

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVI

No. 10

October 2019

Dallas BA's Industry Investors for 2019



BRIEFLY

The Dallas BA is proud to welcome Bravas as an Industry Investor for 2019-20. Bravas offers state-of-the-art design, sales and installation of home theaters and accessories, home automation, lighting control and surround sound systems. Bravas is a national network of luxury technology integrators, including two long-time Dallas BA members, Audio Video Innovations and SmartSystems.

"Industry Investors show an exceptional commitment to the Dallas BA and, therefore, to our region's housing industry," said Dallas BA Executive Officer Phil Crone. "I believe our partnership with Bravas will be an exciting and dynamic one for years to come."

"We are excited to show our commitment to the Dallas Builders Association by partnering as an Industry Investor," said Keith Brown, a Bravas team member. "The industry, and particularly the members of the Dallas BA, have been foundational to our success, and we look forward to serving the Association in our new role."



Periodicals Postage Paid at Plano, TX, and Additional Offices

Donny Mack honored with Prather Trophy

The Dallas Builders Association has awarded the 2019 Hugh Prather Trophy to Donny Mack of Mack Professionals/Beaver Builders. The award is the highest honor bestowed by the Association and has been presented annually for the past 69 years to a builder, remodeler or developer member who has done the most for the betterment of the North Texas region.

The 2019 presentation was made during the Dallas BA's 75th Anniversary Celebration and Installation of Leadership, presented Sept. 27 by StrucSure Home Warranty.

The award was named for the Association's first president, Hugh Prather, in hopes that his principles would serve as a guide for future generations of builders. It is not meant to be simply a "Builder of the Year," but something more that reflects credit to the building industry.

Donny Mack has been an extremely active member for over two decades, serving as president of the Dallas BA in 2008, as well as president of the Greater Denton Division and chairman of both the Education and Government Relations Committees. He is a Green Built Parade of Homes™ builder and a long-time supporter of the Boy Scouts of America.

Mack served as the Builder Captain for the Association's HomeAid project to build a facility for victims of domestic abuse for the Denton County Friends of the Family.

He also assisted the Denton ISD in the design and criteria for the LeGrone Advanced Technology Complex, a state-of-the-art technology center that provides high school students with professional training to prepare them for tomorrow's high-demand careers. Mack built an energy efficient ICF home and donated net proceeds to the Technology Complex.

Donny Mack is passionate about education. He holds several professional certifications and was named Graduate Master Builder of the Year by NAHB. He has served on the National Board of Governors for the Certified Graduate Remodeler program for more than 10 years and has chaired the National Certified Aging-in-Place Specialist Board of Governors.

He is not only a veteran instructor at the Dallas BA, but just last year became an NAHB Master Instructor, an achievement that only 12 other individuals in the entire nation have attained.

Mack has often said that "anyone who makes a living in this industry has a moral obligation to give back to the industry."



Donny Mack of Mack Professionals/Beaver Builders accepts the 2019 Prather Award from last year's recipient, John Todd of Elite Remodeling. The award was presented Sept. 27 at the Association's 75th Anniversary Celebration.

Fixing our labor shortage one student at a time

Nearly 200 students from area high school construction trades programs are expected at the Dallas Builders Show on Tuesday, Nov. 12, at the Plano Event Center. Each of them has an interest in the housing industry and in meeting Dallas BA members.

Connecting them with the products and people defining our market today is not possible without members, who are being asked to help out that day from 10 a.m. until noon with product demos and participation in mock interviews.

Interested members should contact staff Director of Education Sheena Beaver at 214-615-3881 to get involved.

A builder class, presented by StrucSure Home Warranty and Builder Agent Network, to review the changes to the new TAB Residential Construction Contracts will be held immediately



prior to the Show.

TAB released its contracts package for the 2019-2021 cycle on Sept. 1. This class will cover

revisions to the contracts package, and builders will be able to talk with one of the attorneys who was instrumental in writing and updating the contracts.

These documents will reflect legislative changes, case law, new regulatory requirements and updated contract principles that were made during the 86th Legislative Session. TAB's contracts package subscription will also include any needed updates that may occur during the 2019 to 2021 cycle and covers your typical construction and remodeling transactions in the State of Texas.

In addition to reflecting new

continued on page 2



Justin Webb Installed as 77th President of Association
Outgoing President Matt Robinson presents the official gavel to 2019-2020 President Justin Webb of Altura Homes. Visit DallasBuilders.org to view all 75th Anniversary Celebration photos.



Monday, November 4, 2019

Brookhaven Country Club

3333 Golfing Green Drive

Farmers Branch, 75234

12:00pm Registration/Lunch

1:30pm Shotgun Start

Register at DallasBuilders.org

September Advocacy



(Above) EPA Region 6 Administrator Ken McQueen, center, with TCEQ Executive Director Toby Baker, Dallas BA President Matt Robinson, Elliot Carmen of the Corps of Engineers, Congressional staff members and members of the Dallas BA. (Right) State Representative Justin Holland and State Senator Pat Fallon speak during a legislative panel moderated by Dallas BA's David Lehde at the Sept. 17 Builder Dinner.



Dallas Builders Show expected to sell out

continued from page 1

legislatively mandated flood notice requirements, over 50 additions and enhancements have been made to the various contracts and agreements, including important modifications to address certain arbitration procedures, latent defect claim issues, code compliance matters and provisions regarding attorney's fees.

Furthermore, the package includes a new Homeowner Maintenance Form and a new Job Rules Addendum to the Independent Contractor Form. The Express Home Warranty documents will reflect current building practices and updated standards.

Dallas Builders Show booth sales are expected to sell out again this year. Members can choose from three exhibit levels:

- Level I Booth:** Included with any Premium Partnership (\$2,000+)
- Level II Booth:** Included with Gold Partnership (\$1,000)
- Level III Booth:** \$500 investment

- All booths include
- One 10x10 booth display (equipped with an 8 ft. skirted table, 2 chairs, trash can & hanging booth sign);
 - Company listing in online Partner Directory on DallasBuildersShow.com; and
 - Company listing in printed Dallas Builders Show guide.

Members are able to select booths online and learn about a variety of partnership opportunities at DallasBuilderShow.com.

Information is available from staff Director of Member Services Misty Varsalone at misty.varsalone@dallasbuilders.com or 214-615-5012.

The Dallas Builders Show offers a premier opportunity for members to showcase their products and services to a wide variety of residential construction professionals ranging from single-family builders of all volumes and price points to remodelers and multifamily contractors. The Show features local builders and vendors in the hottest housing market in the nation!

Dallas Metro Building Permit Summary Year-to-Date 09/15/2019			
Residential	Permits	Value	Units
Single Family Homes	19,616	\$5,648,280,796	19612
Duplexes & Twin Homes	94	\$21,560,062	188
Apartments & Condos	239	\$1,916,906,168	22216
Other Residential Structures	405	\$75,970,052	0
Swimming Pools & Spas	3,749	\$161,229,039	0
Garages & Carports	188	\$10,104,434	0
Res Rmld, Addn, Int Fin	3,546	\$287,978,745	0
Resurf Residential	1,936	\$112,908,106	0
Total Residential Const	29,773	\$8,234,937,344	42,616

Dallas Metro Building Permit Summary Week 38 - 09/12/19 to 09/18/19 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	705	\$206,964,909	705
Demolition	21	\$48,165	0
Grading & Dust	1	\$0	0
Footing & Foundation	66	\$303,122	0
Duplexes & Twin Homes	1	\$0	2
Apartments & Condos	6	\$13,229,870	135
Other Residential Structures	3	\$83,545	0
Swimming Pools & Spas	119	\$3,631,297	0
Garages & Carports	3	\$85,000	0
Res Rmld, Addn, Int Fin	100	\$4,784,475	0
Resurf Residential	38	\$2,175,257	0
Total Residential Const	1,063	\$231,306,768	842

Dallas Metro Single Family Builders Year-to-Date 09/15/2019			
Builder	Homes	Value	
1 Highland Homes	934	\$283,162,677	
2 D R Horton Custom	1476	\$281,456,597	
3 First Texas Homes	689	\$273,293,470	
4 Lennox Homes	897	\$258,820,320	
5 DR Horton	682	\$178,020,213	
6 Bloomfield Homes	682	\$171,696,706	
7 Beazer Homes	421	\$133,993,443	
8 American Legend	408	\$128,835,151	
9 David Weekley	352	\$124,254,117	
10 Meritage Homes	328	\$104,397,303	
11 Darling Homes of	248	\$98,757,283	
12 Landon Homes LP	264	\$88,048,530	
13 History Maker Homes	371	\$87,272,442	
14 K Homevision Homes	224	\$66,815,889	
15 Hallmark Land	248	\$64,366,330	
16 Hill Homes	279	\$62,102,248	
17 Pulse Homes of	344	\$78,889,465	
18 DR Horton	344	\$76,841,502	
19 LGI Homes	401	\$73,197,515	
20 Drees Custom Homes	213	\$72,932,906	
21 Shaddock Homes	164	\$70,474,808	
22 Toll Brothers Inc	118	\$69,985,324	
23 Gehan Homes	281	\$69,053,207	
24 Antares Homes	267	\$59,230,971	
25 Magellan Homes Inc	215	\$58,385,515	
26 Meritage Homes of	193	\$56,656,689	
27 Auston Woods Homes	163	\$54,393,442	
28 Impression Homes	261	\$54,157,528	
29 Pulse Homes	214	\$52,538,317	
30 Perry Homes	141	\$50,258,419	
31 Trendmaker Homes	150	\$46,150,190	
32 Normandy Homes	132	\$34,123,091	
33 CB Jerrl Homes	173	\$34,030,119	



The Home Builder (USPS 579-680) is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972/931-4840. Supplemental subscription rate is \$20.00 per year. Periodicals postage paid at Plano, Texas, and additional offices. **POSTMASTER:** Send address changes to The Home Builder, 5816 W. Plano Pkwy., Plano, Texas 75093.

BARCIE VILCHES, Editor



Dallas BA Sees Results from Advocacy in September

From a federal agency choosing Dallas BA for an announcement to an opportunity for members to get face time with state legislators, September was an impactful month for the Dallas Builders Association.

The Association on Sept. 12 hosted EPA Region 6 Administrator Ken McQueen, who announced the Environmental Protection Agency and Department of the Army's finalization of the repeal of the problematic 2015 "waters of the United States" rule. The announcement was welcome news to Dallas BA, who, in coordination with the National Association of Home Builders, has advocated for the rule's repeal and replacement.

The EPA said the action will restore the regulatory text that existed before the 2015 rule. "Hard working Americans will be able to build a better future for themselves and their communities as a result of this action," said Regional Administrator McQueen. "I look forward to working with our state partners and our stakeholders as we move forward."

Stating that the Association has long been concerned with how regulatory burdens can price families out of the opportunity to afford a new home, Dallas BA President Matt Robinson offered the Association's appreciation for the Trump Administration taking a "major step towards providing needed regulatory relief to home builders and home buyers, who ultimately pay the costs of regulatory overreach."

Also in attendance were Toby Baker, executive director of the Texas Commission on Environmental Quality; Elliot Carmen, regulatory appeals review officer of the Southwest Division of the U.S. Army Corps of Engineers; and representatives from the offices of Senator John Cornyn, Congressman Michael C. Burgess, M.D. and Congressman Van Taylor.

Dallas BA hosted the former administrator for the entire Environmental Protection Agency in 2017 for a policy roundtable to give direct feedback from home builders and developers affected by the 2015 WOTUS Rule. Dallas BA members were able to better explain how little land would be left unregulated in Texas and how the overreaching rule could threaten housing affordability.

"The Association believes that everyone deserves a roof over their head and an affordable place to live," Robinson said. "And we will continue our advocacy with that in mind. We appreciate that this Administration is

also showing the same commitment."

The Association held its annual Dallas Builders Dinner on Sept. 17, featuring State Representative Justin Holland and State Senator Pat Fallon. The event benefits HOMEPAC of Greater Dallas.

Holland and Fallon offered a good view of what they were hearing from constituents related to property taxes coming into this past spring's session and how they felt the final property tax package balanced with school funding legislation. Being the two legislators who carried Dallas BA's priority bill HB 852, related to information that a local government can use in the designation of permit and inspection fees, through their respective chambers, they were able to relay a first-hand account of how the legislation progressed through the session. Each gave an update of other legislation they carried during the session and the related benefits for Texans.

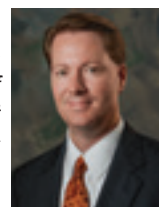
Dallas BA thanks the team at the Sub-Zero, Wolf and Cove showroom in Dallas for hosting the dinner.

Members should be aware of the upcoming Nov. 5 General Election, being held statewide. There are 10 state constitutional amendments on the ballot, including Proposition 8. Made possible through HJR 4 during the 86th legislative session, Proposition 8 would provide for the creation of the flood infrastructure fund to assist in the financing of drainage, flood mitigation, and flood control projects.

Other amendments on the ballot include allowing the legislature to temporarily exempt a portion of certain property located in an area covered by a disaster declaration from ad valorem taxation and an amendment prohibiting the state from imposing or collecting an individual income tax, and others.

Also on the Nov. 5 election ballot, for a portion of Dallas, is the special election to fill the Texas House seat of

David Lehde
Director of
Government
Affairs



former state representative, and now Dallas mayor, Eric Johnson in District 100.

Dallas BA will provide updates on voting information through Punch List in the near future.

The Celina City Council approved changes to its paving and sub-grade design requirements on Sept. 10, after the city addressed some concerns raised by Dallas BA and members. Of concern were provisions related to moisture conditioning. Initial drafted language was based on parameters what would seem overly stringent when compared to other cities, as well as even more costly, when you consider the increase in areas that would be subjected to moisture conditioning.

After meeting with Dallas BA staff and members, Celina made use of changes recommended by the residential development sector. Celina's intent through the process was to apply the requirement as needed per a geotechnical engineering report. While this will make the ordinance more feasible, there will be an increase to final home prices when located in areas where moisture conditioning is required. The paving and sub-grade design amendments were part of the city's changes to their overall subdivision ordinance.

Dallas BA continues to monitor how cities in our service area implement changes to related building codes, subdivision ordinances and fee schedules, as called for by new laws passed by the 86th Texas Legislature this past spring. We have already offered comments and input to multiple municipalities. Member questions or concerns about local ordinances in the municipalities where they build should contact the Association's director of government affairs.



RCi Ready Cable Inc.
817.379.6553

**Post Tension Materials
Rebar & Lumber**

"Building your success one square foot at a time"

www.readycable.net

Local: 817.546.0160
Toll Free: 1.866.448.0961
Email: RFP@FoxEnergySpecialists.com
www.FoxEnergySpecialists.com

Scan the QR Code below to Request a Proposal from your Mobile Device!






Programs We Service:






Accurate Energy Testing **Fast Administrative Support**

Blower Door Testing
Duct Blower Testing
Room-to-Room Pressure Balancing
Fresh Air Ventilation Testing
Thermal Imaging, and more...

Energy Modeling Experts

Energy Plan Analysis for IC3 & REMRate
Green Build Scoring Analysis
Net-Zero Energy Analysis

All From an Independent Third Party!
That means unbiased recommendations, not influenced by product suppliers.



75th Anniversary Celebration and Installation



Kent Conine, Past President of NAHB, TAB and the Dallas BA, administers the oath of office to 2019-2020 officers: Associate Vice President Michael Dodson, myHomedia; Vice President/Secretary Andrew Pieper, Hillwood Communities; Treasurer Stephen Puckett, Legacy-Texas Bank; and First Vice President Matt Mitchell.



State Representative Justin Holland installs Justin Webb as the 77th President of the Dallas Builders Association.



TV personality Amy Vanderoef keeps the installation program lively as mistress of ceremonies.

Tim Lansford, Luxury Homes of Texas, left, is honored as the Designee of the Year. Kevin McLain of DuPont presents the award during the Association's 75th Anniversary Celebration Sept. 27 at Eddie Deen's Ranch. Lansford has earned 11 certifications, three of which are at the master level. He helped to redevelop this year's leadership program and is a professional speaker, NAHB instructor, real estate broker and executive coach.



2019 Industry Investors accept gifts of appreciation for their support of the Dallas BA at an exceptional level. From left are Kevin McLain, DuPont; Tiffany Acree, StrucSure Home Warranty; Jessica Goehring, Hotchkiss Insurance; and Matt Robinson, BGE. Industry Investors who were not available for the photo were Fox Energy Specialists, Bath & Kitchen Showplace and L&S Mechanical.



Past President Frank Murphy of Wynne/Jackson, left, is honored with the A.P. Roffino Award, presented to recognize a person, committee, division or council who has done extraordinary work for the Association. Murphy's efforts significantly contributed to the passage of HB 1743, a Dallas BA and TAB priority bill, which changed the reach and effective interest rate for roll back taxes on raw land, saving some developers in excess of \$1 million. 2019 President Matt Robinson makes the presentation.

Visit DallasBuilders.org to view all photos!

Thank You to Our Partners



STRUCSURE
HOME WARRANTY

ALL WARRANTIES ARE NOT CREATED EQUAL.

war·ran·ty noun \ 'wôr-ən-tē, 'wâr- \

A representation, especially in writing, made by a seller or company to a purchaser of a product or service that a **refund, repair, or replacement** will be made if the **product or service** proves defective or unsatisfactory, especially within a given time period.

MAKE SURE YOUR HOME WARRANTY COMPANY PROVIDES ACTUAL COVERAGE AND A-RATED INSURANCE BACKING ON THE HOMES YOU SELL. CONTACT ME TO LEARN MORE.



Tiffany Acree
Vice President of Sales - North Texas, CGA, CGP
Million Dollar Producer ~ 2011, 2012, 2013
817-726-6880 • tacree@strucsure.com
www.strucsure.com

INSURANCE BACKING BY **LLOYD'S**

Turner honored as Designee of Month

Presented by 

As green and high-performance construction has turned mainstream, experienced green industry specialists seek a way to separate themselves from other building professionals and showcase their passion and longstanding commitment to sustainable building and remodeling. They find that differential with the NAHB Master Certified Green Professional (Master CGP) designation. This month's Master CGP Designee Michael Turner has demonstrated a lifetime commitment to the housing industry.

He is a 34-year veteran of the home building industry and knew at a young age that he wanted to be hands-on. After taking vocational classes in high school, Turner started his building career immediately after graduation. He was the project manager for several custom builders until he started his own company, Classic Urban Homes, in 2005.

The company has purposefully built a limited number of custom and speculative homes for the most discerning clients. Classic Urban Homes not only focuses on the outward appearance of its homes, but also on what's hidden behind the walls. Turner eagerly educates his buyers about energy efficiency, indoor air quality, resource conservation and site design. All are critical to the long-term enjoyment of these high-performance homes.

"We believe in building and designing unique right-sized homes that can adapt to the rapidly changing life-

styles of today's families," Turner says. "I believe in building quality over quantity."

Classic Urban Homes has been named a 'Best Builder' by *D Magazine* for nine consecutive years. The company has also earned multiple ARC Awards. Michael Turner has personally been awarded the prestigious Custom Builder of the Year Award four times now.

In 2015 he received the APEX Award in recognition by the associate members of the Dallas BA for his professionalism in dealing with them.

Turner is a past president of the Association and has served as president of the Dallas Division, chairman of several committees and has held a seat on the Board of Directors for almost 10 years. In addition to his local service, he also serves at the state level as a director and area vice president for the Texas Association of Builders.

Turner believes in constantly improving through education, and this is easily reflected in the number of professional designations he has obtained through NAHB. He holds his Graduate Master Builder (GMB), Certified Aging-in-Place Specialist (CAPS); Master Certified Green Professional (MCGP); Certified Graduate Builder (CGB) and Certified Green Professional (CGP) designations.

What does the Master CGP certification mean to your customers?

It means I understand how to build a sustainable home and focus on green building principles that are proven and not just "green bling."

What does this certification add



to your business?

I think it adds credibility in a very fractured and loosely regulated industry. I think it shows we are committed to education and adds a layer of professionalism to my business and my integrity as a builder.

What has been your experience in taking in-person classes?

The Dallas BA education classes are far and away the best way to learn and stay current on an ever-changing and improving environment. As our climate changes, so does the way we build and waterproof the homes we construct. There is no better place to get that education than the Dallas Builders Association. You can learn from others or you can learn the hard way. I've chosen to learn from others by taking the in-person classes offered at the Dallas BA.

To learn more about the Master Certified Green Professional designation and others offered by the Dallas BA, visit DallasBuilders.org or contact staff Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com.

Upcoming Classes – October & November

Presented in partnership with



Certified New Home Sales Professional (CGA, CGB, CSP, Master CSP) - Certification Class - October 28-30

Whether you're a custom home builder looking to sell your specs or if you're a sales agent for a large builder, the CSP designation can help you increase sales.

CSP was designed for specialists in new home sales to enhance their professional image, increase their marketability in the home building industry and sell more homes! In just three days you can set yourself apart from the competition by utilizing these tried and true methods teach.

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.

Day One: CSP I: The Art and Science of Selling

In this Certified Sales Professional (CSP) module, you will tap into the psychology of the customer, learning their decision-making processes, personality types and communication styles. You will gain a comprehensive understanding of the skill sets a new-home sales professional must possess, including time management, knowing the differences between selling new and resale homes and ways to tailor sales presentations for an increased closing ratio. This module also covers the "Critical Path to Successful Selling."

Day Two: CSP II: Understanding New Home Construction

In this module, you will gain a comprehensive understanding of new home construction and learn how to use this knowledge as a sales tool. This module covers basic construction terms, construction features that benefit the home buyer, steps of the builder's decision making and development process and how to effectively communicate these concepts to buyers. You'll also learn to identify financing options for new home buyers.

Day Three: CSP III: Selling Skills for New Home Sales Professionals

In this Certified Sales Professional (CSP) module, you will learn the ad-

vanced techniques used by real estate veterans for greeting, closing and overcoming objections. This module covers the phases of the sales process, ways to successfully demonstrate features and how to use the home's area and community as a selling point. You will explore ways to earn trust, identify needs and "service the sale." You'll also learn to use follow-up systems to increase sales along with final walk-through and call-back procedures.

Date: October 28-30, 2019

Time: 9:00 am - 5:00 pm (lunch will be provided each day)

Location: Dallas BA

5816 W. Plano Pkwy, Plano

Cost: \$600/member \$900/non member

2019 Education Title Partner: StrucSure Home Warranty.

2019-2021 TAB Residential Construction Contracts Class at the Dallas Show - November 12

With the 2019 Regular Session of the Texas Legislature under our belts, TAB has released its contracts package for the 2019-2021 cycle.

This pre-show class is your opportunity to learn about the revisions to the contracts package and to talk with one of the attorneys who has been instrumental in the writing and updating of TAB's form contracts.

Date: Nov. 12, 2019

Time: 11 a.m. - 1 p.m.

Location: Windhaven Room, Plano Event Center

Cost: \$40/member online; \$50/member walk-in/non-member builders

As a shareholder of Bush Rudnicki Shelton, P.C., instructor James Rudnicki primarily represents residential construction contractors, land developers and design professionals in challenges related to construction defect claims, water code violations, regulatory oversight, contract negotiation, document drafting and real-property transactions.

Please note: The class information is specific to builders but associate members may attend. Builder nonmembers may attend, will not be able to purchase the contracts package through the Texas Association of Builders.

Brought to you by 2019 Title Partner: StrucSure Home Warranty & Builder Agent Network.

Coleman Yates joins Dallas BA staff as director of membership

Coleman Yates has joined the Association team as the new director of membership. He is a former member of the Dallas BA himself, having worked as an independent insurance agent with Dallas firm Smith Allen Insurance. He grew a local book of business advising clients on their home and auto insurance needs.

"Coleman is already providing a positive contribution to our membership and staff," said Dallas BA Executive Officer Phil Crone. "His familiarity with the Association, enthusiasm to meet people and drive to help us grow make him ideally suited to this critical role."

Coleman has 13 years of work experience in the areas of event management, operations, sales, marketing, communications and client relations.

Prior to his time with Smith Al-

len, Coleman worked in the beverage industry for five years selling craft beer, premium wine and spirits to multiple accounts across the DFW Metroplex.

In his new role, he is responsible for the growth of the Association by being the first contact for new members and prospective members alike. He also will be the main driver to keep and improve positive relationships with existing members to facilitate their continued participation and support of Dallas BA events and initiatives.

A Plano native, Coleman graduated in 2011 from the University of Texas at Austin with a degree in corporate communication and a minor in Spanish. "When I'm not busy at the office I enjoy spending time at home in Dallas with my wonderful wife Shelley, our Pomeranian Chloe and two cats, Carlton

and Emmeline," says Coleman. "I'm an avid craft beer and sports fan and love spending time with family and friends more than anything in the world."



Coleman Yates



4601, 4609, 4701 DEXHAM RD, ROWLETT
SOLD!!! 2 LOTS REMAIN

FOR SPECIFIC NEEDS,
CONTACT TROY CORMAN
214-690-9682 • troy@t2realestate.com

t2realestate.com

t2 REAL ESTATE YOUR TEXAS LAND GUIDE



4509 DEXHAM RD, ROWLETT
± 10.2 ACRES \$200K



1108 NORTHSIDE DR, CARROLLTON
± 4.33 ACRES



4026 S GARDEN RIDGE, FLOWER MOUND
13,000+ SFT RES. LOTS • FROM \$150K



2120-2142 LOVEDALE ZONED MF2
3 STORIES MAX HEIGHT • LOVE FIELD AREA



Construction Instruction's Building and Selling High Performance Homes

Today's homebuyers expect homes to be beautiful, durable, efficient and comfortable. This one-day workshop will include discussion around the best strategies for builders to achieve these goals.

Join us as Justin Wilson covers building science-based technologies, techniques and solutions that will help you build and sell high-performance homes.

Learn More About:

- Meeting code changes with advanced building solutions
- Building Science and its role in building and selling homes
- Marketing and selling high-performance homes to differentiate yourself from your competition.

Register at www.DallasBuilders.org

Jobsite Training:

After the classroom training, we will head to a jobsite where Justin Wilson will discuss air sealing methods available along with benefits and cost-savings for both the builder and home owner.

Date & Time:

Wednesday, October 16

Seminar: 10:00am - 2:00pm

Demo: 2:30pm - 4:30pm

Class Location:

Dallas Builders Association
5816 W. Plano Pkwy
Plano, TX 75093

Pricing:

\$75 Dallas BA Member
\$100 Non-Member



Justin possesses a commanding knowledge of industry practices including: energy efficiency, thermal enclosure improvements, indoor air quality, occupant comfort, HVAC integration and design of homes. He uses this expertise to work with leading building product manufacturers on new product development, product refinements, installation and maintenance guidelines. Justin was a key player in designing and developing several of the first production net-zero homes in the United States and has served on the technical committee to develop Enterprise Green Communities Criteria for more than a decade.

Associates Cookout



THANK YOU, PARTNERS!

- JLD Custom Homes
- Highland Classic Homes
- Keen Homes
- James Andrews Custom Homes
- Thomas Signature Homes
- Classic Urban Homes
- Garvey Homes

- Elite Remodeling
- Tommy Ford Construction
- Jerry Carter Homes
- Cresswell Builders
- Divino Homes
- Jim Johnson Group
- Trendmaker Homes
- Altura Homes

DALLAS BUILDERS SHOW
DALLAS BUILDERS ASSOCIATION

Presented by

Nov 12
Plano Event Center

Local Builders

Local Vendors

Hottest Market

DallasBuildersShow.com



Young Professionals visit Collin College

The Association's newly formed Young Professionals Committee recently visited with students enrolled in Collin College's Construction Management Program. Committee members shared experiences regarding how they came into the industry and provided insights on how to step into residential construction.

"The young professionals committee fills a big need for many of us," said Andrew Pieper with Hillwood Communities who chairs the group. "There are very few opportunities for residential professionals in their 20s and 30s to collaborate, learn and give back. I'm really excited about the strong start for the group and the relationships we are building at Collin College and with one another."

Visit the calendar at DallasBuilders.org for details on the committee's next meeting. Registration is free and the group is open to individuals employed by member companies who are at or under the age of 40.

Milestone Anniversaries



George Lewis Custom Homes - 45 Years
Past President Michael Turner presents a Milestone Award to George Lewis of George Lewis Custom Builders, recognizing the company for 45 continuous years as a member of the Dallas Builders Association.

Tommy Ford Construction - 30 Years

Corey and Tommy Ford of Tommy Ford Construction accept their Milestone Award in recognition of 30 years of continuous membership in the Dallas Builders Association. Membership Chair Pat Nagler presented the award in a recent Board of Directors meeting.



Jim Johnson Group - 30 Years
Past President Michael Turner recognizes Jim Johnson of Jim Johnson Group, who has been a continuous member of the Dallas BA for 30 years. Turner presented the Milestone Award at a recent builder meeting at Association offices.

Milestone Awards Courtesy of



ADVENT
AIR CONDITIONING INC.
"We're the Comfortable Solution!"
TACLA001214C
972-221-4373 WWW.ADVENTAIR.COM

Jarrell hosts August After Hours



Sue Turk, BNT of Texas, LLC, wins 4 Rangers Tickets and a parking pass.

Tim George, TDT, wins a Samsung Robot Vacuum.

Mark Dann of Highland Classic Homes, LLC. wins the Builder Jackpot — \$1,100! 2019 Membership Chair Pat Nagler presents him with his check.



Keith Brown, Audio Video Innovations, wins an Opal ice maker.

Guest Curtis Burlbaw, Blue Designs, wins a Bosch griddle accessory.



Tim Lansford, Luxury Homes of Texas, wins a Samsung Frame TV.

Dan Longacre, Longacre Construction, wins a Grohe shower head.



Guest Trele Tyler, Texas Appliance & Builders' Supply, wins a Pelican 20-qt. ice chest.

Tom London, Thomas Signature Homes, wins a portable Coyote grill.



Vijay Borra, DFW Land, wins a DXV lavatory faucet.

Dave Hambley, Lee Lighting, wins a cash door prize.



Dennis Jaglinski, Trendmaker Homes, wins a Wolf gourmet coffee maker.

T.W. Bailey, Bailey Family Builders, wins a Kitchen Aid stand mixer.

Dallas BA Members: You Now Have Exclusive Health Insurance Rates. Get Your Free Quote by November 30th!

Your employees deserve the best health insurance options available for the lowest price. With the Housing Industry Insurance Program (HIIP), you'll get just that. The purchasing power of a strong Dallas BA membership gives all of us access to the best benefits around.

CLEAR

An online portal that provides transparency and efficiency.

COMPETITIVE

The rates that small businesses get with HIIP are as low as anyone can provide...and often they're lower!

COMPREHENSIVE

HIIP creates economies of scale on products like Dental, Vision, Life, Disability, and more. These programs come equipped with benefits equal to those offered by much larger employers.



Get your Free Quote by November 30th, 2019 – It's Easy! Visit hiip.dallasbuilders.org

POWERED BY:



NEW MEMBERS

BUILDERS

Duval Residential, LLC
Tim McMahan
214-535-9252
BUILDERS - MULTIFAMILY

Elegant Floors, Inc
Sammy Khatib
469-406-0066
BUILDERS - REMODELER
T.W Bailey, Bailey Family Builders

Heitman Custom Homes
Edward Heitman
903-504-6674
BUILDERS - RESIDENTIAL

KB Home
John Mann
888-524-6637
BUILDERS - RESIDENTIAL

Mod Haven
Scott Colling
214-850-3513
BUILDERS - RESIDENTIAL
Spike: Michael Turner, Classic Urban Homes

Rich Remodeling, LLC
Wendy Rich
972-922-9945
BUILDERS - REMODELER

Starr Construction
Gary Starr
214-600-2282
BUILDERS - RESIDENTIAL

William Taylor Custom Homes
Gary Evans
214-325-2346
BUILDERS - RESIDENTIAL
Spike: Donnie Evans, Altura Homes

William Taylor Custom Homes
Leigh Evans
214-325-2346
BUILDERS - RESIDENTIAL
Spike: Donnie Evans, Altura Homes

West Point Homes
Nate Cantrell
682-367-7945
BUILDERS - RESIDENTIAL

SUSTAINING MEMBERS

Systemhause, LLC
Stan Folsom
972-282-8000
ENERGY EFFICIENCY

ASSOCIATES

Ace Credit Consulting
Eric Gomez
903-385-3796
PROFESSIONAL SERVICES
Spike: Chris Jackson, Chris Jackson

Belco Forest Products
Kevin Hayes
253-678-2617
EXTERIOR CLADDING

Dennis Walsh & Associates
Teresa Walsh
949-514-5272
REAL ESTATE

Environmental Allies
Andrew Miles
281-442-4112
SITE PREPARATION/MANAGEMENT
Spike: T.W Bailey, Bailey Family Builders

Ethan Allen
Vicki Mingori
214-387-9300
HOME LIVING/DECOR

Framing Services
Rosario Velasquez
214-404-4428
LUMBER/FRAMING/CARPENTRY
Spike: T.W Bailey, Bailey Family Builders

Fuentes Plumbing Services LLC
Luis Fuentes
214-281-2165
PLUMBING
Spike: T.W Bailey, Bailey Family Builders

Heritage Design
Leslie Henderson
214-695-2592
HOME LIVING/DECOR

LandDesign
Karen Pierre
214-785-6009
DESIGN/ARCHITECTURAL SERVICES

Onit Home Services
Garrett Fiveash
325-245-6540
SECURITY/SAFETY/ACCESSIBILITY

Resendiz Framing
Vicente Resendiz
214-769-4786
LUMBER/FRAMING/CARPENTRY
Spike: Donnie Evans, Altura Homes

Residential Elevators
Robert Baar
800-832-2004
SECURITY/SAFETY/ACCESSIBILITY
Spike: Alan Hoffmann, Hoffmann Homes

USHA Benefits
Ulrich Sterling
469-414-0530
INSURANCE/WARRANTY

Vault Construction Group
Jesse Wilfong
214-440-5462
CONCRETE
Spike: Donnie Evans, Altura Homes

Zurn PEX, Inc.
Patrick Sauer
903-886-9368
PLUMBING

AFFILIATES

Ace Credit Consulting
Raquel De La Fuente
469-217-9566
PROFESSIONAL SERVICES
Spike: Chris Jackson, Chris Jackson

Ace Credit Consulting
Ron Stuart
972-742-2914
PROFESSIONAL SERVICES
Spike: Chris Jackson, Chris Jackson

Duval Residential, LLC
Stephen Boudreau
469-803-8669
BUILDERS - MULTIFAMILY

Environmental Allies
Joe Valle
281-839-6656
SITE PREPARATION/MANAGEMENT
Spike: T.W Bailey, Bailey Family Builders

Ethan Allen
Russell Ulrich
972-726-6633
HOME LIVING/DECOR

ProSource Wholesale, Inc
Kim Phemister
972-345-9596
FLOORING

Member Milestone Anniversaries

Milestones denote continuous Dallas BA membership.

20 Years
Buddy Martin Erosion Control

15 Years
Atmos Energy Corporation

10 Years
MetroTex Association of Realtors

5 Years
Bennan Enterprises
Carpenter + Lueckemeyer Custom Homes
Charter Drywall Dallas Inc.
OneTrust Home Loans
WindowCraft, Inc.




PROVIDING PROTECTION IN A WORLD OF UNKNOWNNS



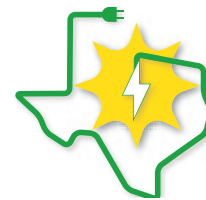
With more than 40 years of experience in the home building industry, we understand the unique challenges your business faces. We offer a personalized, consultative approach to protecting your investment, and are exclusively endorsed by the Texas Association of Builders.

CALL US TODAY AT 972.512.7700 OR VISIT HIALLC.COM

PROUD MEMBER:  BUILDER AGENT NETWORK

AFTER HOURS

Thursday, Oct. 24
6-8 p.m.
Hosted By



3361 Boyington Dr., Suite 120, Carrollton

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

Builder Jackpot – \$500

Builder must be present at time of drawing to be eligible to win the Builder Jackpot.

After Hours is FREE to attend, but please make reservations.

www.dallasbuilders.org

COVERT+ASSOCIATES
METROPLEX DESIGN SOURCE FOR EXCITING, INNOVATIVE RESIDENTIAL PLANS
972-783-4660



"Excellence in Engineering"
Texas Firm Registration No. F-6417

Nortex Foundation Designs, Inc
817.379.0866
info@nortexfoundation.com
www.nortexfoundation.com



FRASERCON
CONCRETE EXPERTS



**WE ARE FRASERCON
WE BUILD DREAMS**

We provide the foundation for families and companies to grow their vision for their future.

We provide hope for our team and opportunities to work, grow, and improve daily to achieve their dreams.



FRASERCON.COM

HOLD YOUR EDGE RAIN OR SHINE

**SMALL TAPER
HUGE ADVANTAGE**

pointSIX Patented Edge
Swell Technology

**50
YEAR
WARRANTY**

**Durastrand pointSIX lets you
build fearlessly, in any weather.**

Introducing Durastrand pointSIX premium subfloor. Proven in the Pacific Northwest, its patented tapered edge holds the line on all four edges. A proprietary blend of resins and waxes blocks moisture, meaning subfloors go down flat and stay that way. Engineered for strength, durability, overall performance, and backed by our 1-year no-sand guarantee, nothing can hold you back.

1 YEAR NO-SAND GUARANTEE
NORBORD.COM/DURASTRAND

DURASTRAND[®]
pointSIX **EDGE TECHNOLOGY**