

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



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Dallas BA's Industry Investors for 2019



BRIEFLY

Watch for your copy of the 2020 Membership Directory, which will be arriving this month via USPS.

The International Builders' Show will be held Jan. 21-23 in Las Vegas. It is the largest annual light construction show in the world and will bring together more than 1,400 top manufacturers and suppliers from around the globe in 600,000 net square feet of exhibit space, showcasing the latest and most in-demand products and services. Attendees can tour the two official show homes: The New American Home and The New American Remodel, both true showcases of innovation and design. IBS 2020 will also offer up-to-date education opportunities: sessions in seven tracks taught by renowned building industry experts with topics ranging from sales and marketing to construction and codes. Pre-show education held before the start of IBS 2020 includes Master Workshops that delve deep into industry topics. To learn more about IBS, and to register, visit BuildersShow.com.

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Year in Review

2019: Celebrating our past while focusing on Association's future

By Phil Crone, JD, CGP, GSP
Executive Officer

I must admit, I really enjoy writing this "year in review" column. It gives me a chance to take inventory of all we accomplished. Especially this year as we celebrated the Dallas BA's 75th anniversary and all who contributed to it.

Much of my knowledge of our Association's history comes courtesy of the Dallas BA's third Executive Officer, Ed Cox. I never met Ed. He passed away in 2006, just a few days after I started working here as the Government Affairs Specialist. However, I feel like I know him from his book chronicling our first 40 years. It never leaves my desk.

In his preface, Ed writes, "What's new with us is that this Association truly has been 'different' in the quality characteristics of its members and leaders, and in the dedicated abilities of its

employees. These have been the vital difference that has blended everything together and has been the catalyst for the success of our Association."

The challenges our industry faces now are not too dissimilar from the ones encountered by our founders in 1944. Back then a victorious end of World War II was in sight. The industry was ill-prepared for the avalanche of housing demand from returning GIs. Government control over raw materials needed for the war effort threatened to further constrain the supply of housing.

Today, we continue to face supply side challenges. Our region is the epicenter of our nation's growth, yet we are struggling to build homes where jobs sleep at night due to an ongoing labor shortage, tariffs and exclusionary zoning.

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McSAM Awards makes 2020 Call for Entries

The 2020 McSAM Awards, presented by StrucSure Home Warranty, will be held on Saturday, April 18, at the Westin Galleria Dallas. The official call for entries has been made. Visit McSAM Awards.com for details.

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

Entry applications and materials will be due March 2. This year's awards show will include more than 60 categories and two People's Choice Awards: Community of the Year and Builder of the Year.

Awards categories will be in the areas of Professional Achievement; Marketing, Advertising, Signage, Online; Interior Merchandising; Builder/Developer of the Year; and Community of the Year.

Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in four dollar volume categories ranging from \$5 million to \$20 million.

A variety of partnership opportunities are available starting at \$500. Market directly to decision makers including volume builder CEOs, division presidents, architects, brokers, builders, developers, interior designers and sales and marketing professionals. Contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5005, if you are interested in partnering. Last year almost 400 entries were submitted, and attendance exceeded 450.



The Dallas contingent gather with awards presented to them at the TAB Excellence Awards dinner. From left are C. Kent Conine, Jerry Carter, George Lewis, President Justin Webb, Donnie Evans, Frank Murphy, Tag Gilkeson, Mike Mishler and Executive Officer Phil Crone.

Members, Association earn TAB accolades

Dallas BA members and the Association itself were honored by the Texas Association of Builders on Nov. 21. That night, TAB also swore in Randy Bowling of Tropicana Homes in El Paso as its 75th President.

Dallas BA Past President Donnie Evans with Altura Homes received the prestigious J.B. Sandlin Builder of the Year Award for his outstanding membership and fundraising efforts at the state and local levels. Evans also supports Operation Finally Home, the Boy Scouts of America and several other local charities.

Past President Frank Murphy with Wynne Jackson, Inc. was named 2019 Developer of the Year. Frank's uniquely exceptional financial mind helped pass a bill that reduced the agriculture roll back tax from five years to three years and lowered the interest rate from seven percent to five percent. This effort provides Texas homeowners with almost \$500 million in tax relief over the next 10 years.

Tommy Ford with Tommy Ford Construction became the first recipient of the Ron Connally Award of Excellence for his unwavering dedication to the Texas Builders Foundation. Ford led the charge to ensure the Foundation would focus on providing scholarships to students

interested in pursuing a career in residential construction. Ford was the first major donor to the Foundation and is one of six founding members still serving as a Trustee.

Kelly-Moore Paints was named Associate of the Year. Kelly-Moore is an active participant in the Dallas BA and several other local associations across the state. In addition to their \$125,000 endowment to the Texas Builders Foundation, Kelly-Moore's employees helped build "America's Front Porch" at the 2019 Sunbelt Builders Show.

The Dallas BA's consumer website, DallasBuilders.com, was deemed the Association Accomplishment of the Year. This innovative member resource is one of the first of its kind in the nation and has enabled the Dallas BA to become an even better resource for homebuyers and real estate professionals. DallasBuilders.com also won an NAHB Association Excellence Award for Best Website in August.

"I am incredibly proud of Donnie, Frank, Tommy, Kelly-Moore Paints and all the Dallas BA members and staff who contributed to our consumer website," said Association President Justin Webb. "These honors were well earned and the efforts recognized will leave a lasting positive impact on our industry."



Tommy Ford accepts the inaugural Ron Connally Award of Excellence from Brennan Connally and Steve Sorrells.



Scott Roberts of Creative Architects accepts the Clyde J. Anderson Associate of the Year award, presented Sept. 12 by President Justin Webb.

Scott Roberts named Associate of the Year

The Dallas Builders Association has honored Scott Roberts of Creative Architects as its 2019 Clyde J. Anderson Associate of the Year. The award recognizes an associate member who provides exemplary service to the Dallas Builders Association and its members and to the homebuilding industry as a whole.

The award was presented Dec. 12 at the Association's Metro East Division Christmas program by Dallas BA President Justin Webb.

Roberts, who has been a member since 1987, is an Honored Life Director. He is active with both the Communications and Education Committees.

"Scott Roberts epitomizes the spirit of the Clyde Anderson Associate

of the Year award," stated Association President Justin Webb. "The volunteer time he has invested into the Association has led to many significant accomplishments. Scott has stepped up time and time again when the Association has needed a volunteer or specific skills and experience to get a charitable project off the ground."

Roberts designed the Patriot PAWS project completed earlier this year in Rockwall and several designs for Operation FINALLY HOME projects for combat wounded veterans.

"Scott puts his heart and soul into supporting his community and the Dallas BA, and he's done this for many years, added Webb"

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders			
Year-to-Date 12/11/2019				Year-to-Date 12/11/2019			
Residential	Permits	Value	Units	Builder	Permits	Value	Units
Single Family Homes	26,248	\$7,518,281,436	26243	1 D R Horton Custom	2225	\$419,721,271	
Duplexes & Twin Homes	115	\$26,970,228	230	2 First Texas Homes	940	\$364,228,455	
Apartments & Condos	366	\$3,125,235,806	35041	3 Highland Homes	1130	\$344,439,641	
Cabins	1	\$100,000	0	4 Lennar Homes	1985	\$305,275,489	
Other Residential Structures	556	\$83,295,182	0	5 D R Horton Homes	1238	\$293,977,659	
Swimming Pools & Spas	4,702	\$210,217,419	0	6 Bloomfield Homes	938	\$255,159,494	
Garages & Carports	270	\$63,232,101	0	7 David Weekley	468	\$167,513,038	
Res Remd, Adkn, Int Fin	4,874	\$359,009,458	0	8 Beazer Homes	518	\$165,590,609	
Reroof Residential	2,500	\$151,343,252	0	9 American Legend	511	\$188,440,187	
				10 K Homebased Homes	359	\$133,779,822	
				11 Meritage Homes	396	\$129,008,553	
				12 Darling Homes of	317	\$123,379,623	
				13 LGI Homes	821	\$120,226,134	
				14 History Maker Homes	495	\$118,915,390	
				15 Landon Homes LP	340	\$118,489,355	
				16 M/I Homes	386	\$110,363,531	
				17 Hallmark Land	303	\$107,666,741	
				18 Dress Custom Homes	298	\$103,976,289	
				19 Galvan Homes	428	\$102,545,704	
				20 Toll Brothers Inc	163	\$97,596,018	
				21 Shadlock Homes	214	\$92,941,404	
				22 Pulte Homes Of	355	\$81,689,848	
				23 Antares Homes	346	\$78,635,057	
				24 Impression Homes	358	\$75,871,727	
				25 Pulte Homes	291	\$69,347,907	
				26 Perry Homes	192	\$66,076,185	
				27 Ashton Woods Homes	205	\$67,211,289	
				28 Meritage Homes of	218	\$63,942,163	
				29 Magellan Homes Inc	232	\$62,819,026	
				30 Trademaker Homes	188	\$58,522,345	
				31 MHI Partnership	198	\$56,513,395	
				32 TSHH LLC	200	\$56,127,962	
				33 DR Horton	207	\$54,714,448	
				34 CR Jeni Homes	267	\$54,518,438	

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Representing The Interests of the Home Building, Multifamily Construction and Remodeling Industry in the Greater Dallas Area

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BARCIE VILCHES, Editor



Thank You, HOME PAC Investors



David Lehde
Director of
Government
Affairs



A big part of advocacy work done at the Dallas BA relies on the opportunity to communicate with those who decide regulatory policy. There's an old saying in government relations: "If you're not at the table, you're on the menu."

As we move into 2020, we want to say thank you to our 2018-19 HOME PAC of Greater Dallas club level participants who helped us have a successful year.

2018-2019 Club Level Participants in HOME PAC of Greater Dallas

Capitol Club – \$2,500

Donnie Evans
Justin Webb

Lone Star Club - \$1,500

Tim Jackson
Michael Turner

Austin Club – \$1,000

Phil Crone
Bill Deal
Josh LeComte
Richard Miller
Mike Mishler
Greg Paschall
Matt Robinson
Brian Webster

President's Club – \$500

Joshua Correa
Jeff Dworkin
Scott Gibb
Alan Hoffmann
Kelly Hoodwin
Adam Lingenfelder
Tom London

Matt Mitchell
Frank Murphy
Pat Nagler
Mike Phillips
James Rudnicki
Sherry Scott
Chad Tschetter

Senator's Club – \$250

Tiffany Acree
Cole Baker
Doug Bowerman
Larry Campbell
Tag Gilkeson
Chris Marquardt
Steve Puckett
Kelly Reynolds
Jeff Sweat
Matt Walls
Jim White

Century Club – \$100

Kathie Ahrens
T.W. Bailey
Reggie Barnes
Jacob Burkett

Jerry Carter
Alexander Chandler
Kent Conine
Bob Cresswell
Russell Daniels
Mark Dann
George Davis
Steven Dimitt
Michael Dodson
Corey Ford
Tommy Ford
Dave Hambley
Ed Harrison
Barry Hensley
David Lehde
George Lewis
Carol Longacre
Joe Mazza
Jana McAllister
Kevin McLain
Richard E. Miller
Andrew Pieper
Scott Roberts
Roy Robertson
Tom Sadler
Jerry Sanders
Phil Smith

Thank you for your support of Association advocacy efforts.



Dallas Division Hosts T.C. Broadnax

The Dallas Division closed out 2019 with keynote speaker Dallas City Manager T.C. Broadnax. From left are Dallas BA Past President Jeff Dworkin, JLD Custom Homes; Dallas BA Past President Michael Turner, Classic Urban Homes; Dallas City Manager T.C. Broadnax; First Vice President Matt Mitchell, James Andrews Custom Homes; and Dallas BA Past President Alan Hoffmann, Hoffmann Homes.

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Celebrating our past, focusing on our future

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Everyone deserves a roof over their head and an affordable place to call home. This is the rallying cry of our advocacy efforts. Thanks to our member volunteers and our tremendous staff we've accomplished so much this past year. Here are a few of the highlights.

The state legislative session took center stage during the first half of 2019. Dallas BA staff worked with Rep. Justin Holland to author and pass HB 852. The bill prevents municipalities from requiring the disclosure of construction cost and sales price as a condition for obtaining a building permit. In many cases, this information was contributing to higher property taxes and inspection fees that exceeded state law limitations. HB 852 passed with overwhelming majorities thanks to the Texas Association of Builders and testimony from Dallas BA members and staff.

The Association also weighed in heavily on HB 2439, which ensures that every code-approved product is allowed to compete on an equal regulatory playing field. In many cases, local product mandates were artificially increasing the cost of housing and prohibiting access to great schools and communities. Defending this bill is an ongoing effort as many areas stubbornly try to control who is in the home by mandating what is on the home.

HB 1743 was another massive win for housing advocates. The bill reduces the reach of the agricultural roll back tax

from five to three years and the interest rate from seven percent to five percent. The bill saves some new developments over a million dollars! This would not have gotten done without the unique financial mind of Past President Frank Murphy. His steadfast, intelligent testimony on the bill, at all stages, led directly to its passage. Frank was deservedly honored by the Dallas BA with the AP Roffino Award and by TAB as its Developer of the Year.

Rally Day was another highlight of the legislative session. More than 100 members stormed the capital, meeting with all of our area's representatives and senators. Delivering our housing first message in one loud and unified voice contributed to our legislative wins.

Accomplishments at the local and federal levels were equally impressive. Locally, we weighed in on design ordinances, impact fees, development processes, tree exactions and continued our work on the City of Dallas's Affordable Housing Task Force.

Nationally, Association members and staff met with our U.S. Representatives in June as a part of NAHB's legislative conference. At that meeting, we introduced and passed an NAHB policy directive that provided their staff support and guidance to avoid federally-imposed building code mandates. The Dallas BA took center stage again on Sept. 12 when we hosted a news conference with the EPA announcing the repeal of a cumbersome interpretation of the Waters of the United States rule.

Government Relations Director David Lehde instigated these accomplishments and many more advocacy milestones. Thousands of North Texans enjoy the opportunity of homeownership because of his incredible advocacy for their American Dream.

Along with crippling regulation, membership was another obstacle we confronted in 2019. Last year, our "Swing for the Fences" membership drive, was a home run, netting us more than 100 new members. That drive and the plan that went with it earned us the coveted NAHB Membership Cup at a conference in July.

This challenge this year was to continue our growth while retaining last year's gains. Statistically, we knew it was going to be a tough task. If last year was a home run, this year's drive was a double. We added 51 new members while volunteers also focused on membership retention.

Perennial MVP membership recruiter Donnie Evans did not disappoint as he brought in a dozen new members on his own. Donnie's efforts with membership recruitment locally, the Sunbelt Builders Show at the state level and generous contributions to charities such as Operation FINALLY HOME earned him Builder of the Year honors from TAB and the Dallas BA's Shorty Howard Trophy.

I'm very appreciative of all members who helped with recruitment and retention efforts in 2019. I look forward to what next year has in store with your help and the eager support of Membership Director Coleman Yates, who joined us in September.

Thanks to strong leadership from their respective presidents, chairmen and boards along with Director of Member Services Misty Varsalone, our Divisions and Councils continued to meet the networking and organizational needs of our membership. Metro East continued to do incredible work in our community, raising more than \$70,000 for Lone Star CASA with their annual Cars for CASA event. Metro North held a successful bowling tournament and continued to have strong attendance.

The Dallas Division delivered insightful programming and provided support for the next generation of our industry through donations to Collin College and construction trades program at Skyline High School. Not to be outdone by our Divisions, Multifamily Builders Council raised \$8,600 for the Samaritan Inn and served dinner monthly at the shelter for abused women and children.

Our special events continued to grow in 2019. In total, 213 companies partnered with the Dallas BA this year, up from 187 in 2018. The State of the Industry Summit provided a good overview of anticipated market and sales trends to a large audience of nearly 300 members. The McSAM Awards celebrated its 40th year in "Hollywood" style and was one of the best attended in recent memory. The Parade of Homes™ had an incredible second year in its new format. The Parade grew to include seven homes and exceeded financial and attendance expectations.

Casino Christmas had record ticket sales. Thanks to unseasonably warm weather, we were able to use our back patio to accommodate more than 200 guests.

The Dallas Builders Show focused on the future. The area's premier local trade show hosted more than 200 high school students enrolled in area construction trades programs. Students were treated to seven specific hands-on demonstrations in various disciplines.

These students have a bright future ahead of them if we can help guide them to it. DFW needs around 20,000 construction workers. More than two-thirds of member builders continue to report that the lack of labor is having a significant impact on their business.

The workers we do have aren't get-

ting any younger. The average age for an HVAC technician is 54, electrician 55, plumber 58. More than 40 percent of them will retire in the next decade. This is why 2019 focused as much on our future as it did on celebrating our past.

In addition to working with area high schools, the Dallas BA furthered our partnership with Collin College this year. We have a substantial presence in the program thanks to Past President Jeff Dworkin serving as a faculty member and the establishment of a scholarship program to help students in financial need.

In September, dozens of members from our newly formed Young Professionals group visited Collin College to mentor students. I'm really excited about this group, which has formed under the leadership of Vice President/Secretary Andrew Pieper.

Our education program held 41 successful classes thanks to strong leadership including staff director Sheena Beaver. More than 700 industry professionals attended at least one class.

We developed and launched the successful "@ProjectSite" series that took learning "out into the wild." The education committee also revamped and relaunched a successful leadership program, which saw large gains in attendance. We also created and launched a new local certification called the Certified Star Builder. The certification can be earned by builders who demonstrate a commitment to education and best industry practices.

We are blessed with outstanding people in the Association who are among the best that our industry has to offer. The Hugh Prather Trophy, the Association's highest annual honor, went to Past President Donny Mack of Beaver Builders. Donny is a steady, sure-spoken champion of our education program and a well-respected educator.

Another outstanding person is Accounting Manager Becky Warner. Becky has done a tremendous job managing a new banking relationship, various new initiatives and our investment strategy that's doing its best to earn interest in this market.

A personal thank you from every member is owed to your 2018-19 President, Matt Robinson. Matt took a hands-on approach to the job from day one, making sure to spend time with every committee, division and council in the Association. He also represented us extremely well, serving on key committees at TAB and NAHB.

Being President of the Dallas BA while balancing a busy home life and training for marathons requires a tremendous amount of focus and organization. Matt brought that steady, fundamentals-first approach that challenged his leadership team and me personally to take full ownership of our goals and not get complacent. I'm eternally grateful for Matt's time, passion and leadership that created lasting results.

I'm also grateful for 2019-20 President Justin Webb. Installation celebrations usually focus on the incoming president. As mentioned before, being our 75th, this year was different. Our installation celebration also served as our 75th anniversary party. What resulted was an extraordinarily successful event that celebrated our past, present and future.

In March, we hosted our first Past Presidents Dinner in many years. We used that occasion to let all 28 who attended play a role in a five-minute video commemorating our history and positive impact on the area's housing market. If you haven't seen that video, you need to. It is incredibly well done and very moving tribute as is the 48-page historical highlights magazine that includes photos and letters from dignitaries such as Gov. Greg Abbott.

I can't understate how large of a task showcasing 75 years of history is. Staff Communications Director Barcie

Wilches took on this monumental job, picking up where Ed Cox left off.

Barcie's wisdom, experience and resolute attention to detail combined with Holly Pemberton's enthusiasm and propensity to perfect new skills took our digital presence to new heights. DallasBuilders.com was named TAB's local Association Accomplishment of the Year and won an NAHB Association Excellence Award for Best Website. The site has about 6,500 users each month, up 58% from last year.

Both our consumer and member sites benefitted from enhanced digital marketing using Facebook, Google and geofencing techniques. This really came in handy following the October tornadoes that devastated many parts of our area. Just three hours after the storm, we had crucial consumer information in the hands of media, local officials and storm victims, helping them avoid being further victimized by unscrupulous contractors.

2019 also saw the launch of our Dallas BA app on iTunes and Google Play. Push notifications were very handy during Rally Day. The app also has a very effective member search and handy Association calendar.

Our social media following surpassed 10,500 this year and is growing steadily thanks to additional features that add value to our members. These include the very popular Dallas Morning News Home of the Week and regular builder features with Candy's Dirt.

While we gained quite a bit in 2019, we experienced a serious loss right at the beginning of the year with the passing of Tom Greico. Everything about Tom was original and genuine from his pioneer approach to modern home building to his down to earth personality that had a joke for every occasion. I miss him dearly.

Our partnership with Operation FINALLY HOME continues to do wonderful things that I know Tom was proud of. OFH is our preferred charity that builds mortgage-free homes for combat wounded veterans and their families. This year, we completed our seventh OFH project for U.S. Army Major Eric King thanks to the City of Irving, who donated the lot, and Matt Walls with Winston Homes. Our partnership with Irving continues as they are exploring the donation of additional lots in 2020.

In October, we invited all of our OFH recipients to a dinner at our office to let them know we are thinking about them and that they are forever a part of the Dallas BA family. Most were able to attend, and the best part about the event was seeing them form lasting bonds.

Our OFH recipients and their families have given so much to our nation and all of us yet they continue to serve others. A great example of this is U.S. Army Sgt. Jerry Holcomb. Sgt. Holcomb brought a project to us for Patriot PAWS, an organization that pairs service dogs with combat veterans. With the help of Mishler Builders, Altura Homes, Dallas BA staff, and numerous trade partners, a new facility was constructed at Patriot PAWS' headquarters in Rockwall that allows veterans to stay alongside their new four-legged friends during two weeks of training. Special thanks is also owed to our Clyde J. Anderson Associate of the Year, Scott Roberts, who used his expertise to design and help secure necessary approvals for this project.

A huge thank you is owed to all who helped us get to where we are now. Especially our Industry Investors: StrucSure Home Warranty, BGE, Bravas, FACETS Appliances, Kitchens & Baths, Hotchkiss Insurance Agency, Fox Energy Specialists, L&S Mechanical and DuPont, Inc.

On the heels of celebrating 75 years, we are focused on the future and well positioned for its challenges. We are now, just as we were then, better together.

Multifamily Builders Council Holiday Party



Multifamily Builders Council President Brian Webster presents a check for \$5,000 to Rick Crocker and Tracy Ferguson of the Samaritan Inn, a comprehensive homeless program that helps willing people gain dignity and independence. To date, the MFBC has donated more than \$108,000 to the Collin County shelter that teaches self-sufficiency and life skills to meet the needs of individuals and families experiencing homelessness.



The 2019 recipient of the John Turner Memorial Superintendent of the Year Award is Mike Baalman of Billingsley Construction, center. The annual award was presented by John Turner's sons Vance and J.W. Turner during the Multifamily Builders Council Holiday Party in December, presented by Samsung.

Become a Certified Star Builder; members pay \$99 in first year

The Dallas BA Education Committee recently created a new local certification to assist members who want to set themselves apart and show their clients they are committed to being a dedicated professional. 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.

The CSB certification will require renewal each year to authenticate the parameters of the certification are still being met. The cost is \$99 and will be effective Jan. 1, 2020, to Dec. 31, 2020. Applying is easy and convenient and can be done online at dallasbuilders.org/star-builder-app/ under the Education Certifications tab.

Certified Star Builders will have demonstrated their company's desire to go above and beyond. The require-

ment 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.

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.

For questions about the program please contact Sheena Beaver at Sheena.Beaver@dallasbuilders.com or by calling 214-615-3881.

StrucSure Home Warranty announces 2020 series of classes

Presented in partnership with STRUCSURE HOME WARRANTY

The Dallas BA will offer the following in 2020: Courses to gain national certifications, a four-part series of classes being held at members job sites and the nationally award-winning Building a Better House series, which will include four new classes to help members keep up to date with building techniques and building standards

Also featured in 2020 will be individual classes aimed at providing insight from veteran home builders who have successfully prepared for and survived industry downturns, along with an individual class discussing retirement and succession planning featuring a panel of experts.

This year, members only can apply to become a Certified Star Professional. This local certification helps industry experts set themselves apart from their competition.

National Association of Home Builders to offer a diverse portfolio of courses allowing builders, trade partners and associates to gain knowledge and get a leading edge.

@PROJECT SITE SERIES

Gain hands-on insight at classes held on member job sites throughout the metroplex. This series will bring the classroom to reality with real-world tips and tricks while avoiding common traps. Learn proper installations, new methods and quality control.

BUILDING A BETTER HOUSE SERIES

The Building a BETTER House Series will cover everything from concept to completion, teaching participants how to Build a Better House. Classes feature diverse instructors with hands-on learning. Topics cover every step in the building process from soils and foundations to finish-outs and software.

Class dates and times can be found at DallasBuilders.org or by contacting Dallas BA Education Director Sheena Beaver at sheena.beaver@dallasbuilders.com or 214-615-3881.

CERTIFICATION COURSES

Individuals looking to achieve a national certification will find 10 courses including updates to several courses. These courses allow industry professionals to earn and maintain national certification. The Dallas BA is licensed through the

2020 Class Schedule

- Jan. 31** - Certified Star Builder Ethics Class
- Feb. 12** - @Project Site: Exclusive BMC Factory Tour
- Feb. 19** - Building a Better House Class: Structural Engineering
- Feb. 26** - Certification: Project Management (CGB, CGR)
- March 5 & 6** - DBA LEADERS: Leadership and Team Building
- March 16** - CAPS I (CAPS, Master CSP, CGA)
- March 17** - CAPS II (CAPS)
- March 18** - CAPS III (CAPS)
- March 31** - Building a Better House: Energy Code Essentials
- April 3** - DBA LEADERS: Communicate Like a Leader
- April 8** - Certification: Basics of Building (CGA, CGP, Master CSP)
- April 30** - Building a Better House: Multifamily Class
- May 1** - DBA LEADERS: Spokesperson Training
- May 6** - Certification: Business Job Costing & Accounting (CGB, CGR)
- May 20** - Building a Better House: Construction Technology Class
- June 5** - DBA LEADERS: Bargaining, Negotiating and Closing the Deal

- June 9** - @Project Site: Truss Manufacturing Tour
- June 25** - Certification: Estimating and Scheduling (CGB, CGR, CGA)
- July 10** - DBA LEADERS: Leading Your Team
- July 21** - Certification: Risk Management & Insurance for Building (CGR, GMB, GMR)
- Aug. 7** - DBA LEADERS: Balance and Renewal
- Aug. 11** - @Project Site: Building Envelope Pitfalls & Stucco Stumbles
- Sept. 4** - DBA LEADERS: Precision Thinking and Problem-Solving Skills for Leaders
- Sept. 9** - Certification: Diversification: Capitalizing on New Business Opportunities (GMB, GMR)
- Sept. 16** - @Project Site: #epicfail
- Oct. 2** - DBA LEADERS: Project Management Fundamentals
- Oct. 14** - Certification: Advanced High-Performance Building: Project Management (CGA, GMB, GMR, MCGP, MCSP)
- Nov. 6** - DBA LEADERS: Leadership Program Review, Lunch and Graduation
- Dec. 8** - Certification: Marketing and Sales for Building Professionals (CGB, CGR)

Congratulations to CSP graduates

CSPs know what top performers know, and have the skills and follow-through to get consistently good results. A professional designation marks their commitment to being the best and a commitment to their clients who depend on their knowledge every day.

This elite group is part of 621 CSP holders nationwide of which only 17 reside in Texas. We are pleased to recognize and give a round of applause to some of the outstanding professionals who have recently obtained the Certified New Home Sales Professionals certification.

◆ Lori Brown, Mack Professionals, Inc / Beaver Builders;



- ◆ Susie Bureson, Altura Homes;
- ◆ Joshua Correa, Divino Homes;
- ◆ Jonathan Correa, Divino Homes;
- ◆ Joshua Correa Jr., Divino Homes;
- ◆ Grant Fazekas, Baumann & Crosno Construction;

- ◆ Lacy Hubbard, Altura Homes;
- ◆ Glen Hunter, Harbor Homes;
- ◆ Sherry Lafitte, Elmwood Custom Homes;
- ◆ Ed Merkel, Elmwood Custom Homes;
- ◆ Matt Mitchell, James Andrews Custom Homes;
- ◆ Michael Moehler, Altura Homes;
- ◆ Irene Penkarski, Mercantile Group of Companies;
- ◆ Kelly Reynolds, Keen Homes;
- ◆ Brandon Robinett, Harbor Homes; and
- ◆ Maxwell Wilson, Maxwell Custom Homes, LLC.

NOW ACCEPTING SUBMISSIONS

HOME OF THE WEEK

Feature Dates
Jan 26 - March 29

Taking entries now!

Get your home featured in The Dallas Morning News, front page of DallasBuilders.com and all of the Dallas BA Social Media.
This service is FREE to Dallas BA builder members.

INTERESTED? Contact Holly Pemberton at 214-624-3176 or holly.pemberton@dallasbuilders.com



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

Milestone Anniversaries

Associated Truss & Lumber - 55 Years

Andrew Strybosch with Associated Truss & Lumber accepts a Milestone Plaque in recognition of 55 continuous years of membership. Brian Webster presented the award at the Multifamily Builders Council holiday party presented by Samsung.



Wilson Plywood & Door - 45 Years
Wilson Plywood & Door has been recognized for 45 years of continuous membership with the Dallas BA. Accepting the Milestone Award are Lawrence Piccagli and Terry Hundley.



Advent Air Conditioning Inc. - 35 Years

The Advent Air Conditioning team display their Milestone Award received in recognition of 35 years of continuous membership in the Dallas BA. From left are Matt Wikel, Stephanie Scott, Arun Hewavitharana, Roland Koeschata, Wendy Salas and Darrel Cannon.

Milestones denote continuous Dallas BA membership.

- | | |
|---|--|
| 55 Years
Bob McDonald Company Inc. | 15 Years
Newcastle Homes |
| 30 Years
Grand Homes Inc. | 10 Years
3D Family, Ltd dba Cornerstone Roofing, Ltd. |
| 25 Years
Barnett/West Custom Homes
Blue Star Land L.P. | 5 Years
Allie Beth Allman & Associates
Lennox Industries
The Tile Shop |

Milestone Awards Courtesy of



Lee Lighting hosts Spike Night After Hours in November



Some of the Association's top Spikes attend Spike Night After Hours Nov. 28: Geanie Vaughan, Lee Lighting; TW Bailey, Bailey Family Builders; Bob Cresswell, Cresswell Builders; and John and Barbara Bynum, John Bynum Construction.



Justin Reed of Lee Lighting presents John Bynum of John Bynum Construction with a \$500 gift card to Lee Lighting.



Justin Reed, Lee Lighting, and Kelly Armstrong, JBC Water Treatment – \$25 Visa gift card



Paul Lauderdale, Lauderdale & Company, and Justin Reed, Lee Lighting – \$25 Visa Gift card



Justin Reed, Lee Lighting, and Phil Smith, FACETS Appliances, Kitchens & Baths – \$25 Visa gift card



Barbara Bynum, John Bynum Construction, also wins a \$500 gift card from Lee Lighting, presented by Geanie Vaughan.

Dallas Division directors volunteer at Bonton Farms in November



Kelly Reynolds, Keen Homes; Joshua Correa, Divino Homes; Mark Dann, Highland Classic Homes; Richard Miller, Richard Miller Custom Homes; Alan Hoffmann; Hoffmann Homes; Bob Hansen, Garvey Homes



ALL WARRANTIES ARE NOT CREATED EQUAL.

war·ran·ty noun \ˈwôr-ən-tē, ˈwār-\

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.

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INSURANCE BACKING BY LLOYD'S

Samaritan Inn Volunteers



Whirlpool Corporation staff participate in a recent Multifamily Builders Council Volunteer Day at Samaritan Inn in McKinney. Helping out in the kitchen are Gerrod Moore, Hadley Catron and Mason Adams.



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.

More than 200 enjoy 2019 Casino Christmas!

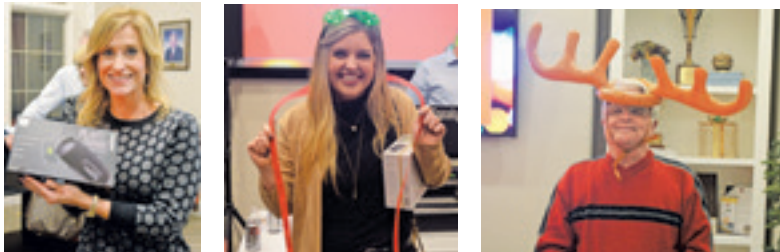
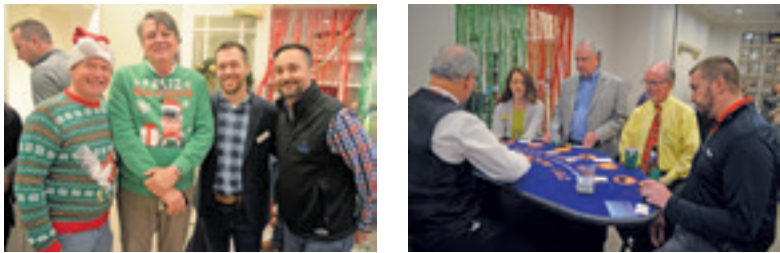


Finalists in the Ugly Christmas Sweater Contest show off their questionable fashion choices and pump up the audience to vote for them by cheering.

Greg Hamby of Huffines Commercial Sales is the last man standing in the Texas Hold 'Em Poker Tournament.



- PARTNERS**
- Centricity
 - Milgard
 - Fox Energy Specialists
 - L & S Mechanical
 - Samsung
 - Atmos Energy
 - First National Bank Texas
 - BMC
 - James Hardie Building Products
 - Neighborhood Management
 - Meletio Lighting



WEBSITE MARKETING OPPORTUNITIES



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 the Association's consumer site, DallasBuilders.com, and the member site, DallasBuilders.org, each month.

Stand out from the crowd and get noticed with advertisement and upgraded listing opportunities.

All packages include a 125x125 logo/ad (linked to your website) along with Priority Placement/Enhanced Listing in the Online Member Search.

Premier - DallasBuilders.org - \$1,100/year

Maximum 12 randomly rotating spots available with 8 visible at one time on the Member website.

Featured on the following high-visibility pages:

- Calendar (top of page)
- Members Only - Login page (top of page)
- Find Members (top of page)
- Blog (sidebar on page - always visible, no rotation)
- Member Benefits (top of page)
- About Us (top of page)
- Contact Us (top of page)
- Marketing Materials (sidebar on page - always visible, no rotation)

Best for Associate Members

Combination Package (\$1,900/year)

Includes both the .COM and .ORG packages.

Listing Upgrade Options
(Associate & Land Developers Only)

Enhanced Listing - \$200/year

- Priority positioning on all category listings
- Listing includes company logo, embedded YouTube video, photo, business description, social media links and email contact form
- Includes hyperlink package (see below)

Hyperlink - \$100/year

- Hyperlink to your website on all category listings. Also published in annual print roster
- Company name highlighted within listings

All packages include a 125x125 logo/ad (linked to your website) along with Priority Placement/Enhanced Listing in the Online Member Search.

Executive - DallasBuilders.com - \$1,200/year

Maximum 12 randomly rotating spots available with 8 visible at one time on the Consumer website.

Featured on the following high-visibility pages:

- Home page (bottom of page)
- Advanced Member Search (top of page)
- Map page – "By Neighborhood" (top of page)
- News & Events (sidebar on page - always visible, no rotation)
- Our Members (top of page)
- Building Process (sidebar on page - always visible, no rotation)
- Contact Us (top of page)
- FAQ's (top of page)

Best for Builder Members

Combination Package (\$1,900/year)

Includes both the .COM and .ORG packages.

Listing Upgrade Options
(Builders, Remodelers, & Multifamily Only)

Builder Remodeler Priority Placement - \$200/year

- Top page positioning in Builder/Remodeler Search on DallasBuilders.com (consumer website) and DallasBuilders.org (member website)

What We Need:

- 125x125 pixel graphic (can be logo only)
- URL to which your ad will link: _____

Send materials to Holly.Pemberton@DallasBuilders.com



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Dan Rhodes Becomes a Life Spike!
 Congratulations to Dan Rhodes of Washington Federal, who has become the Association's newest Life Spike by recruiting 25 new members. To learn more about becoming a Spike Club member, contact Director of Membership Coleman Yates at 214-615-5004.

NEW MEMBERS

BUILDERS

Augusta Custom Homes
 Darlene Travis
 214-957-8363
 BUILDERS - RESIDENTIAL

Kent Gayle LLC
 Craig Liggett
 940-626-9351
 BUILDERS - RESIDENTIAL

LIV LLC
 Drew Williams
 214-686-5590
 BUILDERS - RESIDENTIAL

Crest Custom Homes
 Mary Zook
 214-536-9810
 BUILDERS - RESIDENTIAL

Sainton Custom Homes
 Steve Sainton
 214-908-1601
 BUILDERS - RESIDENTIAL
 Spike: Chris Clay, 2-10 Home Buyers Warranty

SUSTAINING ASSOCIATE

Love Engineering, Inc.
 Maria Amaya
 702-658-2587
 PROFESSIONAL SERVICES
 Spike: Kathy Howard, TopBuild Home Services, Inc.

ASSOCIATES

Academy Mortgage Corporation
 Jed Rudd
 469-403-2500
 FINANCIAL SERVICES

Allura
 Michael Wilborn
 844-425-5872
 EXTERIOR CLADDING

MI Windows & Doors
 Joseph Rudderow
 484-225-8055
 WINDOWS
 Spike: Matthew Eytcheson, BMC

Premier Carpet Service & Home Repair
 Jeff Stovall
 972-843-7677
 CLEANING/RESTORATION/ MAINTENANCE
 Spike: Donnie Evans, Altura Custom Homes

Southwest Sales Inc.
 Xanica Skuza
 972-881-8757
 PLUMBING
 Spike: Donnie Evans, Altura Custom Homes

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Associate Affiliate - Allura
 Michael Martin
 903-952-7041
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For information on advertising rates, please contact Barcie Vilches at 214-624-3171 or barcie.vilches@dallasbuilders.com

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