

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



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Dallas BA's Industry Investors for 2014



BRIEFLY

Lee Lighting will host After Hours March 27 from 6 to 8 p.m. at their Frisco showroom. Enjoy complimentary food and beverages while networking in a casual atmosphere. The Builders Jackpot is \$600.

NAHB is offering information and a series of webinars to help members understand the laws. This information is relevant and timely as the individual compliance deadline to purchase health insurance is March 31, 2014, and the Employer Shared Responsibility provisions of the Affordable Care Act go into effect on Jan. 1, 2015. Go to www.nahb.org and log on to view the remaining webinars and learn about these important laws affecting them.

The next Speed Networking will be held April 15. Associates meet with 20 different builders and remodelers in 4-minute rotations during this networking event. The fee is \$250 for associates, which includes entry for two people from your company. Speed Networking is a great way for associates to meet with many different builders in a short period of time, and builders not only pick up valuable vendor information at this event, but also win prizes.

Periodicals Postage Paid at Plano, TX, and Additional Offices

April Green Building class could improve builders' bottom lines

Green Building for Building Professionals will be offered April 8-9 in partnership with StrucSure Home Warranty.

Instructor Barry Hensley, CGP, MCGP, GSP, with Hensley Premier Builders says, "If I had to sum up the benefits of this course I would have to say it made me a better builder. I learned not only how to apply the best practices of green building to residential construction, but I also learned to focus on the "whole house" approach, and not on specific systems or solutions. And I learned that green building is not about Low-E windows or radiant barrier or low-flow faucets; it is about constructing a higher quality, more sustainable structure."

This course teaches how to incorporate GreenBuilding practices such as site selection, design, building science, resource management, energy efficiency, indoor environmental quality, water efficiency and marketing into the processes of building and remodeling.

"By incorporating what I learned in this class, I get more referrals, and I can get better margins for my product," states Hensley. "When my customers know that the very best of residential construction is being incorporated into their home, they are willing to pay more,

and they are happier with the end result. The marketing strategies taught me how to identify and target my customer's needs. I now use this skill in all aspects of my business. My customers view me as an expert in my field and they rarely question my recommendations."

Hensley says that using what he learned in Green Building for Building Professionals he found ways to differentiate himself from his competition in a very positive way. "That ultimately leads to more profit."

The course is recommended to anyone in residential construction or remodeling. "It will improve the way you build, the way you interact with customers, and your bottom line," Hensley stresses.

The fee is \$385 for members and \$485 for non-members and includes class booklet, the newly revised ICC 700-2012 National Green Building Standard® book, continental breakfast and lunch, compliments of Hotchkiss Insurance Agency and DOW Building Solutions.

Visit the calendar at DallasBuilders.com to register. Online registration ends on April 3. Late registration fee is an extra \$15. After April 3, call Stephanie Bosslet at 214-615-3881 for availability.

Special pricing offered for Acquisition class

Learn how the land acquisition process works from market analysis through property acquisition in the Land Acquisition and Development Finance class. Presented March 27 in partnership with StrucSure Home Warranty, this course offers credit for the Graduate Master Builder (GMB) professional designation.

This course will show you how developers assess markets, acquire land and devise site plans that are most likely to attract financing on optimal terms. Graduates will be able to:

- Explain the major tasks of land development
- Navigate the land acquisition process from market analysis through property acquisition
- Recognize various types of development financing and understand the guidelines for obtaining the necessary funds.

"If you've ever been curious about how those lots you buy from a land developer got there, or, maybe thought, 'I can do that,' then this is the class for you," said instructor Ed Harrison, CGB, GMB, of Harrison Homes. "We will learn the basics of getting started in the residential land

development business by touching on finding the land, securing it, planning it and then finding the financing. It is a great class that will answer a lot of your questions about land development. I hope you will join us."

Special Pricing for Members!

In recognition of NAHB's National Designation Recognition Month, a special price for Dallas BA members for this class is \$175, a \$35 savings!

"An NAHB Designation says a lot about you," stresses Director of Education Stephanie Bosslet. "Professional designations offer excellent opportunities to improve your skills, advance your career, and be recognized for your commitment to professional growth."

The fee includes class booklet, continental breakfast and lunch. Lunch Partners are Hotchkiss Insurance Agency and Dow Building Solutions.

To register, visit the online calendar at DallasBuilders.com by March 24. Late registration fee is an extra \$15. After that date, call Bosslet at 214-615-3881 for availability.



After Hours Pays Off for Jackpot Winner T.W. Bailey

T.W. Bailey, left, of Bailey Family Builders was the winner of the \$600 Builders Jackpot at January's After Hours hosted by Starlight AV. Offering congratulations are Dallas BA President Jeff Dworkin and After Hours hosts Michael Wilkov, CANTONI, and Shane Bala, Starlight AV. The jackpot starts at \$500 and then increases by \$100 each month until it is claimed by a winning builder. At each After Hours the names of each and every builder, developer and remodeler member is placed in a hopper for a random drawing. The winner must be present. This month's After Hours will be held at Lee Lighting in Frisco, and the jackpot is back up to \$600. Visit the calendar at DallasBuilders.com to make reservations. See page 4 of this issue for more After Hours photos.



At 1,800 Credits, T.W. Bailey Is One of the Highest Ranking Spikes in the U.S.

Congratulations to T.W. Bailey of Bailey Family Builders who has achieved the 1,800-Spike level. Spike Club Chairman Geanie Vaughan presented T.W. with his ruby-studded lapel pin at the February Board of Directors meeting. T.W. has 1,842 Spike credits as of Jan. 31 and is the Dallas BA's highest ranking Spike Club member and the 10th in the nation out of almost 16,000 Spikes. He is recognized nationally in the highest Spike category, All-Time Big Spike. For information on the national Spike program contact Charli Henderson at 214-615-5004.



Don't miss the 35th annual McSAM Awards, presented by PIRCH. Come and witness the who's who of the Dallas building industry. We will recognize the industry professionals who have made the DFW home building market one of the best in the nation for the past 35 years.

WHERE: Hotel InterContinental
Malachite Ballroom

WHEN: April 10, 2014
6:30 - 7:30 Cocktails
7:30 - 8:00 Dinner
8:00 - 9:00 Awards Presentation

TICKETS: \$100 each / \$1,000 Table of 10
Purchase at DallasBuilders.com



Starlight AV presents 2014 ARC Awards August 16

Planning is well underway for the 2014 ARC Awards, presented by Starlight AV, and it promises to be an exciting event! This year's theme is "Our Associates Make It Happen!" in recognition of their efforts in helping the custom builders and remodelers complete their projects and earn ARC Awards. In fact, those associates who builder entrants list as key contributors will be invited on stage to assist in accepting awards. Additionally, Starlight will also host a Finalist Party at Dallas BA offices July 17. The entry website is expected to go live in late April, with early bird deadline in early June and final entry deadline in July. Watch for details in the months to come or contact Misty Varsalone at 214-615-5012 for information. If you are interested in becoming a partner, now is the time to speak up—we have already had a tremendous response from member companies who want to participate in this stand-out event.





ARC Chairman John Todd, Elite Remodeling

Dallas BA's Student Chapter at UNT wins award from NAHB as nation's 3rd best


The Dallas BA's Student Chapter at the University of North Texas was the third place recipient of this year's Outstanding Student Chapter Award presented at the International Builders' Show in Las Vegas. The chapter's president, Mahsa Mahdavian and vice president Lee Pelton were guests at the Dallas BA's Board of Directors meeting Feb. 27, where they were presented a certificate in recognition of their achievement.

Mahdavian explained that the student chapter was honored for increasing their membership by 357% over the past year; attaining 32% female and 52% minority membership; campus and community involvement; holding monthly meetings; having active social media presence; and developing connections and relationships within the university and the community.

Dr. Diane DeSimone, who served as an officer of the Dallas Builders Association before leaving to teach full time, is the advisor of the chapter at UNT and coached the students through the competition.

While at IBS, the group also participated in the NAHB Student Chapters Residential Construction Management Competition (RCMC). The competition gives students the opportunity to apply skills learned in the classroom to a real construction company by completing a management project/proposal. Proposals are submitted to a group of construction company executives who act as judges. During the convention, students defend their proposals to the judges in front of an audience.

The NAHB Student Chapters program is dedicated to enriching the educational experience of students by offering them first-hand exposure to the real world of the building industry through NAHB membership, educational programming and networking opportunities.



Dallas BA President Jeff Dworkin presents a certificate of recognition to Lee Pelton and Mahsa Mahdavian of UNT.

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BARCIE VILCHES, Editor



Sign-a-Stud Event Raises \$1,300 for Operation Finally Home Project

Dozens of people turned out last week to help Tim Jackson Custom Homes finish the home he is building for wounded veteran Sgt. Stephen Jackel and his family. By donating \$5 for the opportunity to sign a stud in the home, participants' messages will be sealed within the walls and will bless the Jackel home forever. This Operation Finally Home project is being built at 1816 Shoenbill Dr. in Little Elm. View photos of the event and find out how you can be a sponsor at <https://www.facebook.com/TeamJackel>.

High Performance Building I set for March 19


Coming up on March 19, title Partner StrucSure Home Warranty presents: High Performance Building I, the second class in the Building a Better House series.

Energy Efficiency starts with the Building Envelope. Don't let energy efficiency slip through the cracks! A tight building envelope is the most cost effective way for builders to reach their energy efficiency goals. This is because the building envelope is the only shield between a comfortable indoor environment and the harsh Texas climate.

This class will provide the latest information on the most effective insulation and sealing techniques in the Dallas area derived from a 12-home development study. Attendees will see these techniques first hand and learn about a new flashing and air sealing product now available in the Dallas market.

Special guest speaker will be Gary Parsons with DOW Building Solutions. The class will include networking and lunch, compliments of Series Lunch Partners, BMC, Prosperity Bank and DOW and Class Partner, Kidd Roofing. The fee is just \$40 for members and \$50 for non-members. Last day to register is March 18.

Late registration fee is extra \$5. After that contact Stephanie Bosslet at 214-615-3881 for class availability.



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Everyone wants energy efficiency, but it cannot come at an unreasonable cost that makes the goal unattainable. Prescriptive paths that choose market place winners and losers miss the original intent. When is enough, enough? When does the time come for a more flexible solution? Many would argue that was two editions ago.

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Dallas Metro Building Permit Summary

Year-to-Date 02/21/2014

Residential

	Permits	Value	Units
Single Family Homes	1,900	\$505,242,211	1900
Duplexes & Twin Homes	13	\$3,803,325	26
Apartments & Condos	30	\$22,419,756	238
Other Residential Structures	46	\$1,955,608	0
Swimming Pools & Spas	343	\$15,467,862	0
Alternative Residential Energy	18	\$339,630	0
Garages & Carports	23	\$980,875	0
Res Rmdl, Addn, Int Fin	376	\$29,108,624	0
Reroof Residential	16	\$779,630	0
Total Residential Const	2,765	\$580,097,536	2,164

Dallas Metro Building Permit Summary

Week 8 - 02/13/14 to 02/19/14 (permits over \$20,000)

Residential

	Permits	Value	Units
Single Family Homes	470	\$129,967,922	470
Demolition	16	\$5,763	0
Grading & Dust	1	\$20,000	0
Footing & Foundation	44	\$251,989	0
Duplexes & Twin Homes	4	\$1,335,216	8
Apartments & Condos	1	\$1,003,000	7
Other Residential Structures	8	\$207,222	0
Swimming Pools & Spas	109	\$6,909,654	0
Garages & Carports	1	\$20,000	0
Res Rmdl, Addn, Int Fin	55	\$5,119,961	0
Reroof Residential	6	\$306,759	0
Total Residential Const	715	\$145,147,488	485

Dallas Metro Single Family Builders Year-to-Date 02/21/2014

Builder	Homes	Value
1 DR Horton	277	\$51,336,924
2 First Texas Homes	113	\$29,575,052
3 Pulte Homes	108	\$23,749,419
4 K Hovnanian Homes	56	\$21,729,160
5 Highland Homes	60	\$18,424,133
6 Lennar Homes	65	\$16,719,070
7 Darling Homes of	49	\$14,661,472
8 Bloomfield Homes	63	\$13,371,601
9 Beazer Homes	43	\$12,471,387
10 Standard Pacific	33	\$10,964,376
11 Meritage Homes	31	\$9,808,108
12 American Legend	32	\$9,205,710
13 Grand Homes	24	\$8,964,066
14 First Texas Custom	28	\$8,640,348
15 David Weekley	24	\$8,376,133
16 Ashton Woods Homes	33	\$8,078,765
17 Megatell Homes Inc	30	\$7,303,369
18 History Maker Homes	39	\$6,436,196
19 Gehan Homes	24	\$6,188,396
20 Drees Custom Homes	21	\$5,797,839
21 Paul Taylor Homes	17	\$5,434,209
22 Holiday Builders	23	\$5,361,349
23 Dunhill Homes	19	\$5,264,321
24 Sumeer Homes	17	\$4,975,365
25 Gallery Custom	10	\$4,682,569
26 Toll Dallas Tx Llc	9	\$4,583,305
27 Shaddock Homes	12	\$4,481,504
28 Landon Homes	14	\$4,055,884
29 Rogers Ford	1	\$4,000,000
30 MHI Partnership	24	\$3,589,716
31 M Christopher	7	\$3,488,925
32 Maple Leaf Homes	15	\$3,409,754
33 Lionsgate Homes	10	\$3,048,014
34 Innovation Builders	9	\$2,987,557
35 Premier Renovations	5	\$2,697,080
36 Horizon Homes	11	\$2,612,764



Chamberlain, Dworkin Earn Spike Recognition
Two members were recognized for Spike achievements at the February Board of Directors meeting. Kay Chamberlain accepts the Life Spike Award (25 Spike credits earned) for her son, Chip Chamberlain of Caprock Custom Construction, and Dallas BA President Jeff Dworkin of JLD Custom Homes is honored for achieving the Green Spike level (50 credits). Members earn one credit for each new member they sponsor. Thereafter, when that member renews, the sponsoring member automatically gets renewal credit.

Deal Achieves 50-Spike Level
Spike Club Chairman Geanie Vaughan of Lee Lighting presents Bill Deal of Bonded Builders Warranty with his Green Spike recognition for having sponsored 50 new members. The national Spike Club recognizes and rewards members who recruit new members to their local association. Those who participate are called Spikes and they are among the most valued members of the national federation of home builders.



Starlight AV hosts Dallas BA's January After Hours



Tom Greico, Greico Modern Homes, wins a gift package of five rooms of Klipsch In-Ceiling Speakers, presented by After Hours host Shane Bala of Starlight AV.



CANTONI's Michael Wilkov, right, presents the associate award, a \$250 gift card, to winner Phil Smith of The Bath and Kitchen Showplace.



Kelly Rinke, City Publications, wins a \$50 gift card to Capital Grille. Dallas BA President Jeff Dworkin makes the presentation.



Cash door prize winner is Lionel Edgar of The Single Source Group/SSG Security.



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After 40 years as a home builder, Hershel retired in 2005. Upon retirement, Steve Storey CEO of Pavillion, ask Hershel to take on a full time responsibility of originating loans for the bank.

As one of the original founders of Pavillion in 1982 and a director for the past 31 years, Hershel decided this was a good opportunity to “stay in touch with his home builder friends.”

Contact Hershel to visit about the “good old days” and discuss any construction financing needs you may have.

Plano New Home Show

The Dallas BA will partner with E&M Consulting this spring for the New Home & Remodeling Show at the Plano Centre. This consumer show will be held March 22 & 23.

The Show features the latest in new home construction trends as well as the finest in remodeling techniques for any upcoming home improvement project. Show attendees can take advantage of this “one stop shopping opportunity” to meet industry experts one-on-one and compare exhibitors to find the expert who will best suit their needs.

Once again, there will be a show stage with professional demonstrations and consumer classes. The show will feature a Green Zone, Market Bazaar, the Home Depot Kids Workshop, the Habitat for Humanity Re-Store and more.

More than 200,000 tickets will be distributed to local businesses in Plano and surrounding communities. In addition, the show will be promoted in a special 8-page tabloid in area newspapers.

Dallas BA members receive a discount to exhibit: \$995 for an 8x10 booth or \$495 for a 6-foot draped table.

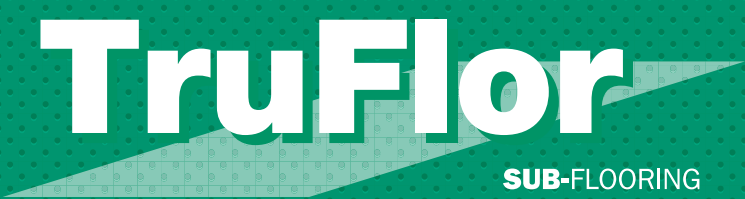
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