

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXIX

No. 10

October 2022

## Dallas BA's Industry Investors for 2022



## BRIEFLY

Young Professionals meets Oct. 5 at Association offices. The program will be a construction management panel featuring Chris Hesson, Shaddock Caldwell; Mark Gossett, Union-Main Homes; and Tim Jackson, Highland Homes. The meeting begins at 5:30 p.m. [Register.](#)

A City of Dallas Development Services Department Round Table will be featured at the Oct. 6 Dallas Division Luncheon. Panelists include Chief Building Official Andrew Espinoza, Deputy Building Official James Metzgar Sr. and Assistant Director of Land Development M. Samuel Eskander. [Register.](#)

New members and veteran members alike are invited to the Member Welcome Breakfast on Oct. 4. Network with the Association's newest members, while learning about the great benefits and discounts available through membership. Thank you to Membership Partner StrucSure Home Warranty. [Register.](#)

The Multifamily Builders Council Golf Tournament presented by Andersen Windows is sold out, but a few partnership opportunities remain. The event will be held Oct. 14 at The Courses at Watters Creek in Plano. [Details.](#)

Professional Women in Building present Jean Ann Brock, founder of Highland Homes, at its Oct. 19 luncheon at Dallas BA offices. [Register.](#)

The Multifamily Builders Council will host a lunch meeting Nov. 1 at Dallas BA offices. [Register.](#)

Advertising sales are ongoing for the 2023 Membership Directory, which is being published by E&M Consulting. Members can expect to receive calls and other correspondence from the company, which has worked in partnership with the Dallas BA on this project for many years.

Look inside for more Association events coming this month.

# Alan Hoffmann is 2022 recipient of Hugh Prather Award, Dallas BA's highest honor

The Dallas Builders Association has awarded the 2022 Hugh Prather Trophy to Alan Hoffmann, CGB, CGP, of Hoffmann Homes. The award is the highest honor bestowed by the Dallas BA and has been presented annually for the past 72 years to a builder, remodeler or developer member who has done the most for the betterment of the community and the industry as a whole.

The 2022 presentation was made during the Association's Oct. 1 Installation of Leadership held at Las Colinas Country Club and presented by 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 homebuilding icons such as Dave Fox, W.W. Caruth Jr., Bob Folsom, Fred Roach, Kent Conine, Tommy Ford, N.D. Hopkins and Harold Pollman, among others.

2021 Prather recipient Frank Murphy of Wynne/Jackson presented the award.

Alan Hoffmann served as Dallas BA president in 2018.

He serves on NAHB's Leadership Council and its Building Systems Council. He is past chairman of TAB's Legal Affairs Committee and is working with the City of Dallas on their pending zoning overhaul.

"For well over a decade, Alan

Hoffmann has worked with Dallas BA staff on a litany of issues in the City of Dallas, starting with writing the city's Green Building Ordinance," said Executive Officer Phil Crone. "On this and several other code-related items, Alan's ability to 'talk the talk and walk the walk' has been invaluable."

A go-to source for media interviews, Hoffmann has represented the Dallas BA countless times on camera, most recently in the midst of the City of Dallas permitting crisis.

"He has never been afraid to stand his ground, and went head-to-head with a city government that threatened to arrest him for refusing to pay an excessive and illegal permit fee," Murphy noted during the presentation. "This case produced excellent precedent for the industry from the Texas Supreme Court."

Hoffmann also positively influenced elections in the City of McKinney by putting together a social media exposé on the illegal exaction that city leaders were demanding from his clients.

Considered a pioneer of sustainable building, Hoffmann has brought many "firsts" to the North Texas marketplace. He was the first builder to use Insulated Concrete Panels here and the first builder to use these for exterior walls for single-family structures. He is credited with building the first ICF homes in a number of cities in North Texas, and his company designed and built the first homes to be certified by the U.S. Green Building "LEED for Homes" program.

## Nov. 10 State of the Industry Summit to feature stellar line up

The State of the Industry Summit, presented by Hotchkiss Insurance Agency Nov. 10, features an incredible speaker lineup and will address key issues impacting the market in the immediate aftermath of the midterm elections.

The event will begin with Dr. Rob Dietz, NAHB's chief economist and senior vice president for economics and housing policy. He will provide a forecast of what's to come for the national economy, supply chains, interest rates and what impact those factors will have on single- and multifamily builders in the North Texas area.

The second half of the program will break down the impact of the midterm elections, held just two days prior, on housing at both the federal and state

levels. Lake Coulson, NAHB's vice president of government affairs, and Scott Norman, Texas Association of Builders executive vice president, will be on hand to let attendees know what to look for and what issues they may have to contend with in the months ahead with a new Congress and the start of the state legislative session in January.

The event, held at Vouv Dallas, begins with breakfast at 8:30 a.m. followed by the program at 9 a.m.

In addition to Title Partner Hotchkiss Insurance Agency, program partner is West Fraser. Additional partnerships are available; details can be found [HERE.](#)

Tickets are \$25 per person and are now available [HERE.](#)



Dr. Rob Dietz



Scott Norman



Lake Coulson



Last year's Hugh Prather Trophy awardee Frank Murphy of Wynne/Jackson presents the award to the 2022 recipient, Alan Hoffmann of Hoffmann Homes during ceremonies held Oct. 1 at Las Colinas Country Club.



Outgoing President Andrew Pieper of Hillwood Communities presents the official symbol of office, the presidential gavel, to newly installed President John Porizek of M/I Homes of DFW. Installation of Leadership was held Oct. 1 in partnership with StrucSure Home Warranty. More photos are on page 5.



DallasBuilders  
ASSOCIATION

Don't golf? Be a tee box partner. Set up a table at the tee box and network with the golfers as they come by.

**Golfer Fees**  
**\$125 individual**  
**\$500 team**

For more information on this event, please contact Misty Varsalone, Director of Meetings & Special Events at 214-615-5012.

2022 Dallas BA Open  
Golf Tournament



Monday, November 7, 2022

9:00 am Registration  
10:00 am Shotgun Start  
280+ golfers expected!  
Don't miss out on this partnership opportunity.

# Milestone Anniversaries



## The Jarrell Company – 75 Years

Eric Neel accepts the 75-Year Milestone Award representing seven and a half decades of continuous membership in the Association.

### 60 Years

Associated Truss & Lumber Co.

### 35 Years

Covert + Associates  
Redi Mix Concrete

### 25 Years

John Lively & Associates

### 5 Years

Shower Doors of Dallas

Milestones Presented by:



# Last Call for Dallas Permitting Survey

Builders with active or recently-permitted projects in Dallas are strongly encouraged to complete a brief, five question, survey regarding the amount of time it took (or is taking) for their permits to be approved. The individual data will not be shared, only the overall averages will be used to assist the Association's advocacy efforts.

**Take the Survey**

Construction Monitor				Dallas Single Family Builders			
Year-to-Date 09/21/2022				Year-to-Date 09/21/2022			
Residential	Permits	Value	Units	Builder	Homes	Value	
Single Family Homes	13,722	\$4,283,665,199	13725	1 First Texas Homes	509	\$181,602,100	
Duplexes & Twin Homes	80	\$12,826,104	149	2 Bloomfield Homes	502	\$159,440,851	
Apartments & Condos	137	\$1,408,392,327	14373	3 Highland Homes	319	\$128,597,006	
Cabins	1	\$80,000	0	4 D R Horton	478	\$122,983,068	
Other Residential Structures	581	\$31,722,480	0	5 MI Homes	227	\$112,740,569	
Swimming Pools & Spas	3,130	\$181,324,715	0	6 TSHH LLC	238	\$88,891,790	
Garages & Carports	231	\$13,408,317	0	7 American Legend	242	\$80,305,317	
Res Rmdl, Addn, Int Fin	2,415	\$152,742,489	0	8 Heritage Homes	269	\$76,477,480	
Reroof Residential	813	\$43,478,406	0	9 K Hovnanian Homes	204	\$72,835,591	
<b>Total Residential Const</b>	<b>21,110</b>	<b>\$6,107,639,296</b>	<b>28,247</b>	10 Landon Homes	189	\$72,374,600	

Dallas Building Permit Summary			
Week 38 - 09/15/22 to 09/21/22 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	319	\$84,262,952	319
Demolition	18	\$14,000	0
Grading & Dust	1	\$20,000	0
Footing & Foundation	99	\$610,921	0
Duplexes & Twin Homes	4	\$473,750	8
Apartments & Condos	1	\$20,700,000	0
Other Residential Structures	20	\$742,485	0
Swimming Pools & Spas	109	\$4,686,786	0
Garages & Carports	5	\$612,900	0
Res Rmdl, Addn, Int Fin	89	\$3,922,700	0
Reroof Residential	37	\$1,062,958	0
<b>Total Residential Const</b>	<b>702</b>	<b>\$117,109,456</b>	<b>327</b>



## Fall's Regulatory Round Up

The continued growth in the region, and the process of area municipalities updating their construction and planning codes, means the Dallas Builders Association remains on the watch for regulatory and fee changes that can impact the ability to provide homes that area home buyers can afford.

In Celina, the City Council on Sept. 13 voted to approve the adoption of the 2021 I-codes, including the regionally recommended amendments provided by the North Central Texas Council of Government's Regional Codes Coordinating Committee (RCCC), of which Dallas BA is a voting member.

This is important for two reasons. One, the RCCC recommendations are a product of deliberation of area stakeholders, including area building officials, that helps provide some relief from increases in construction costs. And two, because it shows Celina is recognizing that the benefits home construction brings to their area's economy.

There was, however, a provision in early drafts of the ordinance that raised the concerns of Dallas BA.

Tucked inside the section of amendments related to single-family residential construction was an amendment related to "Builder Product Options." The language stated that "Upon request by a prospective resident, builders shall make best efforts to accommodate and make available the following products — residential fire suppression sprinkler system, electric car charging station, and solar panels."

This language could have opened the door to a number of problems for builders who provide most of the homes in Celina. One would have been the availability of trades to install such after-market products should it later become a mandate. Even with custom builders, there has always been a need to ensure that the home buyer has a thorough understanding of the cost increase related to the installation and any follow-on maintenance.

Dallas BA voiced our concerns to both city staff and council, and the provision was stripped from the ordinance before the council's vote.

As part of their effort to help builders be ready for the code updates, the City of Celina is hosting a builder meeting on Oct. 5 to give information regarding significant changes that impact those building under the IRC.

Earlier this year we reported on the City of Denton's amending of their park fee-in-lieu and park development fees. It was the first update the ordinance had undergone since its inception. What

was going to be a much more costly fee increase for builders was reduced after Dallas BA weighed in.

Now, the city, which is expected to experience significant growth, is planning to discuss, review and possibly amend their impact fees. Denton's impact fees, as initially implemented, have been reasonable thanks to the efforts of this Association in 2015 and 2016. But material and land costs are likely to have an even bigger impact as the fees undergo their required review.

The matter is scheduled to be presented to the Oct. 12 work session of the Planning and Zoning Commission, followed by a Developer Town Hall Meeting on Oct. 13, and a presentation to the City Council Work Session on Oct. 18. Dallas BA will be making the industry's voice heard.

You may have heard that Dallas BA has been engaged in addressing some permitting concerns in the City of Dallas. If you have not, we are glad to welcome you to your first read of Home Front.

On Sept. 6, Dallas' Development Services Department Director and Chief Building Official, Andrew Espinoza, along with Deputy Building Official James Metzgar and Assistant Director of Land Development Sam Eskander, visited with Dallas area builders here at the Dallas BA to give an update on Development Services (DEV) realignment process and overall effort to address permitting delays and department efficiency.

The department's new leadership has shown a desire to make things better for builders and has continued to seek input from Dallas BA members.

DEV staff provided an update on their recent transition taking ProjectDox to a cloud-based delivery system in August and the recent training classes offered to builders who use the system. Along with an update on the department sees its improvement on permit timelines, DEV staff also gave further detail regarding its rollout of their expedited plan review process (RSVP) and work to bring on preliminary approvals for submittals from single family development homes with identical plans.

In addition to its continual advocacy at the local level, Dallas BA is preparing itself for the upcoming legislative session in Austin that will gavel in during the month of January.

It is not uncommon for government relations staff to find themselves in Austin multiple times during the session to be part of the home building sector's statewide advocacy effort.

David Lehde  
Director of  
Government  
Affairs



Nov. 8 will be the general election date for what has been a very busy and well-advertised election year. Along with local county candidates of interest, Dallas BA will monitor races for both the State Senate and State House of Representatives, as well as key leadership positions including the Governor.

There will also be races for all of the U.S. House of Representative seats in our service area. Dallas BA members and staff have already met with many of our U.S. House Representatives and will continue to reach out to those who the Association supports in our area's state legislative races. Early voting begins on Oct. 24.

It is important that those who are elected to make decisions that impact housing understand that it is important to follow the advice of those who provide housing.

An important advocacy tool is HOMEPAAC of Greater Dallas, the non-partisan action committee of the Association. With the upcoming general election, and the busy municipal election season we will see in the Spring, HOMEPAAC will be very active.

October begins the 2022/23 cycle for HOMEPAAC of Greater Dallas. Association members who are interested in participating or have questions about our advocacy efforts should contact the Director of Government Affairs. Information can also be found on Dallas BA's advocacy page at <https://dallasbuilders.org/advocacy/>.

## Builder Contracts Package

The Texas Association of Builders' Contracts Package subscription is available to builder members for \$399.99 (plus tax). It's your blueprint for typical construction and remodeling transactions in the State of Texas. In addition to reflecting new legislative mandates, the package includes more additions and enhancements that ever before. The subscription is good through Aug. 31, 2023.

[DETAILS](#)

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BARCIE VILCHES, Editor

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## Upcoming Classes: October & November

Presented by 

### Luxurious Outdoor Rain and Shading Solutions for High-End Residential Projects: @Project Site Series - Oct. 4

This class and tour will examine the different motorized rain and solar protection options available to home builders. Discuss new design trends used to expand the outdoor living experience and associated health benefits. In addition, learn how to select the right solution for the task including basic pre-construction planning.

This class will cover:

- Overview of outdoor living and its health benefits
- Variety of sun and rain protection products available to home builders
- Motorized Exterior Drop Shades
- Retractable Awnings
- Louvered Roofs
- Retractable Pergola Systems
- Identification of what solar/rain protection system to use, when and why
- Pre-construction planning
- Installation examples from across the United States and Canada

The classroom session will also cover pre-construction planning: understanding what the client needs, analysis of the construction site, power requirements and drops, how and what to measure and permit considerations.

This is an in-person only class and tour, to be held at Corradi USA in Carrollton. Lunch will be served following the educational session.

Register at [DallasBuilders.org](https://DallasBuilders.org).

Time: 10 a.m. – 1 p.m.

Cost: \$35 Member/\$55 Non-Member (Includes Barbecue Lunch)

Series Partners are Burgess Construction, DuPont and Texas Builders Resources Group.

### Tools & Technology: Managing a Better Business Series - Oct. 5

Learn which tools and technology builder members use to maximize their profits and streamline their timelines in a 3-hour boot camp with real-life applications and demonstrations.

Instructor panelists Joshua Divino, Correa Homes; John Todd, Elite Remodeling; Tim Lansford, Luxury Homes of Texas; and Diane Hatfield, Alair Homes, will discuss tools they use to manage their own businesses.

Other topics will include:

- CRM solutions
- Change orders
- How panelists manage their sales pipeline
- What apps are vital to them?
- Gantt charts
- Budgeting tools
- Strategies / Systems/ Processes
- Tools used to save time/ money/ improve client satisfaction
- Lead times tips

Time: 10 a.m. – 1 p.m.

Cost: \$35 Member/\$55 Non-Member In-Person and Virtual Options

[Register for Tools & Technology.](#)

### Roofing I - World of Roofing: Building a Better House Series - Oct. 13

Instructor Brett Hall of Joe Hall Roofing will explore types of shingles and roofing options. The class will cover:

- All materials in the market today
- Benefits of each type + hands on display
- Pros & cons of each type of roofing
- Costs analysis

Time: 10 a.m. – 1 p.m.

Cost: \$35 Member/\$55 Non-Member In-Person and Virtual Options

Series Partners are DuPont, Samsung and Texas Builders Resources Group.

[Register for Roofing I.](#)

### Roofing II - Keeping It Clean; Avoiding Costly Mistakes: Building a Better House Series - Oct. 20

Instructor Brett Hall of Joe Hall Roofing will detail lessons learned from his seat at the tables of litigation, mediation and arbitration and will discuss what all could go wrong and keys to avoiding these pitfalls.

The class will cover:

- Moisture-related issues that can lead to problems. Roof types and how they can lead to problems.
- Insulation + ventilation
- Pitfalls to avoid
- Why projects end up in litigation
- Common mistakes
- Little problems that become big ones
- IRBC – NRCA – SMACMA – ARMA – MFG. Roof to code.

Time: 10 a.m. – 1 p.m.

Cost: \$35 Member/\$55 Non-Member In-Person and Virtual Options

Series Partners are DuPont, Samsung and Texas Builders Resources Group.

[Register for Roofing II.](#)

### Client Management: Managing a Better Business Series - Nov. 2

Gain perspective on how to manage your clients from some of the best housing industry professionals around—Past President Matt Mitchell of James Anderson Custom Homes and John Todd of Elite Remodeling.

This class will cover:

- How to deal with difficult clients
- How to effectively manage leads
- Competitive proposals
- Negotiating with clients
- Solutions to being underbid

Time: 10 a.m. – 1 p.m.

Cost: \$35 Member/\$55 Non-Member In-Person and Virtual Options

[Register for Client Management.](#)

The All Access Continuing Education Pass gets you into all of the 2022 continuing education classes for only \$249! Pass holders will also have access to all Continuing Education on-demand videos. [DETAILS.](#)

## Designee Spotlight: Teresa Williams, CGA

Presented by 

Teresa Williams established KJ Custom Screens & Outdoor Living in 2007 with a marketing background and limited construction knowledge. Being the fearless person she is, she dove headfirst into learning all she could about construction with a focus on motorized screens. Since then, Teresa's passion for learning has not wavered, and she obtained the nationally recognized Certified Graduate Associate designation this year.

Teresa believes this designation will benefit her business and help to show clients and builders her commitment to the industry. She plans to market her CGA on her business cards, social media and the company website.

What is it about the residential construction industry that she likes best? "I love the creativity and the design aspect that goes along with it," Teresa explains. "Due to the constant innovations and trends in the home market, we are constantly changing the way we design and complete projects. Improving amazing outdoor living spaces for families and homeowners to use provides me with a great sense of achievement. I love working with homeowners and custom builders and establishing great relationships along the way."

Teresa advises women starting out in the construction industry to know that it can be quite intimidating at first. "By learning as much as you can about your product or services, it will instill confidence," she says. "With time, you will make great connections and you can really be successful if you stick with it."

KJ Custom Screens & Outdoor Living has just recently become a certified Woman-Owned Business through the Women's Business Enterprise National Council. This certification is not an easy feat; there are very strict guidelines and a mountain of paperwork to submit, including financials, affidavits, business history, resumes, service agreements and much more.

In February they were featured on *Designing Spaces Luxury Edition*, the Lifetime TV show. *Luxe Magazine* and the *Houston Voyager* have both included KJ Custom Screens & Outdoor




Teresa Williams, CGA  
KJ Custom Screens  
& Outdoor Living

Living in articles on Women-Owned Businesses in Construction. Throughout the years, the company has won many ARC Awards through the Dallas Builders Association including Subcontractor of the Year for 2021 and Best Social Media Campaign and Best Marketing Campaign this year.

Teresa is the founder of the organization Texas Acts of Kindness, a charity founded to support local businesses and heroes of the community during Covid 2020. KJ Custom is the sole financier of this foundation and works to help local children's homes, veteran job agencies and local hospitals. Along with providing meals to hospitals and clinics, Texas Acts of Kindness brings awareness to important matters such as mental health, local health care facilities and more.

Teresa and her husband, Shane Williams, have four children and two dogs. When she is not traveling, she enjoys spending time with her family out on their patio with a nice glass of wine.

To learn how to become a Certified Professional or to find out about other educational opportunities, contact Sheena Beaver at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com). Check the latest offerings at [dallasbuilders.org/upcoming-classes](https://dallasbuilders.org/upcoming-classes).



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## ACCEPTING SUBMISSIONS



The Home of the Week presented in partnership with The Dallas Morning News, is now open to multifamily builders and land developers in addition to single-family builders. The feature will highlight homes (in all stages of completion), apartment/condo complexes and master-planned communities. These projects will be promoted in both the print and online Dallas News, on DallasBuilders.com and on social media.

**INTERESTED?** Contact Holly Pemberton at 214-624-3176 or [holly.pemberton@dallasbuilders.com](mailto:holly.pemberton@dallasbuilders.com)

# Dallas BA hosts 80th Installation of Leadership



Senior officers are sworn in during the 2022 Installation of Leadership. They are, from left, Treasurer James Falgout, James L. Falgout, PC; Associate Vice President Tiffany Acree, CGA, CGP, StrucSure Home Warranty; Vice President/Secretary Kelly Hoodwin, CGA, CMP, Altura Homes; and First Vice President Adam Lingenfelter, Lingenfelter Custom Homes. Past President Michael Turner was the installing officer.



Incoming president John Porizek of M/I Homes of DFW presents 2021-2022 President Andrew Pieper of Hillwood Communities with his past president's plaque at the September Board of Directors meeting at Association offices.



### BGE Named Associate of the Year

Matt Robinson accepts the Clyde Anderson Associate of the Year Award on behalf of his company, BGE. This award is presented annually to the associate member who provides exemplary service to the Association and its members and to the home building industry as a whole. The Dallas BA has relied on BGE's expertise countless times on key advocacy issues. When the Association's political action committee needed to launch a new fundraiser, BGE stepped up to lead the effort as title partner of the HOMEPAAC Shootout.



Incoming President John Porizek of M/I Homes of DFW with wife Terresa Porizek with outgoing President Andrew Pieper of Hillwood Communities with his wife Morgan.



These staff members are honored for reaching milestone anniversaries. Creative and Marketing Coordinator Holly Pemberton has been on staff for five years, and Director of Special Events Misty Varsalone celebrates 15 years with the Dallas BA.



### Chris Clay Is Shorty Howard Awardee

For the second consecutive year, Chris Clay of 2-10 Home Buyers Warranty is honored with the Shorty Howard Award presented annually to the Association's top membership recruiter. Chris has been tapped to chair the Membership Committee this year. "I speak to builders in 99% of my conversations, and they love the different resources/educational benefits on top of the TAB contracts package they can purchase," Chris says. "There is a tremendous amount of value for them to gain by joining the Association."



Past Presidents join 2022-2023 directors to recite the oath of office. Past President Jeff Dworkin served as the installing officer for Dallas BA directors and leadership teams for the Association's divisions and councils.



TV Personality Amy Vanderloef served as mistress of ceremonies for the Installation of Leadership gala at Las Colinas Country Club.

[VIEW ALL INSTALLATION PHOTOS](#)



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

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## Presidents Club

Jerry Carter – 56th President  
Kent Conine – 54th President  
Bob Cresswell – 55th President  
Jeff Dworkin – 71st President  
Donnie Evans – 73rd President

Alan Hoffmann – 75th President  
Tim Jackson – 66th President  
Carol Longacre – 68th President  
Matt Mitchell – 78th President  
Mike Mishler – 63rd President

Frank Murphy – 72nd President  
Andrew Pieper – 79th President  
Matt Robinson – 76th President  
Michael Turner – 74th President  
Justin Webb – 77th President



### Help Fellow Industry Professionals Impacted by Hurricane Ian

If you are able to help those impacted by Hurricane Ian's devastation, please consider donating to the Florida Home Builders Foundation's Disaster Relief Fund. Proceeds raised will assist fellow industry professionals in the state with clean up and rebuilding efforts. [DETAILS.](#)

### Speed Networking Returns



Matt Mitchell of James Andrews Custom Homes learns about Balance Energy dba Dupure's water filtration systems during a 10-minute Speed Networking rotation.



Nick Richardson, purchasing manager with Lingenfelter Custom Homes, talks to the California Closets crew during Speed Networking.



Ten builders meet with representatives of 10 associate members in 10-minute rotations at the Sept. 22 Speed Networking.



### NOVEMBER 10, 2022

Vouv  
4445 Sigma Rd.  
Dallas, TX 75244  
8:30 - 9:00am  
Registration & Breakfast  
9:00 - 11:30am  
Program  
Presented by



#### What's Ahead for Housing: The Economic and Political Landscape After the November Elections

The State of the Industry Summit provides a glimpse into the strength of the residential construction industry and examines the distinct challenges and opportunities anticipated in the Dallas area. This 2-hour morning event features a housing economic update and looks into the most relevant policy issues and their impact on the housing industry.

Register now at  
[www.DallasBuilders.org](http://www.DallasBuilders.org)

Dallas BA Member: \$25  
Non-Member: \$35



**Dr. Robert Dietz**

Chief Economist and Senior Vice President  
for Economics and Housing Policy  
National Association of Home Builders



**Scott Norman**  
Executive Director  
Texas Association of Builders



**Lake Coulson**  
Vice President Government Affairs  
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# NEW MEMBERS

## BUILDERS

Jesse Adams Custom Homes  
Adam James  
972-806-2554  
BUILDERS - RESIDENTIAL

Huffines Enterprises, Inc.  
Donald Huffines  
214-536-8592  
BUILDERS - LAND DEVELOPER

Krkonos & Ceph LLC  
Willis Hunt  
469-772-0056  
BUILDERS - RESIDENTIAL

Leon Multifamily  
Carl Starry  
972-679-6887  
BUILDERS - MULTIFAMILY

MRB Robotics LLC  
Craig Pettit  
972-342-7605  
BUILDERS - RESIDENTIAL

Newhall Homes LLC  
Perry Hall  
903-352-7580  
BUILDERS - RESIDENTIAL  
Spike: Tiffany Acree, StrucSure Home Warranty

Purpose Builder & Developments LLC  
Willie Cyrus  
954-520-9296  
BUILDERS - RESIDENTIAL  
Spike: Tyler Hood, Bush Rudnicki Shelton

## SUSTAINING ASSOCIATE

Jordan & Skala Engineers  
James Brauer  
469-385-1616  
DESIGN/ARCHITECTURAL SERVICES

## ASSOCIATES

Allied Interior Solutions / Square Cabinetry  
Matt Moore  
214-306-6877  
KITCHEN  
Spike: Kenny Hammons/Corey Pruitt, Trinsic Residential Builders, LLC/KWA Construction, L.P.

Allied Outdoor Solutions  
Claire Hemmer  
214-770-0205  
OUTDOOR LIVING

Engel & Völkers Dallas Fort Worth  
Roxann Taylor  
817-312-7100  
REAL ESTATE

Grand Openings  
Cole Baker  
469-475-7744  
WINDOWS  
Jim White, Builders FirstSource

Helvex USA  
Stefana Naicu  
210-427-2575  
PLUMBING

Hohe Design Group  
Jorge Ramirez  
806-626-4466  
DESIGN/ARCHITECTURAL SERVICES

Market Maker Events/Flooring Markets  
Lori Kisner  
770-559-0293  
PROFESSIONAL SERVICES

North Texas Flooring Solutions  
Kris Hanson  
877-689-3577  
FLOORING

ProHome  
Paul McMahon  
800-899-2451  
INSURANCE/WARRANTY  
Susie Moore, Maverick Warranties & Insurance & Jeff Dworkin, JLD Custom Homes

RW Supply + Design  
Isaac Harryman  
469-504-2642  
Spike: Joe Chamberlain, Caprock Custom Construction  
FLOORING

Siemens Industry  
Sara Nolan  
770-935-2000  
AUDIO/VIDEO

StageGlass  
Brigitte Poirier  
734-620-5011  
AUDIO/VIDEO  
Spike: Chris Hartley, K. Hovnanian Homes

ZMA Contracting Services LLC  
Chris Rhone  
469-207-3865  
SECURITY/SAFETY/  
ACCESSIBILITY

## AFFILIATES / ADDITIONALS

Advanced Concrete Surfaces, Ltd.  
Lucky Ivy  
972-620-0004  
CONCRETE

Allied Interior Solutions / Square Cabinetry  
Florian Fleischmann  
469-988-4433  
KITCHEN

Allied Interior Solutions / Square Cabinetry  
John Hodge  
903-926-8242  
KITCHEN

Helvex USA  
Roger Diebel  
210-417-6023  
PLUMBING

Hohe Design Group  
Emily Mitchell  
806-367-2256  
DESIGN/ARCHITECTURAL SERVICES  
Spike: Christian Serrano, Christian Serrano Construction Group

Jordan & Skala Engineers  
Andrew Smith  
469-385-1616  
DESIGN/ARCHITECTURAL SERVICES

Longacre Construction  
Bailey Longacre  
972-436-6200  
BUILDERS - REMODELER

M/I Homes of DFW, LLC  
Zachary Motley  
972-246-3407  
BUILDERS - RESIDENTIAL

Prosperity Bank  
Greg Ferguson  
214-502-2157  
FINANCIAL SERVICES

# AFTER HOURS

Thursday, October 20  
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## Builder Jackpot – \$1,000

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 requested.

[DallasBuilders.org](http://DallasBuilders.org)

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**DallasBuilders**  
ASSOCIATION

## JOIN US!

Contact us to learn more about the benefits of membership today!

# Dallas BA's first-ever Associates Trivia Night was a huge success!



The Milwaukee Tool team prove they know their stuff by claiming the very first Dallas BA Trivia Night Trophy. From left are Danny Orms, Tyler Edwards, Sammy Mandzhiev and Abby Moravek. Trivia Night was held Sept. 8 during National Associate Member Appreciation Month.



Door prize winner Ben Mayer, HomePro



Thanh Nguyen of FACETS Appliances, Kitchens & Baths is a cash prize winner.



Eric Kimberly with Texas Door & Trim is another lucky winner.



## Builder Mike Mishler Named Metro East Life Director

2022 Metro East Division President Doug Bowerman presents Mike Mishler of Mishler Builders with a plaque honoring him as a life director of the division. The presentation was made at the group's September meeting at Springhill Suites Dallas in Rockwall.

### PARTNERS

- Tommy Ford Construction
- V Luxury Homes
- George Davis & Associates
- Altura Homes
- Keen Homes
- Winston Custom Homes
- JLD Custom Homes
- KWA Construction
- Lingenfelter Custom Homes
- Classic Urban Homes
- Hoffmann Homes
- Elite Remodeling
- Divino Homes
- Facets Appliances, Kitchens & Baths
- Cresswell Builders

## Women in CC program double national rate

The number of women working in the construction industry across the country edged only slightly higher last year, rising to 11% of the overall construction workforce from 10.9% in 2020, according to the latest data from the Bureau of Labor Statistics.

Most women in the industry remain involved in office and administrative positions, with less than 4% involved in the skilled trades, where workers are sorely needed.

There are encouraging signs for the future, especially in Collin College's Construction Management program. Women comprise 22% of this year's freshman class, double the national rate. These women will soon be supervising job sites around the Metroplex for some of the largest residential and commercial construction operators.

Click [HERE](#) for more information about the great programs offered by Collin College.



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