

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



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Industry Investors



McSAM Awards announces winners Presented by Southern Roofing

The Dallas Builders Association has announced winners of its 45th Annual McSAM Awards, presented April 20 in partnership with Southern Roofing. The McSAM Awards have been held each year since 1979 to recognize “maximum creativity in sales and marketing.”

Approximately 500 entries were received this year, and winners were named in more than 80 categories.

The prestigious McSAM Award is given to builders, remodelers, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements in a given year.

Media personality Amy Vanderoef was the mistress of ceremonies for the awards gala held at the Statler Hotel in Dallas.

The industry-judged awards included M/I Homes – McSAM Builder of the Year; Hillwood Communities – Developer of the Year; Homes by J. Anthony – Custom Builder of the Year; Kasper Custom Remodeling – Remodeler of the Year; and Union Park by Hillwood Communities – Master Planned Community of the Year.

Industry experts from around the country including architects, interior designers and new home marketing professionals judged the awards.

Highland Homes won the prestigious People’s Choice Builder of the Year honors.

The People’s Choice competition rewards builders based on consumer voting. To identify the People’s Choice winners, the Dallas BA enlists the help of a third-party firm that sends an online survey to hundreds of homebuyers, asking for feedback on everything from home design, sales experience, customer service and overall satisfaction.

Respondents were also asked to rate – on a scale from zero to 10 – how likely they would be to recommend a particular builder to a friend or family member, which is considered the gold standard in customer satisfaction surveying.

Other winners in the industry-judged categories were:

- Home of the Year – Fields Brookside 60s – The Marcello by Highland Homes;
- Active Adult Home of the Year – The Carmina Model at Ladera Prosper, Integrity Group;
- Multifamily Community of the Year – Lakeview Pointe - Waterside Living by OM Housing, LLC;
- Custom Builder of the Year – Homes By J. Anthony;
- Volume Builder Project Manager of the Year – Julian Sontag with KWA Construction; and
- Marketing Professional of the Year – Jennifer Ambros with Brightland Homes.

A complete list of winners and a photo gallery can be found at McSAMAwards.com.



M/I Homes was named Builder of the Year at the April 20 McSAM Awards presented by Southern Roofing.



The prestigious McSAM People’s Choice Builder of the Year honors went to Highland Homes.



Hillwood Communities was named McSAM Developer of the Year.



Sales Manager/Director of the Year honors went to Casey Gerwer of Homes By J. Anthony.

BRIEFLY

The next Metro East Division luncheon will be held May 16 at Springhill Suites in Rockwall. Registration begins at 11:30 a.m. [RSVP.](#)

The annual Dallas Builders Open golf tournament, presented by Andersen Windows & Doors, returns to Brookhaven Country Club June 17. [Registration is now open.](#)

Advertising sales have begun for the 2025 Membership Directory, which is being published by E&M Consulting. Members can expect to receive calls and other correspondence from the company, which has worked in partnership with the Dallas BA on this project for many years. [RATES.](#)



The HomeFront

Government Affairs News and Info

David Lehde
Director of
Government
Affairs



Spring Brings Plenty to Do for Dallas BA Advocacy

“In any moment of decision, the best thing you can do is the right thing, the next best thing is the wrong thing, and the worst thing you can do is nothing.” — Attributed to Theodore Roosevelt

The Dallas City Council voted on March 27 to approve the ordinance that updates development and building fees. This is the first increase in the fees in nearly a decade. The new fee schedule becomes effective May 1. Builders and developers are encouraged to review the changes.

The city’s original fee study proposed increases that were grossly higher. However, after advocacy from the Dallas Builders Association and allied stakeholders, a draft ordinance was brought before the City Council that actually saw many of those proposed fees reduced from the version that was presented in that study.

While the City Council and Development Services department staff agreed that fees should not be increased to the levels that were prescribed by the study, there are still fees in the schedule that are higher than what we see elsewhere in the region for the same work.

Moving forward, there should be a focus on addressing inefficiencies in the department. These related operations are funded through an enterprise fund. Not only does that fund pull directly from builder fees, but that fund also has historically seen a surplus. If department costs have increased so significantly in such a short time, it raises the question of why?

Next up on the regulatory agenda in Dallas are proposals related to the parking code and a maximum on

impervious coverage in front yards. While the initial intent of the parking code has been billed as reducing some parking requirements, which is needed as the city is overparked in areas, it has evolved to include concepts that should not be required of multifamily, much less single-family developments.

There is also concern about the path taken in City Hall regarding the maximum impervious coverage discussion. Should the city push a one size fits all approach, there could be a disproportionate impact on smaller lots.

With home ownership being one of more understood opportunities to develop a family’s wealth, it is important to protect a family’s ability to have full enjoyment of their property.

Dallas BA has been involved in stakeholder discussions and will continue to weigh in on both issues.

The vernal calendar is not the only thing that has arrived in full bloom, so has this year’s election season. Coinciding with the industry’s focus on the primary season, which is still among us, are the region’s municipal elections.

HOMEPAC of Greater Dallas, the action committee for members of the Association, has been engaged in both. Tensions and stakes are running high in Austin these days. And city halls are becoming increasingly active in issues that impact our members’ ability to provide the American dream.

The HOMEPAC of TAB released its primary voting guide earlier this year, and HOMEPAC of Greater Dallas released recommendations for certain contested city council races coming as early voting started in late March.

It is important that those who

make regulatory decisions be willing to hear the industry’s input and concerns when it comes to drafting ordinance and law that impact housing. We appreciate our members being engaged.

The primary, and likely municipal, election season is not over just yet. Run-off elections for key state representative and senate seats, as well as a U.S. House of Representatives seat in Fort Worth, are scheduled for May 28.

Members should keep an eye out for information as those contests draw near.

Another tool our industry has in the advocacy box is our national grassroots effort. In coordination with NAHB, the Dallas Builders Association will hold our Legislative Conference meetings with our service area’s members of Congress on June 12.

The meetings are held in Washington, D.C. and coincide with NAHB’s Spring Leadership meetings that are the second full week of June.

Dallas BA staff and members will take to the Hill to discuss the need for the federal government to let our industry do what it does, provide quality housing, hopefully at a price point Americans can continue to afford.

It is important that Washington does not further add to the challenges the residential construction and development sector already faces.

This year’s meeting will be timely as the White House recently announced a new mandate that will dampen new construction and harm

housing affordability. The U.S. Department of Housing and Urban Development (HUD) and the U.S. Department of Agriculture (USDA) have issued their final determination that will require all HUD and USDA financed newly constructed single-family homes to be built to the 2021 International Energy Conservation Code (IECC).

The 2021 IECC, if not amended at the state and local level, can add up to more than \$30,000 to the price of a new home. This is according to studies used by NAHB.

Such a cost increase would be a major roadblock to the Biden Administration’s own goal of getting more homes built.

So, it is important that our members who can make it to Washington join us in our Legislative Conference meetings as we explain to Congress that the best way to lower inflation in home prices is to build more homes. The aforementioned mandate will be a top issue in those meetings. Our Legislative Conference meetings offer a unique opportunity to speak one-on-one with your members of Congress.

Dallas BA members who want more information about our Legislative Conference in Washington, opportunities to participate in HOMEPAC of Greater Dallas, or any of our advocacy initiatives, can contact the Association’s [Director of Government Affairs](#).

“Where flowers bloom, so does hope.” – Lady Bird Johnson

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



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[BARCIE VILCHES](#), Editor



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Upcoming Classes – May



Dallas Leadership Program - May 8-Dec. 11

The Association's Leadership Program returns in 2024, helping builders, associates and affiliates advance their careers by learning and utilizing essential leadership skills.

Over eight months, participants will attend monthly sessions focusing on leadership traits and applying this knowledge to daily business operations.

*Leading Teams - May 8

*Decision Making and

*Problem Solving - June 5

*Emotional Intelligence (EI) and

Diversity - July 10

*Spokesperson Training - Aug. 14

*Effective Communication - Sept. 11

*Balance and Renewal - Oct. 9

*Bargaining, Negotiating and Closing the Deal - Nov. 6

*Motivation/Change Management and Leadership Program Wrap-up - Dec. 11

The program, which is facilitated by Tim Lansford of Blast Seminars and Luxury Homes of Texas, will feature guest speakers throughout several sessions. It is limited to 20 participants.

Lansford is a veteran home-builder, remodeler, and real estate broker with 25+ years in the industry. He has over three decades of applied leadership experience spanning multiple industries. He speaks at residential construction industry events, including The International Builders' Show®. Thank you to Education Title Partner StrucSure Home Warranty for helping to cultivate future industry forerunners.

Time: 10 a.m. - 3 p.m. each session
Cost: \$795 members; \$995 non-members

[Registration and details.](#)

Ask the Builder Series - Not Your Grandma's HVAC - May 9

Modern construction demands that we rethink the application of HVAC systems. This class will teach you the basics of how to consider the systems you incorporate into your buildings.

Master SIP Builder Matt Mitchell, owner of James Andrews Custom Homes, will discuss the benefits of SIP construction and show attendees how the assembly works, reducing labor costs and decreasing timelines. The project site is currently in the rough stage, giving attendees great access to view the panels and understand how the forms come together to allow for

easier wiring while still maintaining greater structural integrity. Co-Instructor is Voya Milasinovic.

Tops will include heat pumps/water heater, ERVs, dehumidifiers, proper sizing, Holistic house approach, ROI & cost savings.

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

Cost: \$35 members; \$45 non-members. Lunch included.

Site: 2002 Cap Rock Dr., Richardson. In Person Only.

Thank you to series partners DuPont/Weatherization Partners Ltd and Texas Builders Resource Group.

[Register for HVAC Class](#)

The New Home Sales Professional - NAHB Certificate Course - May 14

This class is designed to review the best practices of the New Home Sales Professional. The course offers

tips and techniques to help you become the best new homes sales professional you can be. The course offers details on the tasks that must be practiced on a regular basis and the skills needed to close the sale. By completing the course, you should be confident performing the various tasks required of management and be on the top of your game in front of every buyer and make the sale.

Time: 9 a.m. - 4 p.m.

Cost: \$159 members; \$259 non-members

In person or virtual

[Register for New Home Sales Professional class](#)

Building Science I - Building a Better House Series - May 30

This class offers the foundational and critical science relating to new

home construction/remodeling performance.

Master SIP builder Matt Mitchell, MCGP, GMB, CGB, CAPS, CGP, CSP, owner of James Andrews Custom Homes, will cover:

- Newton's 2nd Law of Thermodynamics;
- Entropy vs. Negentropy;
- Capillarity;
- 3 Forms of Water;
- 3 ways Heat is Transferred; and
- Vapor Drive.

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

Cost: \$35 members; \$45 non-member

Building Science II will be held June 13.

Thank you to series partners DuPont/Weatherization Partners Ltd and Texas Builders Resource Group.

[Register for the Building Science I Class](#)



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For more information on this event, please contact Jasmine Streete at 214-615-5012 or Jasmine.Streete@DallasBuilders.com

2024 Dallas BA Open Golf Tournament



Monday, June 17, 2024

9:00 am Registration

10:00 am Shotgun Start

Register

McSAM Awards presented by Southern Roofing

[View the McSAM Winners Book >>](#)

[View the McSAM Photo Gallery >>](#)



Guillermo Martinez of J&M Construction Services is the Associate Professional of the Year.



Kasper Remodeling was named Remodeler of the Year.



Multifamily Community of the Year honors went to Lakeview Pointe - Waterside Living by OM Housing.

Homes By J. Anthony took Custom Home of the Year honors.



Integrity Group's Carmina Model at Ladera Prosper was tagged as the Active Adult Home of the Year.

McSAM Awards Partners



Contact David Jordan for more information:
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Starpower hosts April 25 After Hours



David Pigeon of After Hours host Starpower presents Frank Murphy, Wynne/Jackson, with a gift



Dennis Jaglinski of N3 Luxury Living wins a KitchenAid air fryer/convection oven.



Evan Gann of HWB Ventures LLC dba Spray Foam Genie of Dallas receives a gift basket from David Pigeon of Starpower.



Starpower's David Pigeon presents Mike Watson of Blue Chip Insulation with a KitchenAid mixer.

April Membership Drive Winners



Chris Clay, 2-10 Home Buyers Warranty, won the Membership Drive. With him are Gena Godinez, Adam Lingenfelter and Myra Baginski.



Coming in second place was Kelly Hoodwin with Altura Homes.



Winning Team: Gena Godinez, Teresa Williams, Adam Lingenfelter, Kelly Hoodwin, Kendra Barnes, Justin Webb, Myra Baginski, Donnie Evans. (Not shown: April Tallman)

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Bowling Partners

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April Tallman Reaches Life Spike Status

Congratulations to April Tallman of Texas Insulation, who is the Association's newest Life Spike, having recruited or retained 25 new members. With her is Executive Officer Gena Godinez.



Cornhole Winners

First place winners at the Association's recent cornhole tournament were Dana Thompson of Outdoor Living Pool & Patio and Dallas BA Staff Director of Government Affairs David Lehde. The tournament was held in conjunction with the April 4 Crawfish Boil presented by Moss Heating & Cooling.

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Drees Custom Homes - 40 Years

Mark Covington accepts a Milestone plaque on behalf of Drees Homes, who has been a member of the Dallas BA for the past 40 years. Offering congratulations are President Adam Lingenfelter, Membership Chair Myra Baginski and EO Gena Godinez.



Dallas BA Wins TAB Membership Award

Dallas BA delegates who attended Texas Association of Builders meetings in Austin last month accept the third place trophy recognizing membership growth in 2023. With more than 300 members brought in last year, Dallas ranked behind the Houston and San Antonio associations.

Milestone Anniversaries

60 Years

Acme Brick Company

50 Years

Quivira Luxury Homes

25 Years

LandPlan Development
Mishler Builders, Inc.
Southernwind Pools Inc.

20 Years

Altura Homes
Ogden Custom Homes, Inc.

10 Years

Alair Homes DFW - Hatfield
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5 Years

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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

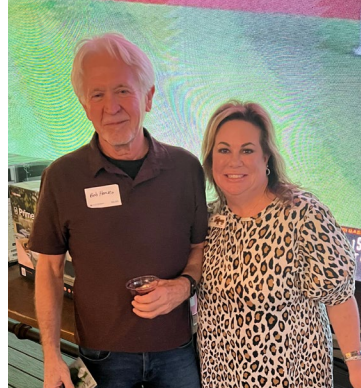
StrucSure Home Warranty hosts March After Hours at Lava Cantina restaurant



After Hours host Tiffany Acree with StrucSure Home Warranty presents Ben Langford, Langford Custom Homes, with a GE Profile Nugget Ice Maker.



Dallas BA President Adam Lingenfelter, Lingenfelter Luxury Homes, wins a Solo Pizza Oven.



Bob Hansen, Garvey Homes, wins a \$250 Visa gift card.



Tiffany Acree presents door prize winner Stephen Puckett, Prosperity Bank, with a pair of Apple AirPods.



Matt Mitchell, James Anderson Custom Homes, receives a \$250 Visa gift card from Tiffany Acree of StrucSure Home Warranty.



Chad Hatfield, Alair Homes, wins a set of Apple AirPods.



Mark Jones, Mortgage Solutions Financial, wins a Snaptain Drone.



Danielle Woods, Jet Stream, wins an Echo Dot.



Yvonne Cresswell, Cresswell Builders, wins a Marshall Bluetooth Speaker.



Ed Childs, Custom Electronic Systems, is the cash door prize winner.

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Spike: Dave Hambley, Lee Lighting

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Spike: Kelly Hoodwin, Altura Homes

Textana Dumpster Rentals
John McAfee
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Spike: Myra Baginski, Coldwell Banker Realty Southlake | DFW

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Associated Supply Company
Seth Singleton
817-283-2844
SITE PREPARATION/ MANAGEMENT
Spike: Kelly Hoodwin, Altura Homes

Associated Supply Company
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Timmesha Jimmerson
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Spike: Jon Penkert, StazOn Roofing, Inc.

City Central Title
Shelly Rogers
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INSURANCE/WARRANTY
Spike: Jon Penkert, StazOn Roofing, Inc.

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Alexis Miller
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Voya Milasinovic
832-540-5536
KITCHEN

Pro Roofing and Construction LLC
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Spike: Justin Webb, Altura Homes

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MARKETING/PROMOTIONAL SERVICES

Construction Monitor The Ultimate Lead Source www.constructionmonitor.com				Dallas Single Family Builders Year-to-Date 04/24/2024			
Dallas Building Permit Summary Year-to-Date 04/24/2024				Builder	Homes	Value	
Residential	Permits	Value	Units	1 D R Horton Custom	413	\$87,263,629	
Single Family Homes	5,447	\$1,429,436,007	5468	2 Lennar Homes	318	\$81,247,556	
Duplexes & Twin Homes	73	\$15,213,281	148	3 Bloomfield Homes	182	\$50,123,374	
Apartments & Condos	88	\$725,371,399	6559	4 Highland Homes	126	\$49,673,064	
Accessory Dwelling Units	12	\$975,000	11	5 Pulte Homes Of	170	\$48,684,511	
Other Residential Structures	464	\$9,814,305	0	6 Trophy Signature	171	\$46,608,973	
Swimming Pools & Spas	615	\$31,081,454	0	7 First Texas Homes	150	\$45,165,813	
Garages & Carports	116	\$357,200,491	0	8 CB Jeni Homes	121	\$34,819,407	
Res Rmdl, Addn, Int Fin	1,558	\$66,500,134	0	9 Landon Homes	121	\$27,652,000	
Reroof Residential	305	\$13,881,661	0	10 Perry Homes	67	\$22,797,819	
Total Residential Const	8,678	\$2,649,473,792	12,186	11 Tshh LLC	112	\$22,400,000	
Dallas Building Permit Summary Week 17 - 04/18/24 to 04/24/24 (permits over \$5,000)				12 Taylor Morrison	63	\$21,602,110	
Residential	Permits	Value	Units	13 M/I Homes	66	\$20,585,073	
Single Family Homes	229	\$52,904,834	229	14 Brightland Homes Ltd	96	\$20,405,567	
Demolition	28	\$31,500	0	15 Beazer Homes	83	\$19,746,890	
Grading & Dust	2	\$0	0	16 Hallmark Land	56	\$19,150,379	
Footing & Foundation	116	\$763,596	0	17 David Weekley	63	\$17,999,489	
Duplexes & Twin Homes	9	\$1,800,000	18	18 K Hovnanian Homes	39	\$17,127,634	
Apartments & Condos	1	\$34,750,000	434	19 Tri Pointe Homes	59	\$17,104,746	
Other Residential Structures	40	\$863,505	0	20 Impression Homes	68	\$15,280,348	
Swimming Pools & Spas	31	\$815,166	0	21 Owner	1	\$15,000,000	
Garages & Carports	4	\$73,000	0	22 Meritage Homes Of	69	\$13,800,000	
Res Rmdl, Addn, Int Fin	126	\$3,676,267	0	23 History Maker Homes	34	\$13,374,020	
Reroof Residential	22	\$2,896,700	0	24 American Legend	36	\$13,212,530	
Total Residential Const	608	\$98,574,560	681	25 Camden Homes LLC	57	\$12,383,968	
				26 Drees Custom Homes	30	\$11,423,168	
				27 Scott Ellis Homes LLC	55	\$11,000,000	
				28 Starlight Homes	52	\$10,693,480	
				29 Ashton Woods Homes	51	\$10,670,900	
				30 HHS Residential	53	\$10,599,168	
				31 Shaddock Homes	47	\$9,821,206	
				32 Megatall Homes Inc	45	\$9,000,000	
				33 Toll Brothers Inc	35	\$8,711,405	
				34 M/I Partnership	24	\$8,645,807	
				35 LGI Homes	40	\$8,000,000	
				36 Mattamy Texas LLC	39	\$7,889,429	

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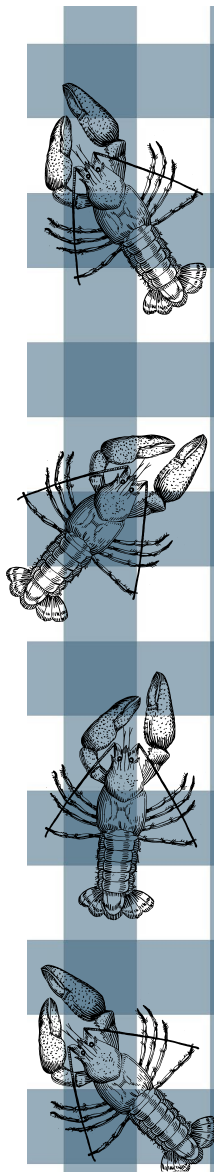
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HOME OF THE WEEK

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.

This service is FREE to Dallas BA builder members.

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

Open to Multifamily Builders and Land Developers

Currently filling feature dates May - July

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