

THE HOME BUILDER

Dallas Builders
ASSOCIATION

www.DallasBuilders.org



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Dallas BA's Industry Investors for 2020



BRIEFLY

Planning is underway for the Dallas BA's next Operation FINALLY HOME project in partnership with the City of Irving. The city recently agreed to donate three more lots that will eventually become home to deserving combat wounded veterans and their families. Jake Murillo with V Luxury Homes was the first to step forward to build on one of the lots. Stay tuned for details.

A few partnerships are still available for the Multifamily Builders Council annual golf tournament presented by Atmos Energy. It will be held Oct. 16 at the Courses at Watters Creek. Visit the Calendar at DallasBuilders.org.

The Dallas BA COVID-19 Response Kit has been updated. The kit is a comprehensive resource that provides guidance for job sites of all sizes, model homes, record keeping and videos in English and Spanish. It is available at DallasBuilders.org/covid-19.

The Dallas BA is again working with publisher E&M Consulting to produce its next Membership Directory. The advertising campaign for the 2021 roster will continue through November. Contact Josh at josh@emconsultinginc.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Michael Turner awarded Prather Trophy

The Dallas Builders Association has awarded the 2020 Hugh Prather Trophy to Michael Turner of Classic Urban Homes. The award is the highest honor bestowed by the Association and has been presented annually for the past 70 years to a builder, remodeler or developer member who has done the most for the betterment of the North Texas region.

The 2020 presentation was made during the Dallas BA's Installation of Leadership, which was live-streamed Sept. 24 in partnership with 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.

Past recipients include home building icons such as Dave Fox, W.W. Caruth Jr., Bob Folsom, Fred Roach, Kent Conine, Tommy Ford, George Lewis and Harold Pollman.

2019 Prather recipient Donny Mack of Mack Professionals/Beaver Builders presented the award.

Turner has been an active member of the Dallas BA for over a decade, serving as president of its Dallas Division and not only chairing several committees but launching a number of

initiatives as well. He is best known for his passion and outreach to young people through vocational building trades programs at both Dallas ISD and Collin College. His efforts have gone a long way to combat housing's ongoing labor shortage and provide opportunities in the housing industry to young adults to come into the industry the way he did.

In 2016, the honoree served as the Builder Captain for an Operation FINALLY HOME project to provide a new custom home for wounded veteran Sgt. James Sackett and his family. Turner also revived the Association's Parade of Homes™ under a new format after it had not been held for almost 10 years.

A great supporter of education, Michael Turner holds five professional designations (Certified Aging-in-Place Specialist, Certified Graduate Builder, Graduate Master Builder, Certified Green Professional and Master Certified Green Professional) and has been recognized by the National Association of Home Builders as its Designee of the Year.

He is a past winner of the APEX Award, which recognizes a builder's professionalism in doing business with associate members.

A knowledgeable and insightful representative of the Dallas BA, Turner has been a frequent media contributor, helping the Association become more relevant than ever before.



Michael Turner of Classic Urban Homes is the 2020 recipient of the Hugh Prather Trophy. Last year's recipient, Donny Mack of Mack Professionals/Beaver Builders, makes the presentation during ceremonies that were live-streamed Sept. 24.



Matt Mitchell Installed as Association's 78th President
Outgoing Dallas BA President Justin Webb, left, presents 2020-2021 President Matt Mitchell of James Andrews Custom Homes with his official symbol of office, the President's gavel. Mitchell was installed during virtual ceremonies presented in partnership with StrucSure Home Warranty.

State of industry hinges on lumber

September's State of the Industry Summit covered a variety of topics from the overall market, to banking, education and the political scene. The most pressing issue, however, was and continues to be the extraordinarily high cost of lumber.

The Summit was presented by James Hardie Building Products and StrucSure Home Warranty.

Paul Evans, national vice president of Millwork for BMC, gave a frank and honest assessment of the situation to Summit attendees. He didn't see a clear end in sight to the pricing challenges occurring upstream from him in the supply chain. Evans cited the rapid uptick in demand following the lockdowns in March and April coupled with local health restrictions that encumber lumber mill output as major disruptors. He shares builders' frustrations with high costs and lack of certainty.

The best hope to increase supply, the short term, lies with the federal government according NAHB Vice President of Government Affairs Lake Coulson. "We have to convince the commerce secretary and the administration that the recovery hinges on addressing this lumber situation," he said at the Summit. With housing serving as one of the bright spots in the economy, that's a strong case for the industry to make.

NAHB is urging the administra-

tion to call on domestic lumber producers to ramp up production to ease growing shortages and to make it a priority to work with Canada on a new softwood lumber agreement that would end tariffs averaging more than 20% on Canadian shipments to the U.S. The Dallas BA continues to urge the local

continued on page 5



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9:00AM REGISTRATION
10:00AM TEE TIME

SELL OUT EXPECTED WITH 288 GOLFERS IN ATTENDANCE. RESERVE YOUR TEAM OR PARTNERSHIP TODAY!

Please note, this event is subject to change and all proper COVID-19 measures required by the state, Brookhaven Golf Course, and the Dallas BA will be enforced.

Members enjoy Tacos & Treats!



Members gathered in the Dallas BA parking lot Sept. 29 for free Mi Cocina tacos and Kona Ice treats, courtesy of Hotchkiss Insurance and StrucSure Home Warranty. At left, Jessica Goehring with Hotchkiss and Tiffany Acree with StrucSure get ready to grab a couple of King Kona's. Watch for details on more outdoor networking events at the Association, coming soon.



Dallas Metro Building Permit Summary			
Year-to-Date 09/16/2020			
Residential	Permits	Value	Units
Single Family Homes	21,865	\$5,927,552,549	21,861
Duplexes & Twin Homes	91	\$24,092,567	182
Apartments & Condos	180	\$1,711,485,389	19,092
Other Residential Structures	493	\$27,379,740	0
Swimming Pools & Spas	4,393	\$171,493,579	1
Garages & Carports	176	\$64,844,162	0
Res Rmdl, Addn, Int Fin	3,118	\$213,986,021	0
Reroof Residential	1,086	\$57,261,893	0
Total Residential Const	31,402	\$8,198,095,872	41,136

Single Family Builders			
Year-to-Date 09/16/2020			
Builder	Homes	Value	
1 D R Horton	1779	\$341,640,840	
2 First Texas Homes	750	\$280,659,997	
3 Bloomfield Homes	810	\$231,791,101	
4 Highland Homes	710	\$200,809,340	
5 Lennar Homes	770	\$160,709,383	
6 D R Horton	583	\$156,089,158	
7 D R Horton Custom	854	\$140,660,363	
8 David Weekley	356	\$117,395,909	
9 Gehan Homes	435	\$108,113,111	
10 M/I Homes	350	\$100,332,702	
11 K Hovnanian Homes	305	\$96,452,666	
12 American Legend	339	\$95,713,275	
13 TSHH LLC	267	\$86,570,350	
14 Meritage Homes	385	\$85,236,246	
15 Drees Custom Homes	247	\$83,593,807	
16 History Maker Homes	326	\$82,803,909	
17 Toll Brothers Inc	159	\$79,473,034	
18 Hallmark Land	213	\$79,068,719	
19 Darling Homes of	204	\$72,959,941	
20 Impression Homes	338	\$71,291,964	
21 Beazer Homes	212	\$66,594,222	
22 Pulte Homes	342	\$65,816,042	
23 Landon Homes	150	\$62,828,670	
24 CB Jeni Homes	269	\$60,164,709	
25 Lennar Homes	151	\$55,101,715	
26 LGI Homes	279	\$53,674,190	
27 Sandlin Custom	144	\$48,444,123	
28 Meritage Homes of	140	\$44,572,033	
29 Ashton Woods Homes	158	\$44,327,064	
30 Trendmaker Homes	135	\$41,896,775	
31 Pulte Group	137	\$39,932,285	
32 MHI Partnership	127	\$39,796,540	
33 Britton Homes	116	\$37,921,319	
34 Shaddock Homes	106	\$37,639,682	
35 Landon Homes LP	107	\$35,605,250	

The HomeFront

-Gov't Affairs News and Info

Go Vote, It's About Relationships

David Lehde
Director of
Government
Affairs



Oh, the season of autumn is now upon us. The crispness in the air, the fall colors revealing themselves among the trees, the hint of spice, apple and pumpkin in the stores and eateries, campaign ads at halftime and your mailbox full of giant cards telling you somebody hates children and the elderly ...

Wait, what?

As we head towards November, there is plenty to view on the government front, including a huge general election. Regardless of how you feel about campaign ads, or pumpkin spice, the Dallas BA urges you to pay close attention and exercise your right to vote.

Among the reasons you may seek to go to the polls, one of the biggest is the health of your industry and small business in general. It is important that those elected to make policy decisions have an understanding of the need for a regulatory environment that is friendly to housing.

To facilitate that, officials should be open to hearing from the home building sector and taking our concerns about regulation to heart.

Recently, the City of Sherman considered their impact fees. Cities are required to do a study that estimates what their infrastructure costs are and, based on that study, provide a formula that sets how much they can assess per home.

In Sherman, the maximum allowed to be charged was upwards of \$7,000. However, members of the Sherman City Council, including the mayor, were concerned about the negative impact high fees could have on residential development and their local economy.

They also recognized that new homes bring revenue and will, over time, pay the share for the costs via taxes.

With those concerns at heart, the Council instead approved a lower fee per rooftop of \$2,500 for roadway, water and wastewater combined. They also built in a grace period, offering months before the ordinance takes effect and even longer for those who have their final plans approved. A discount was also offered in Sherman's impact service area 3, to help with infill.

The council was open to hearing from the residential development and building sector, including taking calls and comments from the Dallas BA. While the Association is not in favor of impact fees, we do recognize when officials do their homework, go against a trend and take a fair approach.

Dallas BA members have benefit-

ted from a balanced approach by Representatives and Senators in the Texas Legislature as well. In the 2019 session, Dallas BA priority legislation that provides for a more transparent permit fee process became law.

New state law, enabled by HB 852, prohibits municipalities from considering the value of a dwelling or the cost of constructing or improving a dwelling to determine the amount of permit or inspection fees charged.

The law also prevents municipalities from requiring disclosure of information related to the value of or cost of constructing or improving a residential dwelling as a condition for obtaining a building permit, except as required by the Federal Emergency Management Agency for participation in the National Flood Insurance Protection program.

It is no easy task for a bill to become law. Along with a lot of man hours, testimony and communication from Dallas BA, TAB and our members, there must also be a willingness by committee chairs and members in each chamber of the legislature to move legislation through the process.

Without Representatives and Senators who understand the need for home building and the economy it drives, HB 852, and other major bills achieved in recent sessions, may not have been given the worthy attention.

The benefit of having federal policy decision makers who understand how regulation can impact housing is very evident when you look at the current White House and the administration's delivery of its promise to home builders to make needed changes to the 2015 Waters of the US rule.

The 2015 WOTUS definition, enacted by the previous administration, resulted in perilous government overreach that needlessly drew man-made ditches, streams that only flow during rain events and even isolated ponds on private property into federal regulation related to navigable waters. This drew projects in the additional federal permitting requirements and some projects were delayed for years, facing hundreds of thousands of dollars in added costs,

if they did not have to be dropped all together.

In 2017, the current White House signed an Executive Order that began the process of repealing and replacing the 2015 rule. The administrator of the EPA even came for a roundtable discussion with local builders and developers here at the Dallas BA to hear about the real impacts the 2015 rule had on Americans.

A new rule was then proposed and in 2020 the new Navigable Waters Protection Rule (NWPR) was enacted, removing the aforementioned government overreach. This is a boost for housing affordability.

Similar efforts to provide clarity and adjust overreach have been introduced since for Joint Employer and Independent Contractor rules.

And more recently, the COVID-19 pandemic revealed the importance of relationships our industry has with elected officials when NAHB, TAB and Dallas BA were able to reach out to officials in the administration, Congress, the governor's office, county judges and mayors to explain how residential construction was essential. This allowed our industry to remain in operation.

None of the above happens without having policy makers, who understand the need for a builder friendly environment, elected to office.

Early voting for the 2020 Uniform Election is scheduled to begin on Oct. 13 and run through Friday, Oct. 30, with the final opportunity to vote being Nov. 3.

This year, due to the pandemic and a postponement back in May, municipal elections will occur on the same ballot as county, state and federal elections. Dallas BA will produce a voter guide on certain municipal races, as well as information regarding area state and federal races.

This season is about relationships. It's about you needing to get out and vote.

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Sept. 24 virtual ceremony features installations, presentation of prestigious Dallas BA awards



Past President Donny Mack, far right, delivers the oath of office for Treasurer Stephen Puckett, Vice President/Secretary John Porizek and First Vice President Andrew Pieper.



Kent Conine, past president of the Dallas BA, TAB and NAHB, prepares to install the Association's 78th president, Matt Mitchell.



Stephen Puckett of Prosperity Bank is the 2020 Clyde J. Anderson Associate of the Year recipient. This award is bestowed annually to the associate member who provides exemplary service to the Association, its members and to the industry as a whole. His diligence as treasurer has helped the Association through many challenges this year. When the COVID-19 crisis descended, many of the Association's efforts were invested in keeping the industry open, essential and informed. However, at the same time, it was important that the Dallas BA secure necessary financial assistance to keep operations at full strength. Puckett helped secured assistance for the Dallas BA through the Paycheck Protection Program at a time when very few associations were able to do so.



Outgoing President Justin Webb of Altura Homes receives his Past Presidents Plaque.



Installing officer Kent Conine congratulates 2020-2021 Dallas BA President Matt Mitchell of James Andrews Custom Homes.

Installation of Leadership Partners



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Josh Correa honored as Designee of the Year

Presented by 

The pinnacle for any type of recognition is when an annual or yearly recipient for an award is announced. How do you choose such a person when you have so many worthy candidates?

Do you choose the person who has accomplished the most? Donated the most time or money to a worthy cause? What about the person who has made the most impact on the industry as a whole? What about their volunteer experience; should that be considered?

The Dallas Builders Association is no stranger to exemplary people within its organization of talented members. To choose one who stands out above them all is a daunting task.

Fortunately, when it comes to selecting the 2020 Designee of the Year, it was an easy choice. Joshua Correa, CSB, CGB, GMB, CAPS, CSP, CGR, with more than 26 years in the construction industry, has chosen to align himself with the Dallas Builders Association and the education it offers.

He also encourages his entire staff to obtain designations and not just a single designation, but several for each of them. To have someone who excels in the real world continue to seek education to further their knowledge shows a sign of rare distinction.

This dedication combined with Correa's vast building knowledge and specialized trade experience makes him an obvious candidate for this prestigious award.

Despite his full calendar, Josh makes time to give back. He is an active

participant in the Association's Board of Directors and Executive Committee and chairs the Education Committee.

He has also chosen to give at the state and national levels. He commits his time to TAB's Developers Council and Young Professionals Council and is a State Director. At NAHB, he serves on the Custom Home Builders Council, several subcommittees and is a National Delegate for the 2020-21 year.

Joshua Correa is the founder and owner of Divino Homes and Power Construction Group. Divino Homes is a master builder in some of the finest neighborhoods of Dallas.

In collaboration with a team of experienced architects, engineers, designers and construction professionals, the company has established a reputation for outstanding architectural design and superior quality, evidenced by numerous awards and recognition for design and finish-out work.

Power Construction Group specializes in commercial building and land development. Josh particularly enjoys creating a vision that this industry uniquely grants.

Divino Homes is always in search of new materials and new ways to innovate as a team. They seek out the best tradesmen and material suppliers who have the same vision and mission.

Joshua prides himself in three core values: Integrity, Reliability and Accountability. They form the core values for all his companies. To ensure these core values Divino maintains a hands-

on approach by constantly monitoring the quality of the work and reinforcing strict guidelines.

When not building luxurious homes or volunteering within the industry Joshua enjoys spending time with his family, traveling globally and devoting some much-needed time to meditating.

How do you market your designations?

Through my website, Instagram and Facebook.

What do your designations add to your business?

Designations add value to my business by showing the end consumer our commitment to continued education and our commitment to always be ahead of industry and code changes.

Do you have any advice you like to give to someone new starting out?

1. Put God first. 2. Take chances professionally and don't be afraid to fail. 3. Dream big and set goals 4. It will be financially hard a lot of times but stick through it. 5. Think outside the box and don't get tunnel vision. 6. Hard work WORKS. 7. Join the Dallas BA as soon as possible.

— *Written by: Tag Gilkeson, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM*

To learn how to become a Certified Professional or to find out about other educational opportunities, contact Sheena Beaver at sheena.beaver@dallasbuilders.com.



DuPont's Kevin McLain presents Josh Correa with the Designee of the Year Award.

Upcoming class

Presented in partnership with



Advanced High Performance: Project Management (CGA, GMB, GMR, Master CGP and Master CSP) - October 14

Boost production efficiency and customer satisfaction by learning how to integrate high performance practices and certifications (National Green Building Standard, LEED, etc.) into a streamlined project management process. Combining Project Management Institute concepts with the "whole house" approach, this course identifies important systems, documents and communication strategies.

It is highly recommended that the High Performance for Building Professionals course be taken prior to this, or that an attendee has a basic understanding of green certification programs and how they work. This course can be

taken in its entirety or you may choose to take one to four different modules focused on a specific high performance topic.

Graduates will be able to:

- Describe how project management processes apply to green builders, remodelers and developers.
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- Identify ways to decrease the potential liabilities associated with green building.

Date: October 14, 2020

Time: 9:00 am - 3:00 pm

Cost: \$199/mem \$299/non-mem

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Milestone Anniversaries

Building Permit & Pool Information Service recently celebrated 25 years of consecutive membership with the Dallas BA. Carole L. Bartholomew accepts the milestone plaque recognizing the achievement.



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Sharif & Munir Custom Homes

25 Years
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15 Years
Ana Blanton (Anderson Hanson Blanton)
Moore Disposal
Signature Floors & Interiors

10 Years
Legacy Partners

5 Years
Cabinet Specialists
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Donnie Evans, CGP (Altura Homes)
John W. Freeman
Kelly Hoodwin, CMP (Altura Homes)
Pepco Sales & Marketing
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State of housing industry hinges on lumber

continued from page 1

Congressional delegation to do the same and to set higher lumber production goals from sustainable harvesting from federal lands.

"Domestic producers are trying to have it both ways," said Dallas BA Executive Officer Phil Crone. "They claim they cannot be price competitive with Canada without tariffs, yet they are unable to produce what the market needs and less motivated to because of the price protection provided by the tariffs."

Consumers are paying a heavy price. Since mid-April the price of lumber has increased more than 160%. This surge is adding approximately \$16,000 to the price of a new single-family home.

Not surprisingly, 35% of Summit attendees cited "supply chain disruptions" as their most significant concern going into 2021. This easily led "eco-

nomic uncertainty in general" (21%) and the "outcome of the November elections" (19%).

Optimistic signs may be emerging though. Futures pricing for lumber have fallen nearly a third and the composite price of framing lumber appears to have hit a peak in late September. It is too early to know if this will result in the kind of relief builders and homeowners need.

NAHB leadership met virtually on Sept. 25 with Commerce Secretary Wilbur Ross to discuss the impact lumber is having on the housing-led recovery. NAHB stressed that between harvesting and mill capacities, the fact that most mills are running at two shifts rather than three is the greater problem.

Secretary Ross conveyed that lumber mills feel that the housing upturn is temporary. "If they don't answer the bell on demand, it may be," Crone said.

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