

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXIX

No. 2

February 2022

Dallas BA's Industry Investors for 2022



BRIEFLY

Builders, showcase your custom build in the 2022 Parade of Homes™ on May 7 to over 500 consumer attendees. Dallas area homes built in the last 5 years are eligible to submit for entry. For more information, please contact Staff Director of Meetings and Events Misty Varsalone at misty.varsalone@dallasbuilders.com.

Friday, Feb. 25, is the deadline to submit new claims in the TAB Member Rebates Program. All claims for residential jobs completed Oct. 1 through Dec. 31, 2021, must be made by this time. The TAB Rebates Program is an exclusive membership benefit that each builder and remodeler in the Association can easily implement. Visit HBArebates.com/tab/

The Home of the Week is now open to multifamily builders and land developers in addition to single-family builders. Projects will be promoted in both the print and online *Dallas Morning News*, on DallasBuilders.com and on social media. Contact staff Marketing and Creative Coordinator Holly Pemberton at holly.pemberton@dallasbuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Member help needed as Dallas BA office moves closer to reopening

The Dallas BA has entered the home stretch of the extensive repairs and remodeling in the wake of last year's devastating flood damage.

A silver lining is that the damage and disruption created an opportunity to modernize the building and make it a truly outstanding place for association members and staff.

Financial support is still needed to cover items that fall outside the scope of the insurance claim.

These items include refurbishing the patio and deck, improving drainage, and exterior paint.

Foam encapsulation in the attic and other energy efficiency upgrades have reduced the number of units which will lower operating costs and increase indoor air quality.

The Association is also modernizing the audio/video system, upgrading staff cubicles into offices, creating a new conference area, overhauling the kitchen and installing a backup generator to better protect against future winter storms.

"Collectively, these enhancements will make our building more compatible with the way we operate today and instill in us the same feeling of pride felt by those who built it more than 20 years ago," said Executive Officer Phil Crone.

"We are incredibly grateful for the support we have already received and are hopeful that a bit more will make these improvements a cost-neutral endeavor."

Several finishing trades are now working every day in the office ahead of an anticipated reopening in early spring.

To date, more than 60 companies and individuals have contributed to the rebuilding effort, either with cash contributions or donations of materials or labor.

Members can contribute to the Association's Rebuilding Fund via the "Rebuilding #BetterTogether" button that can be found on the DallasBuilders.org home page or by contacting staff at 972-931-4840.



Dallas BA's rebuilding effort is now in the home stretch, with a spring opening in sight.

McSAM Awards deadline is March 1

The 2022 McSAM Awards will be held on Saturday, April 9, at the Renaissance Dallas Addison Hotel.

The official call for entries has been made. Visit McSAM Awards.com for details.

Entry applications and materials will be due March 1. This year's awards show will include 60 categories and two People's Choice Awards: Community of the Year and Builder of the Year.

Awards categories will be in the areas of Professional Achievement; Marketing, Advertising, Signage, Online; Interior Merchandising; Design, Home/Builder/Developer and Community of the Year.

Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in six dollar volume categories ranging from \$5 million to \$30 million.

A variety of partnership opportunities are available starting at \$500 and

up to the prestigious title partnership.

Market directly to decision makers including volume builder CEOs, division presidents, architects, brokers, builders, developers, interior designers and sales and marketing professionals. Contact Dallas BA Director of Meetings and Events Misty Varsalone, 214-615-5005, if you are interested in partnering.

Last year more than 500 entries were submitted, and attendance at the awards gala exceeded 400.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas Builders Association in recognition of sales and marketing excellence.

The prestigious McSAM Award is given to volume builders, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements during the past 12 months.



MARCH 23, 2022

Venue Forty | 50
4050 Belt Line Rd
Addison, TX, 75001

8:30 - 9:00am
Registration & Breakfast

9:00 - 11:30am
Program

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.

Partnerships are available for this event. Please contact Misty Varsalone at Misty.Varsalone@DallasBuilders.com



Dr. Luis Torres
Research Economist
Texas A&M University Real Estate Research Center

Additional speakers to be announced soon!

REGISTER

Register now at
www.DallasBuilders.org
Dallas BA Member: \$25
Non-Member: \$35

Services held for Mark Humphreys

Funeral services were held in January in Nashville for Mark Humphreys, founder of award-winning Humphreys & Partners Architects, which grew into the nation's largest designer of multi-family projects.

A continuous Dallas BA member since 1998, Humphreys died Jan. 5 following a lengthy illness. He was 67.

He is survived by his wife Emily, his daughters Jessica Humphreys Baxter, Cassandra Humphreys Guerrero and Stephanie Humphreys and stepchildren Mary Elizabeth Hastings and Joseph Hastings. He is also survived by his brothers Larry and Dave Humphreys and sister Kay Osborn.

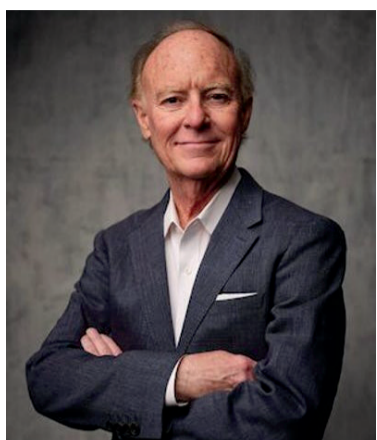
After graduating with an architecture degree in 1978, Humphreys worked at firms in Lubbock and Dallas before launching Humphreys & Partners in 1991.

The small start-up took on multiple types of projects, from retail and office to industrial and hotels, but Humphreys noticed the apartment market did well in both up and down economies.

While many firms concentrated on suburban office and residential projects, HPA set its sights on becoming the expert on multifamily design, focusing on innovation and efficiencies to reduce costs and carbon footprint.

In 1995 HPA introduced the Big House®, a two story, six-unit apartment building that looked like a large single-family home.

Since then, HPA has developed a half dozen trademarked "signature designs" that improve the performance and efficiency of multifamily projects,



Mark Humphreys

including the E-Urban®, E-Senior®, E-Max®, E-Staks™, Stak House™, and Home Rise®.

Humphreys was also a pioneer and ambassador for environmental causes. In 2008 he was the first architect to urge developers to add Tesla charging stations to all new plans. And in 2018, HPA was selected as a finalist by UBER Elevate for its sky port concepts.

He was a member of the AIA, NAHB's Multifamily Leadership Board, NMHCs Chairman's Circle and Board of Directors, Urban Land Institute, ICSC and the US Green Building Council.

The Texas Tech School of Architecture established the Mark E. Humphreys AIA Chair in Urban Design to honor his \$1.5 million gift.

In lieu of flowers, donations are requested for the Texas Tech University School of Architecture or The Nashville Ballet.

The HomeFront

-Gov't Affairs News and Info

Fees, Codes, Elections

From proposed fee increases to building code changes to a busy election season; there is plenty going on that impacts home building.

Local Park Dedication and Development Fees

In Denton, a proposal to amend the city's park dedication and development ordinances could impact housing affordability. The city is currently considering a plan to the dedication calculation, fee-in-lieu and development fee. Denton's ordinance has not been amended since 1998, so builders will need to consider the sticker shock.

As with many other cities, the ordinance applies to residential subdivisions and every building permit for construction of a dwelling unit approved after the effective date that would be designated by the final ordinance. This means it impacts both single- and multifamily construction.

The ordinance does not apply to activities involving the remodeling, rehabilitation or other improvements to an existing residential structure, or the rebuilding of a damaged structure unless the rebuilding results in an increase in the number of dwelling units.

The proposed ordinance not only details parks within five miles of the homes assessed, but also city-wide parks. However, the language currently states that fees collected are to be deposited in a fund referenced to the parks zone in which they are assessed. And the fees must be spent in the same park zone in which they were collected.

The proposed decision calculation claims one acre for every 129 single-family development units or every 186 multifamily development units. As with other cities, the option to dedicate land or pay the fee-in-lieu of dedication is at the discretion of the city.

The fee-in-lieu for single family would be \$435 per unit, while multifamily would be assessed a fee per unit of \$301. The rise in park development fees brings more concern. The development fee per unit would increase to \$2,753 per single family unit and \$1,906 for each multifamily unit.

And while the city is proposing a credit if a development provides their own park-like amenities within a subdivision, Dallas BA feels that proposed credit of "up to fifty percent (50%)" of the fee-in-lieu of land and the park development fees is not enough.

There is a regulatory requirement that there must be a "rough proportionality" between requirements imposed on a development and the needed use claimed because of the development. If

a development includes park amenities, then the credit should be up to 100%, based on how much of the calculated need for park land and/or park development is addressed by the development's park amenities. This should include credit for items like hike and bike trails or other linear park-like facilities.

The ordinance is expected to be brought before the city's Parks, Recreation and Beautification Board in early February and then on to City Council in March. Dallas BA will continue to weigh in on this issue.

Building Code Updates

The City of Plano is scheduled to approve its adoption of the 2021 I-Codes this month. This includes the updating language residential, fire, energy conservation, plumbing and mechanical codes.

Plano will make use of the recommended regional amendments, drafted by the NCTCOG's Regional Codes Coordinating Committee, of which Dallas BA is a voting member. The Association has notified the city that we are comfortable with the language.

Builders should remain aware of any code changes in the cities where they build. We anticipate other municipal jurisdictions to begin their code amendments process soon.

Redistricting Makes for An Interesting Election Year

Starting this month, and all the way through November, get ready for non-stop election buzz. Just be sure that you do not dismiss the impact upcoming elections will have on you and your business.

Redistricting, the once-a-decade redrawing of the state's state house,

David Lehde
Director of
Government
Affairs



state senate and U.S. congressional district boundaries, means that some of us will find ourselves in a new district. In fact, there are two new districts for the Texas House of Representatives that have been drawn into the Dallas BA service area. There are multiple Texas House, Texas Senate and U.S. House seats that have significantly different district boundaries than what we have seen the last decade.

Dallas BA, along with TAB and NAHB, will continue our work to build relationships so our elected decision makers understand the impact their votes will have on housing and the economy.

It is important that you exercise your right to vote. The primaries for county, state and federal races will begin with early voting on Feb. 14, with primary election day on March 1. Then we move right into some primary run-off races, while being deep into this Spring's city council elections. It will be a busy time. This November's general election will be a big one.

This also means that HOMEPAAC of Greater Dallas, the non-partisan political action committee of the Association, will have a busy 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/>.

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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

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BARCIE VILCHES, Editor

Dallas Metro Building Permit Summary		Year-to-Date 12/31/2021	
Residential	Permits	Value	Units
Single Family Homes	44,183	\$12,545,536,391	44413
Duplexes & Twin Homes	329	\$65,264,239	658
Apartments & Condos	789	\$3,339,059,076	42138
Mobile Homes	3	\$273,600	0
Other Residential Structures	1,212	\$66,743,558	9
Swimming Pools & Spas	7,976	\$379,417,334	4
Garages & Carports	363	\$70,525,054	1
Res Rmdl, Addn, Int Fin	6,006	\$385,896,001	0
Reroof Residential	1,755	\$81,627,699	0
Total Residential Const	62,616	\$16,934,343,680	87,223

Dallas Metro Building Permit Summary		Week 3 - 01/13/22 to 01/19/22 (permits over \$20,000)	
Residential	Permits	Value	Units
Single Family Homes	1,056	\$277,458,594	1056
Demolition	34	\$306,400	0
Grading & Dust	2	\$40,000	0
Footing & Foundation	150	\$1,031,607	0
Duplexes & Twin Homes	8	\$1,609,756	16
Apartments & Condos	11	\$52,613,995	447
Other Residential Structures	65	\$4,268,768	0
Swimming Pools & Spas	164	\$7,458,435	0
Garages & Carports	4	\$157,808	0
Res Rmdl, Addn, Int Fin	137	\$16,928,904	0
Reroof Residential	32	\$1,007,761	0
Total Residential Const	1,663	\$362,882,016	1,519

Dallas Metro Single Family Builders			
Year-to-Date 12/31/2021			
Builder	Homes	Value	
1 D R Horton	2611	\$588,341,776	
2 Bloomfield Homes	1749	\$528,278,641	
3 First Texas Homes	1360	\$511,372,710	
4 Highland Homes	1418	\$439,678,691	
5 D R Horton Custom	1882	\$378,103,979	
6 D R Horton Express	1111	\$290,092,303	
7 David Weekley	677	\$241,644,798	
8 K Homebuilder Homes	681	\$229,175,340	
9 MH Homes	672	\$215,642,354	
10 TSHH LLC	635	\$213,679,602	
11 Lennar Homes	908	\$210,288,296	
12 Toll Brothers Inc	399	\$194,257,829	
13 D R Horton Homes	728	\$193,808,875	
14 Pulte Group	806	\$191,182,233	
15 Gehan Homes	337	\$110,875,251	
16 Ashton Woods Homes	564	\$117,789,030	
17 Drees Custom Homes	459	\$152,885,146	
18 Lennar Homes	530	\$144,619,407	
19 Meritage Homes of	582	\$142,469,628	
20 MHI Partnership	349	\$115,146,194	
21 History Maker Homes	455	\$114,630,530	
22 LGI Homes	572	\$110,875,251	
23 American Legend	440	\$104,330,761	
24 Landon Homes	231	\$93,981,115	
25 Shaddock Homes	301	\$92,468,998	
26 Grand Homes	223	\$92,453,234	
27 Trendmaker Homes	276	\$89,659,411	
28 Robson Ranch	243	\$85,099,827	
29 Meritage Homes	337	\$93,411,431	
30 Pulte Homes Of	322	\$81,850,212	
31 Darling Homes of	209	\$81,545,173	
32 D R Horton	486	\$80,772,094	
33 Lennar Homes of	375	\$78,893,919	
34 History Maker Homes	302	\$75,815,693	
35 Southgate Homes	184	\$74,352,382	
36 Starlight Homes	440	\$73,722,233	
37 Perry Homes	213	\$71,720,970	

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Lee Lighting hosts After Hours



Dave Hambley with host Lee Lighting and door prize winner Jeff Hanks with N3 Luxury Living



Sandy Pofahl with Commonwealth Companies won a Lee Lighting gift card.



Dennis Jaglinski with N3 Luxury Living won a Haiku Big Ass Fan.



Catherine Curry with Noble Classic Homes won a Haiku Big Ass Fan.



Christian Brown with V Digital Services won a Jersey Mike's gift card.



Martha Sanchez with Allie Beth Allman won a Starbucks gift card.



Greg Paschall with Richardson Ready Electric won a \$50 Lowe's gift card.



Carol Leonard with Texas Insulation won a \$50 Lowe's GC



Thank you to Catherine Curry with Noble Classic Homes, who donated her cash door prize winnings to HOME PAC.



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Milestone Anniversary



Nationwide Gutter – 20 Years

Clay Pyle and Rene Grossman of Nationwide Gutter receive the company's 20-year Milestone Anniversary Award recognizing two decades of continuous membership in the Dallas Builders Association. Milestone Awards are presented courtesy of StrucSure Home Warranty.



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Education Committee announces class topics

The Dallas BA's Education Committee has announced course offerings for the coming year. Classes will be presented virtually, in-person or hybrid; check details on class registration pages at DallasBuilders.org.

@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. Classes will include:

- Hands-On MEPs Training
- Advanced Framing and hybrid solutions
- Automated Cabinetry
- Structural Insulated Panel Construction (SIPs)
- Insulated Concrete Form Construction (ICFs)
- Renovation Repairs
- Energy Star
- Outdoor Living Spaces
- Foundations Pre-Pour Training
- Various Factory Tours

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. Classes will include:

- Builder Roundtable - Training The New Homeowner
- Roofing (I & II)
- Windows
- Electrical
- Plumbing
- IECC Class
- Stucco How-To

Class dates, times and instructors will be listed on DallasBuilders.org as they are confirmed.

Information is available from Sheena Beaver, Dallas BA Education Director, at sheena.beaver@dallasbuilders.com or 214-615-3881.

2022 education classes are brought to members by Title Partner StrucSure Home Warranty.

Upcoming Classes: Virtual CAPS Training

Presented by



CAPS I - Marketing & Communicating with the Aging In Place Client (CAPS, Master CSP, CGA) - Virtual Class

Millions of Americans are living longer and more active lives. Because they are embracing newly found and changing lifestyles, they need to revitalize their home environment. Identifying this burgeoning opportunity and then developing the skills to interact with this market can help you grow your business dramatically. The goal of the course is to equip participants with the knowledge and tools to effectively market and sell services to the aging-in-place (AIP) market.

Date: March 24
Time: 9 a.m. – 4 p.m.
Cost: \$199 Member / Non-Member: \$299

Class instructor: Donny Mack, CAPS, CGP, CGR, GMB with Beaver Builders/Mac Professionals

Instructor Donny Mack is one of only 12 individuals in the nation who have earned the title of NAHB Master Instructor. He has been remodeling homes for over 35 years and building new homes for over 20 years.

His company, Beaver Builders, has performed remodeling projects from basic bath remodels to whole house renovations and built homes from the low \$90's to \$1 million plus. His commercial projects range from pharmaceutical clean rooms to hospital renovations.

Donny's formal education includes an associate in science degree from Frank Phillips Jr. College, a BBA in strategic management from the University of North Texas and two years of marketing courses from Texas Tech University.

CAPS II - Design Concepts for Livable Homes and Aging In Place (CAPS) - Virtual Class

There is an increasing desire among today's homeowners to live in one's home as long as possible which has created a strong demand for products and services serving this audience.

To help homeowners make their home a safe and comfortable living environment for the long term, many responsive and innovative

products are emerging. Likewise, service providers are answering this demand by focusing their businesses on creating new homes and renovations that provide design flexibility, pleasing aesthetics, high function and usability for all people, without regard to age, income or ability level, and regardless of life's changes and challenges.

Date: March 31
Time: 9 a.m. – 4 p.m.
Cost: \$199 Member / Non-Member: \$299

Class instructor: Donny Mack, CAPS, CGP, CGR, GMB with Beaver Builders/Mac Professionals

CAPS III - Details & Solutions for Livable Homes and Aging In Place (CAPS) - Virtual Class

This course builds on the CAPS II course (which is a highly recommended prerequisite to this course) by introducing design solutions and techniques for professionals whose clients require specialized design and equipment to live and thrive comfortably in their homes. Whole house product specification and installation techniques will be covered accompanied by practical, hands-on activities.

Date: April 1
Time: 9 a.m. – 4 p.m.
Cost: \$199 Member / Non-Member: \$299

Class instructor: Tag Gilkeson, CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, Master CGP, Master CSP with Tag & Associates, LLC

Tag Gilkeson has been in the real estate and construction industry for over 20 years. He holds degrees in both construction management and architectural drafting and design and has attained more certifications through NAHB than anyone in the nation, 11 in total.

Tag, along with his architectural design firm, has been recognized both locally and nationally. He designs homes in all price ranges and various square footages, with the largest exceeding 15,000 square feet.

All classes are brought to you by 2022 Title Partner StrucSure Home Warranty.

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

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6-8 p.m.

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Builder Jackpot – \$600

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

Milestone Anniversaries

50 Years

Cresswell Builders
Garland Insulating

30 Years

Custom Fit Gutter Inc.

25 Years

Dowdey, Anderson & Associates, Inc.

15 Years

LeComte Group, LLC
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10 Years

Andersen Windows
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Myra Baginski with Allie Beth Allman was awarded with a \$50 Visa gift card for recruiting and retaining members last year.

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