

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXIX

No. 1

January 2022

## Dallas BA's Industry Investors for 2022



## Year in Review

# 2021: Resolve & Resilience

The first thing I do before writing this column every year is go back and read the ones from prior years. I take inventory of the problems we solved and see if my premonitions of the ones ahead came true or not. Suffice it to say, I missed the mark from 2019 to 2020, failing to anticipate that months later we'd be fighting for the very existence of our industry while supplying our members with gallons of hand sanitizer, masks and gloves.

Last year, I anticipated 2021's defining challenges to include permit delays in Dallas, the state legislative session and safely restarting our events as we passed the acute phase of the pandemic. While those certainly came to fruition, I had no idea that another crisis was lurking right around the corner.

Sure enough, in the span of less than 12 months, we went from confronting a global pandemic to seeing our office on The Weather Channel. Despite our preparation, February's winter freeze and the state's subsequent inability to supply power proved too much for our fire sprinkler system. A broken pipe ejected more than 150,000 gallons of water into our office, inundating everything within a foot of the floor and much more near the scene of the break. Our resolve and resilience were going to be tested again.

Past President Michael Turner was one of the first on the scene at the office and it feels like he's barely left since. Michael is one of the most technically proficient builders in the area, and it was a great relief when he stepped up to cap-

tain the extensive rebuild of our office.

There's so much to this project—from drying out and taking inventory of the damage, redesigning the space, procuring materials and scheduling trades in a difficult market and extracting insurance proceeds. On the latter issue, I want to extend my sincere appreciation to Hotchkiss Insurance and Property Loss Associates for their advocacy on our behalf.

Our headquarters is more than 20 years old, so this challenge also presented an opportunity to make the office more compatible with how we operate today and a better place for our staff and members to do business. This is only possible with the donations we've received from generous members.

A complete list is on DallasBuilders.org, but I wanted to specifically thank our three largest ones. Past President George Lewis, Highland Homes and the National Association of Home Builders each contributed at least \$25,000 of the \$162,000+ we have raised to date.

There's so much more detail I am leaving out of this story, but odds are pretty good you have been following our journey. Thanks for that goes to Barcie Vilches, Misty Varsalone and Holly Pemberton on our staff for establishing our Rebuilding #BetterTogether campaign.

That effort included creating a web page to chronicle our progress supported by digital ads. Those ads generated more than 50,000 views. In addition, Tom Sadler & Associates worked with

Michael Turner on an educational video series focused on various aspects of the extensive project. To date, they've created more than 40 videos with more to come as we approach completion in the coming months.

Following the flood, our most immediate task was dealing with the disruption to our operations. Comput-

ers needed to be replaced and servers and office equipment relocated among other things. Sheena Beaver was tremendously helpful here, working tirelessly with our IT company and vendors. Thanks to her and the perseverance of our staff, we were able to keep moving forward. I also want to thank Burgess Construction Consultants for taking us

continued on page 3

Phil Crone, JD,  
CGP, GSP  
Executive  
Officer



## BRIEFLY

The 2022 Membership Directory will be mailed via USPS to all members this month. An online version will also be posted on DallasBuilders.org.

Look for the 2022 Marketing Guide online at DallasBuilders.org under the Marketing Materials tab. This resource provides a snapshot of the various programs, projects and marketing opportunities provided to members.

The Home Builder is also available online at DallasBuilders.org/publications. You'll find the current month's issue, as well as archived issues.

NAHB is working with state and local home builders associations to meet the needs of members who were affected by tornadoes that swept across the central United States in December, causing extreme damage. For individuals interested in supporting relief efforts in the hard-hit state of Kentucky, the HBA of Kentucky recommends supporting the Team Western Kentucky Tornado Relief Fund at <https://secure.kentucky.gov/formservices/Finance/WKYRelief> that was established by Kentucky Governor Andy Beshear.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Association announces 2022 series of classes

Presented By:



Course offerings will be virtual, in-person or hybrid; check details on class registration pages.

2022 offerings will consist of:

- Nationally developed courses;
- Classes held at member job sites;
- Managing a Better Business

classes to help members better run their day-to-day operations and financially strengthen their companies; and

- Nationally award-winning Building a Better House series, which will include new classes to help members keep up to date with building techniques and consumer trends

### CERTIFICATION COURSES

Individuals looking to achieve a national certification will find monthly courses. These courses allow industry professionals to earn and maintain national 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.

### @PROJECT SITE SERIES

Gain hands-on insight at classes held on member job sites throughout the metroplex. This series will bring the classroom to reality with real-world tips

and tricks while avoiding common traps. Learn proper installations, new methods and quality control.

### MANAGING A BETTER BUSINESS SERIES

The Managing a BETTER Business Series will help attendees gain effective business processes. This year is going to take the concept to a new level by offering better business practices. Through this multi-class series, instructors will explore how they can transform their business into a powerful, profit-generating machine by streamlining processes and learning new skills to better manage day-to-day operations.

### BUILDING A BETTER HOUSE SERIES

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

Class dates and times can be found at DallasBuilders.org or by contacting Education Director Sheena Beaver at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com) or 214-615-3881.

## Multifamily Builders Council makes presentations Dec. 7

Presented By:



The Multifamily Builders Council presents a check for \$5,000 to the Samaritan Inn during the group's Dec. 7 Holiday Party. From left are Rick Crocker, CEO of Samaritan Inn; Rene Grossman, MFBC board member and Christmas party chairman; and Tracy Ferguson, Samaritan Inn Chief Development Officer. The MFBC has donated more than \$120,000 to the shelter over the years. The Samaritan Inn is a comprehensive program that teaches self-sufficiency and life skills to meet the needs of individuals and families experiencing homelessness.



Juan Ramirez, Trinsic Residential, left, is the John Turner Memorial Superintendent of the Year awardee for 2021. The award was presented by John Turner's sons/MFBC Board members J.W. Turner and Vance Turner.

The MFBC board make a special presentation to congratulate long time board member Kenny Duckworth, Builders FirstSource, on his retirement and decades of service to the board and the industry.

Additional holiday party photos and a full list of partners can be found inside.



Dallas Metro Building Permit Summary			
Year-to-Date 12/08/2021			
<b>Residential</b>	<b>Permits</b>	<b>Value</b>	<b>Units</b>
Single Family Homes	39,568	\$11,127,271,948	39,798
Duplexes & Twin Homes	297	\$60,111,254	594
Apartments & Condos	697	\$2,956,788,851	38,532
Mobile Homes	3	\$273,600	0
Other Residential Structures	1,057	\$47,806,247	9
Swimming Pools & Spas	7,186	\$345,492,219	3
Garages & Carports	328	\$68,200,275	1
Res Rmdl, Addn, Int Fin	5,577	\$356,017,764	0
Reroof Residential	1,620	\$72,756,473	0
<b>Total Residential Const</b>	<b>56,333</b>	<b>\$15,034,719,232</b>	<b>78,937</b>

Dallas Metro Building Permit Summary			
Week 49 - 12/02/21 to 12/08/21 (permits over \$20,000)			
<b>Residential</b>	<b>Permits</b>	<b>Value</b>	<b>Units</b>
Single Family Homes	816	\$300,010,950	816
Demolition	49	\$68,050	0
Grading & Dust	4	\$95,000	0
Footing & Foundation	118	\$907,897	0
Duplexes & Twin Homes	6	\$1,559,257	12
Apartments & Condos	4	\$16,569,870	194
Other Residential Structures	31	\$1,770,643	0
Swimming Pools & Spas	122	\$4,951,836	0
Garages & Carports	9	\$241,380	0
Res Rmdl, Addn, Int Fin	81	\$4,426,101	0
Reroof Residential	52	\$2,121,475	0
<b>Total Residential Const</b>	<b>1,292</b>	<b>\$332,722,496</b>	<b>1,022</b>

Dallas Metro Single Family Builders Year-to-Date 12/08/2021		
Builder	Homes	Value
1 D R Horton	2190	\$502,058,317
2 Bloomfield Homes	1530	\$460,699,487
3 First Texas Homes	1166	\$435,038,578
4 Highland Homes	1271	\$391,975,909
5 D R Horton Custom	1724	\$342,379,864
6 David Weekley	639	\$227,780,522
7 TSHH LLC	624	\$210,582,701
8 D R Horton Express	830	\$202,633,606
9 Lennar Homes	835	\$189,916,796
10 K Hovnanian Homes	585	\$187,774,422
11 D R Horton Homes	684	\$183,262,175
12 M/I Homes	570	\$175,591,697
13 Toll Brothers Inc	332	\$163,556,248
14 Pulte Group	676	\$161,221,024
15 Drees Custom Homes	428	\$142,257,403
16 Ashton Woods Homes	500	\$140,597,809
17 Gehan Homes	571	\$136,510,663
18 Meritage Homes of	529	\$126,619,311
19 Lennar Homes	416	\$119,356,965
20 History Maker Homes	444	\$111,708,640
21 LGI Homes	550	\$105,874,985
22 MHI Partnership	306	\$100,841,084
23 American Legend	398	\$94,353,722
24 Shaddock Homes	284	\$87,309,513
25 Landon Homes	207	\$85,825,115
26 Meritage Homes	337	\$83,411,431
27 Darling Homes of	208	\$81,045,173
28 Grand Homes	197	\$80,310,043
29 Robson Ranch	228	\$79,181,888
30 Pulte Homes Of	311	\$78,451,030
31 Trendmaker Homes	244	\$77,315,722
32 Southgate Homes	162	\$73,294,282
33 D R Horton	412	\$71,985,094
34 Lennar Homes of	312	\$67,687,290
35 Trophy Signature	271	\$67,446,718
36 Perry Homes	200	\$67,384,406
37 History Maker Homes	281	\$66,690,014
38 Starlight Homes	390	\$64,782,568

# The HomeFront

-Gov't Affairs News and Info

## Results of Local Advocacy and How Members Can Participate

David Lehde  
Director of  
Government  
Affairs



Dallas BA wrapped up the fall with movement on a major advocacy initiative.

The Dallas City Council on December 8 approved an ordinance, amending Chapter 52, that is the first step in developing a private provider model for plan reviews and inspections. The intent is to establish an alternative method to supplement development services to help balance workloads and bring timely permit approvals.

The council's action authorizes city staff to develop rules and regulations, draft qualifications and evaluate other items needed to implement the use of a third-party.

While it is a first step and there is still work to be done, the council's action gets the clock ticking on producing a needed fix to permitting delays. Use of a private provider model was a key recommendation by the Dallas Builders Association during discussions regarding the Department of Development Services realignment strategy.

On a regional scope, the North Central Texas Council of Governments (NCTCOG) Regional Codes Coordinating Committee (RCCC) completed its review of the 2021 International Code Council's model building codes earlier this fall. The committee and its subcommittees review the codes, including the International Residential, Fire and Energy Conservation codes, to draft regionally recommended amendments that area municipalities can use as they adopt updated codes.

Dallas BA is a voting member of the RCCC and, along with other stakeholders, worked to provide amendments that help the codes focus on health and safety, while working to avoid needless requirements and cost increases. This includes an amendment related to multifamily sprinkler requirements that was needed to correct an unintended consequence that occurred in the drafting of the 2021 IFC, a provision to address a pool's proximity to a home foundation to provide for a safer installation and safeguard against after sale warranty and insurance issues, and needed amendments to the 2021 IECC to tailor the code to the DFW region and reduce the impact of its resulting cost increases.

Home builders should take time to view not only the 2021 recommended regional amendments, but also the recommended amendments for prior cycles, as some cities may be on a previous cycle. They can be viewed at: <https://www.nctcog.org/envir/regional-building-codes/amendments>

If you are building in a municipality that does not make use of the RCCC recommended amendments, contact the Dallas BA Director of Government Affairs.

These, and the many other advocacy efforts we engage in, are made possible by the participation of our members. You are vital to our successes.

Association members who wish to participate or learn about our advocacy activities, or just get an update on local, state and federal regulatory actions that can impact our Dallas BA members, are encouraged to join in on our Government Relations Committee meetings. Meetings are open to Association members only and information about dates and times can be found in Punch List or by contacting the Director of Government Affairs at [David.Lehde@DallasBuilders.com](mailto:David.Lehde@DallasBuilders.com).

### HOMEPAAC of Greater Dallas

Another opportunity for Association members to participate in advocacy efforts is through HOMEPAAC of Greater Dallas.

As we roll into 2022, the government arena will only become more intense. As January hits the calendar, the 2022 elections are already in full swing.

In addition to the congressional midterm elections, primaries are now teed up for county and state legislative offices. Redistricting was completed in the recent special session of the Texas Legislature, so there are not only changes in district lines that impact current seats in our service area, but also new districts. And we will also see important races in the spring for key city council races in the region.

It will be important that those elected decision makers understand the need for a regulatory environment that does not negatively impact home building, as well as the boost it brings to the Texas economy. HOMEPAAC of Greater Dallas, the non-partisan political action committee of the Association, will have another active year. The committee helps support pro-housing candidates and incumbents for key city, county and selected state level offices.

Members interested in participating should contact the Director of Government Affairs or visit <https://dallasbuilders.org/advocacy/>.

**COVERT+ASSOCIATES**  
METROPLEX DESIGN SOURCE FOR EXCITING, INNOVATIVE RESIDENTIAL PLANS  
**972-783-4660**

**TEXAS ASSOCIATION OF BUILDERS NEW 2021-2023**  
Texas Residential Construction **CONTRACTS**  
available Sept. 1, 2021

**PROTECT YOURSELF PROTECT YOUR BUSINESS**

The new package will significantly modify the following areas:

- Disclosure Provisions
- Termination by Builder Procedures
- Insurance Requirements
- Materials Escalation Clause
- Arbitration Provisions
- Definition of Construction Costs

The Texas Residential Construction Contracts reflect the most recent legislative changes affecting the homebuilding industry in Texas.

Purchase online at [TexasBuilders.org](https://TexasBuilders.org)

You must be an ACTIVE BUILDER MEMBER to purchase the contracts. The 2019-2021 contracts will no longer be available after August 31, 2021.

[info@texasbuilders.org](mailto:info@texasbuilders.org) [www.texasbuilders.org](http://www.texasbuilders.org) 310 East 12th Street, Ste. 210 Austin, TX 78701

**\$399.99**

**ANDERSEN™**  
WINDOWS & DOORS

**THE ENERGY SHOP**

Since 1979

972-661-0688 3310 Wiley Post Road  
info@energyshopinc.com Carrollton, TX 75006

[www.energyshopinc.com](http://www.energyshopinc.com)

\*Andersen™ and all other marks where denoted are trademarks of Andersen Corporation. ©2020 Andersen Corporation. All rights reserved.

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

**THE HOME BUILDER**

Dallas Builders Association [www.DallasBuilders.org](http://www.DallasBuilders.org)

The Home Builder (USPS 579-680) is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972/931-4840. Supplemental subscription rate is \$20.00 per year. Periodicals postage paid at Plano, Texas, and additional offices. **POSTMASTER:** Send address changes to The Home Builder, 5816 W. Plano Pkwy., Plano, Texas 75093.

BARCIE VILCHES, Editor

**HOMEPAAC of Greater Dallas**

**Thank You to the 2022 HOMEPAAC of Greater Dallas Club Level Members**

**Capitol Club**  
Justin Webb

**Lone Star Club**  
Joshua Correa  
Donnie Evans

**Austin Club**  
Adam Lingenfelter  
Mike Mishler  
Jerry Parks  
Greg Paschal  
Matt Robinson  
John Todd  
Michael Turner

**President's Club**  
Tiffany Acree  
Corey Ford  
Alan Hoffmann  
Frank Murphy  
Matt Walls

**Senator's Club**  
Doug Bowerman  
Jerry Carter  
Chris Clay  
Mark Covington  
Siyan Fayiga  
Matt Mitchell  
Mike Phillips  
Steve Puckett  
Tom Sadler  
Jim White

**Century Club**  
Kenny Hammons  
Chris Jackson  
Dennis Jaglinski  
Bryan Jones  
Donny Mack  
Kevin McLain  
Jake Murillo  
Jerry Sanders  
Phil Smith

Local: 817.546.0160  
Toll Free: 1.866.448.0961  
Email: [RFP@FoxEnergySpecialists.com](mailto:RFP@FoxEnergySpecialists.com)  
[www.FoxEnergySpecialists.com](http://www.FoxEnergySpecialists.com)

**FOX ENERGY SPECIALISTS**

Scan the QR Code below to Request a Proposal from your Mobile Device!

**ENERGY RATER**

**Programs We Service:**

- Green Built™ TEXAS**
- ENERGY STAR PARTNER**
- ICC INTERNATIONAL CODE COUNCIL**
- RESNET HERS INDEX**

**Accurate Energy Testing**  
Blower Door Testing  
Duct Blower Testing  
Room-to-Room Pressure Balancing  
Fresh Air Ventilation Testing  
Thermal Imaging, and more...

**Fast Administrative Support**  
Utility Incentive Support  
Warranty Support  
Trouble House Diagnostics  
Sales Staff & Subcontractor Training

**Energy Modeling Experts**  
Energy Plan Analysis for IC3 & REMRate  
Green Build Scoring Analysis  
Net-Zero Energy Analysis

**All From an Independent Third Party!**  
That means unbiased recommendations, not influenced by product suppliers.

# Year in Review: 2021 Resolve & Resilience

continued from page 1

into their Plano offices, providing space for our equipment, staff and smaller in-person meetings to continue.

As they say, the show must go on and sure enough it did. One of the biggest unknowns going into the year was when to time the restart of our in-person meetings and events. With vaccines available to all who wanted them, we moved ahead in late spring and quickly realized there was a massive appetite for the industry to reconnect.

The McSAM Awards featured more than 500 entries, and Olympian Johnny Quinn served as the master of ceremonies for a sold out event. 2021 also saw the return of the ARC Awards after a three-year hiatus. It was a solid restart for ARC with 160 entries and 170 attendees. The Dallas BA Open, one of the few events we were able to pull off in 2020, was once again sold out with nearly 300 golfers hitting the links at Brookhaven Country Club.

Golf remained a popular pastime for our Multifamily Builders Council, too. Their sold-out tournament raised \$5,000 for the Samaritan Inn in addition to \$3,600 the council donated throughout the year. The council's charitable efforts continued into the holiday season. They collected nearly 200 toys, including 17 bikes from Builders First Source, for local children in need. Also, at that event Juan Ramirez of Trinsic Residential received the Superintendent of the Year award, and the group celebrated the retirement of long-serving board member Kenny Duckworth.

The Association also wrapped up the year with a successful return of Casino Christmas. More than 150 attended the event at FACETS and made quick work of what we thought was an ample margarita supply. Speaking of FACETS, I'm deeply appreciative of Associate VP Phil Smith and showroom manager Guy Minnix, not only for hosting Casino Christmas in December and After Hours in May, but also for providing a temporary home for our Board of Directors meetings. These efforts earned them the Clyde Anderson Associate of the Year Award at the Installation of Officers event.

Staff Director of Meetings and Events Misty Varsalone has done an incredible job navigating the uncertainty of event planning and execution in the COVID era. Her expertise enabled the aforementioned events to succeed and kept the Dallas and Metro East Divisions on track as they restarted their in-person

programming. All told we finished 2021 with 173 companies partnering with us in some way, shape or form.

Staying engaged with our membership and being a relevant and trustworthy resource for the public remain important priorities in the midst of an unpredictable market. During my 15 years with the Dallas BA, I cannot recall us receiving as many media and consumer inquiries as we did this year.

Skyrocketing lumber costs, permitting challenges in Dallas, contract escalation clauses and supply chain snags were all common themes for us to speak on. Many years ago we started down the path of trying to become the go-to source. A few times during the year, it felt like the phone was ringing too much. When I mentioned that to Barcie Vilches, our Director of Communication, she was always quick to say, "Remember, we asked for this."

Barcie's experience and intellect continue to allow our public relations and communication efforts to reach new heights. Especially with the help of Creative and Marketing Coordinator Holly Pemberton, who brings our vision to life in so many ways.

Monthly traffic on our consumer site DallasBuilders.com increased 6% and the member-centric site, DallasBuilders.org was a 13% increase. This is especially impressive because the site was heavily trafficked in 2020 as we tried to keep up with ever-changing pandemic-induced regulations. Our cumulative social media following also increased to around 14,600.

We also made significant improvements to our website ads and upgraded our directory listings as a free perk for Dallas BA members to receive more exposure online. Members can now add their logo, photos and link to the website along with a business description in our upgraded online portal. I have several instances firsthand of this generating business for members.

The Home of the Week program with *The Dallas Morning News* is another impactful free benefit for members. The program saved builders that used it more than \$100,000 in marketing costs this year.

I continue to be impressed with Holly's creative abilities and initiatives that lead to a better experience for our members. Some of her best work can be seen in the online flipbooks for McSAM and the ARC Awards. Check them out if you haven't already.

Our Director of Membership

Coleman Yates is also very passionate about enhancing the experience of our members and recruiting them to become a part of our organization. His efforts, along with those of our membership committee and yearlong recruitment partner StrucSure Home Warranty allowed the Dallas BA to grow significantly in 2021.

Our membership and retention numbers are now as high as they have been in the last five years. I feel this speaks to the value you derive from being a part of this Association and the trust you have in us to help you transcend today's challenges. We value your trust and always strive to do whatever we can to continue earning it.

Another reason for our growth is the individual effort of our members to recruit their peers to be a part of our organization. Membership Committee Vice Chairman Chris Clay is the embodiment of this. He not only earned the Shorty Howard Award for recruiting the most members, he also earned the highest overall retention points among committee members. Even more impressive is that Chris edged out perennial top recruiter Donnie Evans and his giant Rolodex for the award.

I also want to thank all Facets, Starpower, MStone, Lee Lighting and Corradi for hosting our popular After Hours events throughout the year. We just completed our drawing for the first quarter of 2022 and look forward to another successful slate of fun events.

While we love for our events to be fun and to reconnect the industry, there is also the critical task of educating it. Luckily for us, we have the best program in the country to accomplish that task right here at the Dallas BA.

The Education Committee and staff Operations Officer and Education Director Sheena Beaver are on the forefront of delivering hybrid and on-demand classes that respond to our changing market. This year they launched an all-access pass to allow members an easy path to register, enjoy networking opportunities and review recordings of past courses.

Thanks to a large, local stable of talented instructors they were able to hold more than 40 diverse classes and sessions totaling 116 hours. More than half of those classes are available on-demand in an online library. In total, the program educated nearly 500 industry professionals in 2021.

Sheena, along with Accounting Manager Becky Warner were essential in ensuring the Association was able to procure a loan through the Paycheck Protection Program and ensure we met the requirements to have it fully forgiven. Becky is also playing a key role keeping our rebuilding project on track, financially managing the funds needed to pay trades and suppliers above and beyond her normal duties.

Director of Government Affairs David Lehde is another member of our team who goes above and beyond for our members. His role and that of our advocacy efforts is always important, but never more so than in recent months.

Addressing the need for certainty, expediency and cost-efficiency were the underlying objectives for each and every issue we encountered on the local, state and national levels. Locally, we continue to reckon with delays to the development and construction plan review process. The most notorious of these struggles continues to be with the City of Dallas, who remains unable to get its act together on construction permitting.

We feared all along that progress would be slow, and that has proven to be the case. Despite that, we were able to help dozens of members get their projects back on track. We made this issue a top priority for the council and heavily featured in the media including several hard-hitting stories in *D Magazine* regarding the negative impact on businesses. In December, we were successful in getting the council to lay the groundwork for a private provider program and other key administrative improvements.

We were able to defeat a proposed development moratorium in Forney and



Dallas BA offices suffered catastrophic damage due to flooding caused by a burst sprinkler pipe during last winter's unprecedented icy conditions.

improve slow permitting times that were occurring in one of our region's new hot spots for growth. We also mitigated the impact of a multifamily development moratorium in Grand Prairie that the council pushed through in the midst of the winter storm.

The Dallas BA also weighed in on countless impact, park and development fee issues including proposals in Prosper, Celina, Flower Mound and other places. David's efforts and those members who weighed in on these issues saved builders and homeowners many thousands of dollars.

David was also actively involved in the regional amendments to the 2021 building codes, which cities will begin to adopt in early 2022. His efforts removed and averted numerous cost and administrative burdens.

Codes took center stage during the legislative session as well. Despite a tumultuous end to the regular session, we were able to pass HB 3215 which provides a new flexible and verifiable compliance pathway for the state energy code. The new law will provide much needed certainty and clarity for builders over the next decade. A lot of credit here goes to James Rodriguez with Fox Energy Specialists for helping Dallas BA and Texas Association of Builders (TAB) staff ensure the bill hit the mark.

In April, James and several Dallas BA members went down to Austin to advocate for HB 3215 and many other TAB legislative priorities for Rally Day. Despite complications and confusion due to COVID protocols, we were able to reach most of our area legislators either that day in person or in subsequent virtual meetings.

At the federal level, we remained engaged with our Congressional delegation, holding numerous meetings on costly lumber tariffs, supply chain challenges and proposed regulatory intrusion into the code making process. We also met with Senator Cornyn to discuss the soaring price of lumber.

While we gained much in 2021, the year also included a really big loss. Longtime member and fixture on the membership committee, Marty Brady passed away in November. Marty was one of the most steadfast and enthusiastic supporters of the Dallas BA, volunteering numerous hours with us and serving as a mentor to new associate members.

Marty rarely missed a new member welcome breakfast. Every time he had the opportunity to speak he would say, "This is the finest organization that I've ever belonged to." Members such as Marty make the Association into how he described us. His legacy and examples live on and will continue to enrich our organizational culture in the years ahead. I am happy to have counted Marty as a friend and I'm blessed to have had the opportunity to work with him for several years.

The spirit of service is also embodied in our Association's top honor, the Hugh Prather Trophy. Named for our first President and an icon of our region's formative years, the award goes to the builder or developer who has contributed the most to our region. Past President Frank Murphy was this year's

well-deserved nominee. Frank has been the catalyst for several of our most significant legislative accomplishments including substantial reductions on roll back taxes for developable land. Frank never backs down from the hard challenges and tough problems in the policy arena or when it comes to improving our own operations. His diligence and willingness to share his expertise has made me better at my job.

I think the same can be said for 2020-21 President Matt Mitchell. I feel bad that Matt didn't get the full experience of the office, leading meetings in person or a proper installation. However, like everything else, Matt took all of the year's challenges in stride and with good humor. He contributed to many of our education program's accomplishments and represented us well in key discussions with members of Congress on lumber and supply chain issues.

We were at least able to give Matt a proper and appreciative send off at our installation in September. Current President Andrew Pieper has already hit the ground running, working to grow our Volume Builder Developer Committee, support a Professional Women in Building group and establish a new land development program at Collin College. I'm looking forward to taking these ideas to the next level in 2022 and opening new doors with Andrew and the rest of our leadership team.

I never cease to be impressed with the generosity of our members and their willingness to contribute to the community. In addition to the charitable partnerships with our divisions and council mentioned above, our partnership with Operation Finally Home moved forward with the start of our eighth project for a deserving veteran.

During a very touching ceremony back in November, U.S. Navy Corpsman Luisa Velez and her son learned they would receive a mortgage-free home in recognition of her sacrifice made in service to our nation. This is the second project led by Winston Custom Homes and builder Matt Walls. The first was completed just blocks away in 2019. Matt is the only builder to step up a second time to lead an OFH project.

Coming full circle on this recap of the year gone by, I am amazed at how resilient our members, staff, leadership and this entire industry continue to be in an otherwise chaotic world.

Looking ahead to 2022, I know it will test our resolve as we cope with shortages of labor, materials and lots, along with rising costs fueled by inflation and higher interest rates. We have also learned, the hard way in some cases, that we have to expect the unexpected. When those challenges come, we will need to rely on our collective resolve to see us through.

Now, just as it has for more than 75 years, that collective resolve is embodied in the Dallas Builders Association. Thank you to all who made the accomplishments of 2021 possible including our Industry Investors: Hotchkiss Insurance Agency, StrucSure Home Warranty, BGE, Fox Energy Specialists, DuPont, FACETS Appliances, Kitchens & Baths, Atmos Energy and James Hardie Building Products.



## 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  
www.strucsure.com

REINSURED BY  
**LLOYD'S**

## 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

# FACETS hosts Association's Casino Christmas Dec. 2



Nikolas Rivera, Corradi USA, was declared the winner of the Ugly Sweater contest during Casino Christmas festivities on Dec. This annual event was hosted Dec. 2 by FACETS Appliances, Kitchens & Baths.



Noah Metcalf of Lee Lighting won an LG SoundBar after claiming victory in the Texas Hold 'Em Tournament.



**FACETS**  
APPLIANCES | KITCHENS | BATHS

ATMOS energy Your natural gas company | JamesHardie | PermaPier Foundation Repair of Texas

JOE ATKINS REALTY | ROSEWOOD | FOX ENERGY SPECIALISTS | SAMSUNG

centricity Structural Home Warranties and More! | CHAMPIONS | K SCREENS & OUTDOOR LIVING | JAMES L. FALGOUT, P.C. CERTIFIED PUBLIC ACCOUNTANT | RANE PEARSON REAL ESTATE GROUP



View all Casino Christmas and other event photos at <https://dallasbuilders.org/special-events/>



# Samsung hosts MFBC's annual holiday party Dec. 7



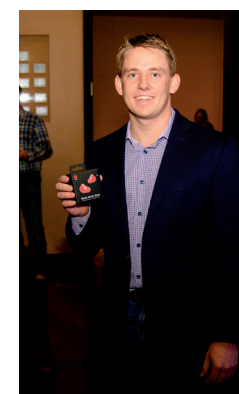
**SAMSUNG**

BBL BUILDING COMPANY | TRG | ACS | TrussWorks

Builders FirstSource | REPUBLIC ELITE | LMI LANDSCAPES

CADENCE MCSHANE CONSTRUCTION | SPRING VALLEY CONSTRUCTION COMPANY | ALLIANCE RESIDENTIAL COMPANY

ANDRES | E21 SOLUTIONS | NATIONWIDE GUTTER | Subfloor Systems | TFI



View all MFBC Holiday Party photos at <https://dallasbuilders.org/divisions-councils/>

# Education Committee features national HVAC expert for 3-hr session

The Education Committee Featured National HVAC Expert For Three Hour Session

During a three-hour education event late last year, well known national HVAC expert Mike Schafer highlighted the ever-evolving improvements of design and performance in mechanical systems.

Mike has been in the HVAC Industry since 2005, where he has worked on all levels, including contracting, distribution, and manufacturing.

He joined Mitsubishi Electric in 2014 and has had multiple roles, including Commercial Area Manager, Residential Area Manager and Regional Sales Manager for the Chicago Market. He currently holds the position of Senior Manager, Performance Construction, which focuses on providing healthy, efficient, and reliable mechanical solutions to the Single Family, Multi-Family & High-Performance building market.

He lent his time and talents to the members of the Dallas Builders Association on Nov. 19. During his session, he dissected ways to help builders improve energy efficiency, better air quality, and increase homeowner conformability.



Mike Schafer

Through case study examples, Mike demonstrated the value of variable capacity air source heat pump systems. These systems have become more popular over the last few years and continue on an upward trajectory of practical options for builders in the DFW metroplex. As homes are increasingly being built tighter, there is a greater need for more sophisticated design. A whole-home approach that includes mechanical ventilation and possibly dehumidification should be considered.

A full recording of this class can be found in the on-demand library at DallasBuilders.org/continuing-education.

“The Dallas BA Education Committee was elated to offer such a prominent expert seminar,” said staff Education Director Sheena Beaver. “They plan to continue to bring rewarding and forward-thinking seminars in the future.” For a list of upcoming offerings visit Dallasbuilders.org or contact Sheena at sheena.beaver@dallasbuilders.com.

This class was brought to members by 2021 Title Partner StrucSure Home Warranty and series partners Texas Builders Resource Group, DuPont, Burgess Construction Consultants and Milwaukee Electric Tool.



Mike Schafer, Donna Leavell, Mark Bushell

# Members earn gift cards for recruitment and retention



Tiffany Acree with Membership Title Partner StrucSure Home Warranty and Dave Hambley with Lee Lighting



TW Bailey with Bailey Family Builders



Chris Clay with 2-10 Home Buyers Warranty



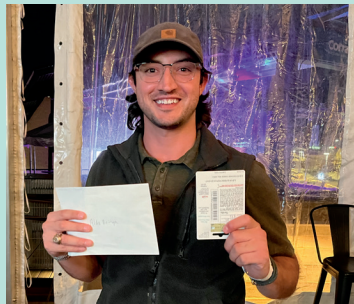
Donnie Evans with Altura Homes



Bob and Yvonne Cresswell with Cresswell Builders



Mike Phillips with ProSource Wholesale, Inc.



Aldo Quiroga with J-MAC Metal Works



Linda Vo with FBC Home Loans



Alan Hoffmann with Hoffmann Homes



## BIG ENOUGH TO BUILD THE JOB Small enough to build the relationship.

For over 20 years, Frasercon has been a mainstay in commercial and residential concrete construction in Dallas Fort Worth. Along the way we've built quality relationships and construction projects.

FraserCon's Dallas Forth Worth Office  
2425 Parker Road, Building 3A  
Carrollton, TX 75010  
972-939-9888 • frasercon.com

# Sustaining Members give extra support to Association

Sustaining Member firms are volunteering financial support to the Association above and beyond, and in lieu of, their regularly scheduled basic dues.

There are currently a record 49 companies that have elected to be Sustaining Members. They are listed in a special section of the annual Membership Directory, which is being mailed to all members this month, and are found in a section of DallasBuilders.org with links to their websites.

Sustaining Member Doug Bowerman, regional president of Suser Bank, has been involved with the Dallas BA for more than a quarter of a century. "During this time, I have realized how important the Dallas Builders Association is for the success of not only its members but the entire building industry in the Metroplex and beyond," he says. "Stepping up each year with a Sustaining Membership is a small price to pay for what the Association does for the industry, especially with regard to advocacy on all levels (locally, in Austin and in Washington DC)."

Sustaining Member Brian Guerra with Yes Installation: Audio-Video-Security-Automation says "Being part of the Dallas BA gives us fantastic opportunities to network with great companies in DFW. It also lets our clients know that they can trust us with keeping our standards high and offering quality workmanship."

New member Jordan Mair, director of homebuilder marketing with ZGM Modern Marketing Partners, said, "ZGM is happy to be a sustaining member of the Dallas BA. We made this choice not only because of the additional exposure we get as a new organization in the market, but also because we're excited to join Dallas and make the market a better place — both through our support of the Dallas BA and the work we do with home builders."

"RAM Windows believes in the Dallas Builders Association and the purpose they pursue," said Robert Anderson, who handles senior outside

sales for RAM Windows "The lobbying efforts, communications and especially education are of great value to both today's builders and associates, but also the builders of tomorrow. Ultimately, the improvement of the Dallas BA continues the forward progress of the construction industry in DFW."

Another new member, Gary McCoy, a partner with Blink Energy Services, said, "As certified inspectors and consultants for Energy Code and 'green; overlays we wanted to be in an association where we could help owners, general contractors and other professionals navigate the ever-changing world of energy." Gary also said they "work closely with all the cities around DFW and help advocate for smart, sustainable and repeatable results that can fall within budget and also incrementally move the sustainability and energy efficiency needle forward. The Dallas Builders Association is the best place for us to network, advise and advocate for builders of all sizes and types."

Robert Salgado, senior escrow officer with Kane Title, LLC, wanted to support the Association as a Sustaining Member to get more involved. He said that "aside from having many opportunities and ways to get involved with the Dallas BA, I felt that joining as a Sustaining Member could go far in getting our name known in the industry. With our name in the printed membership directory and on DallasBuilders.org, I take it as a challenge to get as involved as possible so when someone sees our name in the directory, hopefully we will have already had the opportunity to get to know them by then."

"Foxworth Galbraith is celebrating 120 years of supplying building materials to professional builders," explains Johnny Stephens, sales manager at Foxworth-Galbraith Lumber & Building Materials. "From the beginning, way back in 1901, Foxworth Galbraith aligned itself with professional builders in each community that we served and we still do. We share a lot of common

interests and common goals in the construction industry. Issues that are important to the professional builder are important to us, and supporting the Dallas Builders Association is just one way for us to show our support to those builders."

Systemhouse, LLC Executive Director Stan Folsome, LEED AP, states that as a former builder who is now a building science advisor, he believes strongly that the strength of a unified voice in the industry is critical. "We have common challenges that affect our industry, and having a robust builders association is paramount to addressing them. Top shelf representation, education, outreach and partnering is what makes our Dallas BA successful and is why we pledge our continued support."

Galyean Insurance is a Sustaining Member simply out of loyalty. "Over the years the Dallas BA has provided friendships and opportunities to do business with the best builders in the area," says Joe Chenault of Galyean.

McCraw Oil & Propane joined on the Sustaining Member level because they believe "The work the Dallas BA does on behalf of its members is second to none," according to the firm's Director of Business Development Sam Fox. "There is no better way to show our great appreciation to our builder partners than to help support what directly impacts their businesses on every level. Thank you, Dallas BA, for enriching all of our lives."

William Roozee with Corradi USA comments that the Association provides their company with a platform to learn and grow its network with a friendly and welcoming group. "Additionally, our membership provides us with opportunities to collect information that has allowed us to make critical business decisions," Roozee says.

Any Associate member is entitled to Sustaining Member status. Contact Dallas BA Director of Membership Coleman Yates at 214-615-5004 for information.

## Sustaining Members

Acme Brick Company (Exterior Cladding)	Myra Baginski Realtor - Dallas/ Southlake (Real Estate)
Alexander Chandler Realty, LLC (Real Estate)	New Home Star (Real Estate)
American Dream Team - Supreme Lending (Financial Services)	Old World Lumber Company (Lumber/Framing/Carpentry)
Anderson Stone Tops (Kitchen)	Pepco Sales & Marketing (Plumbing)
Associated Truss & Lumber Co. (Lumber/Framing/Carpentry)	Progressive Foam Technologies (Insulation)
Big D Lumber Company LLC (Lumber/Framing/Carpentry)	Property Loss Advocates (Professional Services)
Blink Energy Services (Energy Efficiency)	Ram Windows (Windows)
Carrier Enterprise (HVAC)	Resnet (Energy Efficiency)
Complex Group (Concrete)	SiEnergy (Utilities)
Corradi USA (Outdoor Living)	Specialty Concrete (Concrete)
Double R Utilities Inc (Utilities)	Stewart Title Company (Insurance/Warranty)
Eco Home Services (Energy Efficiency)	Supreme Recycling (Site Preparation/Management)
First Service Residential (Professional Services)	Suser Bank (Financial Services)
Foxworth-Galbraith Lumber Co. (Lumber/Framing/Carpentry)	Systemhouse (Energy Efficiency)
Galyean Insurance (Insurance/Warranty)	Texas Storm Shelters (Security/Safety/Accessibility)
GE Appliances (Kitchen)	The Jarrell Company (Kitchen)
Hart Waste Removal (Site Preparation/Management)	The Sherwin-Williams Company (Paint)
Kane Title, LLC (Real Estate)	Top Con Concrete Inc. (Concrete)
King Architectural Metals (Home Living/Décor)	Trussworks LLC (Lumber/Framing/Carpentry)
Lee Roy Jordan Lumber Company (Lumber/Framing/Carpentry)	Western Alliance Bank (Financial Services)
LP Building Products (Lumber/Framing/Carpentry)	Wine Cellar Specialists (Design/ Architectural Services)
Lubrizol (Plumbing)	Winston Kitchen & Bath (Plumbing)
McCraw Oil & Propane (Utilities)	Yes Installation: Audio-Video- Security-Automation (Audio/Video)
Mclaughlin Stone & Masonry Supply, Ltd (Outdoor Living)	ZGM Modern Marketing Partners (Marketing/Promotional Services)
Milwaukee Electric Tool (Lumber/Framing/Carpentry)	

## 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 has been enhanced on the most trafficked pages on both websites.

Ads have been increased from 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 are visible on a rotating basis so when the page is refreshed, two more ads will be displayed.

Members 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.

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



# ROCK MATERIALS

Natural Stone • Landscape • Masonry Supplies

Since 1999, Rock Materials has been serving the Texas residential and commercial building industries with one goal, to provide the best customer experience.

SCAN ME



The Builder's Choice!

<p><b>DALLAS</b> 1854 E. Belt Line Road Coppell, TX 75019 972-393-8083</p>	<p><b>HOUSTON</b> 13315 Theis Lane Tomball, TX 77375 281-353-3100</p>
--	---

www.rockmaterials.com



## STAY FOCUSED ON BUILDING YOUR BUSINESS

## LEAVE THE INSURANCE TO US

We understand that when your most valuable assets are secure, you have the freedom to pursue what really matters, like building and running your business. At Hotchkiss Insurance, protecting your business is our priority.

**CALL US TODAY | 1.866.972.1535 | hiallc.com**

- General Liability
- Builders Risk
- Workers' Compensation
- Commercial Auto
- Equipment
- Umbrella

# NEW MEMBERS

### BUILDERS

All American Custom Home Builders  
Michael Moody  
972-800-9790  
BUILDERS - RESIDENTIAL

Changing Roots  
Ajee Montes  
214-433-1068  
BUILDERS - RESIDENTIAL

Corson & Cramer  
Jason Wight  
214-923-8917  
BUILDERS - LAND DEVELOPER  
Spike: Andrew Pieper, Hillwood Communities

Gemes Gloria Builders  
Gabriel Shonuga  
972-504-8021  
BUILDERS - REMODELER

Gilbert Homes  
Jeff Gilbert  
214-728-4882  
BUILDERS - REMODELER

Urban Innovations  
James Moore  
469-583-3300  
BUILDERS - MULTIFAMILY  
Spike: Roberto Castanheira, RC3D Visualization Design

**SUSTAINING ASSOCIATES**  
Anderson Stone Tops  
Ismail Anderson  
469-750-9945  
KITCHEN

Blink Energy Services  
Gary McCoy  
469-240-2399  
ENERGY EFFICIENCY

### ASSOCIATES

ALN Apartment Data  
Laura Reese-Williams  
800-643-6416  
PROFESSIONAL SERVICES

LRK  
Christopher Janson  
214-389-3816  
DESIGN/ARCHITECTURAL SERVICES

NexMetro Communities  
Josh Eadie  
434-851-7374  
REAL ESTATE

**AFFILIATES/ADDITIONALS**  
All American Custom Home Builders  
David Chavez  
214-215-5134  
BUILDERS - RESIDENTIAL

Huffines Communities, Inc.  
Colin Huffines  
214-526-3000  
BUILDERS - LAND DEVELOPER

LRK  
Erick Sabin  
214-389-3816  
DESIGN/ARCHITECTURAL SERVICES  
Spike: Andrew Pieper, Hillwood Communities

Rock Materials  
Gary Sheroke  
469-456-9258  
EXTERIOR CLADDING

See complete contact information on all Association members at [DallasBuilders.org](http://DallasBuilders.org).

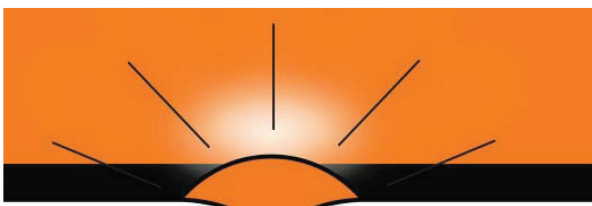


"Excellence in Engineering"  
Texas Firm Registration No. F-6417

Nortex Foundation Designs, Inc

817.379.0866

info@nortexfoundation.com  
www.nortexfoundation.com



**ADVENT**  
AIR CONDITIONING INC.

"We're the Comfortable Solution!"

TACLA001216C

972-221-4373

WWW.ADVENTAIR.COM

## Milestone Anniversaries

### 35 Years

Anderson Hanson Blanton

### 20 Years

Caprock Custom Construction, Inc.

### 10 Years

ACES Builders Warranty  
GOLOUDON  
Kidd Roofing

### 5 Years

David Leite Custom Homes  
EnergyGuard Foam Insulators  
KinoD Homes  
Lone Star Safe Rooms LLC  
Opulent Builders  
The Avant Group

Milestones Presented by:



## AFTER HOURS

Thursday, January 27  
6-8 p.m.

Hosted By



Savoy House, Dallas Trade Mart West

Enjoy food, beverages and prizes while networking with fellow industry professionals

### Builder Jackpot – \$500

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.

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

## Services held for Brady

Longtime Dallas BA member and membership mentor Marty Brady passed away Nov. 24 at the age of 81. Marty was an enthusiastic and dedicated Dallas BA volunteer for many years. Specifically, he was a positive and enthusiastic mentor for countless new members of the Association.

"Marty attended countless new member welcome events, said Dallas BA Executive Officer Phil Crone. "At every one of them, he would stand up and say, 'This is the finest organization I've ever been a part of.' Marty is a big reason why our organization is what he proclaimed it to be."

He is survived by his wife of 55 years, Mary Louise Brady, as well as a large extended family. Marty proudly served his country as part of the U.S. Marine Corps and supported servicemen and women throughout his life. He excelled in his career as a business owner for over 40 years and served as a teacher, mentor and life-coach impacting many in his field.

He was most recently affiliated

with Dallas BA membership firm North Texas Financial Group.

Marty's warmth and generosity of spirit were experienced by all who knew him. He was known

for always seeing the best in others and wanted to know them beyond the superficial - a dear soul who could melt your heart by looking at you with great admiration and deepest love.

Funeral services and reception will be held at St. Mark the Evangelist Catholic Church, 1201 Alma Drive Plano, Texas 75075 on Friday, Jan. 21, at 1 p.m.. In lieu of flowers, please send donations to St. Jude Children's Research Hospital.

Memories and expressions of sympathy may be shared at <https://www.nationalcremation.com/location/irving-> for the Brady family.



## ACCEPTING SUBMISSIONS



Now Also Open to Multifamily Builders and Land Developers

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)



West Fraser



Featuring:

**pointSIX**<sup>®</sup>  
Patented Edge Swell Technology

**SMALL TAPER  
HUGE ADVANTAGE**

**50  
YEAR  
WARRANTY**

## Durastrand pointSIX sub-flooring lets you build fearlessly, in any weather.

Proven in the Pacific Northwest, its patented tapered edge holds the line on all four edges. A proprietary blend of resins and waxes blocks moisture, meaning sub-floors go down flat and stay that way. Engineered for strength, durability, overall performance, and backed by our 1-year no-sand guarantee, nothing can hold you back.

**1 YEAR NO-SAND GUARANTEE**  
[WWW.WESTFRASER.COM/OSB](http://WWW.WESTFRASER.COM/OSB)

**DURASTRAND**<sup>®</sup>  
**pointSIX** EDGE TECHNOLOGY