

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVI

No. 7

July 2019

## Dallas BA's Industry Investors for 2019



## BRIEFLY

Each month the Education Committee highlights a different certification and an outstanding member who promotes that certification and is committed to continuing their education. The designee is then promoted in *The Home Builder*, *Punch List* and on social media outlets. If you or someone you know should be considered as the Designee of the Month, please contact Sheena Beaver at Education@dallasbuilders.com.

The Dallas Builders Show is gearing up for another great event this fall. Scheduled for Tuesday, Nov. 12, the Show returns to the popular Plano Event Center. Immediately prior to the Show, in-depth training on the newly-released Texas Association of Builders Contracts Package will be held. This class provides the opportunity to learn about all the revisions and updates included in the new two-year contracts subscription.

Responding to builder/remodeler demand, the 2019 show floor has been expanded to accommodate increased exhibit space. Another feature of the upcoming show will be a high school carpentry skills competition onsite.

Visit DallasBuildersShow.com for preliminary information. More details coming soon!

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Dallas BA launches prestigious Certified Star Builder program

The Dallas BA Education Committee is proud to announce the redevelopment of a newly named local certification, Certified Star 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 CSB 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 CSB code of ethics.

Certified Star 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 CSBs must hold a Certified Graduate Builder, Graduate Master Builder, Certified Green Professional or Certified Aging-in-Place Specialist certification from the National Association of Home Builders. The certification will require renewal each year to authenticate that 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 Certified Star Remodeler program will begin this year. Stay tuned for details.

The full checklist of requirements can be found at [dallasbuilders.org/certifications](http://dallasbuilders.org/certifications). For questions about the program, please contact Sheena Beaver at [Sheena.Beaver@dallasbuilders.com](mailto:Sheena.Beaver@dallasbuilders.com) or by calling 972-931-4840.



## Builders, earn CAPS designation in 3 days

On average, members who hold the Certified Aging-in-Place Specialist (CAPS) designation report higher company revenues than that of their competition who hold no designations. According to the NAHB builder member census, evaluated by NAHB Economics, CAPS designation holders saw an increase of \$110,838 in company revenue. By holding a CAPS designation members not only see increased profits but also gain credibility amongst consumers. By becoming CAPS designated you will become an expert in understanding 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 market.

Currently, there is a need for CAPS qualified contractors in our area. The Dallas/Ft. Worth MSA has a population of about 6.5 million, 14% of which are 65 years of age or older. Currently, there are only 64 CAPS designees to service 14% of this demographic or 910,000 people. The Dallas BA hopes to correct this issue by offering a three-day CAPS course on Aug. 12, 13 and 14.

These courses will give an in-depth, how-to education on the codes and standards, common remodeling expenditures and projects, product ideas, and resources needed to provide comprehensive and practical aging-in-place solutions. Along with this

knowledge, CAPS graduates obtain validity in the market by adhering to a signed code of ethics further reassuring their consumers.

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.

**CAPS I** – Marketing & Communication with the Aging-in-Place Client – Aug. 12 – 9am-5pm

**CAPS II** – Design Concepts for Livable Homes and Aging-in-Place – Aug. 13 – 9am-5pm

**CAPS III** – Details & Solutions for Livable Homes and Aging-in-Place – Aug. 14 – 9am-5pm

Register for all three days for \$600 or register for individual courses for \$210 each. Courses will be held at the Dallas Builders Association office and include lunch. Register online at [Dallasbuilders.org](http://Dallasbuilders.org) or call Sheena Beaver at 214-615-3881.

These three courses have now been approved for 18 continuing education credits for licensed Texas Occupational Therapists.

These courses are made possible by the partnership of StrucSure Home Warranty.



Membership Chairman Pat Nagler and Yearlong Membership Partner Tiffany Acree with StrucSure Home Warranty congratulate top performers in the May Membership Drive: Justin Webb, Altura Homes; MVP Donnie Evans, Altura Homes; Mark Dann, Highland Classic Homes; Matt Robinson, BGE; and Tag Gilkeson, Tag & Associates; (not pictured: Chad Tschetter, M/I Homes of DFW, and T.W. Bailey, Bailey Family Builders).

## 'Foul Balls' land great May membership drive

The 1927 Yankees, the 1975 Reds and the 1984 Tigers all invoke greatness. Thanks to a clean sweep of all team and individual awards during the Dallas BA's 2019 "Swing for the Fences" Membership Drive, you can add the 2019 Foul Balls to that list.

With 28 "wins" (new members recruited) and 10 "saves" (existing members retained), the team, led by President Matt Robinson, started the month-long membership drive hot and stayed that way throughout. Overall, the Dallas BA added 73 new members and retained nearly 20 with lapsed memberships.

Team MVP Donnie Evans with Altura Homes took home the most "wins" with 11 and "saves" with 6. Chad Tschetter with M/I Homes of DFW also had a strong showing, welcoming eight new associate members to the Dallas BA.

The Foul Balls will be recognized at the Dallas BA's June Board of Directors meeting. Their prizes will include a suite at an upcoming Texas Rangers game courtesy of Acme Brick.

A special thanks is owed to all participants as well as StrucSure Home Warranty, the Dallas BA's membership drive partner. Their ongoing support fuels the Association's award-winning membership program throughout the year.



Dallas BA members catch up with Congressman Van Taylor during legislative visits in Washington, DC, last month. From left are Dallas BA President Matt Robinson; Past Dallas BA, TAB and NAHB President Kent Conine; Congressman Taylor; staff Director of Government Affairs David Lehde; and Past President Carol Longacre.

## Dallas BA takes industry concerns to Washington

Members and staff of the Dallas BA helped make the home building industry's voice heard on June 5 during meetings with our service area's Congressional delegation in Washington, D.C. Dallas BA joined other home builder associations from around the country to talk housing policy with members of Congress.

With affordability being one of the biggest challenges to making homes attainable, the Association spoke with members of Congress about the need for housing finance reform, workforce needs and trade policy.

Dallas BA urged the swift ratification of the United States-Mexico-

Canada-Trade Agreement, as well as asking that our congressional delegation urge the Administration to end tariffs on imports of softwood lumber, steel, aluminum and a wide variety of other goods used by the home building industry.

The discussions also included a request for Congress to pass a long-term reauthorization of the National Flood Insurance Program (NFIP). Shortly after home builders visited with Congress, it was announced that House leadership had reached an agreement on a 5-year reauthorization of the NFIP.

The congressional meetings were part of NAHB's legislative conference.



**Members take housing concerns to Washington**

(Above) Dallas BA President Matt Robinson, Carol Longacre, Kent Conine, Congressman Ron Wright and David Lehde at the NAHB Legislative Conference in Washington, DC.



(Right) Dallas BA President Matt Robinson poses with staff Director of Government Affairs David Lehde during the Legislative Conference.

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

**Association Government Relations Efforts See Successful Spring**

David Lehde  
Director of  
Government  
Affairs



It has been a successful spring for Association advocacy. Along with work being done at the local level, Dallas Builders Association government relations staff and members engaged on key pieces of legislation in coordination with Texas Association of Builders. And in a follow up to the successful Rally Day we had at the State Capitol in March, a June visit to Washington, D.C., put members front and center before Congress at a crucial time.

As mentioned last month, Governor Abbott has signed into law Dallas BA priority legislation HB 852 that works to prevent the flawed practice of basing the user fees on how expensive a home is as opposed to the appropriate manner of basing them on the cost to provide the service. HB 852 became effective upon the Governor's signature. Dallas BA Executive Officer Phil Crone and Director of Government Affairs David Lehde made multiple trips and calls to Austin in support of the bill. Association member Kevin Webb joined staff for testimony.

Two other key pieces of legislation have joined others in becoming law. On June 15, the Governor signed HB 1743, which reduces the burden of agriculture exemption roll-back taxes on builders and home buyers. The law becomes effective on Sept. 1, 2019, 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 nearly \$500-million in roll-back taxes paid by property owners over the next 10 years. In the battle to keep housing attainable, this bill helps. Dallas BA's Past President Frank Murphy took multiple trips to Austin to offer testimony in support of the bill.

On June 14 the Governor signed HB 2439, which protects consumer choice, allows a city to enact building codes with local amendments, but prohibits a city from using a building code or other local ordinance to mandate vendor driven and product specific mandates in construction, which results in the direct or indirect prohibition of other products that are approved by national codes and standards.

It is important to note that the bill exempts historic buildings, certain government funded housing and disaster recovery programs, and certain lighting to meet dark sky ordinances and protect military bases. The bill also does not apply to property owners' associations, as those types of architectural or other deed restrictions are adopted as a matter of contract between private parties – not mandated by the government.

The above bills were also part of the

discussions our members held with state legislators in March during our Rally Day at the Capitol.

Housing affordability has been a hot topic on the national scene and Dallas BA raised the issue, and some of its underlying causes, with members of our service area's Congressional delegation in early June. Association members and staff met with our U.S. Representatives on June 5 as part of NAHB's annual legislative conference. Our team joined about 700 other builder members from across the country to make the voice of home building heard.

During our discussion with the nation's legislative body we raised the importance of a sound trade policy. Dallas BA urged our Congressional delegation to ratify the United States-Mexico-Canada trade agreement. We also asked that Congress urge the Administration to address the costly tariffs on imports of softwood lumber, steel and a wide variety of other goods used by the home building industry. The availability of building materials, the rising costs stemming from excessive regulation and the persistent lack of construction workers are contributing factors to home prices rising faster than American incomes.

Dallas BA also asked that our members of Congress urge House leadership to pass a long term reauthorization of the National Flood Insurance Program (NFIP). The NFIP just received its 12th short term extension, which expires in September. If something is not done, it will just be another spin at the wheel for another short term extension. With short term extensions comes short term gaps in coverage and with that can come delays or even cancellations of closings for homes that require flood insurance. With

hurricane season on the horizon and our region still dealing with previous storm issues, a long-term program is needed.

A prime example of the importance of member participation in advocacy, as well as the work NAHB can do with the power of its federation with state and local home builder associations, came just one day later when House Financial Services Committee Chairwoman Maxine Waters and Ranking Member Patrick McHenry announced they had reached an agreement on a five-year extension of the NFIP.

Back here in the Association's service area, runoff elections were completed on June 8. This wraps up the 2019 spring municipal elections. In the races where HOMEPAC engaged, 75% of preferred candidates won. This includes 12 of 13 targeted races in the City of Dallas. The preferred candidate for Dallas Mayor won. A strong majority of supported candidates were also successful in Collin and Denton counties.

The reality is, while unofficial, the campaigns for the 2020 state and municipal elections start now. To continue our advocacy successes, member investment in HOMEPAC of Greater Dallas is needed. The general political action committee supports candidates for office who understand the need for a regulatory environment that does not encumber home building and residential development. Please contact the Director of Government Affairs about participation.

As a member of Dallas BA, you help the advocacy efforts that support an industry that employs more than 4 million people in this country. Your support is appreciated and needed.

**Tim Jackson Reaches 250-Spike Level**

Membership Chair Pat Nagler congratulates Tim Jackson of Tim Jackson Custom Homes for achieving the 250-Spike level of membership recruitment. The presentation was made at a recent Board of Directors meeting.



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BARCIE VILCHES, Editor

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders	
Year-to-Date 06/19/2019				Year-to-Date 06/19/2019	
Residential	Permits	Value	Units	Builder	Value
Single Family Homes	12,568	\$3,665,110,094	12,564	1 First Texas Homes	438 \$237,491,768
Duplexes & Twin Homes	66	\$14,864,966	136	2 Highland Homes	621 \$194,459,532
Apartments & Condos	177	\$1,431,742,138	16,347	3 Lennox Homes	679 \$181,567,822
Other Residential Structures	267	\$14,177,324	0	4 D R Horton Custom	934 \$176,940,414
Swimming Pools & Spas	2,455	\$113,881,811	0	5 DR Horton	586 \$147,458,258
Garages & Carports	132	\$7,241,087	0	6 Bloomfield Homes	405 \$105,004,337
Res Rmld, Adm, Int Fin	2,172	\$172,998,954	0	7 Beazer Homes	296 \$82,940,932
Reroof Residential	945	\$45,339,992	0	8 American Legend	264 \$89,248,229
<b>Total Residential Const</b>	<b>18,784</b>	<b>\$6,468,396,289</b>	<b>29,647</b>	9 David Weekley	235 \$62,810,188
Week 25 - 06/13/19 to 06/19/19 (permits over \$20,000)					
Residential	Permits	Value	Units	Builder	Value
Single Family Homes	396	\$113,643,974	396	10 Pulse Homes Of	254 \$63,754,372
Demolition	35	\$22,000	0	11 Darling Homes of	160 \$61,163,796
Grading & Dust	2	\$12,000	0	12 Hallmark Land	167 \$58,957,863
Footing & Foundation	95	\$695,616	0	13 Meritage Homes	155 \$53,380,292
Duplexes & Twin Homes	3	\$580,000	6	14 Meritage Homes Inc	189 \$52,911,540
Other Residential Structures	18	\$509,595,594	6,555	15 K Houstanian Homes	126 \$50,813,790
Swimming Pools & Spas	61	\$2,902,738	0	16 History Maker Homes	208 \$48,416,232
Garages & Carports	7	\$245,000	0	17 LGI Homes	262 \$45,963,553
Res Rmld, Adm, Int Fin	114	\$8,302,943	0	18 Toll Brothers Inc	73 \$45,513,438
Reroof Residential	28	\$784,292	0	19 DR Horton	214 \$45,317,027
<b>Total Residential Const</b>	<b>772</b>	<b>\$637,376,128</b>	<b>6,767</b>	20 GeHam Homes	176 \$43,741,332
				21 Dress Custom Homes	128 \$43,268,438
				22 Meritage Homes of	142 \$42,896,025
				23 Shaddock Homes	101 \$42,307,620
				24 BH Homes	132 \$38,965,722
				25 Landon Homes LP	139 \$38,258,168
				26 Antares Homes	177 \$38,093,518
				27 Ashton Woods Homes	95 \$34,382,128
				28 Perry Homes	89 \$32,967,875
				29 Trendmaker Homes	99 \$30,690,573
				30 Pulse Homes	118 \$29,270,861
				31 Meritage Homes Inc	123 \$27,450,933
				32 Normandy Homes	94 \$22,566,691
				33 Impression Homes	95 \$21,820,398

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# Milgard Windows & Doors hosts June After Hours



Google Home Hub winner Joe McGinley, Beacon Hill



Membership Chair Pat Nagler with Google Home mini winner Bob Hansen, Garvey Homes



Google Smart Light Starter Kit winner Delores Williams, Classic Urban Homes



Google Home mini winner Vanessa Wilmore, Tag & Associates, LLC



\$50 Home Depot Gift Card winner Keith Brown, Audio Video Innovations



Cash door prize winner Greg Paschall, Intex Electrical Contractors



Dallas BA RTIC tumbler winner Diane Howerton, The Saltlick Cabins



Dallas BA RTIC lowball winner Courtney Holtz, Panoramic Doors



Brett Berridge, with host Milgard Windows & Doors

# 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.



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# Gilkeson honored as Designee of Month

Presented by **DUPONT**

The Master Certified New Home Sales Professional (Master CSP) certification from the National Association of Home Builders (NAHB) is the premier certification for new home sales professionals.

Only 45 individuals nationwide hold this remarkable distinction. Two of them are active members of the Dallas BA.

A Master CSP gains a broad understanding of the home building industry, better understanding of today's consumers and they learn tried-and-true techniques used by real estate veterans for greeting prospects, overcoming objections and closing the sale.

This month's MCSP Designee is Tag Gilkeson, CGB, GMB, CGR, CGP, MCGP, CAPS, CGA, CSP, MCSP, SMP, MIRM. Tag has accomplished something in his career that very few people have had the opportunity to accomplish. He has the unique distinction of having 11 out of the 13 designations that the NAHB offers.

Tag claims his accomplishment was actually a team effort and he couldn't have done without an accountability partner.

Tag's "accountability partner" is Tim Lansford, CGB, GMB, CGR, CGP, MCGP, CAPS, CGA, CSP, MCSP, SMP, MIRM, who also has 11 out of the 13 designations. Although this may be a title that they



Tag Gilkeson and his associate partners

share, the Dallas BA is proud to have two of the most decorated members nationwide.

"Having someone such as Tim on this journey with me made it stress free," says Tag. "He helped plan out the classes and in what order we needed to take them. I couldn't have done it without him."

Having accomplished this feat, what is next? "It isn't enough to have just received the information, but you must also give back," he says. "I was taught early on that if you have achieved a certain level in your industry, that you are charged with sending the elevator back down for others."

Having seen significant growth within his own company, Tag & Associates, LLC, he encourages his associate

partners to take time out of drawing blueprints and endless deadlines to learn and grow.

Several of them have taken advantage of this opportunity and many of those are well on their way to earning their own certifications. He has at least three of his associate partners signed up for the Certified Aging-In-Place Specialist (CAPS) class that will be taught in August of 2019, where they all will receive a certification.

The benefit is that Tag will be one of their instructors for the 3-day CAPS class. He is an NAHB national instructor, one of only 168 people that the NAHB entrusts to teach their material. He is one of only 16 instructors in the state of Texas.

# Upcoming Classes – July & August

Presented in partnership with **STRUCSURE HOME WARRANTY**

**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](http://DallasBuilders.org) for complete details.

Date: August 22, 2019  
Time: 9:00 am – 5:00 pm (lunch will be provided)

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

**Multifamily Projects Panel - Building a Better House – August 29**

Paul Evans will host a panel of individuals who develop, build, maintain and approve multifamily projects in the metroplex. Topics will include common pain points and solutions that encompass multifamily projects.

Date: August 29, 2019  
Time: 11:00 am – 2:00 pm (lunch provided)

Location: Dallas BA Office, 5816 W. Plano Parkway, Plano, TX 75093  
Cost: \$40 (advanced registration)

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

**Essential Closing Strategies (CGA, CGB, CSP, Master CSP) – Certification Class – August 22**

Closing is about knowing what words to say, when to say them, and how to say them with confidence. In this course, we will help you uncover the techniques necessary to close more buyers and increase your closing percentage. We will discuss likely objections to expect from your buyers and how to prepare for them. We will teach you how to communicate with your customers and how to ask for the sale in every presentation.

By going through the actual situation, strategy, and the rationale behind each situation, you will leave the class with a renewed confidence to take your sales strategies to the next level.

# Association commemorates 75th Anniversary with magazine, video

The Dallas Builders Association will mark its 75th Anniversary this summer with publication of a special magazine that provides a snapshot of the organization's past seven and a half decades.

The magazine is being published by E&M Consulting, the Association's publishing partner for the annual membership directory. Members can expect to receive physical copies of the magazine in their mailboxes in late July or early August.

The magazine serves as prelude to an anniversary video featuring more than 25 of the Dallas BA's past presidents, who serve as narrators. The video will be unveiled at the upcoming Installation of Leadership, which is



*'The story of Dallas would be very different without the Dallas BA. Our Association built Dallas into an American success story.'*

scheduled for Friday, Sept. 27, at Eddie Deen's Ranch near the Dallas Convention Center.

It was on July 20, 1944, when the population of Dallas County was flirting with 400,000, that a group of home builders and mortgage bankers met on invitation of commercial and residential developer Hugh Prather, who would become the professional organization's first president.

Founding members banded together in efforts to secure fair representation in deregulation and for allocation of scarce materials following World War II, the victorious outcome of which was then foreseeable.

For the rest of the story, watch for the upcoming magazine and video.

**STOP COLLABORATE AND LISTEN**  
Wednesday, Aug. 7 | 9:30 AM | Gaylord Texan

World famous rapper and TV reality show personality, Robert Van Winkle, professionally known as Vanilla Ice, will serve as the opening keynote to the 2019 Sunbelt Builders Show. Not only will he entertain us with a couple of songs and a Q&A session, he will also educate us on how he went from famed musician to a TV reality star.

Vanilla Ice is a successful real-estate entrepreneur and a remodeling expert with more than 15 years of hands-on home improvement experience. The Vanilla Ice Project, in its ninth season on the DIY Network, is all about budget-friendly flips and interesting tweaks that make a big difference. Ice and his crew pull out all the stops on their renovation projects, and the results are nothing short of jaw-dropping. In 2011, The Vanilla Ice Project won Best Home Show by The Factual Entertainment Awards.

Afterwards, Ice will make an appearance in Great American Insurance Group's booth (#1005) on the Trade Show Floor to visit with Sunbelt Attendees.

Join us for an engaging and entertaining opening session!

**VANILLA ICE**  
Opening Keynote Speaker

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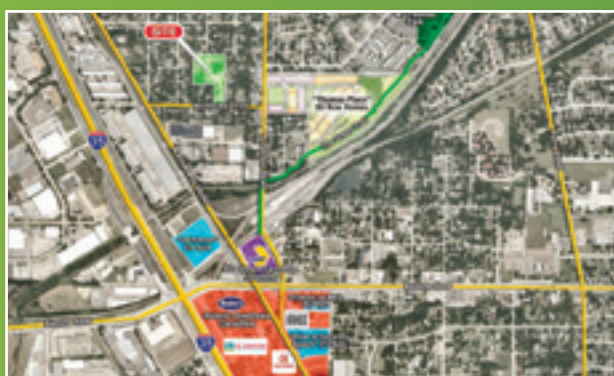
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Peter Oliveira  
972-414-6894  
BUILDER NON-PROFIT

Maxwell Custom Homes, LLC  
Maxwell Wilson  
214-808-9282  
BUILDERS - RESIDENTIAL  
Spike: Donny Mack, Mack Professionals  
Inc. / Beaver Builders

## SUSTAINING MEMBERS

Jones Carter  
Jorge Gonzalez-Rodiles  
972-265-7194  
PROFESSIONAL SERVICES  
Spike: Frank Murphy, Wynne/Jackson Inc.

Lee Roy Jordan Lumber Company  
David Jordan  
214-357-7317  
LUMBER/FRAMING/CARPENTRY  
Spike: T.W. Bailey, Bailey Family Builders

## ASSOCIATES

Blackmon Mooring  
Abby Hamblin  
817-262-3822  
CLEANING/RESTORATION/MAINTENANCE

Burlington Design Gallery  
Kellye Kamp  
469-248-3210  
DESIGN/ARCHITECTURAL SERVICES

Cowboys Golf Club  
Megan Calmes  
817-722-2718  
PROFESSIONAL SERVICES  
Spike: Clinton Calmes, Bolt Subcontractor  
Software

Interstate Gutter Corp  
Juan Montalbo  
972-642-2540  
OUTDOOR LIVING  
Spike: T.W. Bailey, Bailey Family Builders

Jorge Ochoa dba Alliance Waste Services  
Esmeralda Valenciana  
817-875-3613  
CLEANING/RESTORATION/MAINTENANCE  
Spike: Chad Tschetter, M/I Homes

Love That Door, LLC  
Jennifer Parker  
214-705-6222  
DOORS

Shane Burke Irrigation, Inc.  
Steve Burke  
972-980-3734  
OUTDOOR LIVING

Terrastone Surfaces  
Gary Pahuja  
630-542-4279  
KITCHEN

Ultimate Impression-DFW  
Jerry Lane  
214-438-4812  
CLEANING/RESTORATION/MAINTENANCE  
Spike: Adam Lingenfelter, Lingenfelter  
Custom Homes, LLC

## AFFILIATES

BGE Inc.  
Garrett Scoggins  
972-464-4858  
PROFESSIONAL SERVICES  
Spike: Matt Robinson, BGE, Inc

Forestar  
Tom Burseson  
817-769-1860  
BUILDERS - LAND DEVELOPER  
Spikes: Matt Robinson/Andrew Pieper,  
BGE, Inc/Hillwood Communities

Forestar  
Kevin Lazares  
817-769-1860  
BUILDERS - LAND DEVELOPER  
Spikes: Matt Robinson/Andrew Pieper,  
BGE, Inc/Hillwood Communities

Lee Lighting  
Heather Horton  
817-874-9919  
HOME LIVING/DECOR

Lee Lighting  
Alexis Ritsema  
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HOME LIVING/DECOR

Pulte Group  
Alexander Allen  
972-304-2868  
BUILDERS - RESIDENTIAL

Pulte Group  
William Arrington  
972-304-2800  
BUILDERS - RESIDENTIAL

## Member Milestone Anniversaries

Milestones denote continuous Dallas BA membership.

55 Years

DeFord Lumber Company, LTD

45 Years

Vent Craft, Inc.

40 Years

Builder's Realtor

20 Years

Mack Professionals, Inc./  
Beaver Builders

15 Years

Cadenhead Servis Gas

10 Years

P & G Custom Homes, Inc.

5 Years

APA - The Engineered Wood  
Association  
Lauderdale Homes LLC

RC3D Visualization Design



## Dallas BA are among Star Awards finalists

Dallas BA members are among the finalists of the 2019 Star Awards presented by the Texas Association of Builders. There were 574 entries for 188 elite categories.

This year's entries showcased the outstanding work of builders, remodelers, architects, designers, sales professionals, marketing professionals, construction professionals and industry leaders in Texas.

Winners will be announced during the Sunbelt Builders Show Aug. 8 at the Gaylord Texan in Grapevine.

Dallas BA member who are finalists are listed below. A complete list of finalists can be seen at TexasBuilders.org.

- Alair Homes
- Anderson Hanson Blanton
- Ferguson Bath, Kitchen, Lighting Gallery
- Gehan Homes
- Grand Homes Inc.
- Grenadier Homes, Inc.
- Hillwood Communities
- Huffines Communities
- Homes By J. Anthony
- Johnson Development
- Kasper Custom Remodeling
- Keaton Interiors
- Key Residential
- Richard Miller Custom Homes
- Texas Custom Patios
- Toll Brothers
- Traditional Classic Homes LLC

- Alair Homes
- Homes By J. Anthony
- Traditional Classic Homes, Gehan Homes and Grand Homes are also all Grand Award finalists.

## AFTER HOURS

Thursday, July 25  
6-8 p.m.  
Hosted By



Bitter Sisters Brewery., 15103 Surveyor Blvd., Addison

Enjoy food, beverages and prizes while networking with fellow industry professionals. Join Andersen at Bitter Sisters Brewery as they unveil a new product: the Heritage Multi-Slide door. Narrow profiles combined with expansive glass offers clean lines and modern styling with an uninterrupted view.

## Builder Jackpot – \$1,000

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

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

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