

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXXI

No. 2

February 2024

## Industry Investors



## BRIEFLY

The [2024 Marketing Guide](#) is now online! The Guide provides a snapshot of all the various advertising and promotional opportunities available to members. It gives information on partnership levels, event details and benefits to expect with your marketing investment.

New members and veteran members alike are invited to the Member Welcome Breakfast on Feb. 13. Network with the Association's newest members while learning about the great benefits and discounts available through membership. [RSVP](#).

The International Builders' Show will be held Feb. 27-29 in Las Vegas. [Details](#).

# Early Bird entry deadline ends Feb. 12 for McSAM Awards presented by Southern Roofing

Save \$50 per McSAM Awards entry by submitting materials with payment by Feb. 12. Entry fee for all categories except People's Choice is \$150 before the Early Bird deadline. After this date, the fee goes up to \$200.

The final deadline is March 1 for People's Choice entries and March 11 for all other categories.

This year's McSAM Awards presented by Southern Roofing will be held on Saturday, April 20, at the Statler Hotel in Dallas.

Visit [McSAM Awards.com](#) for details.

The 2024 awards show will include 84 categories and two People's Choice Awards: Community of the Year and Builder of the Year.

Again this year, several categories previously exclusive to the ARC Awards, are included in the McSAM lineup. These include categories for custom builders: Best Interior Design, Best Kitchen, Best Architectural Design - Modern, Traditional and Transitional and Custom Builder of the Year. Four remodeling categories are also included: Best Addition; Best Kitchen Remodel; Best Bathroom Remodel; and Best Whole House Remodel.

Other awards categories will be in the areas of Professional Achievement; Marketing, Advertising, Signage, Online; Interior Merchandis-

ing; Design, Home/Builder/Developer and Community of the Year.

Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in four dollar volume categories ranging

from \$5 million to over \$35 million.

A variety of [partnership opportunities](#) are available. Market directly to decision makers including volume builder CEOs, division presidents, custom builders, re-

modelers, architects, brokers, builders, developers, interior designers and sales and marketing professionals.

Contact Dallas BA Executive Officer Gena Godinez, 214-615-5012, if you are interested in partnering.



## Homebuilding Start Up Panel

February 21 | 5:30-7:30pm

Moderated by:  
**Don Dykstra**  
Co-Founder & Chairman of Bloomfield Homes



**Featuring:**



**Steve Langridge**  
Taft Homes



**Jennifer Johnson**  
Olivia Clarke Homes



**Ralph Williams**  
Pyvat Homes

**REGISTER**

This event is free to attend, but advance reservations are requested to make sure the proper amount of food and beverages are ordered for the meeting.

If you are not a member of the Dallas BA or do not fall in the Young Professional category, you may still attend, but there will be a fee collected when registering.





# The HomeFront

## Government Affairs News and Info

David Lehde  
Director of  
Government  
Affairs



## No Winter of Discontent – Just Work

“An honest tale speeds best, being plainly told.” (William Shakespeare, “King Richard III”, Act 4, scene 4)

2024 is in full swing and the emotions of an election year are as present as the grey tinged skies of February. But while some may be abundantly focused on pundits and campaigns, a vast majority of the people are primarily focused on day-to-day life and the tasks assigned.

This is the case for the home building industry and Dallas BA membership who are focused on their responsibility, and the accompanying challenges, of providing a place to call home for thousands in the region. And that has driven Association advocacy as we work for a fair outcome in fees and ordinances in the region.

As mentioned last month, the City of Dallas is deep into the process of updating building and development fees for the first time in a near decade. With the city’s Development Services Department (DSD) having received a third-party study and taking input from stakeholders, including the Dallas BA, a proposed fee schedule and ordinance was scheduled for Dallas City Council on Dec. 13.

For their part, DSD staff, after hearing from builders, agreed that the study’s recommendation on some fees were too high, and proposed a fee schedule that included lower amounts. After hearing from Dallas BA and others about not having enough time to fully vet the updated ordinance draft and remaining concerns about assumptions made in the study, the City Council approved our recommendations and postponed discussion on the item until Jan. 24.

After hearing from Dallas BA, allied stakeholders, and city staff, the City Council on Jan. 24 agreed to further postpone the ordinance until March to allow further negotiation and needed ordinance language corrections.

Dallas BA will continue to weigh in on the collaborative effort to appropriately fund DSD needs, but with our focus on protecting housing affordability.

At the same time, the City of Dallas is also pursuing amendments to the city’s parking codes. Dallas’ desire is to shift focus from the quantity of required off-street parking spaces to quality and location of off-street parking areas with the apparent intent of “aligning the Dallas Development Code with a citywide transportation, environmental and land use policies by reducing the priority of single-occupant vehicle trips and increasing the opportunity for housing” (Zoning Ordinance Advisory Committee staff report summary for Jan. 30, 2024).

This would include a possible requirement for a Transportation Demand Management Plan (TDMP) that would apply to qualifying development projects.

The report also indicates that additional design standards would ensure new parking lots support a walkable environment. The staff report goes on to say, with regards to minimum parking requirements, that they are regulatory tools that “have resulted in a land use arrangement that perpetuates our dependency on cars ...”

Obviously, the development sector has some concerns. While the relief from minimum parking requirements could help in the battle for housing

supply and affordability, caveats such as subsidizing transit passes or not calculating parking spaces into the overall cost of the development could mean the projects’ investors just decide not to do the projects.

Meanwhile, the City of Celina’s four-day week for city operations is now in effect. And Dallas BA is already hearing from builders who are facing various challenges with the loss of a day to get reviews and inspections completed.

We have been in contact with city staff regarding options to alleviate challenges that were expected and predicted by our Association. Celina’s development services staff appears equally concerned and we will update our members as information becomes available.

These are just some of the items we are chasing down at the local government level on behalf of our members. But there are items at the national level, such as funding for Job Corps — the successful education program that provides many needed trades, efforts to help the production of needed transformers, and the need to protect state and local abilities to adapt certain codes to the benefit of their region, that also require a team approach.

NAHB has announced the dates for the 2024 National Legislative Conference. On June 12, teams from HBA’s around the country will visit with our members of Congress to voice the need and benefits of protecting our business and industry.

The Capitol Hill meetings, which take place in conjunction with NAHB’s four-day Spring Leadership Meetings in Washington, D.C., are a critical part of our industry’s advocacy efforts.

Dallas BA typically sees 10 to 12 or so members travel to Washington to join in the effort. It is a show of dedication to the industry as they give of their time and resources.

Per the opening scripted allusion, this is an election year. And the Dallas BA service area includes seats up for election at the local, state, and federal levels that can have a major impact.

Two well respected DFW region members of the House of Representatives, Congresswoman Kay Granger and Congressman Michael Burgess, have announced they will retire at the end of this session. Both have had distinguished careers, and both have done some heavy lifting at the request of NAHB and the members of Dallas BA and the Greater Fort Worth Builders Association.

Also deciding not to run for re-election is State Senator Drew Springer, who has carried and supported home builder legislation in Austin.

With their departure, it opens up a near cattle call of candidates who are auditioning to be the next decision makers. Just as important are other legislators, county commissioners and city council members who are up for re-election this year.

Dallas BA will monitor these elections closely.

If you are interested in helping, there are opportunities to participate through HOMEPAAC of Greater Dallas. Members with questions should contact the Dallas BA [Director of Government Affairs](#).

A phrase from the opening line of Shakespeare’s Richard III is often used regarding political situations that occur during the frigid months. However, for Dallas BA — no winter of discontent; just work.

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

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HOME BUILDER

Dallas Builders  
ASSOCIATION

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

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# Upcoming Classes: February



## Ask the Builder Class: @Project Site Series - Feb. 7

Graduate Master Builder and NAHB Master Instructor Donny Mack will discuss overall project management and solutions.

Class participants will walk Beaver Builders' job site to identify and discuss fundamental home construction building blocks.

Topics will include:

- Plumbing;
- Mechanical;
- Electrical; and
- Advanced Framing.

Learning objectives for this onsite-only class are:

- Walk-out basements;
- Framing techniques, including advanced framing;
- MEPs; and
- Interactive group examination of potential inspection issues.

Instructor Donny Mack, CAPS, CGP, CGR, GMB, with Mack Professionals/Beaver Builders is one of only 12 individuals nationwide who has earned the distinction of NAHB Master Instructor. Beaver Builders has performed remodeling projects from basic bath remodels to whole house renovations and built homes from the low \$90's to \$1 million-plus. Commercial projects range from pharmaceutical clean rooms to hospital renovations.

Class Location: 3677 New Hope Rd, Aubrey

Time: 10 a.m. to 1 p.m.

Lunch Included

Cost: \$35 Member/ \$55 Non-Member

[Register for Ask the Builder Class.](#)

## Estimating and Scheduling: Two Certification Courses - Feb. 15

Graduates of these two half-day sessions will receive certificates for both Estimating and Scheduling through the National Association of Home Builders.

Both in-person and hybrid options are offered. In-person registrants are required to bring their own laptop and charger. Twenty-four hour advance registration is required for both options.

The ability to effectively prepare for a project is vital to the success of any business. Project preparation consists of multiple processes that

work together and, when performed effectively, enable you to increase your efficiency, achieve greater client satisfaction, enhance team and vendor relationships and protect profitability. This course provides you with the knowledge and skills to perform two of the critical processes in project preparation: estimating costs and creating the schedule to complete the project.

Class graduates will be able to:

- Illustrate how estimating and scheduling work together to effectively set up the project;
- Identify the fundamentals of estimating to identify the costs (not the selling price);
- Use spreadsheets and packaged estimating systems;
- Identify the fundamentals of scheduling; and
- Illustrate the schedule as a key

communication tool.

Master Instructor Donny Mack with Beaver Builders/Mack Professionals will lead the class.

Class Location: Dallas BA Offices

Time: 9 a.m. to 5 p.m.

Lunch Included

Cost: \$299 Member/ \$499 Non-Member

[Register for Certification Class.](#)



## FraserCon: Your Trusted Concrete Experts

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Today, we express our sincere gratitude to all those who have placed their trust in us—the builders within the Dallas Builders Association.

As we embark on the next quarter century, we raise a toast to the future. With FraserCon by your side, you can rely on our expertise and unwavering commitment to excellence. Together, let's build a stronger, more concrete future.

**Jason Fraser**  
Founder

# Allied Gallery hosts January After Hours



### Builder Jackpot Winner!

Congratulations to Past President Matt Mitchell of James Andrews Custom Homes, who won the Builder Jackpot at the Jan. 25 After Hours hosted by Allied Gallery. From left are Katie Fleischer and Jordan Herrera with Allied Gallery, Matt Mitchell and Dallas BA Executive Officer Gena Godinez.



Susan Horak of Managed Homes wins a grill set.



Laurie Nord with LWI Homes is also a door prize winner.



Allen Powell with Architecture Unlimited wins a set of grilling spices



Door prize winner Andrey Shelokovskiy with 360 Painting



Kelly Reber with Aly is also a door prize winner.



Door prize winner Norbert Dushimirimana of CMT Associates



John Humen of Metropark Builders wins a Yeti cooler.



Door prize winner Meagan Barron with Fairway Independent Mortgage

## Milestone Anniversaries



### DuPont – 45 Years

Kevin McLain, center, accepts the 45-Year Milestone Award representing DuPont's four and a half decades of continuous membership in the Association. Presenting the award are Dallas BA President Adam Lingenfelter and Membership Committee Chair Myra Baginski.

#### 20 Years

FraserCon "Concrete Experts"

#### 5 Years

Hot on! Homes  
The Bentwood Companies, Inc.

#### 10 Years

BGE Inc.  
Energy IQ  
Prosperity Bank - Stephen Puckett  
Hotchkiss Insurance Agency, LLC - Brad Burnham  
Hotchkiss Insurance Agency, LLC - Ross Conner  
Hotchkiss Insurance Agency, LLC - Douglas Hotchkiss  
Hotchkiss Insurance Agency, LLC - Hunter Ramsey

Milestones Presented by:





# Galentines Day Brunch



**February 14  
11:30am - 1pm**

Join us for a special scholarship check presentation to Collin College Technical Campus right before the program.

This event will feature an opportunity for networking with other professionals in a fun and exciting atmosphere. There will be Valentine's-themed games, networking in a small-group format and an opportunity to make new friends over brunch—and of course, there will be door prizes!

Bring plenty of business cards to share with new friends!

5816 W. Plano Pkwy. Plano, TX

PWB Members \$25 (with promo code) | Non-PWB Members \$35



Everyone will go home with a swag bag thanks to our meeting partner

Register at [www.DallasBuilders.org/Calendar](http://www.DallasBuilders.org/Calendar)

# Jasmine Streete joins Association staff

Jasmine Streete has joined the Association team as the new director of meetings and events. She comes from Gateway Church in Southlake as the associate director of events, where she oversaw the team that executed approximately 9,500 annual events including 4,000-attendee monthly conferences.

"We are thrilled to welcome Jasmine to our team," shared Dallas BA Executive Officer Gena Godinez. "Her experience, positive attitude and eagerness to learn make her an ideal fit for our dynamic group."

Jasmine has eight years of work experience in the areas of event management, wedding planning and team management. Prior to her time with Gateway Church, she worked in the medical industry for two years as an office representative for Baylor Family Medicine in Roanoke, TX, handling patient records, insurance claims and scheduling.

In her new position, Jasmine will oversee the planning, management and execution of various meetings, special events and fundraisers for the



Jasmine Streete

Dallas Builders Association. "Her responsibilities are not just tasks; they are integral to the seamless functioning and future success of the Association," states Godinez.

Jasmine graduated in 2015 from the University of North Texas with a degree in sociology. She enjoys taking care of her Cavapoo puppy, Daisy, traveling and having a "good vibe and a good cocktail." Originally from Gainesville, FL, Jasmine is a huge Gators fan. She'll tell you that her blood runs orange and blue.



## Metro East Division

The Metro East Division got the year off to a great start Jan. 18 with a very informative presentation about roads and water coming to the northeast metro area. Thank you to speakers John Polster of Innovation Transportation Solutions, Inc. and David Kelly of North Texas Municipal Water District. Metro East's Yearlong Partners are 2-10 Home Buyers Warranty, Richardson Ready Electric, First National Bank, Smith Custom Building & Design and Michael Joyce Properties.

## Multifamily Builders Council

At its Feb. 6 lunch meeting, the Multifamily Builders Council will offer a program featuring Chelsea Dora-Shibley, president of interior design with HPA Design Group. With 17-plus years of industry experience she has demonstrated remarkable success in transforming client visions into strategic, impactful and pioneering design solutions. Thank you to these Yearling Partners: Advanced Concrete Surfaces, KWA Construction, DuPont/Weatherization Partners, Ltd, Republic Elite Multifamily Interiors, GlobalPro and Division Construction Supply. [Register.](#)



Chelsea Dora-Shibley

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Dallas Building Permit Summary			
Year-to-Date 12/31/2023			
Residential	Permits	Value	Units
Single Family Homes	19,497	\$5,658,585,316	19516
Duplexes & Twin Homes	239	\$58,071,846	478
Apartments & Condos	423	\$3,594,578,138	45840
Other Residential Structures	1,686	\$47,763,293	0
Swimming Pools & Spas	3,094	\$143,004,492	0
Garages & Carports	373	\$62,306,987	0
Res Rmdl, Addn, Int Fin	5,906	\$317,833,336	0
Reroof Residential	1,364	\$57,658,652	0
<b>Total Residential Const</b>	<b>32,582</b>	<b>\$9,939,802,112</b>	<b>65,834</b>

  

Dallas Building Permit Summary			
Week 3 - 01/11/24 to 01/17/24 (permits over \$5,000)			
Residential	Permits	Value	Units
Single Family Homes	626	\$223,775,579	638
Demolition	15	\$275,000	0
Grading & Dust	7	\$0	0
Footing & Foundation	105	\$1,288,974	0
Duplexes & Twin Homes	2	\$400,000	4
Other Residential Structures	46	\$1,102,250	0
Swimming Pools & Spas	69	\$2,925,950	0
Garages & Carports	5	\$308,000	0
Res Rmdl, Addn, Int Fin	95	\$2,402,265	0
Reroof Residential	24	\$775,596	0
<b>Total Residential Const</b>	<b>994</b>	<b>\$233,253,648</b>	<b>642</b>

  

Dallas Single Family Builders			
Year-to-Date 12/31/2023			
Builder	Homes	Value	
1 Highland Homes	825	\$290,192,307	
2 Bloomfield Homes	717	\$204,423,710	
3 First Texas Homes	637	\$201,663,379	
4 K Hovnanian Homes	361	\$123,751,952	
5 M/I Homes	357	\$123,011,743	
6 Lennar Homes	500	\$115,754,563	
7 CB Jeni Homes	299	\$101,428,195	
8 Trophy Signature	377	\$101,021,274	
9 David Weekley	243	\$89,698,781	
10 Dr Horton-Texas Ltd	303	\$85,025,146	
11 D R Horton	312	\$82,815,043	
12 Pulte Group	262	\$81,754,124	
13 Dr Horton	363	\$80,143,147	
14 History Maker Homes	170	\$58,169,614	
15 Hallmark Land	123	\$54,355,543	
16 Taylor Morrison	145	\$53,603,765	
17 Toll Brothers Inc	119	\$52,890,129	
18 First Texas Homes	122	\$51,849,467	
19 Perry Homes	116	\$51,131,608	
20 Drees Custom Homes	114	\$49,056,089	
21 Perry Homes	130	\$46,624,791	
22 Landon Homes	165	\$43,914,700	
23 Shaddock Homes	133	\$43,593,054	
24 LGI Homes	234	\$43,512,630	
25 Tri Pointe Homes	150	\$39,827,406	
26 MHI Partnership	88	\$38,016,912	
27 M/I Homes of Dfw	82	\$37,432,548	
28 Ashton Woods Homes	182	\$36,661,970	
29 Grand Homes	103	\$33,361,538	
30 American Legend	91	\$31,905,082	
31 Beazer Homes	99	\$31,190,192	
32 Meritage Homes	153	\$29,476,540	
33 Pulte Homes	102	\$29,018,626	
34 TSHH LLC	117	\$28,876,806	
35 CB Jeni Homes	79	\$28,548,724	
36 Pulte Homes Of	132	\$28,184,216	
37 Meateal Anacaori LLC	137	\$27,400,000	

# Dallas Division hosts REALTOR®/lender panel



*Jill Long*  
Allie Beth Allman & Associates



*Bess Dickson*  
Briggs Freeman Sotheby's International Realty



*John C. Weber*  
Compass RE Texas, LLC



*Stephen Puckett*  
Prosperity Bank

**Thursday, February 8**  
11:30 am - 1 pm  
Maggiano's Little Italy, NorthPark Center

**Dallas Division Yearlong Partners**  
FACETS Appliances, Kitchens and Baths, US LBM  
(formerly Foxwoth Galbraith), Prosperity Bank,  
Trinity Floor Company and Samsung

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Mark Duvall  
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BUILDERS - MULTIFAMILY

Brooke Bailey Custom Homes  
Craig Scruggs  
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BUILDERS - RESIDENTIAL

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Spike: Chris Clay, 2-10 Home  
Buyers Warranty

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Blake Adams  
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Remodeling LLC  
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BUILDERS - RESIDENTIAL

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Inc.  
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972-709-8009  
BUILDERS - RESIDENTIAL

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David Genz  
469-400-2060  
BUILDERS - RESIDENTIAL

Sparrow Construction  
Spencer Wyman  
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BUILDERS - MULTIFAMILY

SPRUCE  
William Porter  
214-516-7677  
BUILDERS - REMODELER

Texas Benchmark Building  
Group  
Jay Martin  
972-898-7841  
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Triple D Acquisition LLC  
David Johnson  
214-693-3923  
BUILDERS - RESIDENTIAL

Windsor Homes Texas  
Brian Kopp  
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BUILDERS - RESIDENTIAL  
Spike: Ellen Weese, Five Star  
Interiors

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Christie Pelehos  
403-813-0161  
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Net-Zero Energy Analysis



**All From an Independent Third Party!**

That means unbiased recommendations, not influenced by product suppliers.

# Jerry Parks a finalist for Remodeler of Year

Congratulations to Jerry Parks of Traditional Classic Homes, who is a finalist in the National Association of Home Builders Remodelers Council Remodeler of the Year Award.

This prestigious award, held in collaboration with the National Sales and Marketing Council and National Awards program, recognizes superior business management, exemplary NAHB involvement at all levels and outstanding contributions to the remodeling industry.

The winner will be announced and the award presented at The Nationals Awards Ceremony at the International Builders' Show Feb. 27 at Caesars Palace. The award is also featured at the Remodeling Awards Celebration Feb. 28 at the Las Vegas National Golf Club.

Parks has been in the home building business for 40-plus years and has built over 500 custom homes in the Dallas metro area.

In addition to building and remodeling, he has used his expertise to teach others at one of the largest private real estate training schools in Texas, where he lectured and wrote the course materials.

Several other Dallas BA members will be honored during The Nationals gala. Silver winners include:

- Casey Gerwer, Homes By J. Anthony, Sales Professional of The Year;
- Meredith Chapman, K. Hovnanian Homes, Sales Manager/Leader of The Year;
- Jenny Laible, Hillwood Communities, Lifestyle Director of the Year;



Jerry Parks

- Runway Proptech, Painted Tree by Oxland Group, Best Website for a Community;
- Hillwood Communities / First Service Residential, Union Park by Hillwood, Best Lifestyle Program for a Community;
- Hillwood Communities, Fitness Park at Union Park, Best Community Amenity;
- Tri Pointe Homes / BSB Design, Painted Tree - Victoria Model, Best Single-Family Detached Model Homes 2,000-2,500 Sq. Ft.;
- Highland Homes, Mustang Lakes 74s - The 608, Best Single-Family Detached Model Homes over 4,000 Sq. Ft.;
- JPI Construction, Jefferson at the Grove, Multifamily Community of the Year - up to 4 stories; and
- Hillwood Communities, Union Park by Hillwood, Master Planned Community of the Year.

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