

THE HOME BUILDER

DallasBuilders ASSOCIATION

www.DallasBuilders.org



VOLUME LXX

No. 4

April 2023

Industry Investors



BRIEFLY

The Multifamily Builders Council will feature Craig Johnson with Collin College at its April 4 lunch meeting. [RSVP.](#)

The Dallas Division returns to Maggiano's at NorthPark Center for its April 6 lunch meeting. The program features a vendor panel. [RSVP.](#)

Learn to maximize your membership at the New Member Welcome Breakfast April 11. This free event is presented by StrucSure Home Warranty. [RSVP.](#)

Join the Young Professionals April 11 at 6 p.m. as they go onsite to the Collin College Technical Campus to learn about the school's construction management program. [RSVP.](#)

Dallas City Council member Cara Mendelsohn will present the program at the April 19 Professional Women in Building luncheon. [RSVP.](#)

McSAM Awards finalists revealed; awards gala tickets now available

Finalists have been announced for the 2023 McSAM Awards presented by StrucSure Home Warranty. The awards gala will be held on Saturday, April 22, at the Statler Hotel.

Tickets are on sale now at DallasBuilders.org. Tables of 10 are also available.

Awards will be announced in almost 70 categories, including two People's Choice Awards for Community of the Year and Builder of the Year. Approximately 350 entries were received this year.

New this year, several categories previously exclusive to the ARC Awards, were

added to the McSAM line up. They include Custom Builder of the Year and Remodeler of the Year.

More than 50 Sales Achievement Awards, which are non-judged volume-based recognitions, have been made in six dollar volume categories ranging from \$5 million to over \$45 million.

Executive leadership trainer and sales coach Chad Sanschagrín will be this year's master of ceremonies. His experience as a top-rated sales professional for a national homebuilder and overcoming personal challenges inspired him to develop effective training programs to help others

succeed in their professional and personal lives.

Sanschagrín founded

Cannonball Moments, whose mission is to positively con-

[Continued on page 8](#)



Productive Rally Day Held March 29

Dallas BA members with Rep. Brian Harrison at the TAB reception following Rally Day. Rep. Harrison is the son of Dallas BA Past President Ed Harrison. Details inside.

Make the most of your member listing

The centerpiece of the Association's consumer website, DallasBuilders.com, is an interactive builder search tool that allows visitors to find Dallas BA members in the area, price point and style they are looking for. Thousands of potential homebuyers are visiting DallasBuilders.com each month. In this video, Scott Roberts of Creative Architects helps you make the most of your listing by explaining how to add a logo, search filters and more.



CRAWFISH BOIL

Presented by JamesHardie



April 27

5-8pm

ALL YOU CAN EAT
Crawfish & Fixin's

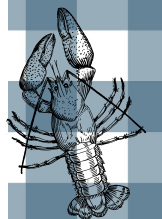
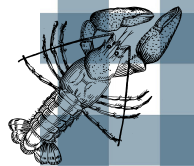
Dallas BA Members: \$30 | Non-Members: \$40

The Hamburger Man will also be grilling burgers on-site courtesy of



Dallas BA Parking Lot: 5816 W. Plano Pkwy. Plano, TX

Get Tickets at www.DallasBuilders.org/calendar





The HomeFront

Government Affairs News and Info

David Lehde
Director of
Government
Affairs



Dallas BA Tells State Legislators to Protect Texas Housing

The Dallas Builders Association journeyed to Austin and the Texas Capitol on March 29 as part of the Association's Rally Day. Joining other HBAs from around the state, the message to our Texas Legislators was clear; Protect Texas Housing.

The Dallas BA service area includes the districts of a quarter of the members of the Texas Senate and one-fifth of the Texas House. As priority bills of the Texas Association of Builders (TAB) and the Dallas BA have recently begun hearings, including two on Rally Day, the show of economic strength our members provided was as important as ever.

Association members and staff made the Representatives and Senators aware that as Texas experiences unprecedented growth, the demand for housing at a price that families can afford must be considered by policy makers. And the economic benefits that new home construction and remodeling brings to the state cannot be ignored. Homebuilding provides \$71.5 billion and 758,000 jobs in Texas annually.

Several needed pieces of legislation were the centerpiece of Rally Day conversations. Legislators were made aware of needed updates and reform to the Residential Construction Liability Act and the Statute of Repose so that construction defect disputes can be resolved, costly litigation avoided, and

home builders who provide a strong written warranty have further protection from frivolous lawsuits. Dallas BA also asked state legislators to support legislation that ensures municipal and county development inspection fees are calculated in a manner consistent with the Texas Constitution and another that provides changes to the current building permit approval process timeline statute to protect homeowners from costly delays.

Just as important was the Association's request that legislators oppose efforts that will negatively affect housing affordability and attainability through restrictive, unnecessary, and burdensome land-use and housing policies that would be an overreach by government.

Rally Day participants had the opportunity to attend the opening of Rally Day on the Capitol steps and hear comments from Texas Land Commissioner Dawn Buckingham. Dallas BA was also joined by the Greater Fort Worth Builders Association for some lunch and fellowship before heading into the afternoon's meetings.

A special thanks to our Dallas BA Rally Day Partners, listed below. Thank you to all of our members who participated in Rally Day.

Advocacy Efforts Here in the Region

Along with the mad dash to get needed legislation passed in Austin, is

the hectic municipal election season that Dallas BA has been monitoring even before filing deadlines earlier in the winter.

There are multiple key races for city council seats where our industry needs to weigh in. From Dallas to Denton to Collin County and elsewhere, elections will happen in early May that will impact how local regulations are

decided on home building.

Members who have not done so already, can participate in the advocacy process via participation in HOMEPAAC of Greater Dallas, the non-partisan action committee made up of Dallas BA members.

Members with questions can contact the Director of Government Affairs at David.Lehde@DallasBuilders.com.



Rally Day 2023 Partners



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

THE HOME BUILDER

Dallas Builders Association

www.DallasBuilders.org



The Home Builder is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972-931-4840.

[BARCIE VILCHES](#), Editor

STICK IT WHERE THE SUN SHINES.



West Fraser

**25
YEAR
WARRANTY**

SOLARBORD
RADIANT BARRIER SHEATHING



Solarbord Radiant Barrier roof sheathing reduces the cost of heating and cooling a home. Using **heat-reflecting foil** laminated onto our OSB, Solarbord stops up to 97% of the sun's radiant energy before it can penetrate the attic space. When you stick Solarbord where the sun shines, your attic can be up to 30 degrees cooler. And a cooler attic means a cooler house. Use Solarbord, your customers will thank you.

**SEND RADIANT
HEAT BACK WHERE
IT CAME FROM**

LEARN MORE AT WESTFRASER.COM/OSB

Milestone Anniversaries



A.A. Porter Lighting Fixture Co. – 75 Years
 Cole Talley with A.A. Porter Lighting Fixture Company Inc. accepts a Membership Milestone plaque commemorating 75 years of continuous membership in the Dallas BA. A.A. Porter is the Association's third longest tenured member.



John Lively & Associates – 25 Years
 John Lively and Raven Hayes with John Lively & Associates proudly display their 25-year Membership Milestone Award.



D Magazine – 25 Years
 Dallas BA Executive Officer Phil Crone presents a 25-year Membership Milestone plaque to Christine and Gillea Allison with D Magazine in recognition of continuous membership in the Association.

- 40 Years**
Sumeer Homes, Inc.
- 35 Years**
Hillwood Communities
- 25 Years**
IronWood Connection
- 20 Years**
Bailey Family Builders

- 10 Years**
Snaveley Forest Products
- 5 Years**
J. Anthony Custom Homes J. Anthony Custom Homes - Michelle Prutch
 J. Anthony Custom Homes - Jennifer White
 First National Bank Mortgage
 McCraw Oil & Propane
 Troy Miller Custom Homes

Milestones Presented by:



Services held for Blake Christie

Services were held March 24 for Dallas BA member Blake Christie of Christie Homes, who was killed March 17 after the plane he was piloting crashed in Lubbock. He was 26.

In lieu of flowers, his family requests that memorials be made to Blake Christie's Flight Scholarship (c/o City Bank, 5219 City Bank Parkway, Lubbock, TX 79407) to assist in training future pilots.

"Following Blake's sudden and tragic passing, I've heard from several industry professionals who were close to him and had the utmost respect for him and his family who build homes in several parts of the state," said Dallas BA Executive Officer Phil Crone.

"That's a testament to the impact he was making personally and professionally and his promising career that was sadly cut short. The Dallas BA is collectively praying for

the Christie family and hope they can find peace and comfort during this incredibly difficult time."


Blake had many passions; one was flying. He received his pilot's license when he was 16. He flew "Old Blue" anywhere and everywhere.

Another passion was building houses. He built his first home in 2015 as a senior in high school. He started Christie Homes later in 2016 where he built in Lubbock and then moved his business to Lavon in 2021.

Blake was an outdoor enthusiast, enjoying water skiing, snowboarding, fishing and hunting.

Survivors include his wife, Brittany Christie, and their son, Briggs.





ANDERSEN™

WINDOWS & DOORS

THE ENERGY SHOP

Since 1979

972-661-0688

3310 Wiley Post Road
 Carrollton, TX 75006
 info@energysshopinc.com

www.energysshopinc.com

"Andersen" and all other marks where denoted are trademarks of Andersen Corporation.
 ©2023 Andersen Corporation. All rights reserved.

Upcoming Classes: Spring

Presented by



Certification Class: Marketing and Sales for Building Professionals - April 5

This course provides an overview of the many types of marketing and sales tools to help build a unique brand and positive reputation. It includes exclusive resources for learning more about the sales and marketing techniques described.

This course is required for the CGB and CGR professional designations.

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

Hybrid
Instructor: Tim Lansford, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM, Blast Seminars and Luxury Homes of Texas.
[Register for Marketing and Sales for Building Professionals.](#)

LEADERS Program - April 12 - Dec. 13

Registration for the DBA LEADERS program will close soon, with only 20 students accepted. The program helps members advance their career by learning and utilizing key leadership skills. This comprehensive yearlong program is aimed at advancing industry leaders throughout the DFW metroplex and is designed for all levels.

Over the course of 10 months, participants will attend monthly sessions focusing on cultivating leadership traits and applying this knowledge to daily business operations.

Topics to be covered include project management, spokesperson training, team leadership, communication techniques and precision thinking. Participants will learn everything from critical path analysis to overcoming

presentation anxiety to effectively dealing with conflict.

The program will feature guest speakers throughout several sessions.

Time: 10 a.m. to 3 p.m.
Cost: \$795 Member/ \$995 Non-Member.

Facilitator: Tim Lansford, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM, Blast Seminars and Luxury Homes of Texas.
[Registration and details.](#)

Certification Class: Basics of Building Professionals - April 26

Learn about the residential construction process from the ground up. Those in housing and construction-related fields 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.

This course is required for the CGA, CGP and Master CSP professional designations.

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

Hybrid
Instructor: Tag Gilkeson, CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, Master CGP, Master CSP, Tag & Associates, LLC.
[Register for Basics of Building](#)

@ProjectSite Series: Luxurious Outdoor Rain and Shading Solutions for High-End Residential Projects - April 27

This class and tour will examine the different motorized rain and solar protection options available to home builders. Discuss new design trends used to expand the outdoor living

experience and associated health benefits. In addition, learn how to select the right solution for the task including basic pre-construction planning.

Time: 10 a.m. to 1 p.m.
Cost: \$35 Member/\$55 Non-Member.
[Register for Luxurious Outdoor Rain/Shading Solutions.](#)

Certification Class: CAPS I - Marketing & Communicating with the Aging in Place Client - May 2

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. This course equips participants with the knowledge and tools to effectively market and sell services to the aging-in-place (AIP) market.

Time: 9 a.m. to 4 p.m. with lunch provided
Cost: \$199 Member/ \$299 Non-Member.

Hybrid
Master Instructor: Donny Mack, CAPS, CGP, CGR, GMB, Beaver Builders
[Register for CAPS I.](#)

Certification Class: CAPS II - Design Concepts for Livable Homes - May 3

This course enables participants to identify common challenges and understand attractive design concepts that create a safe and comfortable environment for clients who want to age in place (AIP) as well as individuals who have a condition that requires home modifications or aging-in-place (AIP) market.

Time: 9 a.m. to 4 p.m.
Cost: \$199 Member/ \$299 Non-Member.

Hybrid
Master Instructor: Donny Mack, CAPS, CGP, CGR, GMB, Beaver Builders
[Register for CAPS II.](#)

Certification Class: CAPS III - Details & Solutions for Livable Homes - May 4

This course builds on the CAPS I & II courses by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to use when creating livable spaces in

which to age in place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.

Time: 9 a.m. to 4 p.m.
Cost: \$199 Member/ \$299 Non-Member.

Hybrid
Master Instructor: Donny Mack, CAPS, CGP, CGR, GMB, Beaver Builders
[Register for CAPS III.](#)

REGISTER FOR ALL 3 CAPS CLASSES AT A DISCOUNT

Building a Better House Series: Energy Code Training - June 15

Learn about a new opportunity to comply with the Texas Energy Code – The HERS® Index. HB 3215 updated the state’s universal energy code compliance pathway to allow builders to use the HERS Index (in addition to 2018 IECC backstops) for energy code compliance across the state, in lieu of the state energy code or any stretch code adopted by municipalities. This one-hour class will teach you what HB 3215 means for Texas building professionals

Time: 11:30 a.m. to 1:30 p.m.
Cost: \$35 Member/ \$55 Non-Member.
[Register for Energy Code Training.](#)

Certification Hybrid Class: Understanding Today’s New Home Buyer - June 21

This course will explore the dynamics of personalities, generations, cultures, and their relationship to today’s home buyer. It will examine how different buyer profiles choose to look for new homes all the way to making their home buying decision.

This course is required for the CAPS professional designation.

Time: 9 a.m. to 4 p.m.
Cost: \$199 Member/ \$299 Non-Member.

Hybrid
Instructor: Tim Lansford, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM, Blast Seminars and Luxury Homes of Texas.
[Register for Today’s Buyer.](#)

IMPORTANT: Certification classes require 48-hour advance registration. If you plan to attend in person you will need to bring your laptop and charger, no exceptions.

Nortex Foundation Designs, Inc
817.379.0866
info@nortexfoundation.com
www.nortexfoundation.com

Parade of Homes™ set for May 6

The Dallas Builders Association will hold a one-day Parade of Homes™ May 6, showcasing high-end custom homes in the Dallas area. Featured homes are situated in several neighborhoods in Dallas, including Preston Road North Estates, Bluffview, Preston Hollow, West Highland Park,

“Each home in this scattered site tour will be fully decorated and landscaped, featuring the very finest in innovative home building and custom craftsmanship,” said Dallas BA President John Porizek of M/I Homes of DFW. “Visitors will be able to tour these luxury homes, experiencing state-of-the-art technology, energy efficiency and architectural design.”

The Parade benefits Operation Finally Home, which provides custom mortgage-free homes to combat wounded U.S. military veterans. The Dallas BA’s eighth Operation Finally Home project was recently completed

in Irving for U.S. Navy Corpsman Luisa Velez and her son. A ninth project is in the planning stages and will also be built in Irving.

Participating builders are Alexander Hunt Distinct Homes, Classic Urban Homes, Keen Homes, R.A. Millenium Properties and Richard Miller Custom Homes. A sixth builder is expected to be added to the line up.

Architectural designs showcased at the Parade are a mix of modern and transitional styles.

“Today’s homeowners desire a balance between large open spaces with lots of glass connecting the indoors to the outdoors. Outdoor living spaces are also a hot item in today’s designs,” notes Parade Chairman Mark Alexander of Alexander Hunt Distinct Homes. “This is a universal theme throughout these homes.”

The Parade will be open May 6 from 10 a.m. until 5 p.m. Tickets are



Included in the 2023 Parade of Homes will be this 3,135-sq.-ft. mid-century modern design built by Classic Urban Homes.

now on sale and are \$25 for ages 12 and older and are available at ParadefHomesDallas.com.

Helvex, a leading manufacturer of high efficiency bathroom and

kitchen fixtures, is a Parade partner. Other Parade [partnership opportunities](#) are available.

Volunteers will also be needed to help our at each home during the event.



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

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

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

Nebraska Furniture Mart hosts After Hours



Cole Baker, Grand Openings, wins a KitchAid stand mixer, presented by host Casey Anderson of Nebraska Furniture Mart.



Casey Anderson of Nebraska Furniture Mart congratulates Emilee Thalacker, Pella, who won a denim area rug.



Jesus "Zeus" Fajardo, Zeus Demolition & Hauling, is delighted with the KitchenAid Mixer he won at After Hours.



Manuel Duran, Stair Solutions, is also the winner of a KitchenAid Mixer during door prize drawings held by Casey Anderson of NFM.



Justin Waggoner, iFoam Insulation of Denton, win an Oriental rug.



NFM's Casey Anderson presents guest Clint Eastep, Arrow Building Solutions, with a JBL Bluetooth speaker.



Meagan Barron, Fairway Independent Mortgage, wins a gift basket.



Denver Brown, 360 Painting, also wins a Bluetooth speaker.



Casey Anderson presents Gail Murphy, Wynne/Jackson Inc., with her door prize: a 72" LG OLED TV.



Andre Shelokovskiy, 360 Painting, wins wall art.



Dennis Jaglinski, N3 Luxury Living, with his prize: a JBL Party-Box1000 Bluetooth speaker



Jake Murillo, V Luxury Homes, is happy to have won a bathroom vanity.



Rich Buquet, Habitat for Humanity, wins camp chairs & an Odyssey portable grill

STRUCSURE
HOME WARRANTY

TRANSFER YOUR STRUCTURAL LIABILITY TO US!

Sleep better at night knowing the homes you build are covered by a 100% insured warranty that begins on the day of closing.

Whatever your needs, whatever the stage of your project, StrucSure is your trusted risk management partner.

- ✔ COMPETITIVE RATES & FLEXIBLE PROGRAMS
- ✔ INSURED 10-YEAR WARRANTY
- ✔ LOCAL, WHITE-GLOVE CUSTOMER SERVICE
- ✔ INDUSTRY-LEADING BUILDER'S RISK INSURANCE
- ✔ BUILD-TO-RENT RISK MANAGEMENT SOLUTIONS
- ✔ FIRST CALL WARRANTY SERVICE PROGRAM™



Tiffany Acree, CGA, CGP
Senior VP of Sales
817.726.6880
tacree@strucsure.com
www.strucsure.com

REINSURED BY
LLOYDS

PROTECT YOUR PROJECTS WITH TEXAS ASSOCIATION OF BUILDERS APPROVED BUILDER'S RISK INSURANCE
For a quote, visit
shwins.com/buildersrisk

Chad Sanschagrin to emcee McSAM Awards

continued from page 1

tribute to the well-being of others by helping them reach their potential so they can invite and welcome an abundance of love, health, success, and joy into their lives.

He has delivered keynote presentations at over 400 events in more than 40 states and seven countries. He is currently writing his first book.

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, and sales and marketing



Chad Sanschagrin

professionals.

Contact Dallas BA Director of Meetings and Events Misty Varsalone, 214-615-5012, for partnership information.

Dallas BA welcomes Kris Cox to staff team

Kris Cox has joined the Dallas BA staff as an administrative assistant. She will manage the Association's membership database including adding new members, making profile changes and running reports.

Kris is also responsible for general office duties including answering phones, ordering supplies and assisting with class/event registrations. She will prepare new member welcome packets and renewal certificates.

Before relocating to the DFW area, for the past 15 years, Kris and her husband Kyle owned their own design/build custom home company in the Texas Hill Country, where Kris was the office administrator and bookkeeper.

She holds a degree in exercise and sports sciences from Texas Tech University. Kris worked in the fitness industry until the family moved to Boerne, and her husband needed help in his office. She soon realized that her organizational skills and love for numbers were exactly what was needed to build the company.

Their two children also graduated from Texas Tech, and now live in Plano. Their son, Keaton Cox, is a civil engineer with Dallas BA member Kimley-Horn and Associates, Inc.

Kris grew up in Lubbock, the oldest of four girls (her sisters are triplets). She enjoyed watching the Dallas Cowboys with her dad every Sunday, and going deer and elk hunting in Colorado. She escapes to the Colorado

Rocky Mountains as often as she can. She enjoys spending time with her husband, exploring all of the good Mexican food restaurants in Dallas.



Speed Networking is BACK!

April 18 - 3-5 p.m.

10 Builders/Remodelers and 10 associates in 2 hours. Associates will have 10 minutes of one-on-one face time with each builder in a rotation. Builders will have an opportunity to hear about new, innovative products, services, and special offers.

Featuring Custom Builders and Remodelers.

Only two Associates from the same industry per event.

Associates: \$250 + door prize (\$50+ value) includes 2 attendees from your company, tables, chairs, food and beverages

Builders: FREE

[**DOWNLOAD REGISTRATION FORM**](#)

Before relocating to the DFW area, for the past 15 years, Kris and her husband Kyle owned their own design/build custom home company in the Texas Hill Country, where Kris was the office administrator and bookkeeper. She holds a degree in exercise and sports sciences from Texas Tech University. Kris worked in the fitness industry until the family moved to Boerne, and her husband needed help in his office. She soon realized that her organizational skills and love for numbers were exactly what was needed to build the company. Their two children also graduated from Texas Tech, and now live in Plano. Their son, Keaton Cox, is a civil engineer with Dallas BA member Kimley-Horn and Associates, Inc. Kris grew up in Lubbock, the oldest of four girls (her sisters are triplets). She enjoyed watching the Dallas Cowboys with her dad every Sunday, and going deer and elk hunting in Colorado. She escapes to the Colorado



Local: 817.546.0160
Toll Free: 1.866.448.0961
Email: RFP@FoxEnergySpecialists.com
www.FoxEnergySpecialists.com

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





Programs We Service:






Accurate Energy Testing

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

Fast Administrative Support

- Utility Incentive Support
- Warranty Support
- Trouble House Diagnostics
- Sales Staff & Subcontractor Training

Energy Modeling Experts

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

All From an Independent Third Party!

That means unbiased recommendations, not influenced by product suppliers.



NEW MEMBERS

BUILDERS

Andrews Development & Holdings LLC
Queenetra Andrews
972-748-6585
BUILDERS - RESIDENTIAL
Spike: Sametrius Ruben, Ruben Acquisitions and Development LLC

Bluestone Partners, LLC
David Salmond
903-813-1415
BUILDERS - MULTIFAMILY

Brothers B&B Contracting, Inc.
Ted Wilson
972-264-1806
BUILDERS - RESIDENTIAL

Hook and Irons Construction LLC
Denton Garcia
469-499-6322
BUILDERS - RESIDENTIAL

Langford Custom Homes
Ben Langford
972-835-0706
BUILDERS - RESIDENTIAL
Spike: Lupe Garcia, Lone Star Framing & Construction, LLC

LMC Homes LLC
Lauren Cupp
682-554-9068
BUILDERS - RESIDENTIAL

MDC Homes LLC
David Maya
214-912-7767
BUILDERS - RESIDENTIAL

Pineapple Contractors
Jr. Moeakiola
972-795-1342
BUILDERS - RESIDENTIAL

Sagrada Homes
David Peris
469-442-7261
BUILDERS - RESIDENTIAL

Texmexmi Construction LLC
Justin Edge
469-795-1919
BUILDERS - RESIDENTIAL
Spike: Thomas R. Stauch, Nowak & Stauch, PLLC

Ranch and Development Group LLC
Anna Oakes
214-335-7584
BUILDERS - LAND DEVELOPER
Spike: Wayne Bishop, Hotchkiss Insurance Agency

SUSTAINING ASSOCIATE
Schnorrbusch Heating & Air LLC
Nathan Schnorrbusch
469-314-8001
HVAC
Spike: Donnie Evans, Altura Homes

ASSOCIATES
Absolute Stone & Tile, Inc.
Roman Abundiz
469-621-8387
KITCHEN
Spike: Donnie Evans, Altura Homes
Allen Boone Humphries Robinson LLP
Cindy Acree
972-823-0804
PROFESSIONAL SERVICES
Spike: Andrew Pieper, Hillwood Communities

Bulldog Carpet Cleaning
Bob Hobbs
903-356-0207
FLOORING
Spike: Donnie Evans, Altura Homes

Burns Surveying LLC
Timothy Burns
214-733-6761
PROFESSIONAL SERVICES
Spike: Donnie Evans, Altura Homes

Cecilian Partners Inc.
John Cecilian
800-894-5982
PROFESSIONAL SERVICES
Spike: Diana Carroll, Hillwood Communities

CESO, Inc.
Bernie Hietbrink
469-954-8592
PROFESSIONAL SERVICES

Charles Mix Windows
Charles Mix
214-794-5746
WINDOWS
Spike: Donnie Evans, Altura Homes

Daltile LLC
Jason Martinson
817-991-9698
FLOORING
Spike: Kelly Hoodwin, Altura Homes

Eco High Fidelity
Tom Kissell
469-258-7249
AUDIO/VIDEO
Spike: Richard Miller, Richard Miller Custom Homes

Next Day Access Dallas-Celina
Lesli Caldwell
469-361-3300
SECURITY/SAFETY/ACCESSIBILITY

Paradigm Roofing, LLC
Greg Hiltz
972-542-7774
ROOFING
Spike: Scott Oberle, GE Appliances

Quiddity Engineering
Tran Huynh
972-265-8219
PROFESSIONAL SERVICES

Shore Consulting
Jeremiah Gore
512-814-9845
PROFESSIONAL SERVICES
Spike: Taylor Humphrey, Pacesetter Homes

Texas Energy and Comfort Solutions LLC
Hunter Hughes
214-432-3467
HVAC
Spike: Donnie Evans, Altura Homes

The Design House - Flooring, Countertops & Remodeling
Jennifer Homeyer
940-382-4340
FLOORING
Donny Mack, Beaver Builders & Adam Lingenfelter, Lingenfelter Custom Homes

Truss
TJ Collins
617-655-8281
FINANCIAL SERVICES
Spike: Richard Miller, Richard Miller Custom Homes

U.S. Bank Mortgage
Kelly Williams
972-374-2641
FINANCIAL SERVICES
Spike: Adam Lingenfelter, Lingenfelter Custom Homes

AFFILIATES / ADDITIONALS
BGE Inc.
Josh Hernandez
317-490-6369
PROFESSIONAL SERVICES

Cecilian Partners Inc.
Matt Segal
215-704-2000
PROFESSIONAL SERVICES

Cecilian Partners Inc.
Philip Worland
908-300-4966
PROFESSIONAL SERVICES

Ebby Halliday Companies
Lewis Ohemeng
972-980-6600
REAL ESTATE

Next Day Access Dallas-Celina
Brien Caldwell
469-361-3300
SECURITY/SAFETY/ACCESSIBILITY

Texas Energy and Comfort Solutions LLC
Micah Frank
940-453-5303
HVAC

Texmexmi Construction
Antonio Casillas
469-427-9627
BUILDERS - RESIDENTIAL

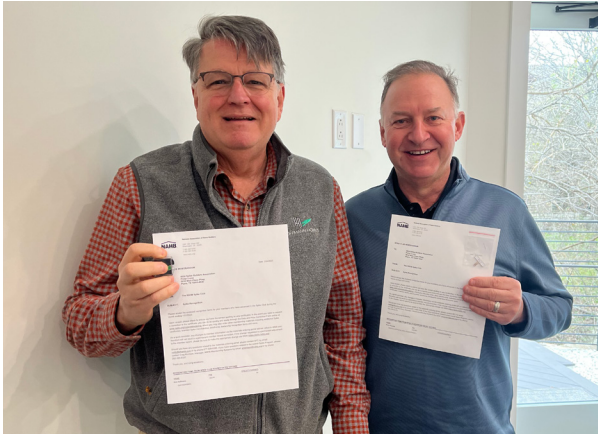
Tim Jackson Custom Homes
Macon Pearson
325-668-0248
BUILDERS - RESIDENTIAL

The Design House - Flooring, Countertops & Remodeling
Ty Homeyer
940-382-4340
FLOORING

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

RM ROCK MATERIALS
Natural Stone • Landscape • Masonry Supplies
Since 1999, Rock Materials has been serving the Texas residential and commercial building industries with one goal, to provide the best customer experience.
The Builder's Choice!
SCAN ME

DALLAS
1854 E. Belt Line Road
Coppell, TX 75019
972-393-8083
HOUSTON
13315 Theis Lane
Tomball, TX 77375
281-353-3100
www.rockmaterials.com



Hoffmann and Reynolds Earn Spike Awards

Congratulations to two Dallas BA builder members who have earned Spike Club awards for membership recruitment. Alan Hoffmann, left, with Hoffmann Homes has reached the Green Spike level for bringing in 50 new members, and Kelly Reynolds with Keen Homes is the Association's newest Life Spike. He has recruited and retained 25 members.

Dallas Building Permit Summary				Dallas Single Family Builders		
Year-to-Date 03/22/2023				Year-to-Date 03/22/2023		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	1,950	\$667,001,496	1963	1 Highland Homes	126	\$51,379,967
Duplexes & Twin Homes	54	\$14,188,454	108	2 M/I Homes	79	\$35,982,076
Apartments & Condos	68	\$187,563,235	2157	3 Landon Homes	64	\$23,421,700
Other Residential Structures	93	\$5,768,261	0	4 Trophy Signature	67	\$22,371,906
Swimming Pools & Spas	418	\$27,723,512	0	5 Bloomfield Homes	58	\$20,739,315
Garages & Carports	36	\$3,127,402	0	6 First Texas Homes	58	\$20,283,099
Res Rmld, Addn, Int Fin	677	\$42,531,699	0	7 K Hovnanian Homes	48	\$17,687,775
Reroof Residential	157	\$7,971,930	0	8 Lennar Homes	79	\$16,846,158
Total Residential Const	3,453	\$955,876,968	4,228	9 Tshh LLC	33	\$12,135,092
Dallas Building Permit Summary				10 CB Jeni Homes	25	\$10,755,282
Week 12 - 03/16/23 to 03/22/23 (permits over \$20,000)				11 American Legend	18	\$10,393,724
Residential	Permits	Value	Units	12 J Anthony Properties	4	\$10,120,791
Single Family Homes	115	\$33,320,945	115	13 David Weekley	23	\$9,930,850
Demolition	23	\$34,400	0	14 LCI Homes	56	\$9,915,670
Grading & Dust	3	\$20,000	0	15 Pulte Group	29	\$9,713,045
Footing & Foundation	50	\$414,019	0	16 MHI Partnership	22	\$8,726,495
Duplexes & Twin Homes	16	\$3,330,000	32	17 Dr Horton-Texas Ltd	43	\$8,674,400
Other Residential Structures	10	\$716,688	0	18 Drees Custom Homes	19	\$8,639,975
Swimming Pools & Spas	31	\$1,590,700	0	19 Hallmark Land	16	\$8,464,987
Garages & Carports	2	\$167,000	0	20 Taylor Morrison	17	\$8,397,314
Res Rmld, Addn, Int Fin	64	\$3,585,136	0	21 D R Horton Texas Ltd	42	\$7,487,830
Reroof Residential	24	\$744,474	0	22 Pulte Homes	25	\$7,004,112
Total Residential Const	338	\$43,923,360	147	23 Toll Brothers Inc	11	\$6,291,850
				24 Grand Homes	15	\$5,682,282
				25 Beazer Homes	13	\$5,650,200
				26 Toll Southwest Llc	10	\$5,642,175
				27 Meritage Homes of	16	\$5,452,300
				28 History Maker Homes	17	\$5,274,320
				29 Tradition Homes	7	\$5,065,321
				30 Perry Homes	10	\$4,742,125
				31 Shaddock Homes	13	\$4,398,453
				32 Hanna Homes LLC	11	\$4,395,738
				33 Oak National Holdings	21	\$4,203,865

TEXAS ASSOCIATION OF BUILDERS

2021-2023 **CONTRACTS** Now With New Updates!

Texas Residential Construction

\$399⁹⁹ plus tax

Protect yourself. Protect your business.

The package will significantly modify the following areas:

- Disclosure Provisions
- Materials Escalation Clause
- Termination by Builder Procedures
- Definition of Construction Costs
- Public Improvement District (PID) Notice
- Arbitration Provisions
- Insurance Requirements
- Express Limited Home Warranty

Check out the latest updates and make sure your contracts are up-to-date

- NEW Cost-Plus on Builder's Lot Construction Contract
- NEW Injury Incident Reporting Form
- NEW Pricing Terms & Non-Solicitation Addenda

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

Purchase online at **TexasBuilders.org**

You must be an **ACTIVE BUILDER MEMBER** to purchase the contracts.

info@TexasBuilders.org
TexasBuilders.org
313 East 12th Street, Ste. 210 Austin, TX 78701

HOTCHKISS INSURANCE

STAY FOCUSED ON BUILDING YOUR BUSINESS

LEAVE THE INSURANCE TO US

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

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

CALL US TODAY | 1.866.972.1535 | hiallc.com

HOME OF THE WEEK ACCEPTING SUBMISSIONS

The Home of the Week presented in partnership with The Dallas Morning News, is 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.

Open to Multifamily Builders and Land Developers

This service is FREE to Dallas BA builder members.

Currently filling feature dates May - July

INTERESTED?
Contact Holly Pemberton at 214-624-3176 or Holly.Pemberton@DallasBuilders.com





SEVEN REASONS YOU NEED TO UPDATE YOUR PROFILE NOW

The centerpiece of the Association's consumer website, DallasBuilders.com, is an interactive builder search tool that allows visitors to find Dallas BA members in the area, price point and style they are looking for. Thousands of potential homebuyers are visiting DallasBuilders.com each month (almost 7,000 in January). Make sure you get seen.



Builder Search

IMPORTANT! Unless you have entered your information on cities, type of construction, price range and more, whenever a consumer uses these filters in their search, you won't show up.



Add a Company Description

Let people know all about your company and the products and services you offer by adding both short and long descriptions in your Member Profile. The short description shows up on the search results page and the longer one is visible when someone clicks on your listing.



Help Visitors Find You

When your website is added to your Member Profile a live link will show up on your listing. And don't forget to add social media links and as many key words as you want. These are used when a visitor uses the Advanced Search option.



Add Your Logo

Your logo is your company's brand, so it's important that you display it as often as you can. When you add your logo to your Member Profile, it shows up on the search results page and draws visitors' attention.



Add Photos

Give visitors a sneak peek of the type of homes you build by adding photos to your Dallas BA Member Profile. You can add up to 10 photos!



It's Easy to Do! And Free!

Simply log in to your member profile to start adding all the elements that will help your company stand out. A step-by-step walkthrough is linked below. Or contact DallasBA staff for assistance.



Award Winning Website

DallasBuilders.com is an award-winning website that has received top honors from both the Texas Association of Builders and the National Association of Home Builders.



[How-To Update Your Member Profile](#)

Sold out Spring State of the Industry Summit features two panels



Dallas BA President John Porizek of M/I Homes moderates a panel of builders and developers: Adam Auensen, Tonti Properties; Adam Lingenfelter, Lingenfelter Custom Homes; Andrew Pieper, Hillwood Communities and Frank Murphy, Wynne/Jackson. Panelists gave an outlook for the remainder of 2023 and discussed the issues that will define the Dallas area's economy and construction industry in the months to come.



The second panel featured municipal staff Sam Eskander, Dallas; Dustin McAfee, Celina; Scott McDonald, Denton; and Wayne Snell, Irving. Dallas BA Executive Officer Phil Crone, who moderated the city panel, said "Partnerships are critical to working through some of the processes that allow the North Texas area to be the largest housing market in the country."



Ready Cable Inc.
817.379.6553

**Post Tension Materials
Rebar & Lumber**

"Building your success one square foot at a time"

www.readycable.net

DALLAS BUILDERS ASSOCIATION

McSAM²⁰²³ AWARDS

ICONIC *Inspiration*

PRESENTED BY



STRUCSURE
HOME WARRANTY

GET TICKETS

APRIL 22, 2023

THE *Staller*