



WELCOME



We are happy you are considering joining us! On behalf of our volunteer leadership and professional staff, we look forward to serving you for years to come.

Once you join the Dallas Builders Association, you are also a part of the Texas Association of Builders (TAB) and the National Association of Home Builders (NAHB). Together our organizations comprise the most passionate group of residential construction industry professionals in the nation.

From our Association's first meeting on July 20, 1944, until today, we've achieved the best results by working together. Despite our region's strong economy and job growth, there are plenty of challenges to housing affordability and our livelihood. The Dallas BA's advocacy team overcomes these obstacles by serving as your voice at city hall, the Texas Capitol and in Washington, D.C.

In addition to keeping you in business, we work to help you grow your business. Our award-winning education program features numerous seminars and nationally-renowned professional certifications that can be obtained from local instructors who know the nuances of our market. Continuing education classes are tailored to the issues that keep you up at night.

Thanks to our consumer-centric website at DallasBuilders.com—also nationally recognized—we're able to communicate directly to homeowners and prospective home buyers. Thousands of them visit the site each month to find answers to home building and remodeling questions and to locate members. The site's one-of-a-kind search tool allows consumers to find out more about cities and neighborhoods they are interested in and our members who are active in these communities.

Speaking of communities, members do incredible work in them for amazing people. Find out more about our charitable efforts in this publication as well as how to get involved in networking opportunities we host throughout the year.

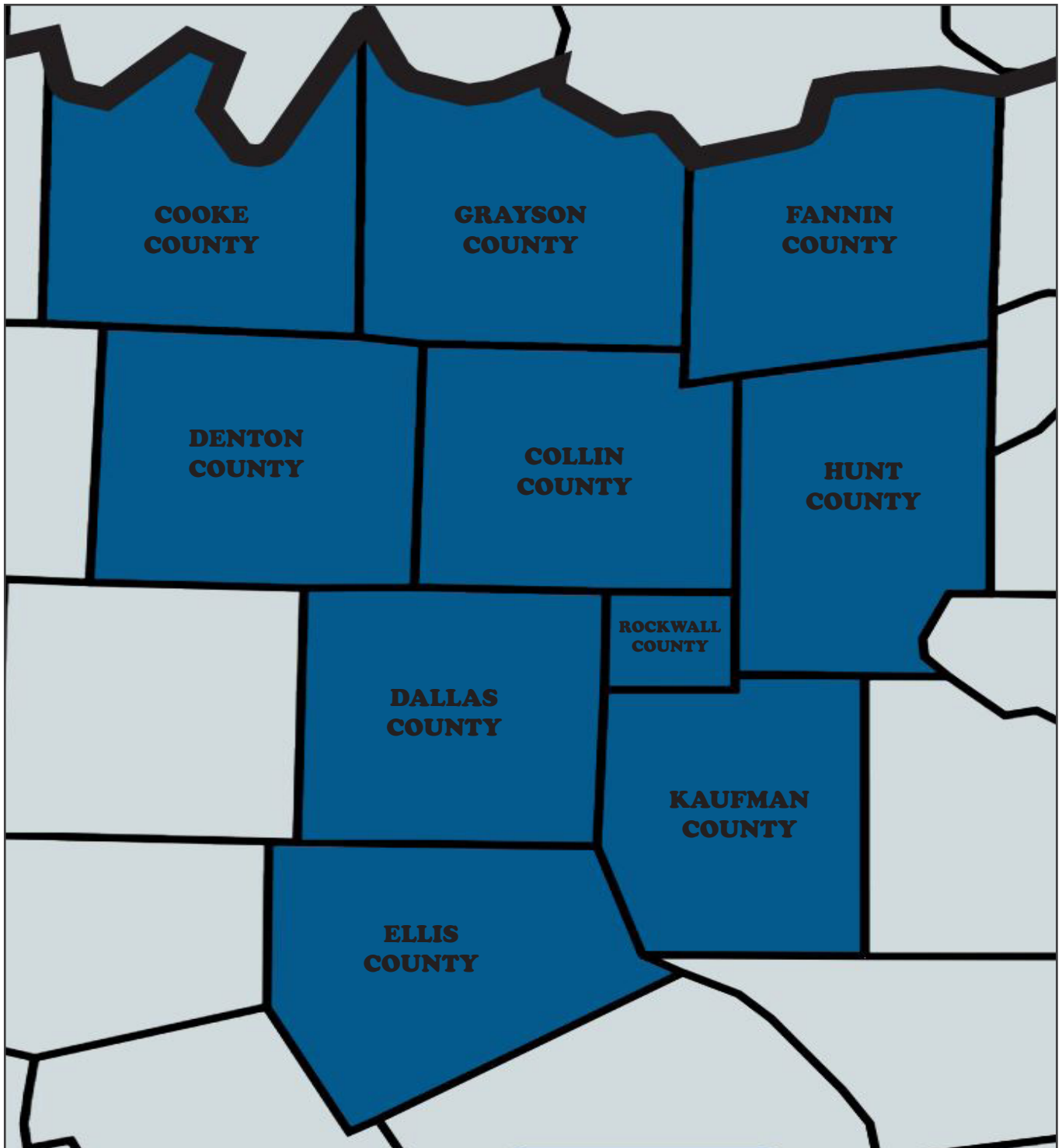
When you join the Dallas Builders Association, your company is recognized as one that is just as committed to your industry as you are to the people you serve. As a member, you pledge to your customers, your peers and your staff that you and your services adhere to the highest standards of professionalism. Take a moment to explore the benefits and privileges that Dallas BA members enjoy.

A handwritten signature in dark ink, appearing to read 'Phil Crone'.

Phil Crone, CGP, GSP, JD
Dallas BA Executive Officer

DALLAS BA MISSION STATEMENT

The Dallas Builders Association supports all segments of the residential building industry by enhancing members' ability to provide quality, affordable and sustainable housing through advocacy, education and community involvement.



OFFICE INFORMATION

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Plano, TX 75093

P: 972.931.4840
F: 972.267.0426

www.dallasbuilders.org
www.dallasbuilders.com

VALUE OF MEMBERSHIP

For more than 75 years, the Dallas Builders Association has been the area's professional association for the building industry, serving over 1,000 members in a 10-county jurisdiction: Dallas, Collin, Cooke, Denton, Ellis, Fannin, Grayson, Hunt, Kaufman and Rockwall. This volunteer organization is comprised of builders, developers, trade contractors, suppliers, lending institutions, title companies, engineers, attorneys and various other types of businesses that have a relationship with the building industry.



**National Association
of Home Builders**

The **National Association of Home Builders (NAHB)** is a trade association that helps promote the policies that make housing a national priority.

Since 1942, NAHB has been serving its members, the housing industry and the public at large. Last year, NAHB's

advocacy efforts saved the typical home builder roughly \$6,200 per housing start, including both single-family and multifamily. For more information about NAHB, visit www.NAHB.org.



The **Texas Association of Builders (TAB)** is dedicated to creating a positive business environment for the housing industry by addressing the housing issues of the people of Texas. Founded in 1946, TAB has 27 local home builders

associations and nearly 10,000 members across Texas.

For more information on TAB, visit www.texasbuilders.org.

FIND OUR
MEMBERSHIP APPLICATION
ONLINE AT DALLASBUILDERS.ORG

FIVE GREAT REASONS TO JOIN DALLAS BA

Membership in the Dallas BA represents an opportunity to increase the awareness and profitability of your particular business through networking, partnerships and educational programs, while investing in the future of the building industry.

1. THREE MEMBERSHIPS IN ONE

When you join the Dallas BA, you automatically become a member of the Texas Association of Builders (TAB) and the National Association of Home Builders (NAHB).

2. CONSUMER WEBSITE

Dallas BA not only works to keep you in business, we work to get you business. Our consumer website at DallasBuilders.com helps us better connect home buyers to home builders and remodelers. The website features a dynamic builder search tool, neighborhood profiles and industry insight pulling from the Dallas BA's 75+ year history.

3. NETWORKING

The Dallas BA opens many doors to new business partners. Share ideas and build reputations through networking events.

4. ADVOCACY

Our government relations efforts champion housing affordability. The Dallas BA devotes substantial resources to ensure the industry's best interests are represented in North Texas, just as the National Association of Home Builders lobbies Washington and the Texas Association of Builders lobbies Austin on our behalf.

5. EDUCATION

The Dallas BA offers many opportunities to participate in educational programs on local, regional and national levels. These programs teach the latest products and the newest technology to better manage and promote your business.

WHAT TYPE OF MEMBER ARE YOU?

Builder \$836+

Builder members are directly involved in building homes. They include small-volume builders, production builders, multifamily builders, remodelers and land developers.

Associate \$800

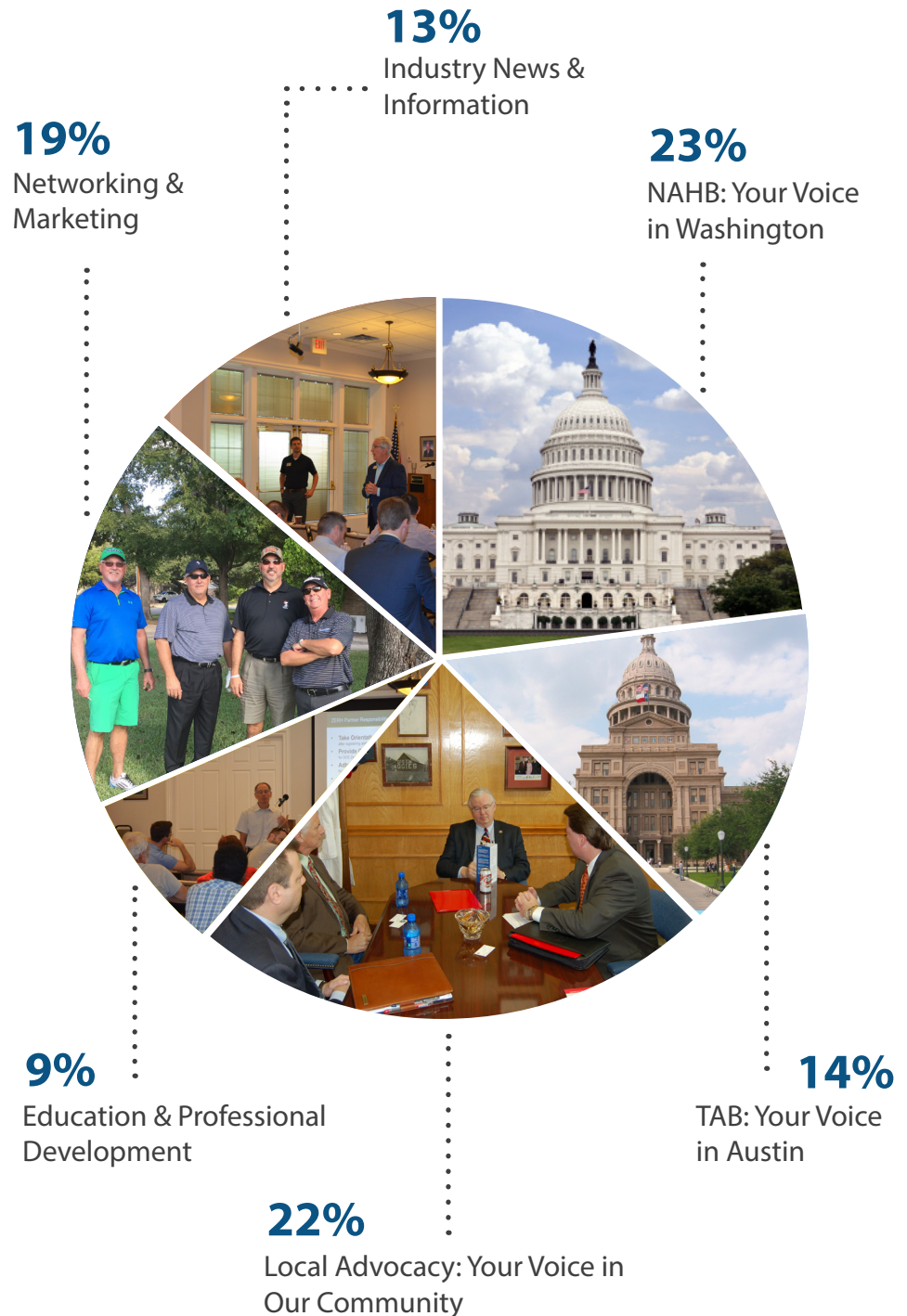
Associate members provide products or services to home builders. They sell lumber, windows, appliances, etc. or offer services such as mortgage finance. Your business thrives when builders build. The Dallas BA, along with NAHB, is dedicated to enhancing the climate for housing and the building industry, and to promoting policies that will keep housing a priority.

Affiliate \$97

As an employee of a Dallas BA member company, you have an incredible opportunity to play an active role in the future of the Association by becoming an **Affiliate member**. Affiliate membership strengthens the connection between employees of member companies and the Association. Take advantage of enhanced benefits at a significantly reduced cost.

*Builder member dues are commensurate with sales volume.

WHERE YOUR MEMBERSHIP DOLLARS GO...



MEMBER BENEFITS

Your **DALLAS BA** membership entitles you to participate in an exciting array of special programs available exclusively to members.



TEXAS RESIDENTIAL CONSTRUCTION CONTRACTS

Available only to builder members, the Texas Association of Builders contract package subscription is your blueprint for typical construction and remodeling transactions, and can save you thousands of dollars in legal fees. A two-year subscription to the package includes any needed updates that may occur during the two-year cycle, including new legislatively mandated notices and improvements that reflect best practices and up-to-date construction transactions.

TAB MEMBER REBATE PROGRAM

All builder members are eligible to receive money back from dozens of housing industry product manufacturers. Participation is free and easy. Visit www.HBArebates.com for more information.

NAHB MEMBER DISCOUNTS

The NAHB Member Advantage Program entitles you to discounts on vehicles, shipping, computers, car rentals, office supplies and more. Visit www.nahb.org for details.

HOUSING INDUSTRY INSURANCE PROGRAM (HIIP)

The Dallas BA, in partnership with Holmes Murphy, is now providing a health insurance solution designed uniquely for members. The program includes several health care coverage options through Aetna as well as options for dental, vision, life and disability. Visit hiip.dallasbuilders.org for information or to obtain a quote.

HOME OF THE WEEK FEATURE

In conjunction with *The Dallas Morning News*, the Dallas BA offers builder members the opportunity to have a project featured as the Home of the Week. A story and photo of the selected projects are featured weekly in *The News*' New Home section, on dallasbuilders.com and on social media. This free service represents a value of more than \$2,000.

SUNBELT BUILDERS SHOW

Every year more than 2,000 leaders in residential and multifamily housing, remodeling, finance and management come together at this regional trade show hosted by the Texas Association of Builders. www.sunbeltbuildersshow.com

INTERNATIONAL BUILDERS' SHOW

The IBSx Virtual Experience (IBSx) is your opportunity to access the best of the in-person NAHB International Builders' Show®, online and at your convenience, whether you're at home, at work or on-the-go. At this interactive business-building event you'll be able to discover new products and technology, tap into the industry's latest trends and find the solutions you need to wow your customers. www.buildersshow.com

The **DALLAS BA** utilizes a variety of communications tools to convey industry information and news to our members.

MEMBERSHIP DIRECTORY

The Dallas Builders Association **Membership Directory** is an annual publication that promotes the members of the Association and creates an avenue for networking and business opportunities. The directory provides an opening for exclusive member-to-member business. The Dallas BA promotes "Doing Business with a Member," and



all members can use the information listed in the directory to team up for mutually beneficial exchanges. In addition, the directory is a valuable resource of informative content that can help you prosper in the home building industry.



PUNCH LIST

The Dallas Builders Association **Punch List** is a weekly digital publication distributed to members of the Dallas BA. The e-blast is a valuable tool to keep members up-to-date on the issues that impact the home building industry, including calendar reminders for upcoming events, classes and meetings. Stay informed and inspired by keeping your eye on Punch List. Advertising opportunities are available.

THE HOME BUILDER

The Home Builder is the official publication of the Dallas Builders Association. This monthly newspaper provides the latest updates on Association events, laws and regulations, and industry news. A copy is mailed to each member firm of the Dallas BA. Additional copies are distributed at Association meetings and events and at the Dallas BA offices.



MARKETING GUIDE



The Dallas Builders Association **Marketing Guide** serves as a valuable "road map" to Association events and activities, and includes a comprehensive list of all marketing and partnership opportunities throughout the year. A digital copy with the most timely information is available at DallasBuilders.org.

CONNECT WITH US ON SOCIAL MEDIA



GOVERNMENT AFFAIRS

A core mission of the Dallas Builders Association is advocacy. Representing the home building industry in city halls, county courthouses, the state Capitol and area congressional offices, Dallas BA works to keep its members informed on regulatory issues as well as serving as a trusted information resource for public officials. Successes have included code changes, favorable local tax structure, more efficient permitting processes and protection from harmful ordinances and regulations.



DALLAS BA advocacy efforts annually save the typical home builder approximately \$7,000 per housing start.



HOME PAC OF GREATER DALLAS

The Association's general-purpose political action committee (PAC) is devoted to a point of view, not a political party. Whether it is single-family, multifamily or remodeling construction, HOME PAC of Greater Dallas is devoted to creating a healthy housing industry free of unnecessary government taxes, regulations and fees that add to the cost of construction. The PAC's Executive Committee members oversee fund disbursements. Contributions are made to candidates for state and local office who support our free enterprise housing position and the rights and privileges of homeownership. HOME PAC of Greater Dallas funds are also used to support ballot initiatives that lead to efficient and orderly urban and rural growth.

EDUCATION PROGRAMS

The **DALLAS BA** offers dozens of educational courses and seminars, both virtually and in-person, specifically tailored for your needs as a building professional and new regulations affecting the industry.

Continuing Education Series

The education offerings at the Association range from novice to advanced learning. The National Association of Home Builders has awarded the Dallas Builders Association education program twice for the outstanding line up of classes available to members.

Each year the Dallas BA Education Committee develops a robust schedule of classes. Continuing education offerings range from building technology to business development to hands-on training. Classes are relevant to North Texas and help members better understand codes and market trends unique to the metroplex. Instructors of these classes are top industry experts, and each one is reviewed and approved by the Dallas BA Education Committee.

Certification Courses

These courses allow industry professionals to earn and maintain national and local certifications. The Dallas BA is licensed through NAHB to offer diverse courses allowing builders, trade partners and associates to gain knowledge and set themselves apart from the competition.

DBA LEADERS

DBA LEADERS is a yearlong leadership training program that addresses the critical areas of communication, collaboration, culture and customer. These four areas are critical in all levels of leadership, and attendees are challenged to take the learning of previous leadership classes to the next, higher level. Becoming an effective leader requires an understanding of people, personalities, attitudes, goals and more. The most important person you will ever lead is yourself.



30

COURSES OFFERED

13

NATIONAL CERTIFICATIONS
OFFERED

3

LOCAL CERTIFICATIONS
OFFERED

IN A RECENT STUDY,
CERTIFICATION HOLDERS
REPORTED AN AVERAGE OF

\$1M

MORE IN SALES ANNUALLY

OVER

300

CERTIFICATIONS ARE HELD BY
DALLAS BA MEMBERS

83%

OF CONSUMERS CONSIDER THOSE
WHO HOLD A CERTIFICATION
MORE PROFESSIONAL & CREDIBLE

64%

OF CONSUMERS BELIEVE THAT A
BUILDER WITH A CERTIFICATION IS
WORTH PAYING A HIGHER
PRICE FOR

COUNCIL

The Multifamily Builders Council represents members who construct apartment buildings, condominiums and mixed-use development projects. In addition to educational opportunities, the council offers networking events such as an annual holiday party and golf tournament.

MULTIFAMILY BUILDERS COUNCIL

DIVISIONS

Dallas BA Divisions provide a central point of contact for all issues affecting building and development in an immediate geographic area. These meetings and activities provide a forum for members to meet and network with others who do business in the same geographic area. All members are invited and encouraged to attend any of these meetings, not just in the area they do business.

DALLAS DIVISION

METRO EAST DIVISION

COMMITTEES

- ARC Awards
- Casino Christmas
- Communications
- Education
- Golf Tournament
- Government Relations
- HOMEPAC of Greater Dallas
- McSAM Awards
- Membership
- Parade of Homes™
- Volume Builders & Developers
- Young Professionals

VIEW
OUR

UPCOMING

EVENTS

CALENDAR
ONLINE

www.DallasBuilders.org

Operation FINALLY HOME



The Association's charitable partner is Operation FINALLY HOME, an organization that provides custom built, mortgage-free homes to combat-wounded veterans and the widows of the fallen who have sacrificed to defend our country and way of life.

To date, the Dallas BA and its members have been involved in providing seven veterans and their families with a home to call their own and an eighth project is currently underway in Irving.



Donations of materials and labor from Dallas Builders Association members are needed to help build homes for heroes.

"These heroes have given so much to preserve and protect the American Dream," said Dallas BA Executive Officer Phil Crone. "Our partnership with Operation FINALLY HOME is aimed at providing these heroes and their families with the American Dream of homeownership."

Visit the Community Engagement section on DallasBuilders.org to learn more.



Thank you to our
Yearlong Membership Partner:



Dallas Builders Association

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