterprises
Norma Riskind
972-329-1137
CLEANING/RESTORATION/MAINTENANCE

Bighorn Iron Doors
Daniel Kanevsky
469-795-0833
DOORS
Spike: Mark Dann, Highland Classic Homes

BlueStar Cooking Products
David Matlick
737-222-4011
KITCHEN

Boral Windows LLC
Lizbeth Rodriguez
469-862-5178
WINDOWS
Spike: Mark Dann, Highland Classic Homes

Builder Direct Sales Group LLC
James Cook
469-933-6275
HVAC
Spike: Donnie Evans, Altura Homes

Certainty Home Loans
Jim Juergens
972-599-5440
FINANCIAL SERVICES
Spike: Pat Nagler, PrimeLending, A Plains Capital Company

CLS Insulation
Wes Selman
972-602-7628
INSULATION
Spike: Chad Tschetter, M/I Homes

Custom Tile and Stone Work
Felix Martinez
469-235-8952
FLOORING
Spike: TW Bailey, Bailey Family Builders

DFW Stair Pro
Ben Champion
214-632-4850
SECURITY/SAFETY/ACCESSIBILITY
Spike: Kelly Reynolds, Keen Homes

Dixon Erosion Control LLC
Bobby Dixon
972-504-0207
SITE PREPARATION/MANAGEMENT
Spike: Donnie Evans, Altura

Eco High Fidelity
Casey Rhoades
469-258-7249
AUDIO/VIDEO
Spike: Richard Miller, Richard Miller Custom Homes

Enterprise Plumbing Inc.
Joe Durrett
972-231-2860
PLUMBING

FS Builder Resources
Steve Beach
972-484-3999
FLOORING
Spike: Mark Dann, Highland Classic Homes

Gold Standard Plumbing LLC
Jesse Torres
210-566-4325
PLUMBING
Spike: Chad Tschetter, M/I Homes

Harco Seal and Services
Frank Hargis
682-252-4690
INSULATION
Spike: TW Bailey, Bailey Family Builders

Hard Rock Excavation
Ryan Bell
972-722-7702
SITE PREPARATION/MANAGEMENT
Spike: Donnie Evans, Altura Homes

Innovation Cabinetry Dallas
Dennis Yeung
214-380-3660
KITCHEN
Spike: Beverly Smirnis, Building Savvy Magazine

James Hardie Building Products
Robert Franklin
502-553-6548
EXTERIOR CLADDING

Knock, Inc.
Rose Humphrey
770-549-4264
REAL ESTATE

Landmark Electric
Jesse Perez
817-310-3110
ELECTRICAL
Spike: Chad Tschetter, M/I Homes

Matlock Real Estate Group
Pam Matlock
214-697-6831
REAL ESTATE
Spike: Tim Jackson, Tim Jackson Custom Homes

Mosquito Mister Natural, LLC
Bart Noble
214-647-8377
HOME LIVING/DÉCOR
Spike: George Davis, George Davis & Associates

Panoramic Doors
Richard Suarez
469-431-6912
DOORS
Spike: Alan Hoffmann, Hoffmann Homes

PaveTex Engineering and Testing
Camber Mathis
817-786-5999
SITE PREPARATION/MANAGEMENT
Spike: Donnie Evans, Altura Homes

Pineda Granite & Marble LLC
Fortino Pineda
469-363-8074
KITCHEN
Spike: Kelly Reynolds, Keen Homes

Premier Fence Texas
Brian McDonald
972-924-7225
OUTDOOR LIVING
Spike: Chad Tschetter, M/I Homes

Rinnai America
Joe Basher
954-465-5564
PLUMBING

Santa Fe Title, LLC
Greg Lamb
469-600-5080
REAL ESTATE
Spike: Justin Webb, Altura Homes

Scheef & Stone, L.L.P.
Mike Knapek
214-706-4200
PROFESSIONAL SERVICES
Spike: Tim Jackson, Tim Jackson Custom Homes

SJ Floor Solutions
Stephanie McGregor
972-816-3482
FLOORING
Spike: Tag Gilkeson, Tag & Associates

Supergutters LLC
Alexis Sorto
972-636-1754
EXTERIOR CLADDING
Spike: Matt Mitchell, James Andrews Custom Homes

Verdant Grounds
Jonathan Schlimme
214-686-6427
OUTDOOR LIVING
Spike: Michael Bosco, SafeHaven Pest Control

Wisembaker Builder Services
Amber Rubin
972-770-1175
FLOORING
Spike: Chad Tschetter, M/I Homes

AFFILIATES

BGE Inc.
Karena Hauter
713-488-8269
PROFESSIONAL SERVICES

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Christian Butterfield
972-599-5440
FINANCIAL SERVICES
Spike: Pat Nagler, PrimeLending, A Plains Capital Company

Certainty Home Loans
Susan Doane
972-599-5282
FINANCIAL SERVICES
Spike: Pat Nagler, PrimeLending, A Plains Capital Company

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Joe Paul Durrett
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PLUMBING
Spike: Chad Tschetter, M/I Homes

Enterprise Plumbing Inc.
Linda Wallace
214-445-7934
PLUMBING

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Q.T. Kasem
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KITCHEN
Spike: TW Bailey, Bailey Family Builders

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KITCHEN
Spike: TW Bailey, Bailey Family Builders

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DOORS
Spike: Pat Nagler, PrimeLending, A Plains Capital Company

Panoramic Doors
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817-239-0366
DOORS
Spike: Alan Hoffmann, Hoffmann Homes

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BreAnna Smith
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DOORS
Spike: Alan Hoffmann, Hoffmann Homes

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