

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVIII

No. 7

July 2021

## Dallas BA's Industry Investors for 2021



## Correa named to Excellence Under 45 recognition

Joshua Correa of Divino Homes is one of three Excellence Under 45 Award winners recognized by the Texas Association of Builders. The award was developed by TAB's Young Professionals Council to recognize individuals who have committed themselves to their careers and to advancing the residential construction industry.

Correa joins award recipients Mc-

Calle Fryar of 2-10 Home Buyers Warranty from the Greater Houston Builders Association and Jon Loudermilk of Homes By Design with the Big Country Home Builders Association in Abilene.

The trio will be honored during the Builders' Bash concert on Wednesday, July 14. The night event will take place following opening day of the 20th Sunbelt Builders Show™ at Dallas Hilton

Anatole Hotel.

Correa followed in his father's footsteps by going into the plumbing trades in the Dallas area. He acquired his Journeyman Plumbing License (1997), followed by his Master Plumbing License (2000). Correa later sold the plumbing company and established Power Construction Group (2016). Most recently, he started Divino Homes out of the need to separate his residential builds and land developments from his commercial projects. Correa has a wide array of responsibilities from land acquisitions to land development to operations oversight of his residential builds to commercial finish outs.

Correa is currently chairman of the Dallas BA's Education Committee and was named Designee of the Year in 2020. He serves on the Board of Directors and is active with the Volume Builders/Developers Committee and Young Professionals Committee. Correa is a State Director and serves on TAB's Contracts Committee. At NAHB, he serves on the Custom Home Builders Council, several subcommittees and is a National Delegate for the 2020-21 year.

Through NAHB's continuing



Joshua Correa

education programs, he's now a Certified Aging-in-Place Specialist, Certified Graduate Builder, Graduate Master Builder, Certified Graduate Remodeler and a Certified Sales Professional. Joshua also holds the exclusive Dallas BA Certified Star Builder designation.

He is a graduate of Texas A&M Mays Business School and a 1994 graduate of W.H. Adamson High School.

## ARC Awards set for Aug. 14 at VouV

Media personality Amy Vanderoef will serve as mistress of ceremonies for the 2021 ARC Awards presented by Ferguson Bath, Kitchen & Lighting Gallery.

This year's gala will be held Aug. 14 at VouV Meeting & Events in Dallas. A hosted cocktail reception will kick off the black-tie event. Tickets are now available.

The ARC Awards were created to recognize housing industry excellence by custom builders who build fewer than 50 homes annually in the DFW metroplex or who have an annual sales volume of less than \$25 million; remodelers at all volume levels; developers who develop subdivisions for custom builders; and associates who provide services to remodelers and custom builders.

For 2021, projects that were completed between Jan. 1, 2019, and the present will be recognized.

Awards will be given in multiple categories in the areas of:

- Remodeling and Renovation;
- New Construction;
- Architectural Design;
- Interior Design; and



Amy Vanderoef

### ■ Individual Achievement.

Amy Vanderoef is best known for her role as the Emmy-nominated host on WFAA's Good Morning Texas and on-air talent on the Rodney Anderson Show on Talk Radio 1190 AM. Her career has taken her everywhere from the set of Dancing With the Star's to ABC's The View and countless red carpet events.

Awards partnerships are still available and range from \$500 for a Silver Partner to \$2,000 for a Platinum Partner. Visit [ARCAwardsEntries.com](http://ARCAwardsEntries.com) for details.

## Nominations sought for 2022 Board of Directors

Each year the Dallas BA searches the ranks of its members to find those who want to take an active role in the leadership of the Association and the evolution of the home building industry in the area.

The Association Board of Directors is selected by the membership in an election at the end of each summer. This is accomplished through a series of steps that will first seek out interested candidates, then affirm their willingness to become a leader, not just a Board member.

Once the Nominating Committee completes the review of the interested candidates, it then prepares recommendations and the ballot.

If you are interested, or know someone who is, now is the time to let the Nominating Committee know. Matt Robinson of BGE, Inc. is chairman of the committee this year. Deadline to nominate is July 23 at 9 a.m.

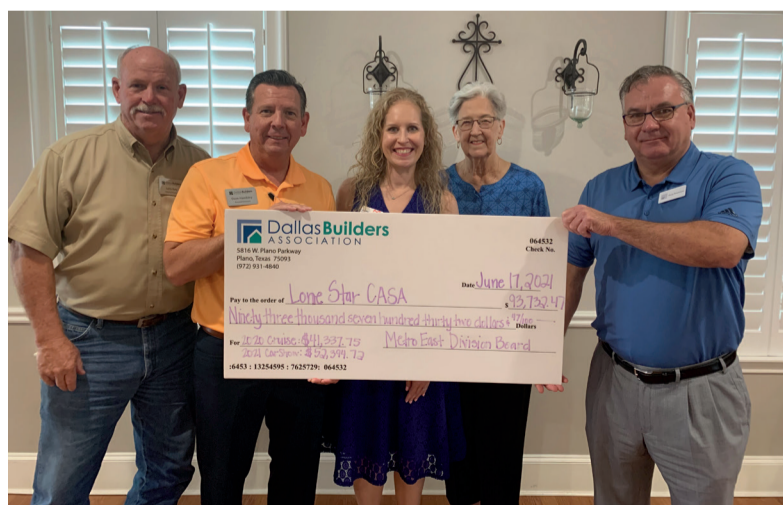
### Expectations of a Director

Each director is elected for a one-year term, starting around Oct. 1. They are expected:

1. To attend the Board of Directors Retreat;
2. To attend the Installation of Leadership;
3. To attend Board meetings;
4. To attend all Dallas BA general functions;
5. To invest in HOMEPAC of the Dallas Builders Association;
6. To take an active role in the committee structure of the Dallas BA;
7. To be active in recruiting new members; and
8. To support the special events of the Dallas BA.

Express your interest or make a nomination by emailing Sheena Beaver at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com). Please put "2022 BOD Nomination" in the subject line and include the following three items:

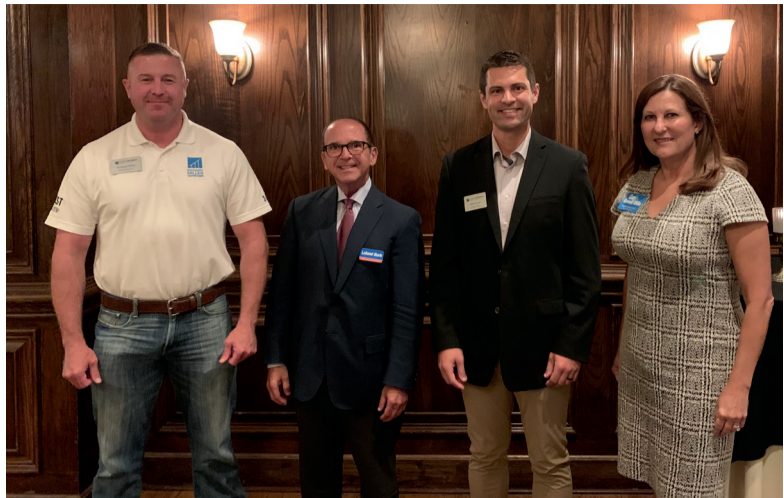
1. Any active NAHB certifications you currently hold;
2. Involvement with the Dallas BA; and
3. Please note if you are eligible to be considered as an Honored Life Director. According to the Dallas BA bylaws, the Board may elect Honored Life Directors upon nomination for the position by the Nominating Committee. The member shall have:
  - ♦ Served as a Director for at least seven (7) years.
  - ♦ Served at least one (1) year as Chairman or President of a Committee, Council or Division or in an elected or appointed position in public office.
  - ♦ Met all Board of Directors attendance requirements for at least seven (7) years.
  - ♦ Made extraordinary contributions to the home building industry or the community.
  - ♦ Obtained a professional education certification.
  - ♦ Invested in HOMEPAC of Greater Dallas for at least seven (7) years.



### Metro East Donates Almost \$100K to Lone Star CASA

The Metro East Division Board presented Lone Star CASA with a check for the combined proceeds from the 2020 Cars for CASA Cruise (\$41,337.75) and the 2021 Cars for CASA Car Show (\$52,394.72) in the amount of \$93,732.47. Metro East has donated almost \$600,000 to CASA over the past 16 years. From left are Larry Baty of Cadenhead Servis Gas, Dave Hambley of Lee Lighting, Lone Star CASA Executive Director Lauren Rowe, Lone Star CASA Former Executive Director Lucille Bell, and Doug Bowerman, Susser Bank. Lone Star CASA — Court Appointed Special Advocates for Children — serves Rockwall and Kaufman Counties. This non-profit organization works to provide area courts with the information needed to act in the best interests of abused and neglected children, and to ensure that they're placed in safe, permanent homes as quickly as possible.

Periodicals Postage Paid at Plano, TX, and Additional Offices



**Dallas Division Returns to In-Person Meetings**

The Dallas Division hosted a Dallas City Council District 14 Run-off Candidate Forum featuring Leland Burk and Gay Donnell Willis. Candidates are pictured with Dallas Division President Richard Miller and Moderator and Executive Officer Phil Crone. The Division will meet for lunch at Maggiano's at NorthPark Centre on the first Thursday of August, October and December. Register at DallasBuilders.org.

Construction Monitor The Ultimate Lead Source www.constructionmonitor.com			
<b>Dallas Metro Building Permit Summary</b> Year-to-Date 06/23/2021			
<b>Residential</b>	<b>Permits</b>	<b>Value</b>	<b>Units</b>
Single Family Homes	16,610	\$4,440,393,757	16843
Duplexes & Twin Homes	116	\$23,125,487	232
Apartments & Condos	433	\$1,328,469,675	15680
Mobile Homes	3	\$273,600	0
Other Residential Structures	383	\$16,903,919	1
Swimming Pools & Spas	3,035	\$132,846,504	1
Garages & Carports	132	\$59,276,229	0
Res Rmld, Addn, Int Fin	2,157	\$151,632,304	0
Reroof Residential	603	\$21,443,990	0
<b>Total Residential Const</b>	<b>23,472</b>	<b>\$6,174,365,184</b>	<b>32,757</b>
<b>Dallas Metro Building Permit Summary</b> Week 25 - 06/17/21 to 06/23/21 (permits over \$20,000)			
<b>Residential</b>	<b>Permits</b>	<b>Value</b>	<b>Units</b>
Single Family Homes	1,453	\$311,744,118	1465
Demolition	23	\$5,500	0
Grading & Dust	11	\$0	0
Footing & Foundation	97	\$718,787	0
Duplexes & Twin Homes	14	\$3,950,745	28
Apartments & Condos	18	\$127,304,291	1165
Other Residential Structures	12	\$353,119	0
Swimming Pools & Spas	163	\$6,032,680	0
Garages & Carports	15	\$50,592,169	0
Res Rmld, Addn, Int Fin	165	\$11,804,447	0
Reroof Residential	29	\$1,028,680	0
<b>Total Residential Const</b>	<b>2,000</b>	<b>\$513,534,528</b>	<b>2,658</b>

Dallas Metro Single Family Builders Year-to-Date 06/23/2021		
Builder	Homes	Value
1 D R Horton	1027	\$230,402,558
2 Bloomfield Homes	593	\$185,382,892
3 D R Horton Custom	977	\$181,672,165
4 D R Horton Express-	627	\$136,913,130
5 TSHH LLC	412	\$130,442,221
6 First Texas Homes	338	\$130,355,388
7 Highland Homes	378	\$115,583,860
8 David Weekley	276	\$98,989,509
9 Lennar Homes	425	\$91,297,511
10 K Hovnanian Homes	285	\$88,104,835
11 Drees Custom Homes	208	\$85,604,123
12 LGI Homes	334	\$59,902,153
13 History Maker Homes	271	\$57,201,362
14 Gehan Homes	247	\$54,576,732
15 Ashton Woods Homes	184	\$54,464,741
16 Meritage Homes	218	\$51,713,206
17 Lennar Homes	169	\$50,119,964
18 D R Horton Homes	186	\$48,863,685
19 Darling Homes of	123	\$46,043,382
20 Pulte Homes	299	\$46,945,383
21 Robson Ranch	131	\$45,480,352
22 Meritage Homes of	178	\$42,619,932
23 M/I Homes	175	\$42,467,081
24 Shaddock Homes	132	\$42,034,845
25 William Crist	154	\$38,764,098
26 Toll Brothers Inc	92	\$34,726,467
27 Trophy Signature	44	\$34,460,955
28 Southgate Homes	89	\$34,296,182
29 Hallmark Land	92	\$34,205,063
30 Sandlin Custom	107	\$33,693,294
31 American Legend	136	\$31,895,994
32 Windsor Homes	86	\$31,497,458
33 Grand Homes	78	\$31,447,294
34 Trendmaker Homes	108	\$31,318,243
35 M/I Partnership	99	\$30,701,369
36 American Legend	78	\$29,703,304
37 Impression Homes	120	\$27,368,386

**The HomeFront**  
-Gov't Affairs News and Info

**Plenty To Be Aware Of**

With the closing of one legislative session in Austin and more on the horizon, as well as municipal fee and code updates, there is plenty to keep the industry's attention this summer.

In May, the 87th regular session of the Texas Legislature adjourned Sine Die. Numerous bills that could impact home building were introduced and a few of the legislative successes are highlighted below.

TAB and Dallas BA priority legislation that helps give homeowners and builders more choice in energy features was recently signed into law by Governor Abbott. HB 3215, authored by Representative Charlie Geren and sponsored by Senator Brian Hughes, updates the existing performance-based avenue in the state energy code with the latest American National Standards Institute (ANSI) home energy rating system index.

This will allow homeowners and builders to choose the features best suited for them and encourage innovation in energy efficiency.

The bill provides a new optional pathway for energy code compliance via the ANSI 301 standard coupled with requirements for wall and ceiling insulation.

During the bill's journey through the legislature, Dallas BA members and staff made trips to the Capitol to offer testimony and support, as well as provide needed information during the drafting of HB 3215. The law becomes effective Sept. 1, 2021.

Legislation was passed that furthers the work done last session regarding rollback taxes on land appraised with a special use valuation, such as timber or open-space land, when the land is taken out of that usage. In the 86th session, work was done that reduced the number of years for which rollback taxes were due from five years to three. This session, HB 3833, by Rep. Phil King, reduces the excessive tax burden property owners face by eliminating the interest due on rollback taxes.

HB 3833 was signed into law by the Governor in June, effective immediately. Dallas BA membership has been helpful in the advocacy for both the legislation reducing the number of years rollback taxes are due and the elimination of interest.

In response to building inspection challenges during the pandemic and other regional disasters, SB 877 by Senator Kelly Hancock was passed and signed into law by the Governor. The law authorizes builders to use third party inspectors in an area of a municip-

ality that is subject to a declaration of disaster, granted the third party meets common criteria and is not the owner of the building or the person whose work is subject to inspection.

There were other bills that drew the attention of the home building industry, including legislation that addressed construction trades education.

Governor Abbott has called for a special session to begin on July 8 to address issues that were not completed during the regular session. It is not yet known what the legislative topics will be.

On the local front, there is no summer break.

The City of Celina is currently considering changes to water, wastewater, and roadway impact fees. The issue was recently heard before the city's Planning & Zoning Committee and is currently scheduled for a hearing before the City Council on July 13.

The proposed fees listed in the impact fee studies would move wastewater impact fees (1" meter) to \$5,200, water impact fees (1" meter) to \$4,400, and roadway impact fees to \$5,500 for service areas 1-6 and \$4,400 for service area 7. Residential developments that have existing entitlements regarding impact fees through developer agreements should not be affected by the changes.

Dallas BA offered our concerns regarding the level of the fee increases in communication to the Planning & Zoning Committee on June 15. Mainly, the proposed wastewater and roadway impact fee increases, combined with the decrease in water impact fees, would result in a significant increase per home in all service areas where the fees would be applicable. Regulatory costs account for nearly a quarter of new home prices with a considerable share due to fees and regulations that are imposed during the lot's development.

A process that is important to home builders in our region is the drafting of regional code amendment recommendations via the North Central Texas Council of Government's Regional Codes Coordinating Committee (RCCC). Dallas BA is a voting member on the committee, along with

David Lehde  
Director of  
Government  
Affairs



area building officials and other stakeholders.

The RCCC has been reviewing the 2021 I-Codes and Dallas BA staff and members have had success offering amendments. The goal is to develop recommendations for safe and effective building codes that better fit this region.

Most of the regional code amendments recommendations have met approval by the RCCC and are now headed to a final step with the NCTCOG board. Key to multifamily developments, Dallas BA recommended, to the RCCC Fire Advisory Board, an amendment for the International Fire Code that adjusts the allowed height of a building where NFPA 13R multifamily sprinkler systems can still be used before a full NFPA 13 system is required. The amendment recommendation was approved by the subcommittee and the RCCC. A pool proximity provision, drafted in effort to protect home foundations when a pool is installed by the homeowner after home construction and purchase, was also passed by the committee.

Always a point of focus is the International Energy Conservation Code (IECC). Dallas BA representatives, as well as building officials and representatives who focus on energy efficiency, have spent many hours in meetings going through the IECC looking to tailor it for the challenges faced in the DFW region, while looking to avoid as many unneeded mandates and cost increases as possible.

The IECC recommendations are still subject to final subcommittee and committee approval expected later this summer. Builders are encouraged to monitor the municipalities they build in for code adoptions.

Dallas BA will continue to monitor these and policies that impact home building. Members who have questions regarding the Association's advocacy efforts can contact the Director of Government Affairs.

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

**THE HOME BUILDER**

DallasBuilders ASSOCIATION      www.DallasBuilders.org

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BARCIE VILCHES, Editor

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**IN REMEMBRANCE OF TIMOTHY SMITH**

*A Thank You Letter to the Community*

The tragic events of Thursday, April 8th, 2021 shocked our community with a senseless act of violence, and simultaneously galvanized the collective goodness that resides in us all and defined our core values over the moments, days and weeks that followed.

The outpouring of support will never be forgotten, and symbolizes what makes this community, and indeed our country, truly great.

From the 581 members of the statewide Kent Moore Cabinets family, a sincere and heartfelt *thank you*.



# Website ad sizes increased; frequency options now offered

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.

Ad space is now being enhanced on the most trafficked pages on both websites.

Ads are being increased from their current size of 125x125 pixels to a much larger size of 500x150 pixels

and 250x250 pixels. Ads will be included on eight pages and will work on a rotating basis. Most pages will now feature two (visible at one time) side-by-side 500x150 ads and the blog pages will feature two (visible at one time) stacked 250x250 ads.

Ads will be visible on a rotating basis so when the page is refreshed, 2 more ads will be displayed.

Members will also now have the option to choose 3-, 6-, 9- or 12-month terms.

The .COM site is geared towards consumers looking for a builder or remodeler

The .ORG website is geared more towards current members. This site has the calendar of events, education information, the member login portal and much more. Since all members come to this site for relevant information, the packages on this site are better suited for associate members marketing their services to builders.

These new spaces will be launching in late July with a limited number being available.

Information is available from Creative and Marketing Coordinator Holly Pemberton at holly.pemberton@dallasbuilders.com or 214-624-3176.

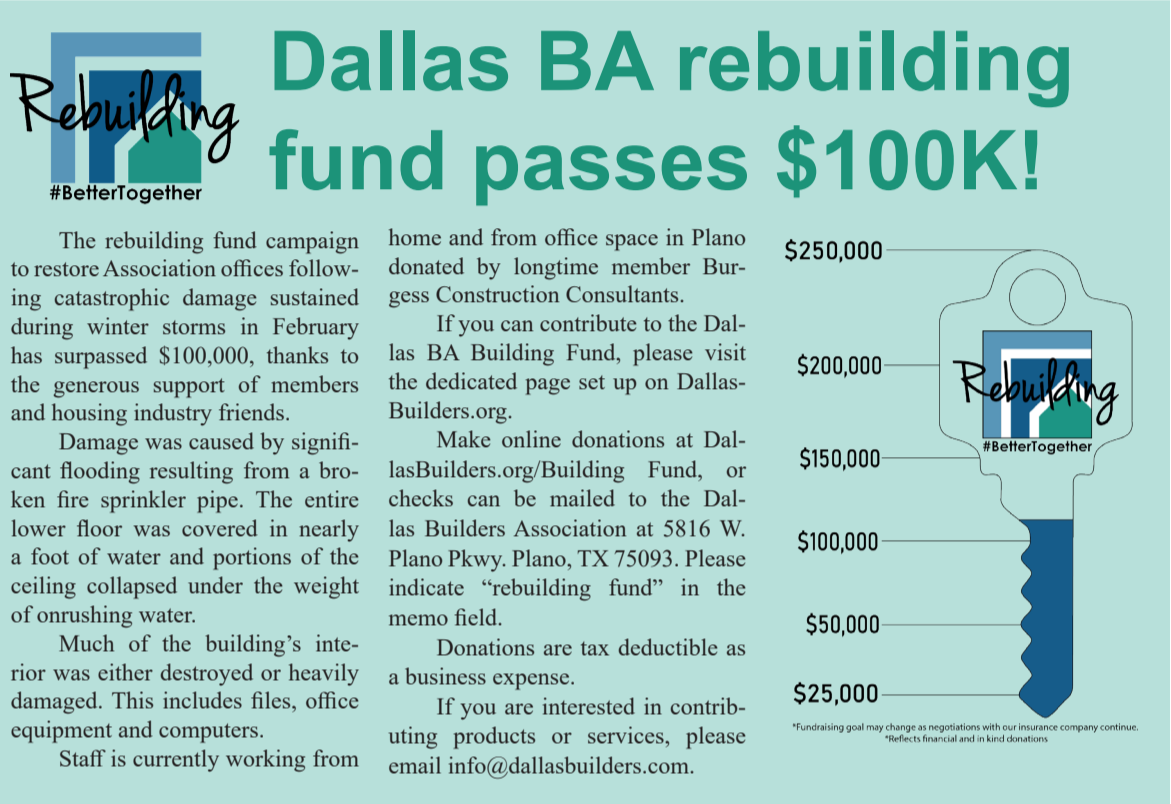


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## Rebuilding fund passes \$100K!

The rebuilding fund campaign to restore Association offices following catastrophic damage sustained during winter storms in February has surpassed \$100,000, thanks to the generous support of members and housing industry friends.

Damage was caused by significant flooding resulting from a broken fire sprinkler pipe. The entire lower floor was covered in nearly a foot of water and portions of the ceiling collapsed under the weight of onrushing water.

Much of the building's interior was either destroyed or heavily damaged. This includes files, office equipment and computers.

Staff is currently working from home and from office space in Plano donated by longtime member Burgess Construction Consultants.

If you can contribute to the Dallas BA Building Fund, please visit the dedicated page set up on DallasBuilders.org.

Make online donations at DallasBuilders.org/Building Fund, or checks can be mailed to the Dallas Builders Association at 5816 W. Plano Pkwy. Plano, TX 75093. Please indicate "rebuilding fund" in the memo field.

Donations are tax deductible as a business expense.

If you are interested in contributing products or services, please email [info@dallasbuilders.com](mailto:info@dallasbuilders.com).

\*Fundraising goal may change as negotiations with our insurance company continue.  
\*Reflects financial and in kind donations



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# T.W. Bailey Sr. selected CGP Designees of the Month

Presented by 

The Dallas BA's Education Committee has selected T.W. Bailey Sr. as the Certified Green Professional Designee of the Month.

Bailey's career in the housing industry began in the '80s with Doyle Wilson Homes in Plano. After working for various volume builders in sales and project management roles he founded Bailey Family Builders in February 2003. The following month his company joined the Dallas Builders Association, and he went on to found a second company WaterMark Custom Builders, which also joined soon after.

Bailey's companies focus on green building, energy efficiency and healthy home construction methods, in both new construction and remodeling.

T.W. earned his Certified Green Professional designation in 2008. To become a CGP, he was required to satisfy the National Association of Home Builders course curriculum, which included an education in high-performance building techniques along with business management.

He has served in many leadership roles with the Association, including president in 2007. He is a Life Director and one of his most distinguished achievements includes winning the Dallas BA's Shorty Howard Trophy an incredible 11 times.

The Shorty Howard Trophy is given annually to the Association's top membership recruiter for the previous 12 months. Bailey is also a national top recruiter and is currently ranked 13th in the United States with the incredible feat of holding 2,029 Spike credits.

In 2009 he was the recipient of

the Hugh Prather Award, which is the highest honor bestowed by the Dallas Builders Association. It is given annually to the builder, remodeler or developer member who has done the most for the betterment of the Greater Dallas Region.

Bailey's other notable accolades include winning an ARC Award for Best Green Built Home Over \$1 Million; Texas Association of Builders Star Award Builder of the Year nominee; TAB Philanthropist of the Year; National Association of Home Builders Special Award for his contribution to the national green building movement; and making *D Magazine's* Best Builders in Dallas list numerous times.

### How do you market your designation?

I always market the designation and Dallas BA membership as setting members above the general group of builders and remodelers.

### What does your designation add to your business?

People respect the fact that the professional they are working with has studied the science of building the best home possible.

### How do your customers respond to your designation?

The client is normally willing to take your advice on matters of concern.

### Why did you select this designation?

This designation was the leading edge several years ago and is still a front runner among all the NAHB Designations. The younger clients really think it is the way to go.

### Do you volunteer or have civic duties?

I have always given back and think



T.W. Bailey Sr., CGP

that everyone can help to make our community a better place to live and raise our families.

### How did you get started in this business? What got you into the industry?

Many years ago, a friend came to me and said he wanted to introduce me to an industry where I could prosper and enjoy success. I started on dirt in a trailer and literally learned the business from the ground up.

### Advice you may give to someone new starting out?

My advice is that if I can do it—and I have—anyone can if they want to and focus on their goal.

### What is your favorite hobby?

Keeping up with my granddaughter Bailey. She just finished two years as a World Famous Kilgore College Rangerette, and she was the Left End Lieutenant this past year. She is off to A&M for the next few years, and we look forward to seeing her on the dance squad there as well.

To learn how you can earn a nationally recognized certification, contact Sheena Beaver at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com).

# Upcoming Classes: July & August

Presented by 

### Insulated Concrete Form (ICF) Construction vs Traditional Framing – @Project Site Class – July 28 (DATE CHANGE)

A box lunch will be provided to those attending in-person. Class will be held in the East Dallas area.

THIS DATE MAY CHANGE DUE TO WEATHER DELAYS TO THE PROJECT.

With Builders looking for an alternative, is ICF construction the new way to go? Come and find out!

Class topics include why ICF construction is becoming more popular, the construction process using ICF, floor and roof systems used with ICF construction, cost analysis and differences vs traditional framing and the benefits of ICF vs traditional framing

Time: 10 a.m. – 12 p.m.  
Cost: \$25 Member/ \$35 Non-Member

This class is brought to you by 2021 title partner StrucSure Home Warranty and series partners Texas Builders Resource Group, DuPont, Burgess Construction Consultants and Milwaukee Electric Tool.

### Building a Winning Team – Building a Better Business – August 4

Every winning business requires a winning team. Join Rich Allen as he discusses the seven keys to creating a winning team. You will learn how to make the critical adjustments to your people programs and why you should never accept anything less than the best.

Prior to becoming a small business advisor in 2007, Rich was an officer in the U.S. Army and held executive positions with both Texas Instruments and Pella Corporation. Rich holds a BS in accounting from Arizona State University and an MBA in International Business from the University of Texas at Dallas.

Time: 4-5 p.m.  
Cost: \$25 Member/\$35 Non-Member

Brought to you by 2021 Title Partner StrucSure Home Warranty.

### Estimating and Scheduling (CGB, CGR, CGA) Certification Virtual Course – August 11

The ability to effectively prepare for a project is vital to the success of any business. Project preparation consists of multiple processes that work together and, when performed effectively, enable you to increase your efficiency, achieve greater client satisfaction, enhance team and vendor relationships and protect profitability. This course provides the knowledge and skills to perform two of the critical processes in project preparation: estimating costs and creating the schedule to complete the project.

Participants will be able to:

- Illustrate how estimating and scheduling work together to effectively set up the project.
- Identify the fundamentals of estimating to identify the costs (not the selling price).
- Use spreadsheets and packaged estimating systems.
- Identify scheduling fundamentals.
- Illustrate the schedule as a key communication tool.

The class will be taught by Donny Mack, CAPS, CGP, CGR, GMB, of Mack Professionals/Beaver Builders, one of 12 individuals who have earned the title of NAHB Master Instructor.

He has been remodeling homes for 35+ years, building new homes for over 20 years and completing commercial projects from pharmaceutical clean rooms to hospital renovations.

Donny holds an associate's degree in science degree from Frank Phillips College, a BBA in strategic management from the University of North Texas and studied marketing at Texas Tech University for over two years.

Time: 9 a.m. - 4 p.m.  
Location: Interactive Zoom Classroom (register at least 48 hours in advance at [dallasbuilders.org](http://dallasbuilders.org))  
Cost: \$199/Member/\$299/Non-Member

Brought to you by 2021 Title Partner StrucSure Home Warranty.

## ACCEPTING SUBMISSIONS



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](mailto:holly.pemberton@dallasbuilders.com)

## SMALL BUSINESS GROWTH PARTNERS

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OR TYPE: [RB.GY/7UPCUS](http://RB.GY/7UPCUS) IN YOUR INTERNET BROWSER

TAB has been working with our exclusive, private partner, Small Business Growth Partners (SBGP) to help our members reach maximum growth and potential through their one of a kind BPA Process. This has been refined for over 10 years of working exclusively with Builders, Remodelers & HBA Associate Members.






## WHAT IS A BPA?

A BPA (Business Plan of Actions) is a 3 yr & 12 month roadmap for you and your business, addressing your:

-  MARKETING + LEAD FLOW
-  SALES + SALES PROCESS
-  MARGINS + PROFITABILITY
-  TEAM, HIRING + COMMUNICATION
-  PROCESS + SYSTEMS
-  SUCCESSION PLANNING

CULMINATING IN A 40+ PAGE STEP-BY-STEP PLAN FOR YOU & YOUR BUSINESS

## HOW THE NATION'S BEST BUILDERS PROTECT THEIR BUYERS

-  MIRROR IMAGING OF TAB PERFORMANCE STANDARDS
-  SOIL MOVEMENT AND SETTLEMENT COVERAGE
-  FAST AND FAIR CLAIMS MANAGEMENT
-  REINSURANCE PROVIDED BY A-RATED LLOYD'S OF LONDON
-  FLEXIBLE PROGRAMS TO MEET EVERY HOMEBUILDER'S NEEDS



Contact me to learn how we can save you money and add value to your projects with our 10-year, insurance-backed warranties that mirror the TAB Standards.

Tiffany Acree, CGA, CGP  
Senior Vice President of Sales  
817-726-6880 • [tacree@strucsure.com](mailto:tacree@strucsure.com)  
[www.strucsure.com](http://www.strucsure.com)

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## NEW FOR 2021! TAB BUILDER'S RISK INSURANCE PROGRAM APPROVED AGENCY



Now, not only does StrucSure Home Warranty offer the nation's best warranty, our sister company, SHW Insurance Services, is approved to sell the TAB Builder's Risk Insurance Program. Visit [www.shwins.com/buildersrisk](http://www.shwins.com/buildersrisk) for a free quote.

THE BEST HOMES IN AMERICA ARE PROTECTED BY STRUCSURE HOME WARRANTY

# NEW MEMBERS

## BUILDERS

Block 20, LLC  
David Brown  
804-894-0181  
BUILDERS - LAND DEVELOPER

C.L Castillo Builders  
Chester Castillo  
214-212-6757  
BUILDERS - RESIDENTIAL  
Spike: Dave Hambley, Lee Lighting

Christian Serrano Construction Group  
Christian Serrano  
469-383-6084  
BUILDERS - RESIDENTIAL

Grace Homebuilding Company  
Corry Blount  
469-853-0552  
BUILDERS - RESIDENTIAL  
Drew Walling, Drew Walling Custom Homes

Quantum's Elite Homes, LLC  
Daniel St. Claire  
972-401-1333  
BUILDERS - RESIDENTIAL

Signorelli Construction  
Brian Signorelli  
325-276-2395  
BUILDERS - REMODELER

Siri Design and Build  
Leela Veeramachaneni  
940-218-3969  
BUILDERS - RESIDENTIAL

Star Contractors, LLC  
Brian Schwall  
214-893-1961  
BUILDERS - REMODELER  
Spike: Tom Sadler, Tom Sadler & Associates

## ASSOCIATES

BDX  
Jefre Outlaw  
866-651-8866  
MARKETING/PROMOTIONAL SERVICES

CADE Studio, LLC  
Chloe duPerier  
316-871-7964  
DESIGN/ARCHITECTURAL SERVICES  
Spike: Michael Turner, Classic Urban Homes

Michael T. Enterprises Inc DBA  
Champions Marketing  
Kendra Barnes  
972-602-0200  
PLUMBING

MIS  
Doug Boyles  
386-682-3873  
DESIGN/ARCHITECTURAL SERVICES  
Spike: Danny Stanphill, DuPont

MStone Stone & Tile  
Doug Levin  
214-432-0264  
KITCHEN

Yates Communicates  
Shelley Yates  
504-231-6807  
MARKETING/PROMOTIONAL SERVICES

Zillow Offers  
Leann Kass  
206-470-7000  
REAL ESTATE

## AFFILIATES / ADDITIONALS

Dominium Management Services  
Khayree Duckett  
763-401-4359  
REAL ESTATE

Dominium Management Services  
Neal Route  
763-762-4767  
REAL ESTATE

Quantum's Elite Homes, LLC  
Barbara Cominoli  
469-507-1084  
BUILDERS - RESIDENTIAL

## Milestone Anniversaries



**Jarrett Construction – 25 Years**  
John and Ed Jarrett of Jarrett Construction display their recognition for 25 years of continuous membership in the Dallas BA. The Milestone Award Program is possible through the partnership of StrucSure Home Warranty.



**Bush, Rudnicki, Shelton, P.C. – 25 Years**  
Nicole Burrow accepts the Milestone Award recognizing 25 years of continuous membership for attorneys Bush, Rudnicki, Shelton, P.C.

**40 Years**  
Mike Foster Custom Homes Inc.

**30 Years**  
MHI

**25 Years**  
Brandon Industries, Inc.

**20 Years**  
Bonded Lightning Protection Systems, Ltd.  
Rescom Fire Systems Inc.  
Texas Tile Roofing LLC

**15 Years**  
Arizona Tile  
Chapman Custom Homes

**10 Years**  
HomesUSA - Bob Hafer  
James Andrews Custom Homes  
Professional Plumbers Group, Inc.  
StazOn Roofing, Inc.

**5 Years**  
Beazer Homes  
Douglas Signature Homes, LLC  
ECI Software Solutions  
Hoffmann Homes - Charles Charley  
JLD Home Cinema, LLC  
Nob Hill Decorative Hardware  
United Propane

Milestones Presented by:



## AFTER HOURS

Thursday, July 29  
6-8 p.m.

Hosted By



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Builder must be present at time of drawing to be eligible to win the Builder Jackpot. After Hours is FREE to attend, but reservations are required.

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