

# THE HOME BUILDER

DallasBuilders ASSOCIATION

www.DallasBuilders.org



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## Industry Investors



## BRIEFLY

The Young Professionals will present a Housing Market Forecast featuring Bryan Glasshagel of Zonda on Jan. 18. With more than 20 years of experience in the real estate and banking industries, Glasshagel leads the Texas advisory practice for Zonda. The meeting gets underway at 5:30 p.m. at Dallas BA offices in Plano. Young Professionals is for members aged 40 and under. [RSVP](#).

Legislative Rally Day 2023 will be held on March 29 in Austin. Members will visit the Texas Capitol to meet with area State Senators and Representatives in the Texas Legislature. Watch for details.

Don't forget to use the Dallas BA's job board, which is free to members. You can find it at [DallasBuilders.com/constructioncareers](https://DallasBuilders.com/constructioncareers).

## Year in Review

# 2022: Opening New Doors

A few years from now, especially when hindsight bias sets in, history will likely recall 2022 as the start of the great normalization. It will be marked as the year when the chaos and consternation of the pandemic-defined economy began its bumpy reversion back to a more steady and predictable market.

With the year fresh in our minds, we know the true story is more nuanced. In many ways, the way it started looks a lot different than how it ended. That's absolutely the case at 5816 W. Plano Pkwy. where our building is located.

A year ago, I was walking through a cavernous space of empty drywall and open

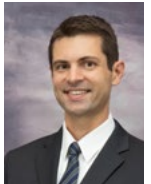
ceiling grid as the clean up and rebuilding from our massive flood damage entered its 11th month. Even then, with plenty of work ahead of us, you could see what was in store and realize we would soon be opening new doors. I mean this literally with our beautiful new iron entry unit in the front and figuratively with all of the opportunities the reopening of our beautiful building created.

In late May, we cut the ribbon and attendees marveled at the incredible work done by countless trades and subcontractors and made possible by the ingenuity of our staff including Accounting Manager Becky Warner, who

kept an eagle eye on the job's finances, the donation of more than \$200,000 of goods and services, and one remarkable

[Continued on page 4](#)

Phil Crone, JD, CGP, GSP Executive Officer



## Matt Mitchell honored as 2022 Designee of Year



Designee Program Partner Kevin McLain of DuPont presents the 2022 Designee of the Year Award to Matt Mitchell of James Andrews Custom Homes.

Builder Matt Mitchell of James Andrews Custom Homes has been selected as the Dallas BA's 2022 Designee of the Year.

Each month the Education Committee highlights a different designation and an outstanding member who promotes that designation and is committed to continuing their education.

Mitchell has held his Certified Graduate Builder (CGB) designation since 2015 and also holds the Certified Green Professional (CGP), Certified Sales Professional

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### Multifamily Builders Council Makes \$5,000 Contribution to Samaritan Inn

Multifamily Builders Council Vice Chair Corey Pruitt with KWA Construction makes the annual Christmas Party donation of \$5,000 to The Samaritan Inn, represented by Tracy Ferguson and Kellie Maynard. The Dec. 6 contribution brings the total to more than \$128,000 given to Samaritan Inn over the years. See related story on page 8.



# The HomeFront

## Government Affairs News and Info

David Lehde  
Director of  
Government  
Affairs



## The New Year Brings Increased Pace in Advocacy

The state legislature gavel in its 88th Session on Jan. 10. With it comes issues on which the Association and our members will need to be heard. And that comes in addition to the local advocacy efforts that take no break.

Dallas BA has continued its outreach in Denton regarding the city's update of roadway impact fees. Dallas BA and the development community received a copy of the city's impact fee study in early December. The study shows a more than doubling of the maximum allowable fee. To be clear, that fee is not what is assessed per rooftop, however, a percentage of that maximum is what cities will ultimately set as the fee per home.

Currently, that collection rate is \$2,000 per dwelling unit for single-family. That is based on the current maximum allowable roadway impact fees that range from \$6,174 to \$10,980.

The higher the demand for infrastructure projects, the higher the maximum fee. In the previous adoption, the City Council approved the rate at about 20%. Recent discussions at city hall have heard proposals for collection rates that are 30 to 50%, and even 75% of the maximum allowable roadway fee. Dallas BA, and some council members, and voiced concern about raising the fee to high, as it will impact housing attainability.

The City of Dallas is in the process of drafting their adoption of the 2021 International Code Council building codes, including the Residential Code (IRC), Building Code (IBC) and Energy Conservation Code (IECC) with local amendments.

Included in the recent draft that has moved through the city's Building Inspections Advisor, Examining and Appeals Board are provisions that call for EV Ready and Future Solar Electric panel space.

The EV Ready Space provision mandates that One- and two-family dwellings and townhouses have a designated parking space that is to be provided with a higher volt dedicated branch circuit for the use of electric vehicle charging stations.

There are requirements related to

multifamily as well.

This provision is not a requirement in the 2021 I-codes, rather it is an option listed in the appendix. In 2021, the Regional Codes Coordinating Committee (RCCC) voted down an attempt to make it a recommended amendment in the NCTCOG regional amendments.

Also added via amendment are Solar Ready provisions that require electrical panel space to be reserved for the installation of a dual pole circuit breaker for future solar use. This was also not a requirement in the 2021 I-codes and only an option in the appendix. An attempt to make it a recommended requirement in the regional amendments was voted down at the RCCC.

During this process, Dallas BA has submitted a rebuttal that recommends that these items would more appropriately be addressed via an option accompanied by an incentive, to better meet the city's goals, as opposed to a mandate that will be paid for by homeowners who for a product most of them will never use.

At a time when housing affordability is a top concern, it is just bad policy to implement these types of requirements because it's the popular thing to do or it makes policy makers feel good about themselves. It is even worse housing policy to push such requirements in an agenda to try and increase the usage of a certain type of vehicle. Whether it is a desire to drive the sale of a vehicle or to increase energy efficiency, neither would see much benefit from such an ordinance. Residential building codes should stay focused on the home. And it is important to note that new homes have doubled efficiency when compared to 15 years ago.

There is good news in the City of Dallas on the permitting front. At its December meeting with Dallas BA, the Building Inspections department informed that they have reached a preliminary goal of getting the number of backlogged permits out beyond 15 days down to zero. The department is still focused on reducing the number of days to get permit applications processed and permits issued.

With the Texas Legislature kicking off the 88th Session on Jan. 10, it's already

time for Dallas BA members to begin planning for Rally Day, the Association's major grassroots advocacy event for state policy.

On March 29, Dallas BA members will have the opportunity to visit the Texas Capitol to meet with our service area's State Senators and Representatives in the Texas Legislature. This is part of a statewide effort where we will join HBAs from around the state to impress upon the legislature the economic benefit home building brings to Texas and the need for a regulatory environment that protects the availability of housing.

The event is coordinated with the Texas Association of Builders (TAB). Registration will open soon, and partnerships are available.

The event is always a fun time for our members and another opportunity for networking.

Another opportunity to participate in

advocacy is through HOMEPAC of Greater Dallas, the non-partisan action committee open to Association members. In addition to the local, state, and federal advocacy in which Dallas BA will engage this year, we must also make the industry's voice heard in the upcoming Spring municipal elections. There are key cities with seats up for election this May, including the entire Dallas City Council. Members who are interested in participating can contact the Director of Government Affairs.

We appreciate the participation of our membership in our government relations activities. Obviously, with so much going on just in the first half of 2023, the new year brings a lot of opportunity.

Members who have questions about any of the items mentioned here, or other Dallas BA advocacy efforts, can contact the Director of Government Affairs at [David.Lehde@DallasBuilders.com](mailto:David.Lehde@DallasBuilders.com).



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Dallas Builders  
ASSOCIATION

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



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[BARCIE VILCHES](#), Editor



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# 2022 Year in Review: Opening New Doors

*continued from page 1*

builder. That builder, of course, is Michael Turner with Classic Urban Homes.

As I said at the ribbon cutting ceremony, the hundreds of hours Michael dedicated to this project, with no expectation of reimbursement, is one of the most selfless and extraordinary acts of volunteerism in the nearly 80-year history of the Dallas Builders Association. The recovery and rebuilding efforts earned us several accolades including an Association Excellence Award from NAHB and the Texas Association of Builders' Association Accomplishment of the Year.

One of those most happy to see our headquarters reopened was Operations Officer and Education Director, Sheena Beaver. Our education program served more than 300 industry professionals between June and December proving, once again, why it is one of the most successful in the nation.

The 86 hours of coursework taught in 2022 included new instructors and committee volunteers and vastly expanded our on-demand library of pertinent topics. The program has an audacious agenda for 2023 that will combine NAHB's hybrid courses and newly-formed local certifications.

The Dallas BA also opened its



*The highlight of 2022 was undoubtedly the Association's return to its totally renovated new home.*

doors to dozens of new members last year. In fact, we reached a new (post-Great Recession) high of 1,143 builders and associates towards the end of the year and a strong 81.3 percent retention rate. Membership Chairman Chris Clay with 2-10 Home Buyer's Warranty once again led by example, winning the Shorty Howard Award for most new members recruited for the second consecutive year.

Each of our After Hours events were packed and averaged more than 130 members. The free beer certainly helped, but so did the generosity of all our gracious hosts who opened their showrooms and gave out fantastic food and prizes. After Hours will be back on Jan. 19 thanks to Yearlong

Membership Partner StrucSure Home Warranty, who will help us honor our top all-time membership recruiters.

We also held three well-attended New Member Welcome Breakfast events last year. All of them packed the conference room with enthusiastic builders and associates. Along with continuing to help us grow, Director of Membership Coleman Yates and the membership committee will be focused on helping new and existing members get more involved in the Dallas BA.

As the market normalizes, so will the dynamic between builder and associate members. Our builder membership has grown significantly over the past two years and the Dallas BA's role in cultivating new business relationships will be more important than ever in 2023.

Our divisions, councils and special events continued to help members grow their business and give back to our community in 2022. The Dallas Division continued to be spot on with pertinent programming. A big reason for that is longtime volunteer Joe Mazza. Joe has been steadfast and dedicated to booking the Division's programs for as long as I can remember and he is always at the meetings greeting new and old friends with a warm handshake and welcoming demeanor.

The Multifamily Builders Council donated \$8,600 and more than 100 toys to the Samaritan Inn, helping bring Christmas to children suffering from homelessness. They also packed the course for their sold-out golf tournament and are becoming more ingrained in other association events.

The Metro East Division's new-found focus on connecting builders and associates in their region led to a spectacular increase in attendance and provided a conduit for several new

members to become involved with the Dallas BA. They kept their strong partnerships with Lone Star CASA firing on all cylinders, raising nearly \$75,000 to help protect the interests of abused and neglected children caught up in the courts system.

2022 also brought us a new council, Professional Women in Building. The PWB hit the ground running with stellar programming and fundraising. They outraised every other division and council in terms of partnerships and have more big things in store.

Staff Director of Meetings and Events Misty Varsalone did an extraordinary job coordinating our major events. Those included old favorites such as the State of the Industry Summit (so nice we now do it twice), the McSAM Awards, our golf tournament, and Casino Christmas. Misty also initiated the return of Speed Networking and our first-ever Trivia Night.

While our meetings and events were connecting the industry with itself, our advocacy efforts, led by

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## **Dallas Division Coat Drive**

*The Association's Dallas Division has been organizing a coat drive for many years. This year they asked members to bring coats, socks, scarves and winter hats to their Dec. 1 lunch meeting. Above, Dallas Division board member Joe Mazza helps organize dozens of warm articles of clothing that were collected for North Dallas Shared Ministries, a faith-based service agency focused on improving the quality of life for people in need. A part of Catholic Charities, this group is a first responder to the community's most vulnerable, helping those in crisis move toward a better life.*



*The Dallas BA's highest honor, the Hugh Prather Trophy, was awarded to Past President Alan Hoffmann in October.*



# 2022 Year in Review: Opening New Doors

*continued from page 4*

Director of Government Affairs David Lehde, pushed our housing first message into the policy arena. The toughest job for us here involved helping the City of Dallas through their two-year battle with permitting mediocrity.

At long last, we did finally make some progress. Thanks to the strong collective voice of our Dallas Division, the city filled the long-vacant Chief and Deputy Building Official positions and added an Assistant Director for Land Development. Each of these officials and others have taken ownership of the problem, cleared the backlog and are working with us to make processes and policies more efficient and effective.

David remains extremely active in Denton, where the city is reviewing its roadway impact fees. Earlier in the year, his efforts reduced the city's park fee proposal by \$1,500 per lot.

With the pandemic behind us, it was time to take the show on the road to Washington, DC. In June, Association leaders met with our local Congressional delegation on Capitol Hill addressing supply chain concerns, rising interest rates and other affordability challenges.

Our political action committee, HOMEPAC, had a critical role to play in the year's midterm elections. Nearly every candidate the PAC supported, 98 percent in fact, prevailed in November. This success and our ability to support so many candidates was made possible by dozens of donors and a very successful clay shooting competition in August.

With the state legislature convening comes a prime opportunity to take our affordability issues head on. We'll

need your help though. Therefore, be sure to mark your calendars for Rally Day on March 29.

You don't need me to tell you that today's market is different from what we had a year ago. While history may call it the great normalization, it is not a pain-free adjustment. Consequently, it is important for us to tell our story with the candor and perspective of a trusted local source.

We've fortunately had that opportunity more so now than ever before. Last year, I told our Communications Director Barcie Vilches that, in my 15 years with the Dallas BA, I cannot recall receiving as many media inquiries as we did. Somehow 2022 managed to top that.

In Barcie's estimation (which means this is absolutely the case), we are more visible than we have ever been. This year's coverage included all of the major local print and television stations and also the *Washington Post*, AP News International and Fox Business.

Being a visible, relevant and trusted local source is probably our most improved area in recent years. A huge part of that success is owed not only to Barcie, but also to Creative and Marketing Coordinator Holly Pemberton. Our evolution continued in 2022 which saw our official publication since 1947, *The Home Builder*, become an interactive flip book.

Making the transition from print to digital allows staff to include more timely content and direct links to email addresses, event registrations, web pages and supporting documents. We can also reach a much larger distribution list via email and on social media.

The list of members who contributed to all our milestones in 2022 is too



*Dallas BA Past President Jerry Carter was inducted into the Texas Housing Hall of Honor in November. On hand to cheer him on were Adam Lingenfelter, Andrew Pieper, John Porizek, Michael Turner and Phil Crone.*

numerous to list is this already-lengthy column. However, I would be remiss if I didn't name a few.

First there's Matt Walls and his wife Susan with Winston Custom Homes. They stepped up for a second time to build a mortgage free home in partnership with our charity of choice Operation Finally Home. Every project is special in its own way, this one was especially touching. U.S. Navy Corpsman Luisa Velez and her son Spencer opened their new doors after a long journey following her service as a medic.

The connection those two share is magical and it warms my heart when I think about everyone who helped Matt and Susan enable them to spend the holidays in their new home on a lot provided by the City of Irving. We hope to get them a couple of neighbors here soon as the city has generously donated the adjoining lots to OPFH as well.

In November, we had quite a bit to celebrate at TAB's Fall Board of Directors meeting. First, our very own Donnie Evans with Altura Homes was installed as President of TAB. Donnie was one of the best presidents I've had the opportunity to work with at the local level. I have no doubt that he'll leverage that experience along with more than 40 years in the industry to successfully lead TAB through a critical legislative year.

We also honored living legend, Jerry Carter, as he was inducted into the Texas Housing Hall of Honor. I have written several applications for the Hall of Honor over the years. Not

all were successful, as it is very hard to receive this prestigious distinction. That said, Jerry's application essentially wrote itself.

You'd be hard pressed to find a more passionate advocate for the housing industry or a better volunteer role model at the local, state and national levels. Like hundreds of others, I have learned so much from Jerry over the years. He's eager to share his wisdom yet retains an immense amount of humor and humility.

We also recognized one the best at the local level. Past President Alan Hoffmann with Hoffmann Homes was honored in October with the Hugh Prather Trophy.

Alan is a housing advocate in ev-

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*2022 saw the completion of the Association's eighth Operation Finally Home project as U.S. Navy Corpsman Luisa Velez and her son were gifted a home to call their own.*



*Donnie Evans of Altura Homes became the 12th Dallas BA member to take the helm as president of the Texas Association of Builders.*



# 2022 Year in Review: Opening New Doors

*continued from page 5*

ery sense of the word. He’s long been a leader in resource efficient home building and has used his intellect, passion and experience to bring about more sensible policies in the City of Dallas. He’s never been afraid to back down from a fight. His tireless work on behalf of his homebuyers has brought positive change to local elections and Texas land use law.

One of the best things about working for you all is experiencing the passion that our Association presidents, both past and present, have for making the Dallas BA and the industry we serve a better place. Immediate Past President Andrew Pieper is no exception.

Andrew’s calm, composed demeanor and thoughtful leadership have made him a rising star at Hillwood Communities. Those traits helped

him navigate the changes we experienced this past year and made him an outstanding ambassador of the Dallas Builders Association. Current President John Porizek with M/I Homes has picked up right where Andrew left off. His diligence and commitment ensure that we are well positioned to handle whatever challenges 2023 has in store for us.

Thank you to all who helped us open new doors in 2022 including the 167 companies who partnered our events, meetings and classes. Although the market may be normalizing, the efforts from our membership and staff continue to be nothing short of extraordinary.

A huge thank you is owed to them as well as 2022 Industry Investors Hotchkiss Insurance Agency, StrucSure Home Warranty, BGE, Fox Energy Specialists, DuPont, FACETS, Atmos Energy and James Hardie.



*Outgoing 2022 President Andrew Pieper with Hillwood Communities hams it up with newly installed John Porizek of M/I Homes of DFW following ceremonies in Las Colinas this fall.*



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# Education Title Partner StrucSure Home Warranty announces this year's classes

As the industry continues to adapt to ongoing global challenges so will the Dallas BA education program. Courses will be offered virtually, in-person or hybrid; check details on class registration pages.

2023 offerings will consist of courses to gain certifications, multiple classes being 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, the 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, as well as the return of the annual Dallas BA Leaders Program.

### CERTIFICATION COURSES

Individuals looking to achieve a course certification will discover 13 courses to enhance their knowledge.

The Dallas BA is licensed through NAHB to offer a plethora of diverse courses allowing builders, remodelers, 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 series of classes,

instructors will explore how you can transform your business into a powerful, profit-generating machine by streamlining processes and learning new skills.

### BUILDING A BETTER HOUSE SERIES

The nationally award-winning 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 design trends.

### DALLAS BA LEADERS

DBA LEADERS is a yearlong program aimed at advancing industry leaders throughout the Dallas metroplex. Throughout the year, participants attend monthly sessions that focus on cultivating leadership traits and applying their knowledge to their daily operations.

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

Updates on education classes are also published in *Punch List* each week.

## Matt Mitchell is 2022 Designee of the Year

*continued from page 1*

(CSP), Certified Aging-In-Place (CAPS), Graduate Master Builder (GMB) and Master Certified Green Professional (MCGP) designations. He is also a Certified Star Builder, a prestigious designation through the Dallas BA.

Matt has been an active member of the Association since 2011. He is a Past President and has served in many capacities including as chairman for the ARC Awards, president of the Dallas Division and chairman of both the Education and Government Relations Committees.

Outside of the Association, Matt is a Master SIP builder, a New Home Sales Specialist (NHSS) and a Green REALTOR®.

He holds a degree in public administration with an emphasis in psychology from the University of Texas, an associate of arts and science degree in construction management from North Lake College and also a master's degree in Biblical studies from Dallas Theological Seminary.

Meet Matt and learn why he chose to become a Certified Graduate Builder:

### How did you get started in this business?

A friend of mine got me into the business. He consulted me through a custom house build for my wife and me, and I loved every step of the journey, from designing my first house to working with subs. It hooked me.

### What do you like most about the industry?

I have always been fascinated by the construction industry. There is such a tangible and permanent aspect to it that seems to appeal to me. I particularly enjoy how building science has progressively become more relevant to the industry since 2002 when I got into the industry.

### What advice would you give to someone new starting out?

There is an enormous amount to learn and one can not know it all so find great subs and lean on their wisdom. AT THE SAME TIME: the responsibility eventually falls to the builder to get things correct so you have to always be learning about your craft. that way one will be able to speak with clarity about the tasks at hand.

### What is something unique about yourself that people don't know?

I used to play guitar in a rock and roll band.



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



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



# Multifamily Builders Council spreads holiday cheer at annual festivities



*Congratulations to David Roberts with Stanford Construction, who received the Multifamily Builders Council Superintendent of the Year Award. The award was presented at the council's December holiday party.*



The Multifamily Builders Council continued their annual tradition of presenting a \$5,000 donation to The Samaritan Inn as a highlight of their holiday party (photo on page 1).

The Dec. 6 contribution brings the total to more than \$128,000 given to the organization over the past 25 years.

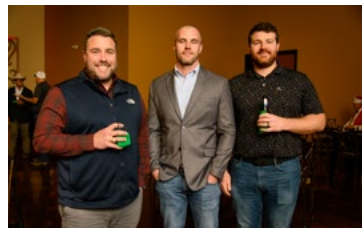
Much more than simply a homeless shelter, The Samaritan Inn is a comprehensive program for the tempo-

rarily homeless that provides resources to help people regain their dignity and independence.

In addition to the cash donation, the MFBC waived admission fees to the lavish party, asking guests to bring a new, unwrapped toy instead. Well over 100 toys were collected for donation to Samaritan Inn's Santa Workshop, a program that allows disadvantaged parents to provide gifts for their children at Christmas.



*(Left) The 2022 MFBC Board of Directors continued the council's impressive tradition of community service. (Right) 100+ toys were also collected for the Samaritan Inn's Santa Workshop program.*



## THANK YOU, PARTNERS



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- ACS
- Allied Interior Solutions/Square Cabinetry
- Blackburn Construction
- Spring Valley Construction
- DuPont
- Moss Construction Managers
- Nationwide Gutter
- Turner Forest Industries

Construction Monitor			
Dallas Building Permit Summary			
Year-to-Date 12/07/2022			
Residential	Permits	Value	U
Single Family Homes	15,928	\$5,022,095,046	15f
Duplexes & Twin Homes	88	\$15,057,404	1
Apartments & Condos	250	\$2,018,096,914	20f
Cabins	1	\$80,000	
Other Residential Structures	749	\$38,947,738	
Swimming Pools & Spas	3,768	\$187,022,263	
Garages & Carports	275	\$15,698,901	
Res Rmld, Addn, Int Fin	3,365	\$193,713,391	
Reroof Residential	1,018	\$58,269,404	

Dallas Building Permit Summary			
Week 49 - 12/01/22 to 12/07/22 (permits over \$20,000)			
Residential	Permits	Value	U
Single Family Homes	259	\$78,227,244	2f
Demolition	11	\$3,700	
Footing & Foundation	55	\$1,106,721	
Apartments & Condos	3	\$5,483,883	f
Other Residential Structures	4	\$138,025	
Swimming Pools & Spas	63	\$2,475,761	
Garages & Carports	1	\$144,969	
Res Rmld, Addn, Int Fin	62	\$1,866,717	
Reroof Residential	16	\$1,928,673	
<b>Total Residential Const</b>	<b>474</b>	<b>\$91,375,688</b>	<b>3f</b>

Dallas Single Family Builders			
Year-to-Date 12/07/2022			
Builder	Homes	Value	
1 First Texas Homes	637	\$232,288,305	
2 Bloomfield Homes	511	\$177,560,203	
3 Highland Homes	368	\$150,454,930	
4 Mill Homes	281	\$136,258,391	
5 D R Horton	499	\$125,644,378	
6 Lennar Homes	411	\$109,395,404	
7 TSH LLC	268	\$98,593,515	
8 K Hovnanian Homes	270	\$96,004,658	
9 Landrun Homes	244	\$94,107,500	
10 Meritage Homes	333	\$92,221,470	
11 American Legend	248	\$83,217,285	
12 Ashton Woods Homes	252	\$68,746,993	
13 D R Horton Express-	184	\$63,634,787	
14 Gehan Homes	207	\$58,640,306	
15 Grand Homes	100	\$55,712,307	
16 Tall Brothers Inc.	91	\$47,411,244	
17 Trophy Signature	192	\$47,024,993	
18 LGI Homes	230	\$46,970,870	
19 Shaddock Homes	149	\$46,459,545	
20 History Maker Homes	126	\$44,241,603	
21 PaceSetter Homes	126	\$42,578,839	
22 Pulse Group	184	\$42,463,243	
23 Mattamy Texas LLC	130	\$41,737,920	
24 Meritage Homes of	145	\$41,182,879	
25 KB Homes	72	\$40,455,154	
26 Tradition Homes LLC	63	\$36,174,302	
27 Altura Builders CW	128	\$35,133,895	
28 Taylor Morrison	75	\$33,701,963	
29 Camden Homes LLC	133	\$33,623,734	
30 MHI Partnership	66	\$31,025,000	
31 David Weekes	63	\$32,600,000	
32 Beazer Homes Texas	84	\$31,712,654	
33 SBL Building	284	\$31,025,000	
34 Southgate Homes	89	\$27,807,600	
35 John Houston Custom	76	\$27,465,581	
36 CB Jeni Homes	96	\$27,441,150	
37 Stonehollow Homes	52	\$26,935,898	
38 Drees Custom Homes	89	\$26,409,035	
39 Shaddock Caldwell	95	\$25,044,016	
40 Ch Jeni Homes Grand	95	\$25,094,400	

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# NEW MEMBERS

## BUILDERS

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Brad Bean  
214-677-7146  
BUILDERS - RESIDENTIAL

Creekwood Estate Homes LLC  
Clark Wickliffe  
972-765-7765  
BUILDERS - RESIDENTIAL

Hamra Homes LLC  
Ansari Faizal  
408-431-7772  
BUILDERS - RESIDENTIAL

High Point Builders  
Roberto Gallegos  
214-673-2346  
BUILDERS - RESIDENTIAL  
Spike: Carol Leonard, Steel One,  
dba TBP Windows & Doors

Jessica Koltun Development  
LLC  
Jessica Koltun  
214-862-2284  
BUILDERS - RESIDENTIAL

Luxury Wellness International DBA LWI Homes  
Laurie Nord  
949-278-7691  
BUILDERS - RESIDENTIAL

Donald Rivers  
Spike: Dave Hambley, Lee  
Lighting

**SUSTAINING ASSOCIATE**  
AAFMAA Mortgage Services  
Donald Rivers  
910-247-9105  
FINANCIAL SERVICES

## ASSOCIATES

Ekena Millwork  
Ryan Shumaker  
469-897-4920  
MILLWORK

Ramon Roofing  
Paul Ramon  
817-924-1645  
ROOFING  
Spike: Matt Mitchell, James  
Andrews Custom Homes

Texas Bank and Trust  
Walter Gallipeau  
469-777-5886  
FINANCIAL SERVICES

## AFFILIATES/ADDITIONALS

Nebraska Furniture Mart  
Ian Anderson  
469-670-0430  
FLOORING

Nebraska Furniture Mart  
Yanina Mooney  
972-668-1426  
HOME LIVING/DECOR

Nebraska Furniture Mart  
Daniel Welch  
214-856-9540  
AUDIO/VIDEO

Nebraska Furniture Mart  
Tim Young  
214-601-2027  
BATH

Noble Classic Homes, Inc.  
Brett Rather  
940-240-5332  
BUILDERS-RESIDENTIAL

Sunrun  
Ellis Ferrer  
385-352-0166  
ENERGY EFFICIENCY

# Spike Appreciation AFTER HOURS

Thursday, Jan. 19

6-8 p.m.

Hosted By



Dallas BA Offices  
5816 W. Plano Pkwy., Plano

Spike Appreciation Night After Hours will honor Spike Club members and those who have done the most to recruit and retain members over the years. 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 requested.

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

## Milestone Anniversaries



### Coventry Homes – 30 Years

Melissa Scribner accepts the 30-Year Milestone Award representing three decades of continuous membership in the Association.

### 75 Years

A.A. Porter Lighting  
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### 20 Years

Desco Fine Homes, LLC

### 15 Years

Westchester Custom  
Homes

### 10 Years

Bud Bartley Custom  
Homes, LLC

Cleve Adamson Custom  
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### 5 Years

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## MODEL CONSTRUCTION SAFETY PLAN

The Texas Association of Builders Model Construction Safety Program & Jobsite Safety Standards Package<sup>SM</sup> (Model Safety Plan) Version 4.0 includes:

- User Guide and the Model Safety Plan
- Crystalline Silica Standards
- Training Webinar
- Completion Certificate
- OSHA's Permit Required Confined Spaces

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# 2023 McSAM Awards Call for Entries opens

The 2023 McSAM Awards presented by StrucSure Home Warranty will be held on Saturday, April 22, at the Statler Hotel.

The official call for entries is now open at [McSAMAwards.com](http://McSAMAwards.com).

Entry applications and materials will be due March 13. This year's awards show will include 74 categories and two People's Choice Awards: Community of the Year and Builder of the Year.

New this year, several categories previously exclusive to the ARC Awards, have been added to the McSAM line up. These include categories for custom builders: Best Interior Design, Best Kitchen, Best Architectural Design - Modern, Traditional and Transitional and Custom Builder of the Year.

Several remodeling categories have also been added: Best Addition, Best Kitchen Remodel, Best Bathroom Remodel Best Whole House Remodel and Remodeler of the Year.

Other 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 over \$45 million.

Partnership opportunities are available starting at \$500 and up to \$5,000.

Market directly to decision makers including volume builder CEOs, division presidents, custom builders, remodelers, architects, brokers, builders, developers, interior designers and sales and marketing professionals.

Contact Dallas BA Director of Meetings and Events Misty Varsalone, 214-615-5012, if you are interested in partnering.

Last year more than 400 entries were submitted, and attendance at the awards gala also 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 members who have made a significant and creative contribution in residential marketing through specific achievements during the past 12 months.



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#IBS2023

\*This must be your first time registering for IBS as an NAHB member.

## IBS gets underway Jan. 31 in Las Vegas

The International Builders' Show® (IBS) will co-participate with the NKBA Kitchen & Bath Industry Show® (KBIS) and the National Hardware Show® (NHS) during Design & Construction Week in Vegas on Jan 31 – Feb 2.

Co-locating IBS and these shows will allow attendees to explore additional products and opportunities to grow their businesses and maintain a competitive edge in the market.

The exhibit floor will feature

more than 900 companies covering nearly 600,000 square feet of exhibit space for attendees to check out the latest products and product trends.

Mike Rowe from the hit TV series "Dirty Jobs" will help kick things off at the Opening Ceremonies.

IBS also offers a full schedule of education courses designed to help builders learn more about their industry.

Visit [BuildersShow.com](http://BuildersShow.com) for full details.

## ACCEPTING SUBMISSIONS



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

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



DALLAS BUILDERS ASSOCIATION

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