

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXX

No. 2

February 2023

## Industry Investors



## BRIEFLY

The Multifamily Builders Council meets Feb. 7 for a lunch meeting at Association offices. Geoff Garber of Brayn Consulting will present a program on 45L Tax Credits and Energy Star: What All Builders and Developers Need to Know. [RSVP.](#)

The Dallas Division will present its annual Realtor/Lender Panel Feb. 9 at a new location: Maggiano's at Willow Bend. (Please note this change in location is for this meeting only.) Joe Atkins of Joe Atkins Realty will moderate a panel that includes Scott Jackson, Compass; Alex Perry, Allie Beth Allman & Associates; Stephen Puckett, Prosperity Bank; and Amy Timmerman, Dave Perry-Miller Real Estate. Reservations are strongly encouraged for this meeting. [RSVP.](#)

## Dallas BA honors its top Spikes

The Dallas BA honored its top Spikes Jan. 19 during a special Appreciation After Hours presented by StrucSure Home Warranty, who is also the yearlong membership program partner.

Spikes are one of the most active and dedicated groups in the Association. Their efforts in membership recruitment and retention are the lifeblood of the Association and help keep the housing industry voice strong. Member-to-member recruitment is the most effective source of growth for any organization, and the Dallas BA Spikes have taken that philosophy to heart.

T.W. Bailey Sr. with Bailey Family Builders has accomplished a feat that no one else in the Association's 78-year history has done—he has surpassed the 2,100-Spike level of new member recruitment. He was recognized for his achievement at the January After Hours and received resounding applause as Executive Officer Phil Crone presented him with his Spike pin.

T.W. is one of the highest ranked Spikes in the nation and first in Texas. He has won the Dallas BA's Shorty Howard Trophy—given annually [Continued on page 8](#)



(Above) Tiffany Acree of Yearlong Membership Partner StrucSure Home Warranty recognizes the Dallas BA's top Spikes including Jerry Carter, T.W. Bailey Sr., Pat Nagel, Mike Mishler and Bob Cresswell. (Left) EO Phil Crone presents T.W. Bailey with his 2,100-level Spike pin.

**STATE of the INDUSTRY SUMMIT**  
DallasBuilders ASSOCIATION  
Spring 2023  
Presented By  
**HOTCHKISS INSURANCE**

**MARCH 2, 2023**

The Dallas BA's State of the Industry Summit, presented by Hotchkiss Insurance, will feature two impactful panels with builders and developers from all parts of the construction industry and development services officials from area municipalities. The focus of both discussions will be their outlook for 2023 and what issues will define the Dallas area's economy and construction industry in the weeks and months to come.

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

8:30 - 9:00am  
Registration & Breakfast

9:00 - 11:30am  
Program

Program Partner  
**PermaPier**  
Foundation Repair of Texas



### Builder/Developer Panel

Moderated by  
**John Porizek**  
M/I Homes



**Adam Lingenfelter**  
Lingenfelter Custom Homes



**Andrew Pieper**  
Hillwood Communities



**Adam Auensen**  
Tonti Properties



**Frank Murphy**  
Wynnew/Jackson, Inc.

### Municipal Panel

Moderated by Dallas BA Executive Officer Phil Crone, this panel will delve into the priorities for and issues impacting some of the most active cities in the area. Confirmed speakers include development services staff from the cities of Dallas and Irving with others from fast-growing suburbs to be confirmed soon.

Dallas BA Member: \$25 | Non-Member: \$35  
Register now at [www.DallasBuilders.org](http://www.DallasBuilders.org)



# The HomeFront

Government Affairs News and Info

David Lehde  
Director of  
Government  
Affairs



## On With the Show

Building codes and development fees are sharing center stage with the Texas Legislature this winter and Association members should pay close attention as things are moving fast and there will be no intermission.

In Denton, the home building industry and other area small businesses alike are watching closely as city council members consider amending the roadway impact fee ordinance. The municipality's updated impact fee study was released in December and the city council has instructed city staff to set public hearings for both the roadway impact fee study and impact fee ordinance to be held on March 7.

The fee was originally adopted in 2016 with a rate per rooftop that equated to 20% of the maximum assessable fee allowed, as calculated in the impact fee study for 2016. The updated calculation, per the 2022 study, increases the maximum allowable fee from \$9,808 for the city-wide average per single-family home to \$20,538. Leading up to the March public hearing, council members will evaluate whether to set the rate actually collected per home at 30%, 40%, 50% or some other percentage of that updated maximum fee. Final input from stakeholders, including the general public, will be provided via official comments during the public hearing, with council members likely receiving input leading up to the meeting.

Dallas BA has already weighed in with preliminary concerns regarding what are potentially over-estimates in roadway costing that have a direct impact on the calculation of the maximum allowable fee. The Association has also spoken with multiple council members regarding the current economic environment and the negative impact that increasing the fees too high can have, especially when combined with the challenges of material costs and mortgage rates. Just last year, Denton adopted increases to the city's park dedication, fee-in-lieu and park development fee ordinance.

We will continue to advocate for a reasonable approach that protects attainable housing.

Prosper recently approved its adop-

tion of the 2021 International Code Council building codes, including the Residential Code (IRC) and the Energy Conservation Code (IECC), as well as the 2020 National Electric Code. The adoption made use of local amendments, including the recommendations of the North Central Texas Council of Governments' Regional Codes Coordinating Committee (RCCC).

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. For example, Dallas BA successfully obtained a regional amendment recommendation to the IFC that adjusts the allowed height of a building in which NFPA 13R multifamily sprinkler systems can still be used, protecting against a needless cost increase that would result from requiring a full NFPA 13 system. The amendment corrects an unintended consequence that occurred in the drafting of the 2021 cycle codes and is supported by stakeholders on both sides. Dallas BA also worked for an amendment to address a pool's proximity to a home foundation to provide for a safer installation, to safeguard against after sale warranty and insurance issues.

The new Prosper codes go into effect on April 1.

The City of Dallas is continuing their path towards adoption of the 2021 ICC codes, and they are considering a local amendment that goes too far by mandating an electric vehicle ready space in residential construction. Dallas BA went on record in December, offering that such an after-market addition would more appropriately be incorporated by those residents who actually choose to make the substantial up-front purchase for an electric vehicle. It is not appropriate for the housing industry to supplement the automotive industry, nor does it make sense to force homeowners to pay for a product that most of them won't use and won't really contribute to the home's life safety or operational efficiency. Dallas BA has encouraged Dallas to, instead, examine incentives related to such products in

residential and commercial settings and funding from automotive manufacturers and governmental agencies as opposed to current and prospective residents.

Dallas also recently approved their adoption of the 2021 International Fire Code with local amendments, including many of the recommendations from the RCCC.

This winter and spring the home building industry must also remain aware that the curtain has gone up on statewide government business in Austin. The 88th Texas Legislative session gavelled in on Jan. 10 and there is already a long list of proposed legislation that requires the attention and advocacy efforts of the Texas Association of Builders and Dallas BA. Members are encouraged to keep an eye out for alerts from TAB as the session progresses. TAB's Legislative Line has returned and will provide timely updates

on bills that directly impact our industry.

Another grassroots advocacy tool of the Association is Rally Day. On March 29, Dallas BA members 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.

Registration for Rally Day is now open and we encourage members to turn in their registration form as soon as possible so we can ensure logistical success for this important event. Partnerships are also available and needed.

For registration and partner forms, contact the Director of Government Affairs at [David.Lehde@DallasBuilders.com](mailto:David.Lehde@DallasBuilders.com).

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**THE HOME BUILDER**

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

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[BARCIE VILCHES](#), Editor

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# Volunteers needed at Dallas BA sponsored high school design build competition

Several area high school construction trades programs will compete April 19 and 20 in the Construction Industry Education Foundation's Design Build Competition at Collin College.

The competition promotes career awareness of the construction industry among high school students through hands-on experience in the construction process and a first-hand look at future opportunities in the industry.

As it recognizes student ingenuity and achievement, the competition allows the construction industry to support, partner with, and mentor schools, students, and career technical education programs.

Each participating team is challenged to design, plan, and construct a 96 sq. ft. structure that meets a set of criteria established under the advisement of industry professionals.

Teams compete at no cost to any student or school through donations, sponsorships and grants.

The Dallas BA is participating as a Cornerstone Sponsor and the Association is asking members available during those two days to chip in their time and expertise as a volunteer, mentor, plan reviewer or judge.

"I'm excited that the next generation of our industry will get to showcase their skills at the state-of-the-art Collin College Technical Campus," said Dallas BA Executive Officer Phil Crone.

"It is really important for members to show up at events like these, as the students are looking for meaningful connections and feedback that will help them sharpen their skills."

Members are encouraged to sign up for volunteer opportunities here and judge/advisory positions via this link.

More information about the competition including a full list of participating high schools can be found at [www.cie.foundation.dallas](http://www.cie.foundation.dallas).



Tim Jackson, past president of both the Dallas BA and the Texas Association of Builders; 60-Year Dallas BA member and Past President Harold Peek; and Executive Officer Phil Crone

## Past President Harold Peek honored with 60-year milestone

Past President Harold Peek has been honored for 60 years as a member of the Dallas Builders Association. Peek served as Association President in 1970 and received the Dallas BA's highest honor, the Hugh Prather Trophy, in 1975.

At age 31, he was the Dallas BA's youngest President and was considered a stabilizing influence in the organization.

Under his guidance, the Association made great strides in dealing with the Department of Labor, and the Association changed its bylaws to turn the organization into a registered, professional building program, a feat that was rarely attempted by Dallas BA Presidents during their terms. However, it was accomplished by Mr. Peek without a dissenting vote from the Board of Directors nor the General Membership.

Peek served as Mayor of University Park from 1998 until 2004.

Peek's father, Fred, served as Dallas BA President in 1965. The father and son Companies (Peek Properties and Peek Construction)

built thousands of homes and apartments and countless retail properties throughout Richardson, Garland, Plano and Dallas.

"Harold is a giant of our industry and someone that I and countless other Association leaders look up to," said past Dallas BA and Texas Association of Builders President, Tim Jackson, who presented Mr. Peek's milestone along with Executive Officer Phil Crone. "He and his dad's contributions to the region's economy, our local communities and to the Dallas BA will be remembered for generations to come. I'm honored to provide him with a small token of our immense gratitude as he reaches this milestone."

Milestone Awards are presented in partnership with StrucSure Home Warranty.





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# Spring Summit focuses on 2023 outlook for building/development and key city officials

The Dallas BA's State of the Industry Summit, presented by Hotchkiss Insurance, will feature two impactful panels with builders and developers from all parts of the construction industry and development services officials from area municipalities. The focus of both discussions will be their outlook for 2023 and what issues will define the Dallas area's economy and construction industry in the weeks and months to come.

The Summit will be held on Thursday, March 2, at Venue Forty|50 in Addison from 8:30 to 11 a.m. Registration and partnership opportunities can be found at [DallasBuilders.org](http://DallasBuilders.org).

"The Summit is going to dive into consequential issues that are being discussed in every company's board room right now, including ours," said Dallas BA President John Porizek with M/I Homes, who will moderate the builder/developer panel. "I'm also anxious to hear from city officials about their

plans for the year and our changing market is impacting their relationship with the housing industry."

The builder/developer panel will also include Adam Lingenfelter, Lingenfelter Custom Homes; Andrew Pieper, Hillwood Communities; Adam Auensen, Tonti Properties; and Frank Murphy, Wynne/Jackson. The group will discuss the overall market outlook for single and multifamily builders and developers, the impact of the state legislative session, regulatory challenges, transformer shortages and more.

The municipal panel, moderated by Dallas BA Executive Officer Phil Crone will delve into the priorities for and issues impacting some of the most active cities in the area. Confirmed speakers include development services staff from the cities of Dallas and Irving with others from fast-growing suburbs to be confirmed soon.

In addition to Hotchkiss, Perma Pier will also be a program partner.



Adam Auensen  
Tonti Properties



Adam Lingenfelter  
Lingenfelter C.H.



Frank Murphy  
Wynne/Jackson



Andrew Pieper  
Hillwood



John Porizek  
M/I Homes



Phil Crone  
Dallas BA

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## Young Professionals feature startups panel

Dallas BA's Young Professionals will feature a Homebuilding Startups Panel at their Feb. 8 meeting. Moderator will be Don Dykstra from Bloom-

field Homes. Panelists include Jennifer Johnson of Oliva Clarke Homes, Leo Bowler with Astoria and Dustin Austin with Our Country Homes.

Dykstra cofounded Bloomfield Homes in 2004, and the company has built more than 11,000 homes in the DFW metroplex since then.

Young Professionals is for members ages 40 and under. The meeting begins at 5:30 p.m. at Association offices. [Reservations are required.](#)



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Don Dykstra  
Bloomfield Homes

# Association mourns loss of Barbara Bynum

Funeral services for longtime member Barbara Bynum have been set for Saturday, Feb. 4, at 10 a.m., at Restland Funeral Home Memorial Chapel in Dallas. Visitation is on Friday, Feb. 3, from 6 to 8 p.m.

Barbara, who was 88, died Jan. 27 following a brief illness.

She is survived by her husband of 54 years John Bynum of John P. Bynum Construction, who served as president of the Association in 1988.

Barbara's son Kerry Graves shared on social media: "She was the best mom ever and will be sorely missed. Heaven got a new beautiful angel today."

She had been active with the Association for more than four decades. A diligent membership recruiter and retention advocate, Barbara was the Dallas BA's fourth highest ranking Spike with more than 500 credits.

She had faithfully served on the

Membership Committee for more than 20 years. In 2020, Barbara was recognized with a resolution from the Dallas BA officers and Board of Directors honoring her for her incredible dedication to retaining and growing the Association's membership.

Barbara served as president of the Association's Women's Auxiliary in 1983-84, spearheading the group's fundraising efforts for local charities. During her tenure, the Auxiliary presented checks totaling almost \$70,000 to area charities including the Thelma Boston Home.

During her presidency, the Auxiliary launched the very successful Fashion Show to replace the annual charity auction as the group's main fundraiser. Builder members and their wives walked down the runway wearing the latest fashions supplied by a local boutique.

Barbara was the recipient of the

Geraldine Worley Award, presented annually by the Women's Auxiliary in recognition of outstanding achievement among its members.

She was also active with the Susan G. Komen Breast Cancer Foundation and received recognition as an outstanding volunteer. Barbara was one of the original employees of the Foundation when it was started and worked there for 15 years.

"Barbara was beloved by all who knew her," said Dallas BA Executive Officer Phil Crone. "She and John were among the first to welcome me when I came to work at the Association and immediately made me feel a part of their Dallas BA family. I know countless others had the same experience thanks to her graceful and genuine soul. My heart hurts for John and the entire Bynum family. I hope the comfort and peace she now feels in heaven embraces them in their time of loss."



Barbara and John Bynum

In addition to John Bynum, survivors include sons Kerry and Kyle Graves, daughter-in-law Debbi Graves and many grandchildren and great grandchildren.

In lieu of flowers, please make a donation to the [Humane Society of Dallas County](https://www.humanesocietyofdallascounty.org/). To offer condolences and share memories in the Guest Book, visit [Legacy.com](https://www.legacy.com).



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# Feb. 14 is Early Bird McSAM entry deadline

Early bird deadline is Feb. 14 for the 2023 McSAM Awards presented by StrucSure Home Warranty. The awards gala 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).

Final 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.



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## AFTER HOURS

Thursday, Feb. 23

6-8 p.m.

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# Association honors its top Spikes

continued from page 1

for the year's most prolific membership recruiter—an incredible 11 times.

The National Association of Home Builders recognizes and rewards peer-to-peer recruiting through the Spike Club. Members of the Spike Club receive several benefits and recognition throughout the year. Qualifying members receive national recognition on the Spike Wall of Fame and Top 100 leaderboards. Additionally, the NAHB Spike Club includes unique lapel pins for each level of achievement. These Spike Club levels range from Spike Candidate (1-5 credits) to Life Spike (25 credits) to Royal Spike (150 credits) all the way up to All-Time Big Spike (1500+ credits).

The Dallas BA has some of the highest ranking Spikes in the nation. The Association's Top Spikes are:

- T.W Bailey – 2100.50
- John Bynum – 1483.00
- Bob Cresswell – 1383.50
- Barbara Bynum – 503.50
- George Lewis – 455.50
- Donnie Evans – 318.50
- Michael Mishler – 316.00
- Scott Sandlin – 313.50
- Tim Jackson – 283.50
- Mike Phillips – 248.00
- Kristin King – 246.00
- Jerry Carter – 234.00
- James Siepiela – 220.50
- Pat Nagler – 218.50
- Peter Shaddock – 218.00
- Tommy Ford – 211.50
- Rich Messenger – 173.50
- Jim Johnson – 160.00
- Chris Jackson – 143.00
- Jeff Dworkin – 141.50
- Kevin McLain – 140.00
- Richard Harwood – 130.00
- Bill Deal – 127.50
- Joe Chamberlain – 122.00
- Michael Turner – 122.00
- Matt Walls – 119.50
- Carol Longacre – 114.50

Thank you to Yearlong Membership Partner StrucSure Home Warranty.

# Membership recruiters achieve Spike honors



*Congratulations to Membership Committee Chair Chris Clay of 2-10 Home Buyers Warranty, who has attained Red Spike status (100 Spike credits) in recognition of his efforts to recruit new members and retain current ones.*

*Also receiving his Red Spike pin is Association Past President Michael Turner of Classic Urban Homes. Turner has already climbed to the 122-Spike level, putting him on the Dallas BA's top 25 highest ranking Spikes list.*



## New Member Welcome

**Tuesday, February 14  
9 - 10:15 a.m. Breakfast**

Network with the Association's newest members while learning how to make the most of your membership. Hosted by StrucSure Home Warranty, Alphagraphics Irving|Las Colinas and Tom Sadler & Associates.

[REGISTER](#)



*Phil Smith of FACETS Appliances, Kitchens & Baths proudly displays his Green Spike level pin, which recognizes recruiting and retaining members to reach the 50-Spike credit mark.*

*Dallas BA First Vice President Adam Lingenfelter of Lingenfelter Custom Homes is now an official member of the prestigious Spike Club after recruiting six new members.*



**Yearlong Membership Partner:**



### Construction Monitor

**Dallas Building Permit Summary**  
Year-to-Date 12/31/2022

Residential	Permits	Value	Units
Single Family Homes	17,032	\$5,429,641,381	17035
Duplexes & Twin Homes	112	\$20,948,539	213
Apartments & Condos	285	\$2,315,323,145	24183
Cabins	2	\$330,000	0
Other Residential Structures	824	\$43,380,831	0
Swimming Pools & Spas	4,054	\$199,241,282	0
Garages & Carports	300	\$16,779,321	1
Res Rmld, Addn, Int Fin	3,753	\$216,476,186	0
Reroof Residential	1,124	\$62,159,059	0
<b>Total Residential Const</b>	<b>27,486</b>	<b>\$8,304,279,040</b>	<b>41,432</b>

**Dallas Building Permit Summary**  
Week 3 - 01/12/23 to 01/18/23 (permits over \$20,000)

Residential	Permits	Value	Units
Single Family Homes	245	\$76,972,983	245
Demolition	27	\$108,797	0
Grading & Dust	1	\$20,000	0
Footing & Foundation	85	\$788,016	0
Duplexes & Twin Homes	8	\$4,000,000	16
Apartments & Condos	3	\$5,751,738	72
Other Residential Structures	13	\$682,512	0
Swimming Pools & Spas	72	\$2,688,765	0
Garages & Carports	2	\$160,000	0
Res Rmld, Addn, Int Fin	100	\$3,456,162	0
Reroof Residential	28	\$916,171	0
<b>Total Residential Const</b>	<b>584</b>	<b>\$95,545,144</b>	<b>333</b>

### Dallas Single Family Builders

Builder	Homes	Value
1 First Texas Homes	600	\$252,680,861
2 Bloomfield Homes	559	\$181,112,550
3 Highland Homes	425	\$176,839,712
4 Mill Homes	317	\$152,512,176
5 Lennox Homes	516	\$133,697,078
6 D R Horton	489	\$125,644,378
7 K Hovnanian Homes	311	\$114,950,447
8 Landon Homes	265	\$100,563,100
9 TSHH LLC	268	\$98,569,515
10 Meritage Homes	358	\$98,192,750
11 American Legend	262	\$90,523,427
12 Ashton Woods Homes	261	\$70,526,993
13 D R Horton Express-	305	\$68,034,787
14 Gehan Homes	217	\$60,674,625
15 Trophy Signature	233	\$58,347,018
16 Shaddock Homes	171	\$57,846,560
17 Grand Homes	105	\$57,727,211
18 Toll Brothers Inc	92	\$48,023,699
19 History Maker Homes	136	\$47,896,913
20 LCI Homes	230	\$46,970,870
21 Pulte Group	195	\$44,933,605
22 Pacesetter Homes	127	\$42,876,239
23 Meritage Homes of	153	\$42,544,749
24 Mattamy Texas LLC	130	\$41,737,920
25 KB Homes	72	\$40,455,154
26 Taylor Morrison	82	\$37,758,236
27 Tradition Homes LLC	53	\$36,174,302
28 Allura Builders Div	128	\$35,133,895
29 MHI Partnership	71	\$34,816,322
30 David Watkins	169	\$33,800,000
31 Camden Homes LLC	133	\$33,623,734
32 Beazer Homes Texas	87	\$32,938,854
33 BBL Building	284	\$31,025,000
34 Drees Custom Homes	98	\$30,946,121
35 CB Jeni Homes	59	\$29,037,444
36 John Houston Custom	79	\$28,879,371
37 Southgate Homes	89	\$27,807,600
38 Stonehollow Homes	52	\$26,935,898
39 Perry Homes	73	\$26,075,186
40 Cope Homes	130	\$26,000,000
41 Shaddock Caldwell	5	\$25,908,016
42 Cb Jeni Homes Grand	95	\$25,094,400



# NEW MEMBERS

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BUILDERS - MULTIFAMILY

Milan Custom Build  
Arlen Haruthunian  
214-502-6544  
BUILDERS - RESIDENTIAL

Nielsen's Remodeling and Construction Company  
Nielsen Hernandez  
214-400-4585  
BUILDERS - REMODELER

Renu Property Investments LLC  
Daniel Bressler  
404-625-3016  
BUILDERS - RESIDENTIAL

Ruben Acquisitions and Development LLC  
Sametrius Ruben  
214-228-1431  
BUILDERS - RESIDENTIAL

Shaf Development LLC  
Faizal Moosa  
214-724-0643  
BUILDERS - LAND DEVELOPER

Texas Best Construction  
Joshua Helm  
469-552-8205  
BUILDERS - RESIDENTIAL  
Spike: Matt Walls, Winston Custom Homes

Tundra Construction LLC  
TJ Singh  
972-806-0587  
BUILDERS - RESIDENTIAL

Westrup Construction  
Tim Clyde  
972-832-0323  
BUILDERS - RESIDENTIAL

**SUSTAINING ASSOCIATE**  
Model My Home Staging & Design  
Dawn Tucker  
972-733-3435  
REAL ESTATE

**ASSOCIATES**

4D Insurance Agency LLC  
dba Program Insurance Group  
Aristotle Terzis  
512-930-3239  
INSURANCE/WARRANTY  
Spike: Susie Moore, Maverick Warranties & Insurance

Al Meyer - REMAX DFW Associates  
Al Meyer  
972-345-4899  
REAL ESTATE

AGF Custom Metal Concepts, Inc.  
Mathew Martinez  
214-422-5256  
HOME LIVING/DECOR

Carrick Custom Home Design  
Matthew Oxford  
972-885-2323  
DESIGN/ARCHITECTURAL SERVICES  
Spike: Alan Hoffmann, Hoffmann Homes

Chase Bank  
Alex Ross  
817-482-6444  
FINANCIAL SERVICES

Good Faith Energy  
Mohammed Abdalla  
469-214-4523  
ELECTRICAL  
Spike: Myndi Luevano, Eneryg Ogre

HomeKey Systems  
Brad Szolowicz  
480-401-1454  
AUDIO/VIDEO  
Spike: Chris Clay, 2-10 Home Buyers Warranty

J&S Plumbing Services  
Jazmin Rodriguez  
972-329-8994  
PLUMBING

Legrand  
Kristopher Sherman  
847-276-5705  
AUDIO/VIDEO  
Spike: Kendall Goshorn, HomePro

Levven Electronics  
Sean Vo  
385-887-3058  
ENERGY EFFICIENCY  
Jesse Perez, Landmark Electric

Miele  
David Allen  
972-482-5850  
KITCHEN  
Spike: Phil Smith, FACETS Appliances, Kitchens & Baths

**QDI Surfaces**

Eric Barnett  
214-741-2200  
FLOORING

Renovo Financial  
Jon Shipley  
713-492-1188  
FINANCIAL SERVICES

Showhomes  
Kim Dinsmoor  
214-207-6887  
HOME LIVING/DECOR  
Spike: Sharon Palmer, Freedom Furniture & Design

TNS Solutions – an AeroBarrier Co  
Caleb Cowart  
214-295-2376  
ENERGY EFFICIENCY

Utecture  
Oliver Foote  
642-185-9919  
DESIGN/ARCHITECTURAL SERVICES

**AFFILIATES/ADDITIONALS**  
DevCol Group, Inc.  
Lawrence Hill  
214-710-1233  
BUILDERS - RESIDENTIAL

DFH Coventry Homes  
Sarah Shay  
972-484-6665  
BUILDERS - RESIDENTIAL

J. Anthony Custom Homes, LLC  
Casey Gerwer  
214-718-5600  
BUILDERS - RESIDENTIAL

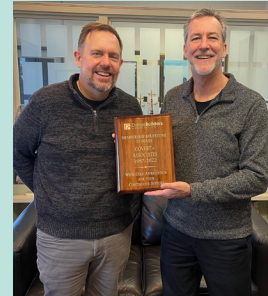
Maverick Warranties & Insurance  
Bill Deal  
214-695-1062  
INSURANCE/WARRANTY

Ruben Acquisitions and Development LLC  
Andrew Ruben  
469-693-0831  
BUILDERS - RESIDENTIAL

Showhomes  
John Arend  
972-587-7764  
HOME LIVING/DECOR

Showhomes  
Frank Fritzpatrick  
214-704-8140  
HOME LIVING/DECOR

## Milestone Anniversaries



**Covert & Associates – 35 Years**

David Clay and Scott Prentice accept the 35-Year Milestone Award representing three and a half decades of continuous membership in the Association.

**Riddell Plumbing – 25 Years**

Scott Riddell of Riddell Plumbing proudly displays his company's Milestone Award for 25 years of continuous membership in the Dallas BA.



**45 Years**  
Bob Bobbitt Company Inc.

**40 Years**  
Gartex Masonry Supply Inc.  
Hotchkiss Insurance Agency, LLC

**25 Years**  
Humphreys & Partners Architects L.P.

**10 Years**  
84 Lumber Company  
American Property Services

**5 Years**  
Alexander Hunt Distinct Homes

Allegiance Title Company

b1BANK  
Dominium Management Services

HOMEnhancements  
Hotchkiss Insurance Agency, LLC - Kristi Alexander  
Hotchkiss Insurance Agency, LLC - Dan Glanville

Meade Servicing Group  
Olise Construction & Renovations Group  
Realcognita  
Southwest Erosion Control, Inc.

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2023

## DALLAS BUILDERS LEADERSHIP PROGRAM

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DEVELOPING LEADERS FOR THE FUTURE

ARE YOU ABLE TO ENGAGE AND MOTIVATE A DIVERSE WORKFORCE, GENERATE SUSTAINABLE RESULTS AND HAVE SYSTEMS IN PLACE TO CARRY YOUR BUSINESS TO THE NEXT LEVEL?

### Team Leadership

- Employee Motivation
- Delegating
- Accountability
- Setting Expectations
- Building Trust
- Positive Discipline
- Empowering

### Communication Techniques

- Non-Verbals
- Effective Listening
- Dealing with Conflict
- Perception
- Communicating with Tact
- Aggressive vs Assertive
- Written Techniques

### Precision Thinking

- Sparking Creativity
- Brainstorming
- Problem Solving
- Critical Thinking
- Mind Mapping
- Finding Solutions
- Dealing with Difficult People

### EMERGING LEADERS

This year-long program is offered for Builders, Associates and Affiliates. It provides a chance to learn about key leadership concepts and increases one's self-awareness around these topics. Also, it is an excellent way to become introduced to leadership opportunities in the DBA and interact with key leaders within the industry.



#### PROJECT MANAGEMENT

- Estimating Time
- Gantt Charts
- Problem Solving
- Critical Path Analysis
- Creating Budgets

#### SPOKESPERSON TRAINING

- Presentation Anxiety
- Powerful Presentations
- Handling Questions
- Select the Delivery Style
- Honing Your Skills

“

A COMPREHENSIVE LEADERSHIP PROGRAM DESIGNED FOR ALL LEVELS OF LEADERS!



### SESSION DESCRIPTIONS

- Sessions times 10:00am to 3:00pm (lunch provided)
- Session One & Two: Opening Two-Day Retreat**  
Day 1 - Leadership and Team Building (April 12)  
Day 2 - Leadership and Team Building (April 13)
  - Session Three** - Communicate Like a Leader (May 12)
  - Session Four** - Spokesperson Training (June 14)
  - Session Five** - Bargaining, Negotiating, and Closing the Deal (July 12)
  - Session Six** - Leading Your Team (August 9)
  - Session Seven** - Balance and Renewal (September 13)
  - Session Eight** - Precision Thinking and Problem-Solving Skills for Leaders (October 11)
  - Session Nine** - Project Management Fundamentals (November 8)
  - Session Ten** - Leadership Program Review, Lunch and Graduation (Dec 13)

### TO GET STARTED ON YOUR LEADERSHIP JOURNEY

CONTACT SHEENA BEAVER AT  
DBALEADERS@DALLASBUILDERS.CO  
CALL (214) 615-3881 TO SIGN

**COST OF PROGRAM**  
**\$795 MEMBERS**  
**\$995 NON-MEMBERS**

## HOME OF THE WEEK

In conjunction with The Dallas Morning News, the Dallas BA is accepting submissions for the Home of the Week. Homes in all stages of completion - from conceptualization to on-the-market properties - are eligible. Featured builders (land developers and multifamily included) will submit an article describing their home and a high quality photo/rendering. Projects will be showcased on DallasNews.com, on DallasBuilders.com and on Dallas BA social media sites. Contact the Dallas BA office at 214-624-3176 or send an email to [Holly Pemberton](mailto:HollyPemberton).

Local: 817.546.0160  
Toll Free: 1.866.448.0961  
Email: [RFP@FoxEnergySpecialists.com](mailto:RFP@FoxEnergySpecialists.com)  
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- Warranty Support
- Trouble House Diagnostics
- Sales Staff & Subcontractor Training

### Energy Modeling Experts

- Energy Plan Analysis for IC3 & REMRate
- Green Built Scoring Analysis
- Net-Zero Energy Analysis



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

# StrucSure Home Warranty hosts January After Hours honoring Association's Spikes



Tiffany Acree, StrucSure Home Warranty; Dallas BA President John Porizek, M/I Homes; Dave Hambley, Lee Lighting



Chris Clay, 2-10 Home Buyers Warranty; Dallas BA President John Porizek, M/I Homes



Tiffany Acree, StrucSure Home Warranty; Dallas BA President John Porizek; Erika Herman, 1-800 Water Damage



Tiffany Acree; Cole Baker, Grand Openings; Danielle Woods, Jet-stream Outdoor Cooling; John Porizek



Tiffany Acree; Bob Creswell, Cresswell Builders; John Porizek



Tiffany Acree; John Porizek; April Tallman, Texas Insulation



Tiffany Acree; Gaston Santos, Alair Homes Plano



Tiffany Acree; John Arend, Show-homes; John Porizek

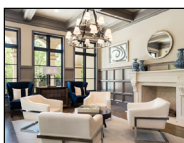
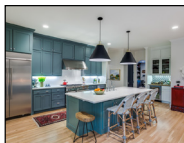
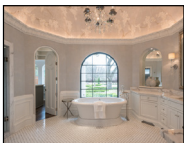


Why should you participate?

## PARADE OF HOMES

DALLAS BUILDERS ASSOCIATION

May 6, 2023



### EXPOSURE

#### Hands-on Marketing

Showcase your craftsmanship to 500+ consumer attendees and cultivate clientele for future builds.

#### \$5,000+ in FREE Advertising

The Parade of Homes will be promoted with community outreach that includes a comprehensive marketing plan featuring exposure in a variety of print and digital media, retargeting campaigns and social media.

#### Dedicated Event Website

ParadeofHomesDallas.com is viewed by over 9,000 people a year. Builder and home profiles remain visible continually.

SUBMIT A HOME

Questions? Contact Misty.Varsalone@DallasBuilders.com



Tiffany Acree; John Porizek; Daniel Martinez, Builders Capital



Tiffany Acree; Bobby Christmas, Factory Builder Stores



Tiffany Acree, Isabella Caballero, Maistri



Tiffany Acree, Mike Mishler, Mishler Builders; John Porizek



Tiffany Acree; Jeff Dworkin, JLD Custom Homes; John Porizek



Tiffany Acree; Peter Drais, Drais Custom Homes; John Porizek



*Save the*  
**★**  
*Date*



TEXAS ASSOCIATION OF BUILDERS

# PROTECT TEXAS HOUSING

Wednesday, March 29, 2023

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