

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



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March 2022

Dallas BA's Industry Investors for 2022



BRIEFLY

The Association has entered the home stretch of the extensive repairs and remodeling of its headquarters in the wake of last year's devastating flood damage. Financial support is still needed to cover items that fall outside the scope of the insurance claim. Please visit DallasBuilders.org/Building-Fund.

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.

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

March 23 State of the Industry Summit will feature Johnson, Leach, Gaines

Presented in partnership with Hotchkiss Insurance Agency, the March 23 State of the Industry Summit will delve into the political and economic landscape for housing in the year ahead. The program will begin with a discussion with Sen. Nathan Johnson (D-Dallas) and Rep. Jeff Leach (R-Plano) about the state of Texas politics, the priorities of the state legislature and discussion of issues that impact housing. Both legislators have an excellent track record of supporting Association priorities. The discussion, facilitated by Executive Officer Phil Crone, will demonstrate that housing affordability is a bipartisan issue.

The second half of the program will feature research economist Dr. Jim Gaines from Texas A&M University's Texas Real Estate Research Center. Dr. Gaines will dive into the supply side constraints that continue to hinder the housing industry. He will also discuss disruptions to the energy sector and overall economic impact resulting from Russia's invasion of Ukraine. In addition to title partner Hotchkiss Insurance Agency, PermaPier Foundation Repair is a program partner. This event will be held at Venue Forty|50 in Addison with breakfast served at 8:30 a.m. and the program beginning at 9 a.m.



Sen. Nathan Johnson



Rep. Jeff Leach



Dr. Jim Gaines

Notes of Love event held on Valentine's

On Valentine's Day this year the day of love had extra special meaning for those who have graciously donated their time, materials and hearts to help build a home for U.S. Navy Hospital Corpsman Third Class Luisa Velez and her family. Operation FINALLY HOME, along with the Dallas Builders Association – Dallas Division, Winston Custom Homes, the City of Irving, NEC Corporation and invited guests, took part a Notes of Love event by writing inspirational notes and giving thanks for all the veteran has done for our country and her comrades. The Velez family will soon be moving into their new custom-built, mortgage-free home in Irving. "Watching the family read the notes written on the home's studs and feel the encouragement was yet another gift that Corpsman Velez has given to all those involved," says Dallas BA Opera-

tions Officer Sheena Beaver. "It is our hope that she feels the support and love that lay within the walls of this home." Project Builder Captain Winston Custom Homes has been diligently working to complete the house so they may hand over the keys to the family at the final event known as the home dedication ceremony. A date for this event will be announced in the upcoming months, and all are welcome to attend. Members interested in donating products or services to the project are encouraged to contact Sheena Beaver at sheena.beaver@dallasbuilders.com. The most pressing need now is cabinetry. Monetary donations can be made a link that can be found at DallasBuilders.org/Community-Engagement. All proceeds received through that URL will go directly to the Velez project.

Photos on page 2

Dallas BA members honored with prestigious NAHB education awards

Congratulations to three Dallas BA builder members, who have received NAHB Designees and Educator of the Year awards. They are Donny Mack, who was awarded Builder of the Year Designee, Matt Mitchell, who is the Certified Aging-in-Place Specialist of the Year honoree, and Tag Gilkeson, with the prestigious Educator of the Year award. The 2021 NAHB Designees and Educator of the Year awards honors housing professionals who have displayed notable professionalism as NAHB designation holders and those who have excelled in teaching NAHB education courses. "These home building industry professionals are true leaders in their respective fields," said NAHB Education Committee Chair Joanne Theunissen, CAPS, CGP, CGR. "They are committed to staying on top of current trends

and improving their own skills, which sets an example for their fellow industry professionals." Donny Mack, CAPS, CGP, CGR, GMB, president and CEO of Beaver Builders in Sanger, served as president of the Dallas BA in 2008. He was the recipient of the 2019 Hugh Prather Award, the highest honor bestowed by the Association. Donny is also an NAHB Master Instructor for professional designation courses. A 30-year homebuilding veteran, he believes in giving back and plays an active role in the local, state and national levels of the industry. Matt Mitchell, CAPS, CGB, CSP, GMB, is the owner of James Andrews Custom Homes LLC in Dallas. Mitchell has been a builder and licensed real estate broker since 2002 and has been actively involved in the Dallas BA since he first joined in 2011. He served

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www.McsamAwards.com



Donny Mack



Matt Mitchell



Tag Gilkeson

as president in 2020-2021. Mitchell uses his designations when speaking to groups and encouraging individuals to increase their knowledge base by taking classes and earning designations to show proficiency in their profession. Tag Gilkeson, CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, Master CGP, Master CSP, MIRM, is the owner of Tag & Associates, LLC, a design/

build company located in Carrollton. Gilkeson got his start in the real estate and construction industry in 1999 after obtaining his Texas real estate license. A believer in lifelong learning, Gilkeson is passionate about education and works diligently as an NAHB Education approved instructor, educating his industry peers while doing what he loves best, teaching.

Members write Notes of Love to Veteran Velez

Continued from page 1



U.S. Navy Corpsman Luisa Velez and son Spencer join Builder Captain Matt Walls and Susan Walls of Winston Custom Homes at the build site for their new home.



The HomeFront

-Gov't Affairs News and Info

Dallas BA Advocacy Engaged on All Fronts

It has been a busy winter for the Dallas Builders Association's advocacy efforts, and it is only a precursor to what the year will bring.

In Dallas, the Association has continued to put pressure on the city to solve permitting delays and improve other areas of the development process, including the city's challenging online permitting system.

Making the industry's voice heard during a special called Jan. 31 meeting of City of Dallas Government Performance and Financial Management Committee, Dallas BA's Executive Officer Phil Crone was joined by several member builders in citing problems that have continued to lead to delays, including the inefficient online system and unresponsive staff. Association members gave examples of delays they have faced and how those delays result in thousands of dollars in added carrying costs and liability.

Association members also stressed the importance of filling the vacant position for Chief Building Official. The meeting also included an update from the city's Executive in Residence, Will Mundinger who has been working since late last year to seek improvements.

The attention brought to the city's permitting delays has reached beyond the committee. On Feb. 14, Mayor Eric Johnson signaled, in his words, "Enough is enough." In a letter to the City Council, Mayor Johnson recognized the appropriate action the council has taken on the matter, but feels a new approach is needed. The mayor announced the creation of the Mayor's Workgroup on Permitting to further research solutions and monitor progress.

Tackling cost issues in other parts of the service area, Dallas BA weighed in on Feb. 7 via written comments to the City of Denton's Parks, Recreation and Beautification Board. The board was presented with the proposed update to Denton's park dedication, fee-in-lieu and development fee ordinance, which has not seen a thorough amending since it's 1998 implementation.

Dallas BA voiced the industry's concern about the impact that significant increases in the fees will have on already challenging new home costs. The fees originally proposed in the first draft of the ordinance were based on zones and were, in areas that would see many of the new homes, outrageous. After hearing concerns from stakeholders, follow up drafts of the ordinance scaled those fees back dramatically. Still, the park development fee listed in the ordinance is higher than what builders report seeing in other cities.

Dallas BA also recommended amending the language to include an exception from applicability for replacement homes, as they do not increase the number of dwelling units calculated for park dedications. While the ordinance does include credit for park-like facilities in private

development, Dallas BA has requested that those credits be increased. The Association also asked for clarification regarding park development cost calculations.

At the writing of this article, the ordinance is scheduled to be presented to the City Council on March 1.

Dallas BA is always on the look out for how local government entities are embarking on code enforcement. And we remind our members to do the same. As cities look to adopt the 2021 I-codes, including the Residential Code (IRC), or the 2018 IRC, or keep the 2015 IRC, it is important to review how state law addresses what version of the IRC relates to counties.

Section 233 of the Texas Local Government Code states that homes built in the county shall, at a minimum, conform to the version of the International Residential Code published as of May 1, 2008 (2006 IRC), or the version of the International Residential Code that is applicable in the county seat of that county. If you are building in an unincorporated area of a county and you're asked to provide anything different than this, please make the Dallas BA aware of the situation.

And a reminder that as cities look at adopting updated codes, it is wise to urge them to adopt the regionally recommended amendments provided by the North Texas Council of Governments' Regional Codes Coordinating Committee.

Dallas BA also continues to monitor any municipal enforcement for product requirements. Association members may recall that during the 2019 Texas Legislative session, legislation was signed into law that, with a few specific exceptions, prohibits municipalities from directly or indirectly prohibiting or limiting the use or installation of a building product or material if the product or material has been approved for use in the last three code cycles. This ranges from wiring to

David Lehde
Director of Government Affairs




exterior materials. Builders are encouraged to contact the Association should they suspect they are facing requirements that conflict with the state law.

With redistricting resulting in new district boundaries for state representatives and senators, as well as Texas members of the U.S. House of Representatives, the primary election season has been a big one. Dallas BA staff and members visited a number of incumbents and candidates of the state and federal levels.

In recent meetings with U.S. Congressional members in the Association's service area, Dallas BA members and staff continued to raise awareness of lumber supply and costs, labor and other issues that bring major challenges to housing affordability.

Dallas BA engages in this kind of outreach because it works. After the Biden Administration doubled lumber tariffs from 8.99% to 17.99% in November of 2021, NAHB led a charge to overturn the action, including coordinating with local HBAs to urge lawmakers to weigh in. In December, a bipartisan group from Congress, including two who heard from Dallas BA, signed a joint letter expressing urgent concern to the U.S. Secretary of Commerce. That, along with other efforts led by NAHB, sent a strong message to the White House and the Commerce Department announced they were reducing the tariff to 11.64% on Jan. 31.

With upcoming municipal elections, run-off elections, the November general election and various municipalities reviewing codes and fees, Dallas BA will continue to push to have the industry's voice heard.



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Registration & Breakfast
9:00 - 11:30am
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Foundation Repair of Texas

The State of the Industry Summit will delve into the political and economic landscape for housing in the year ahead. Sen. Johnson and Rep. Leach will discuss state legislature priorities and issues that impact housing. Dr. Gaines will dive into the supply side constraints that continue to hinder the housing industry, disruptions to the energy sector and overall economic impact resulting from Russia's invasion of Ukraine.

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

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



Jeff Leach
Representative



Nathan Johnson
Senator



Dr. Jim Gaines
Chief Economist
Real Estate Center at Texas
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Milestone Anniversary



Pella Windows and Doors – 45 Years
Executive Officer Phil Crone presents the Pella Windows and Doors team the 45-year Milestone Anniversary Award recognizing more than four decades of continuous membership in the Dallas Builders Association. From left are Courtney Bezich, Haley Stewart, Crone, James Wilkins and Shawn Williams. Milestone Awards are presented courtesy of StrucSure Home Warranty.



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Upcoming Classes: March & April

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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/Mack 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.

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/Mack 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.

Basics of Building (CGA, CGP, Master CSP) - Virtual Class

Build your housing industry expertise by learning about the residential construction process from the ground up. Those in housing and construction-related fields, like vendors, suppliers, brokers, retailers, builder/remodeler company staff, REALTORS® and others will learn what it takes to build or remodel a home. With that knowledge, you will learn how to build more effective and profitable relationships with the builders and remodelers you work with.

Date: March 29, 2022
Time: 9:00 am – 4:00 pm
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

Estimating and Scheduling for Profitable Business Operations (CGB, CGR) - Virtual Class

The ability to effectively prepare for a project is vital to your success. Project preparation consists of multiple processes that work together and, when performed effectively, increase your efficiency and profitability, improve client satisfaction and enhance team and vendor relationships. Come away with the knowledge and skills to perform two of the critical processes in project preparation: estimating costs and creating the schedule to complete the project.

Date: April 28, 2022
Time: 9:00 am – 4:00 pm
Cost: \$199 Member / Non-Member: \$299
Class instructor: Donny Mack, CAPS, CGP, CGR, GMB, with Beaver Builders/Mack 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.


Basic Plumbing Knowledge for Home Builders and Remodelers - In-Person & Virtual Hybrid Class

Learn the importance of a good plumbing system and how vital it is to your health and a safe home. This class will dive into proper winterization and what to do in a crisis. Improve communication with your plumber and understand the terminology. Learn the basics of plumbing and tricks of the trade from master plumber and home builder Joshua Correa.

Date: March 22, 2022
Time: 10:00 am – 11:30 am
Location: TBD
Cost: \$35 Member / Non-Member: \$55
Class instructor: Joshua Correa, GMB, CSB, CAPS, CGB, CGR, CSP, Owner of Divino Homes, Power Construction Group & Joshua Contractors, Master Plumbing License #22279

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HOME OF THE WEEK

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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