

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVI

No. 11

November 2019

## Dallas BA's Industry Investors for 2019



## BRIEFLY

The 2020 Marketing Guide is now online! The Guide provides a snapshot of all the various advertising and promotional opportunities available to members. It gives information on partnership levels, event details and benefits to expect with your marketing investment. You'll find the Guide under the News & Media tab of DallasBuilders.org.

The Multifamily Builders Council will host its annual Christmas Party on Tuesday, Dec. 3. Samsung will present the event, to be held at the Westin Galleria Dallas. Partnerships are available. Visit DallasBuilders.org for details.

Registrations are now being accepted for the Home of the Week, with featured homes spotlighted in *The Dallas Morning News*, on DallasBuilders.com and on social media. The Home of the Week program includes homes in all stages of completion. From conceptualization to on the market homes, it's never been easier to promote your project for free. To enter, call Holly Pemberton at 214-624-3176.

Dallas BA offices will be closed Nov. 28 and 29.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Dallas BA establishes scholarship fund for Collin College construction students

Contributions benefiting students enrolled in Collin College's construction management program can now be submitted online via this link. Since the program began last fall, it has enrolled 63 students and is poised for continued growth as it moves to its new home at the college's technical campus now under construction.

"Financial support from the Dallas BA is vital to our program," said Craig Johnson, director of architecture and construction programs at Collin College. "With the current needs of the Industry, we really want to get as many students in the workforce as quickly as possible. This money will help to ensure that our students do not get off track and experience a possible yearlong extension to their education

and, thus, a yearlong delay in getting into the workforce. In addition, we are able to help students who are in need of financial assistance."

The three-story 340,000 square-foot technical campus will serve up to 7,100 traditional college and dual credit students when fully occupied. One section of the building, approximately 400-by-100-feet in length, will house the construction program. Labs for plumbing, electrical, carpentry and safety will be coupled with a 6,000-sq.-ft. "build" lab providing hands on opportunities for students in all programs to work together on various projects. Another will focus on HVAC, welding and advanced manufacturing.

The technical campus, with is situ-  
*continued on page 3*



The Collin College technical campus will serve more than 7,000 students.

## Contracts Class opens Dallas Builders Show

The 2019 Dallas Builders Show, presented by Milgard Windows and Doors, will be held from 1 to 6 p.m. Tuesday, Nov. 12, at the Plano Event Center.

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, from 11 a.m. to 1 p.m.

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.

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.



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 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.

The \$40 online contracts class registration includes admission to the Dallas Builders Show floor. Visit the calendar at DallasBuilders.org to register.

Information on the Show is available at DallasBuildersShow.com.

## New website packages drive traffic to members

The Dallas BA has expanded its website advertising packages, doubling the number of pages on which member ads appear. Advertising is available on both the member website, DallasBuilders.org, and the award-winning consumer-centric DallasBuilders.com. Earlier this year the National Association of Home Builders bestowed the honor of Best Website on DallasBuilders.com.

As the trusted source for residential building news and information, the Dallas Builders Association is a valuable resource for both consumers and other industry professionals seeking products and services in their area. Thousands of people visit these two websites each month.

On DallasBuilders.com there is the Executive Package with member ads appearing on the Home Page, Advanced Member Search, By Neighborhood Map Search and the News & Events page. These are among the top 10 viewed pages each month. The newly formatted Executive Package also now includes featured ads on Our Members, Building Process, Contact Us and the FAQ pages.

The Executive Package is \$1,200 per year and is best suited for builders, developers and other members who market to consumers. A limited number of slots are available.

Advertising on the Association's member website, DallasBuilders.org,

is best suited for associate members who market to builders. The Premier package is \$1,100 per year. Ads appear on these top pages: Calendar, Members Only Login, Find Members and the Blog. An added bonus is that any ads on the Blog landing page also show up on every individual Blog post. This package also includes ads on the Member Benefits, About Us, Contact Us and Marketing Materials (Marketing Guide and logos) pages.

Both the Executive and the Premier ad packages include priority placement and an upgraded listing in the online member directory, a \$200 value.

If you want increased exposure but aren't ready to place an ad, purchase an upgraded listing featuring logo, photo, video, business description, priority placement and link to your website.

You can also choose to simply add a live link from your membership listing to your company's website for only \$100 per year.

Please contact Holly.Pemberton@DallasBuilders.com or 214-624-3176 for more information on package options and availability.

Builders and remodelers are also reminded to update their profiles to include information on cities built in, price range and other information that allows consumers to find them on the DallasBuilders.com search feature.

# Services held for Nelson Rodriguez of Fox Energy

Services were held Oct. 26 for Nelson Rodriguez, founder, president and CEO of Industry Investor Fox Energy Specialists, who died after a brief illness. He was 67.

As a leader in the Affordable Housing and Hispanic Business Community, Rodriguez took great pride in the mission and vision of his companies, and the thousands of communities they serve nationwide. He was known for his love of his businesses, the Nelrod/Fox Energy Specialists team and the clients he served each day.

In 2000 he established Fox Energy Specialists, a division of The Nelrod Company, taking combined years of affordable housing industry experience and additional building science training to become one of the top producing energy inspections, testing and HERS rating companies in the country.

Rodriguez began his entrepreneurial career as a 10-year-old shoeshine boy in South Texas. He worked in the family grocery store throughout his youth and returned to manage the family business after completing his bachelor's degree in psychology from the University of Texas at Austin. In addition to his obligation to the family business, he succeeded in running an award-winning South Texas weekly newspaper, as well as worked to organize other entrepreneurs to form the United States Hispanic Chamber of Commerce (USHCC).

At the age of 27 years, he served as the first chair and president of the United



Nelson Rodriguez

States Hispanic Chamber of Commerce. The next year, he moved to Washington D.C., to serve in five presidential appointments in the Reagan administration. During his tenure in government, he served as the youngest senior executive at the Department of Commerce, won the Secretarial Achievement Award at the Department of Transportation, and the Affordable Housing Award at the U.S. Department of Housing and Urban Development.

Survivors include his wife of 45 years, Esther; sons, Nelson, Jr., Joshua, Jacob and James; daughters, Cathy, Ester and Haley; grandchildren, Elena, Joseph, Penelope and Violet; siblings, an aunt, and numerous cousins, nieces and nephews.

A complete obituary can be found at [greenwoodfuneralhomes.com](http://greenwoodfuneralhomes.com).



## Local Ordinance Changes and a New Year for HOMEPAC of Greater Dallas

### Be Aware of Local Code Changes

Dallas Builders Association urges members to remain aware as area municipalities continue to update building codes and fees.

Sanger City Council recently implemented an Exterior Façade Design Criteria Manual that impacts single- and multifamily construction. The purpose of the manual is to establish exterior facade and design criteria to maintain, according to the city, the "visual interest and historical architectural integrity that defines Sanger's unique character." The manual had mandated design measures, as well as design options for a points criteria that must be met.

Dallas BA communicated builder concerns to the city regarding how proposed provisions could impact single-family detached and duplex homes that have designs already accepted in Sanger. Upon hearing the concerns of the Association and area builders, Sanger made changes to improve provisions related to the percentage of building frontage allowed for garages, front porch sizes, shutter designs and how the new ordinance applies to existing planned duplex structure. There remains a concern regarding points offered for certain exterior cladding materials.

The City of Denton is considering increasing the amounts calculated for road construction work as it relates to the city's road impact fees that went into effect in 2017. The city originally approved roadway impact fees in March of 2016 and, after hearing from Dallas BA, provided a one-year grace period with fees becoming effective in March 2017.

The current discussion on fee increases is supposedly related to road construction cost increases. However, questions have been raised by some members of council pointing to some missing data in the city's October presentation that would not only be key to knowing if there was enough reliability in the forecasting models that were used for the existing capital improvements plan (CIP) and fees, but also what impact the city's regulatory process, combined with the implementation of impact fees, has had on residential development. These are concerns that Dallas BA raised to council when Denton originally considered the fees in 2016.

The proposed update also raises the question of whether impact fees are a reliable source for funding for this type of infrastructure. Lot prices have already increased in Denton, and increasing regulatory costs could negatively impact a market that is already cyclical in nature. Impact fees can be unfair and regressive, as they are paid by the home buyer.

Infrastructure improvements, especially for roads, benefit everyone in the

community. Imposing a special financial burden on just a small segment of the community may seem to be a simple answer for some, but it is not equitable.

Furthermore, as should be asked with all cities looking at impact fees, how many of the projects listed in a proposed CIP would actually be completed in a 5 year span, and not just rolled over to the next CIP/impact fee update, possibly skewing the proportional share?

Home buyers in the Denton area have been price conscious. When you consider that those impact fees are rolled into the price of the home and multiplied through mortgage interest, it means the price tag increases that much more.

Home buyers would prefer not to make decisions on foregoing certain home-related amenities when purchasing a new home. If impact fees are part of limiting growth, the direct and indirect benefits of growth, such as larger property tax base, increased employment opportunities and other tax revenues, are also limited.

These are all important factors the council will need to weigh when considering any fee changes. It should be noted that the city will soon begin its review process for the impact fees' five-year update, meaning this exercise may best be suited for next year.

Rockwall voted in late October to adjust their roadway, water and wastewater impact fees. Dallas BA communicated the need for a balanced approach to members of the city council ahead of the vote, and council, as well as city staff, gave consideration to the impact that these changes could have on both commercial and residential development.

The City of McKinney is in the process of drafting their adoption of the 2018 model codes, as well as reviewing their utility and roadway impact fees for updates. Traditionally, McKinney had made use of the regional recommendations for amendments that are developed by the Regional Codes Coordinating Committee at the North Central Texas Council of Governments. Dallas BA is a participant on that committee and we have been in

David Lehde  
Director of  
Government  
Affairs



communication with McKinney staff.

Dallas BA has been a major participant in the discussion on the City of Dallas' proposed guidelines for larger shared access developments. After a pause in the drafting of the ordinance, the process picked back up early this fall and Dallas BA members are reviewing and offering comments on the draft. Not every project is the same, but there are some common challenges that our members have routinely faced, so the discussion has provided the opportunity to address some major development concerns.

Dallas BA will continue to communicate industry concerns to these and other area municipalities. Builders are urged to contact the Dallas BA when hearing of possible code or fee changes.

### Time to Renew or Begin Support for HOMEPAC of Greater Dallas

Now is the time for members of HOMEPAC of Greater Dallas to renew their club levels for the 2019-20 cycle. This is also the opportunity for members to begin participation in what is a key tool in building a regulatory environment that is considerate of home building.

With the upcoming primary elections in the spring for county and state offices, as well as the general elections for area city council seats, it is important to remember the need for member participation in Association advocacy efforts.

Dallas BA advocacy has seen big victories at both the local and state government levels. A big part of that stems from the support that can be offered to area candidates and incumbents who understand the importance of, and relationship between housing and a good economy.

To protect and build on those regulatory gains, member participation in HOMEPAC of Greater Dallas is important. Should members have any questions, please contact the Director of Government Affairs at [David.Lehde@DallasBuilders.com](mailto:David.Lehde@DallasBuilders.com).

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders			
Year-to-Date 10/23/2019				Year-to-Date 10/23/2019			
Residential	Permits	Value	Units	Builder	Homes	Value	
Single Family Homes	22,600	\$6,482,831,710	22,595	1 D R Horton Custom	1795	\$347,581,325	
Duplexes & Twin Homes	99	\$22,979,527	198	2 First Texas Homes	797	\$310,828,914	
Apartments & Condos	303	\$2,216,474,854	25,621	3 Highland Homes	1002	\$352,230,451	
Cabins	1	\$100,000	0	4 Lemar Homes	1026	\$264,904,851	
Other Residential Structures	460	\$78,347,399	0	5 Bloomfield Homes	792	\$209,508,425	
Swimming Pools & Spas	4,213	\$188,918,719	0	6 DR Horton	760	\$184,781,279	
Garages & Carports	234	\$11,955,204	0	7 David Weekley	418	\$150,908,839	
Res Rmld, Addn, Int Fin	4,148	\$326,830,895	0	8 Beazer Homes	458	\$144,889,496	
Reroof Residential	2,185	\$132,150,856	0	9 American Legend	452	\$140,819,895	
				10 Montage Homes	364	\$117,387,125	
				11 Darling Homes of	278	\$109,345,650	
				12 LGI Homes	561	\$109,234,679	
				13 History Maker Homes	448	\$107,735,201	
				14 DR Horton	489	\$101,299,500	
				15 Landon Homes LP	293	\$99,358,965	
				16 K Houmanian Homes	255	\$97,783,256	
				17 Hallmark Land	271	\$94,941,751	
				18 Mill Homes	322	\$93,778,782	
				19 Drees Custom Homes	243	\$93,400,286	
				20 Gahan Homes	336	\$81,968,133	
				21 Pulse Homes Of	352	\$80,589,193	
				22 Shaddock Homes	182	\$78,510,457	
				23 Toll Brothers Inc	125	\$74,219,764	
				24 Antares Homes	319	\$72,457,912	
				25 Ingression Homes	322	\$67,400,572	
				26 Perry Homes	186	\$59,870,282	
				27 Montage Homes of	202	\$59,550,663	
				28 Megarth Homes Inc	218	\$59,170,095	
				29 Pulse Homes	243	\$59,047,834	
				30 Ashton Woods Homes	179	\$58,972,706	
				31 Trendmaker Homes	166	\$51,335,960	
				32 MHI Partnership	163	\$44,353,181	
				33 CB Joint Homes	211	\$42,388,677	

Dallas Metro Building Permit Summary			
Week 43 - 10/17/19 to 10/23/19 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	594	\$187,723,194	594
Detention	32	\$110,458	0
Grading & Duct	1	\$20,000	0
Footing & Foundation	128	\$734,660	0
Apartments & Condos	14	\$63,522,434	650
Other Residential Structures	11	\$982,789	0
Swimming Pools & Spas	113	\$4,168,409	0
Garages & Carports	7	\$336,584	0
Res Rmld, Addn, Int Fin	113	\$4,260,968	0
Reroof Residential	29	\$1,181,896	0
Total Residential Const	1,942	\$282,841,344	1,244

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**THE HOME BUILDER**  
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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.

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## Milestone Anniversaries

### Vent Craft - 45 Years

Dallas BA Director of Membership Coleman Yates presents a Milestone Award to Bill Myers of Vent Craft, who has been a member of the Association for 45 continuous years.



### Gartex Masonry Supply - 35 Years

Gartex Masonry receives a Milestone Award marking the company's 35 years of continuous members in the Dallas BA. From left are Mimi Cox, Kevin Cox, Keven Kirkhuff, Mitch McNeel and Hector Hernandez

### Wynne/Jackson Inc. - 25 Years

2018-2019 Membership Chair Pat Nagler presents a Milestone Award to Past President Frank Murphy in recognition of 25 years of continuous membership in the Dallas BA for Wynne/Jackson Inc.



### Lee Lighting - 20 Years

Dave Hambley, Justin Reed and Gloria Hennessee accept a Milestone Award presented in recognition of Lee Lighting achieving 20 years of continuous membership in the Dallas BA.

- 35 Years
- Bluffview Builders
- 25 Years
- David Hill Custom Homes
- Ready Cable, Inc.
- Toll Brothers Inc.
- 20 Years
- Rock Materials
- Turner Forext Industries

- 15 Years
- Trinity Stairs
- 10 Years
- Cambridge Homes
- 5 Years
- Camden Homes
- Milan Design + Build, LLC

Milestone Awards Courtesy of



# Texas Best Solar hosts October 24 After Hours



Spencer Grimes with Texas Best Solar presents door prize winner Dennis Jaglinski of Trendmaker Homes) with a Yeti Lunch Bag.



George Davis of George Davis & Associates wins a \$100 Ill Forks gift card, presented by Spencer Grimes of Texas Best Solar.



Howard Carey of Huffines Chevy Plano wins a Bluetooth speaker.



Warren Hilla of Dynamic Engineering wins a Beats headset.



Sandra Thomas of First United Mortgage Company wins a Samsung HDTV 55-inch TV.



Scott Prentice of Covert & Associates wins a set of Yeti Colsters.



Kellye Kamp of Burlington Design Gallery wins a \$50 Bass Pro gift card.



Kevin Bauer of BSB Design is the cash door prize winner.



After Hours guest Jason Schell of Schooley Mitchell wins a \$50 Bass Pro gift card.



Host Spencer Grimes with Texas Best Solar presents a set of Yeti Colsters to After Hours guest James Ingrahm of NW Mutual.



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## Collin College scholarship

Continued from page 1

ated on a 32-acre site along Highway 121 between Exchange and Alma in Allen, is projected to open in the fall of 2020.

Tuition for Collin County residents is only \$54 per credit hour and \$100 per credit hour for all other Texas residents.

"Many students are working in low wage jobs, trying to support themselves and their families en route to a better life in our industry," said Dallas BA Executive Officer Phil Crone, who is also a co-chair of Collin College's Construction Management Advisory Board, tasked with tailoring the curriculum to industry needs and establishing an employment pipeline from Collin College to Dallas BA members.

"An investment in their future pays huge dividends for them and member companies who hire them after graduation," Crone said.

To donate to the scholarship, please contact the Dallas BA office at 972-931-4840 or fill out the form found on DallasBuilders.com. Donations of any amount are encouraged and appreciated.



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# Lansford honored as Designee of Year

Presented by 

Tim Lansford, CGB, GMB, CGR, CAPS, CGP, Master CGP, CGA, CSP, Master CSP, CMP, MIRM, of Luxury Homes of Texas has been named the Dallas Builders Association's Designee of the Year.

He has achieved something that no one in the National Association of Home Builders' 77-year history has ever achieved: earning 11 of the 13 possible national designation is less than 10 months.

The achievement took massive effort, involving traveling to multiple cities. Tim completed 22 different classes in six cities to earn the 11 designations.

It all started in January of 2018 when Tim took the *Train the Trainer* course that NAHB offered at the International Builders' Show (IBS) in Orlando, and he began to see that earning designations would bring credibility to what he does in his business or to his clients.

Tim offers goal setting and accountability partnership to other business owners as part of his teaching and coaching services. He and fellow Dallas BA member Tag Gilkeson set off to achieve a very lofty goal of being the most decorated members that NAHB had within its over 140,000-member organization. It took a detailed plan with careful considerations for timing, travel, cost and even sequencing of the prerequisite classes. Even planning couldn't predict the obstacles that they would have to overcome.

There were missing classes that

had been removed from the itinerary that were no longer taught through NAHB, but were still required to take in order to earn certain designations. One class in particular was the 2-day Advanced Green Building: Building Science class. In order to take this class Tim convinced a qualified instructor to come to Dallas to teach a private session. There were times throughout the year that Tim traveled back-to-back weekends to take required classes, but none of that prepared him for what he would face when it came to obtaining his last designation.

The year culminated with taking the Master in Residential Marketing (MIRM) classes. This involved taking two full-day classes, two 8-hour classes taught only online, meeting a 50-point professional elective credits program and, finally, writing a case study on which the two full-day classes were based. The case study had a deadline on submittal.

The two MIRM classes being offered were so close to the deadline it required him to work tirelessly. In true Tim fashion, he wrote an 85-page case study over the weekend and submitted it before the deadline. This was truly unheard of as it often takes people several months of collecting data and sorting information before ever beginning to write their case study. Tim completed the entire document within a 4-day weekend, putting in excess of 60 hours and working 16-hour days just to meet the required deadline.

Now that he has accomplished such an amazing goal, he looks back on it with pride. Tim says that calls to his office



have increased due to being listed on the Dallas BA's website as a builder with so many national designations.

"It sets me apart from all the other builders within my area and offers credibility to my clients, which is the ultimate goal," he says.

Tim Lansford is a veteran home builder, remodeler and real estate broker with 25+ years in the industry. He has over three decades of applied leadership experience spanning multiple industries.

A national trainer, he owns a thriving full-service training and consulting firm. He has influenced thousands in successful leadership, business and sales. Tim has presented his training programs to numerous Fortune 500 companies, colleges and universities, governmental agencies and defense and military organizations. He is a regular speaker at residential construction industry events, including IBS.

To learn more about designations visit [DallasBuilders.org](http://DallasBuilders.org) or contact Sheena Beaver at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com).

# Upcoming Classes – November & December

Presented in partnership with 

## 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

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.

## Advanced Green Building: Building Science (Master CGP) - Certification Class - December 18 & 19

Attention all current Certified Green Professionals, this two-day course will advance you to a Master CGP.

This two-day master course instructs builders and remodelers on proper building science techniques for constructing and remodeling high-performance homes. The high-performance ideal encompasses more than just energy efficiency—it's

about potentially creating a more durable, environmentally responsible and sustainable living environment. By using case studies, detailed construction drawings and other resources found on GreenBuildingAdvisor.com, NAHB and BuildingGreen, LLC have developed this course to provide builders and remodelers with the highest-level information available.

After a full day of building science instruction, students spend most of the second day working in groups on real projects (often their own). They use all the GBA resources, but particularly the construction details library, strategy generator and product guide.

As a graduate of this course, you will be able to: apply building physics to building performance, translate building science into elements of design and construction, dovetail all features of high performance: energy efficiency, water efficiency, materials efficiency and indoor environmental quality, describe the high-performance home and its benefits to both your team and your clients, use all aspects of GreenBuildingAdvisor.com, including "My GBA," the site's project management tool, on individual projects and with your project team.

Date: Dec. 18 & 19, 2019


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

Location: Dallas Builders Association

5816 W. Plano Parkway, Plano, TX 75093

Cost: \$500/member \$750/non-member

This course is made possible by 2019 education title partner StrucSure Home Warranty.



## 2019-2021 TAB CONTRACTS

### TEXAS ASSOCIATION OF BUILDERS IS HERE TO HELP PROTECT YOU!

The 2019-2021 Texas Residential Construction Contracts reflect the most recent legislative changes affecting the home-building industry in Texas. Overall, more than 50 enhancements have been made to the various contracts and agreements, including arbitration procedures, latent defect claim issues, code compliance matters and attorney's fees.

Here are a few eye-catching updates that will be included in the 2019-2021 contracts package.

- ▶ New Flood Notice Requirements.
- ▶ New Homeowner Maintenance Form.
- ▶ New Job Rules Addendum to the Independent Contractor Form.
- ▶ Updated Express Home Warranty that reflects current building practices and updated standards.

The 2017-2019 subscription expired August 31, 2019. Purchase online at [TexasBuilders.org](http://TexasBuilders.org).

## 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.

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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.



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# NEW MEMBERS

## BUILDERS

EarnhartBuilt  
Jason Earnhart  
903-487-9102  
BUILDERS - RESIDENTIAL  
Spike: Aaron Park, Main Street Lum-  
ber/Main Street Millwork

Homecorp LLC  
Sandy Tabacnic  
214-450-2449  
BUILDERS - REMODELER

Integritas Construction & Restoration  
LLC  
Richard Alligood  
817-879-3220  
BUILDERS - REMODELER  
Spike: Greg Paschall, Intex Electrical  
Contractors

Larson Construction  
Adam Larson  
214-991-8347  
BUILDERS - RESIDENTIAL

Nolen Homes & Interiors, LLC  
Amy Nolen  
972-693-1920  
BUILDERS - RESIDENTIAL

Pangaea Property Development, LLC  
Carter Womack  
972-998-4253  
BUILDERS - RESIDENTIAL

Preserve Custom Homes  
David Johnson  
469-847-1245  
BUILDERS - RESIDENTIAL

Vineyard Homes  
Stacey DeLeon  
972-752-5210  
BUILDERS - RESIDENTIAL

## ASSOCIATES

A1 Drywall and Texture LLC  
Alejandro Garcia  
214-330-2230  
DRYWALL (SHEETROCK)  
Spike: Chad Tschetter, M/I Homes of  
DFW, LLC

American Council for Construction  
Education  
Steve Nellis  
972-600-8800  
VOCATIONAL/TRADE SCHOOLS

Aterra Designs  
Cristina Puscas  
480-368-9955  
DESIGN/ARCHITECTURAL  
SERVICES

Barricade Building Products  
Darcy Overby  
952-221-7025  
INSULATION

Clare Controls  
Terry Watkinson  
941-328-3991  
AUDIO/VIDEO

Classic Urban Homes  
Julio Ramirez  
682-401-7787  
BUILDERS - RESIDENTIAL

Ekena Millwork  
Scott Bos  
866-607-0453  
MILLWORK

Guaranteed Rate  
Mark Garvin  
972-822-8302  
FINANCIAL SERVICES

John Quarles Co  
Sean James  
817-926-2271  
LUMBER/FRAMING/CARPENTRY

M/I Homes of DFW, LLC  
Don Lane  
405-474-8916  
BUILDERS - RESIDENTIAL  
Spike: Chad Tschetter, M/I Homes of  
DFW, LLC

Next Day Access  
Jason Mitchell  
214-238-9232  
PROFESSIONAL SERVICES

Rew Materials  
Brad Howard  
972-221-8722  
DRYWALL (SHEETROCK)  
Spike: Chad Tschetter, M/I Homes of  
DFW, LLC

RHSB Insurance  
Mike Baker  
972-744-2716  
INSURANCE/WARRANTY  
Spike: Tony Nichols, B2B CFO, LLC

RLG Associates  
Rudy Garza  
254-770-7213  
PROFESSIONAL SERVICES

Texas Title  
Jennifer Kuczaj  
940-736-1945  
INSURANCE/WARRANTY  
Spike: Chris Jackson, Chris Jackson

Woodtone  
Cale Kids  
469-245-9906  
EXTERIOR CLADDING

## AFFILIATES

EarnhartBuilt  
Jonathan Earnhart  
903-487-9102  
BUILDERS - RESIDENTIAL  
Spike: Aaron Park, Main Street Lum-  
ber/Main Street Millwork

Metrostudy  
Bryan Glasshagel  
214-491-8024  
PROFESSIONAL SERVICES

ProSource Wholesale, Inc  
Barry Bacchus  
972-521-5115  
FLOORING  
Spike: Mike Phillips, ProSource  
Wholesale, Inc

Rew Materials  
Chris Warren  
972-523-2048  
DRYWALL (SHEETROCK)  
Spike: Chad Tschetter, M/I Homes

## November is Spike Appreciation Month

November is National Spike Appreciation Month, and on Nov. 21 members are encouraged to join in the celebration by recognizing one of the most active and dedicated groups in the Association. Thanks to the efforts of Dallas BA Spikes and membership recruiters, the local, state and national associations are growing, and the industry voice is STRONG!

Lee Lighting will host the annual celebration for Spike Appreciation Month with a special After Hours event at their showroom in Frisco on Nov. 21.

Enjoy a fun evening of networking, food, beverages and prizes. This event is FREE to attend, but reservations are needed. Please visit the calendar at DallasBuilders.org to register.

The National Association of Home Builders recognizes and rewards peer-to-peer recruiting through the Spike

Club. Members of the Spike Club receive several benefits and recognition throughout the year, including a coveted invitation to the Spike Party at the International Builders' Show. The 2020 IBS will be held Jan. 21-23 in Las Vegas. A special Spike Concert featuring The Doobie Brothers will be held the final day of the convention.

"Our members are the lifeblood of the Dallas Builders Association," said Executive Officer Phil Crone. "That's why recruiting new members is key to strengthening the home building industry."

The Dallas BA has some of the highest ranking Spikes in the nation. The Association's Top 25 Spikes are:  
T.W Bailey - 2,065.5  
John Bynum - 1356.5  
Bob Cresswell - 1273.5  
Geanie Vaughan - 530

George Lewis - 454.5  
Barbara Bynum - 437  
Michael Mishler - 313  
Phil Jobe - 281  
Tim Jackson - 270  
Kristen King - 241.5  
Jerry Carter - 233  
Donnie Evans - 231.5  
Jim Siepiela - 220.5  
Peter Shaddock Jr. - 218  
Tommy Ford - 211.5  
Gage Prichard Sr. - 173  
Rich Messenger - 168.5  
Mike Phillips - 168.5  
Jim Johnson - 155.5  
Kevin McLain - 139  
Chris Jackson - 137.5  
Pat Nagler - 132.5  
Richard Harwood - 130  
Joe Chamberlain - 119  
Jeff Dworkin - 107.5  
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## SPIKE APPRECIATION AFTER HOURS

Thursday, Nov. 21

6-8 p.m.  
Hosted By



4467 Preston Rd., Frisco

Enjoy food and beverages while networking with fellow industry professionals. Door prizes include \$500 Lee Lighting gift certificates and \$50 Visa gift cards.

**Builder Jackpot – \$600**

Winner must be present.

Catering by Abuelo's

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

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

## New Member Welcome Breakfast set for Nov. 19

Are you new to the Association and ready to learn how to make the most of your membership?

Have you been thinking about getting more involved, but don't know where to start?

Join us Nov. 19 and enjoy breakfast and coffee and gain insight on how to get active in the Association, and take advantage of the great benefits, events and member discounts available through membership.

New members, current members and non-members interested

in learning more about the Dallas Builders Association are encouraged to attend.



The New Member Welcome Breakfast is a great way to kick start your membership! The event is free to attend but reservations are requested.

Please visit the Events Calendar at DallasBuilders.org to register today.

Thank you to our partners, Paragon Structural Engineering and Texas Builders Resource Group, as well as Yearlong Membership Partner StrucSure Home Warranty.



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