

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXII

No. 10

October 2015

Dallas BA's Industry Investors for 2015



BRIEFLY

November is SPIKE Appreciation Month and on Nov. 19 the Dallas BA will celebrate with SPIKE Night, presented by StrucSure Home Warranty. Join us at Association offices from 6 to 8 p.m. for a fun evening of networking, food and drinks, prizes, and recognition of the efforts of the Association's most active and dedicated group. Register at DallasBuilders.com.

“Diversification” will be offered at Association offices on Nov. 12. This designation course will help you to identify opportunities to build and diversify your business by examining more than 25 different opportunities within the construction industry ideal for expansion. The class is presented by StrucSure Home Warranty. A special thank you also goes to the 2015 Yearlong Education Partners: Hotchkiss Insurance Agency, DOW Building Solutions and Shoot2Sell Photography.

Save the date for Casino Christmas Dec. 3 featuring a holiday buffet, music, margaritas, silent auction and Vegas-style gaming.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Bill Slease posthumously awarded Hugh Prather Trophy during Oct. 2 Installation

The Dallas Builders Association awarded the 2015 Hugh Prather Trophy posthumously to William “Bill” Swope Slease, who lost his battle with cancer in March. The award is the highest honor bestowed by the Dallas BA and has been presented annually for the past 65 years to a builder, remodeler or developer member who has done the most for the betterment of the North Texas region.

The 2015 presentation was made during the Association's Oct. 2 Installation of Leadership held at the Dallas Arboretum and Botanical Garden and presented by Johnson Supply and StrucSure Home Warranty.

The award was named for the Association's first president, Hugh Prather, in hopes that his principles would serve as a guide for future generations of

builders. It is not meant to be simply a “Builder of the Year,” but something more that reflects credit to the building industry.

Past recipients include homebuilding icons such as Dave Fox, W.W. Caruth Jr., Bob Folsom, Fred Roach, Kent Conine, Tommy Ford, N.D. Hopkins and Harold Pollman, among others.

2014 Prather recipient Tim Jackson of Tim Jackson Custom Homes presented the award to Slease's widow, Judy Slease, noting that “Bill's passion and enthusiasm for home building and remodeling could be heard and felt in his deep booming voice that echoed through our conference room as he readily shared his immense knowledge with others.”

Slease was an Honored Life Direc-

tor and had also served on the Texas Association of Builder board. He was selected by the National Association of Home Builders as CAPS Builder of the Year and was a frequent instructor for the Dallas BA's Certified Aging-in-Place Specialist classes.

He was considered a pioneer in the field of whole house Universal Design and was one of the first to incorporate this approach into new construction and remodeling projects.

An active member of Northwest Bible Church for more than 35 years, Bill's vision was the seed for many discipleship groups at the church and community groups. Most recently, he served as treasurer to Apostrophe Mission Foundation, an outreach to China.



The Late Bill Slease
2015 Hugh Prather Awardee

courtesy of Doug Handel Photography



Changing of the Guard

Donnie Evans of Altura Homes accepts his official symbol of office as 2016 president of the Dallas Builders Association. Presenting the gavel is Frank Murphy, outgoing 2015 president. Installation of Leadership ceremonies took place Oct. 2 at the Dallas Arboretum & Botanical Garden.

Class focusing on new TAB contracts offered before Dallas Builders Show

The Oct. 22 Dallas Builders Show presented by Texas Door & Trim will begin with a seminar focusing on new TAB Contracts.

This seminar is presented by Dallas BA Education Title Partner StrucSure Home Warranty. Builder Agent Network is an additional partner.

Unlike other contract packages, TAB's package reflects the most recent mandates coming out of the 2015 Texas Legislative Session and case law updates, in addition to a new design-build contract and architect addendum.

The package also includes a new lot sale contract addendum, an even shorter remodel contract, added advertising and media permissions, revisions to the independent contractor agreements and a needed revision to the termination damages language.

Also featured are performance standard updates and numerous other changes that reflect best practices and up-to-date construction transaction.

The end result is that the contracts

are even more comprehensive than before without adding length.

As always, the package subscription includes any needed updates that may occur during the two-year cycle.

The seminar, led by Don Shelton of Bush Rudnicki Shelton, will be held at the Plano Centre located at 2000 E. Spring Creek Pkwy. in Plano from 10 a.m. until 1 p.m. Lunch will be included.

“The TAB contracts are essential for every Dallas BA builder and remodeler member,” said Executive Officer Phil Crone. “They can save you thousands in legal fees and are updated to include mandatory disclosures that came from the most recent legislative session.”

To register for the class, visit the calendar at DallasBuilders.com.

The 2015-2017 Texas Residential Construction Contracts Package are available for builders and remodelers to download at TexasBuilders.org. The price will be \$299.99 plus tax through Dec. 31, 2015.

Dallas Builders Show offers full slate Oct. 22!



Donnie Nelson



Dan Hunt

Opening Session

The Dallas Builders Show will open with a panel discussion featuring Donnie Nelson, general manager and president of basketball operations for the Dallas Mavericks, and Dan Hunt, president of Major League Soccer franchise FC Dallas. Nelson and Hunt will discuss the impact of the region's rapid growth on local sports. Frisco, one

of the area's (and the nation's) fastest growing cities is home to FC Dallas, the Texas Legends (NBA Developmental League), the Frisco RoughRiders and the new Dallas Cowboys office complex and practice facility.

Also on hand will be Paige Shipp, who will provide a market snapshot to Show attendees. As regional director for Metrostudy in Dallas-Ft. Worth, Shipp works with home builders, developers and lenders to make informed decisions by analyzing and interpreting Metrostudy's extensive proprietary data and research. She has been a local real estate professional for more than 16 years and has been instrumental in creating communities for some of the DFW's largest developers and builders.



Paige Shipp



Trade Show Floor

Exhibits will be open from 3 to 8 p.m. Enjoy food and cash bar while visiting approximately 60 Dallas Builders Association member booths. Many are offering discounts, show specials and drawings.

Win a Trip For Two to the Bahamas!

One lucky builder member and a guest will win a five-day, four-night stay (February 25-29) at the all-inclusive Melia Nassau Beach Hotel in the Bahamas! Airfare will also be included. Lee Lighting and Bonded Builders Warranty Group are providing this non-transferable trip that coincides with the Dallas BA's membership recruitment appreciation trip. Winner must be present at the time of drawing.

Win the \$2,000 Jackpot!

All Dallas BA Builder members (this includes remodelers and land developers) in attendance will have their name put in the drawing. Winner must be present at time of drawing.

Win the \$2,000 Jackpot!

Register today at DallasBuilders.com. All ticket proceeds benefit Operation Finally Home.



**Wednesday, November 4 - 11:30 a.m.
Dallas Builders Association Offices**

Builders, meet 20 Associates in 2 hours. Learn about new innovative products and find new deals that could improve or promote your business. The Associate Member will have 4 minutes of one-on-one and face-to-face time with each Builder/Remodeler in a rotation.
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Associates pay \$250 for the opportunity for 2 people from your company to speak with up to 20 Builders! Only 2 Associate industries per event.

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The Home Builder (USPS 579-680) is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972/931-4840. Supplemental subscription rate is \$36.00 per year. Periodicals postage paid at Plano, Texas, and additional offices. **POSTMASTER:** Send address changes to The Home Builder, 5816 W. Plano Pkwy., Plano, Texas 75093.

BARCIE VILCHES, Editor



There's still time to earn trip to The Bahamas for member recruitment!

Become a part of the Dallas Builders Association's 20-year tradition by joining Association membership recruiters on their annual membership trip. This year's trip is again partnered by Lee Lighting and Bonded Builders Warranty.

Any member who recruits 10 or more members, between Nov. 1, 2014, and Oct. 31, 2015, and maintains an annualized retention rate of 50% of previous year recruits, will be awarded a fantastic 5-day trip to Nassau Beach, The Bahamas with fellow members.

Take a guest along at no cost by recruiting 20 new members, or participate in the "buy-on" by reducing the cost of the second trip, based on the number of members recruited.

This all-inclusive vacation will be

held at the Melia Nassau Beach Feb. 25-29. Located on the stunning Cable Beach, with its fine, white sand and turquoise waters, the Melia Nassau Beach Hotel is close to shops, restaurants and night spots, and is the ideal base for discovering an authentic tropical paradise and one of the top tourist destinations in the world.

It includes three outdoor pools with waterfalls facing the sea, a free, fully equipped 24-hour gym, and various dining venues.

Contact Director of Membership Amy Kirk, to get started on your trip! She can be reached at 214-615-5004, or amy.kirk@dallasbuilders.com.

Bonded Builders provides new home and remodeling warranties designed to protect builders from cata-

strophic loss. They create flexible, innovative, and unique programs that let builders get back to building and selling, while minimizing warranty risks and costs. Bonded Builders is an active voice in the building industry, bringing together the interests of consumers and builders, to protect the dream of home ownership.

Lee Lighting is part of Progressive Lighting, Inc., a family-owned business with a 52-year history. As the largest chain of residential lighting showrooms in the Southeastern U.S., the company has a national reputation for elegant and unique lighting fixtures, superior value and unparalleled customer service.

Thank you, also, to Yearlong Membership Partner StrucSure Home Warranty.

Continuing education classes presented this fall by StrucSure Home Warranty

October 15 – Building a Better House Series: Lighting Systems (10 a.m.-1 p.m.)

In this 3-hour installment of the award-winning Building a Better House series, students will learn the importance and the benefits of lighting.

Interior lighting is perhaps the single most overlooked and underappreciated system in residential construction. Yet, lighting can be the most influential force affecting the appearance of a home.

Additional partners are BMC and Dow Building Solutions.

October 22 – TAB Contracts Class (10 a.m.-1 p.m.)

This class will be held at the Plano Centre immediately preceding the Dallas Builders Show. Registrants will receive free admission to the Show, which opens at 1 p.m.

Unlike other contracts packages,

The Texas Association of Builders package reflects the most recent mandates coming out of the 2015 Texas Legislative Session and case law updates, in addition to new design-build contract and architect addendum. As always, the package will also be updated to include needed clarifications, various improvements and greater ease of use. This class will address all changed areas and new laws.

Lunch partner is Builder Agent Network.

October 27 – Energy Series – Home Ventilation by Design, Not Accident (10 a.m.-1 p.m.)

As part of the 2015 Energy Code changes, homes will be built tighter, requiring a greater need for proper ventilation. With a much tighter home, builders risk excess humidity levels exposing, themselves to litigation. This course will instruct attendees on how

to properly ventilate to meet these new standards.

Instructor will be Doug Garrett, CEM, of Building Performance & Comfort, a full service building science based consulting and training firm.



Additional partners are Fox Energy Specialists, Texas Builders Resource Group and BMC.

November 11– Building a Better House Series: New Building Technology (Automated Household Technology) (10 a.m.-1 p.m.)

This class will conclude this year's Building a Better House Series. Additional partners are BMC and Dow Building Solutions.

To register for any of these classes, visit the Calendar at DallasBuilders.com.

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Town Hall Meeting
Ned Munoz of TAB (2nd from left) and David Lehde of Dallas BA (center) take part in a panel on municipal authority during Senator Don Huffines' Sept. 22 Town Hall meeting.



Already an Active Autumn for Advocacy

David Lehde
Director of
Government
Affairs



In what continues to be a busy year for advocacy, September brought resolution on a months-long advocacy effort and an opportunity for outreach to both elected officials and the general public.

On the local front, the Prosper Town Council approved changes to various residential development standards contained within the town's zoning ordinance on Sept. 22. Thanks to industry advocacy by the Dallas Builders Association, the Prosper Developers Council and their combined members, changes to the proposed amendments save builders thousands of dollars in construction cost increases. The industry effort also assures that consumers still have their choice of a variety of products that are in demand in the marketplace.

As originally proposed, the amendments included significant and costly design requirements including that garage doors be located a minimum of 5 feet behind the facade of the house, an extremely costly mandate for enhanced paving treatments for driveways, onerous requirements for corner lots, and interior fencing and a garage square footage increase that would greatly impact floor plans. Throughout the process, members of the Town Council and the Planning and Zoning Commission made themselves available for discussion on the matter and took input from stakeholders.

An effective advocacy effort resulted in changes to heavy-hitting amendments such as a smaller increase in garage square footage, reduction in the amount of trees required for side yards on corner lots, and that interior fences not facing the street do not have to be constructed of board-on-board. The driveway and corner lot fencing requirements were removed from the package. Other design standards including use of masonry products, with option of the council to approve alternative materials, and anti-monotony requirements were approved.

The ordinance amendments will be effective near the middle of October of 2015. Dallas BA will remain in contact with officials in Prosper in order to make further information, including the ordinance language, available to members in the near future. Members should also be aware that Prosper is planning to address possible changes to its subdivision ordinance as well.

The Association benefited from a recent outreach opportunity provided by one of our area's State Senators. In late September, Dallas BA's David Lehde and TAB's Ned Munoz participated on a panel regarding municipal regulatory authority during a Town Hall hosted by Senator Don Huffines.

Dallas BA spoke on the benefits and flexibility provided by the authority the state gives local governments to govern on local issues, citing the needs cities often have and problems they can solve through local control. The Association also talked about the importance of the limitations the state places on that authority and how those limitations protect property rights.

In March, Association members participated in Rally Day in Austin. On Nov. 15, members will have the opportunity to vote on key issues of which

they advocated to state legislators. Three propositions that will be on the Nov. 3 constitutional ballot are priority votes for our industry.

Proposition 1 will lower property taxes and ban real estate transfer taxes. Proposition 2 allows all surviving spouses of 100% disabled veterans to receive a homestead exemption. And in the effort to help with Texas' growing transportation infrastructure challenges, Proposition 7 helps address funding shortfalls. The amendment dedicates sales tax revenues to the State Highway Fund. Association members are urged to vote YES on these three important propositions, as well as telling those you know to do the same.

The Association remains on the watch for federal regulation that can impact our members and the small business community. As previously reported to members by the Dallas Builders Association, on May 4, 2015, the U.S. Occupational Safety and Health Administration issued the final rule on Confined Spaces in Construction. While the rule went into effect on Aug. 3, OSHA decided that citations would not be issued until Oct. 2 if an employer was making a good-faith effort to fulfill training requirements and other compliance requirements.

Now that we have passed Oct. 2, builders, subcontractors and even developers need to be aware of the new requirements listed in what can be considered a confusing rule. More information, including NAHB's detailed fact sheet that breaks down the rule, can be found in the Oct. 30 blog post under the Advocacy tab on the Dallas BA website.


There has been positive movement in Congress as it relates to the process of energy code development. Legislation backed by the NAHB and Dallas BA that reforms the role of the Department of Energy (DOE) in the energy codes development process met approval on Aug. 30 in the House Energy and Commerce Committee.

The North American Energy Security and Infrastructure Act of 2015 included a provision that would do the following:

- Improve affordability by requiring any DOE-supported code proposal to have a payback period of 10 years or less.
- Ensure that all DOE code change proposals are made available to the public, including calculations on costs and savings.
- Ensure product neutrality by prohibiting DOE from advocating on behalf of certain products and technologies.
- Protect a state's right to adopt any code, standard or version deemed appropriate.

Dallas BA sent letters to our service area's congressional members on the committee urging their support for the bill. During our Bringing Housing Home legislative visits in 2014 and 2015, we stressed the need for this type of legislation.

As we move into the cooler months of fall, members should keep in mind that regulatory issues will continue to heat up. Dallas BA will remain on the watch and advocacy will continue to be a value of Association membership.



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Johnson Supply, StrucSure Home Warranty present annual Installation of Leadership Oct. 2



Hugh Prather Recipient – Bill Slease

The Association's highest honor, the Hugh Prather Trophy, was presented posthumously to Bill Slease of Tapestry Custom Homes (see related story on page 1). Presenting the award to Judy Slease is 2014 honoree Tim Jackson and Dallas BA Executive Officer Phil Crone.



2016 President of the Dallas Builders Association

Donnie Evans of Altura Homes was installed as the 2016 president of the Association during ceremonies held Oct. 2 at the Dallas Arboretum and Botanical Garden. Installing officer was The Honorable John Ratcliffe, the U.S. Congressman representing the 4th District of Texas. Evans became the Association's 73rd president since its founding in 1944.



Associate of the Year – The Bath & Kitchen Showplace

2015 President Frank Murphy presents the Associate of the Year trophy to Phil Smith and Colin Perkins of The Bath & Kitchen Showplace. "Our honoree epitomizes the spirit of this award, as the time, talent and treasure they invested into the Association resulted in some significant accomplishments," stated Murphy. The Bath & Kitchen Showplace has been an Industry Investor for several years, and many representatives from this company are fixtures at Dallas BA events, holding leadership positions in our Divisions and our Board of Directors. In June, Phil Smith led the Metro East Division's successful Red, White and Brew event that raised more than \$7,000 for the Dallas BA's official charity, Operation Finally Home. The company has also donated generously to both 2015 Operation Finally Home projects.



Our Appreciation to the 2015 Industry Investors

2015 President Frank Murphy presents this year's Industry Investors with a special gift. From left are James Rodriguez, Fox Energy Specialists; Cheryl Fulgham, The Thompson Group at Classic Chevrolet; Jessica Goehring, Hotchkiss Insurance Agency; Tiffany Acree, StrucSure Home Warranty; Phil Smith, The Bath & Kitchen Showplace; Kevin McLain, Dow Building Solutions; Shane Bala, Stellar Home Theater and Beyond; and Past President Murphy. Texas Door & Trim was unavailable for the photo.



2016 Senior Officers

TAB President-Elect Tim Jackson read the oath of office to senior officers: Tom Sadler, Tom Sadler & Associates, treasurer; Cole Baker, BMC, associate vice president; Alan Hoffmann, Alan Hoffmann LLC, vice president/secretary; and Michael Turner, Urban Classic Homes, first vice president.

Installation of Leadership Presented by:



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Dallas Builders Show Exhibitors (as of 10-6-15)

- Associa Principle Management Group of North Texas
- Bath & Kitchen Showplace, The
- Blue Star Payment Solutions
- Bonded Builders Warranty Group
- Builders Blinds
- Classic Superroof
- Container Store, The
- Daylight Rangers
- Dow Building Solutions
- DPIS Engineering
- Energy Foam Insulation North Texas
- Environments For Living
- First National Bank Mortgage
- Fox Energy Specialists
- Homestead Pest Defense
- Hotchkiss Insurance Agency
- Huber Engineered Woods
- IMC By the Stone Collection
- Irving Countertop
- Kelly-Moore Paint Co
- KJ Custom Screens & Designs
- LP Building Products
- Malarkey Roofing Products
- Meyers Research
- Milgard Windows & Doors
- Mirror Framing Company
- MLAW Engineers
- My Homedia Builder Services
- Next Century Screens
- Ore Products
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Don't golf? Be a tee box partner. Set up a table at the tee box and network with the golfers as they come by.

Registration Still Open!

\$125 individuals
\$500 team

Top 3 teams on each course receive trophy & cash prizes. More than \$3,000 in prizes including several Cleveland form forged wedges, Cobra Baffler drivers, Nike putters and much more!

For more information on this event, please contact Misty Varsalone, Director of Member Services at 214-615-5012.

2015 Dallas Builders Association Open



Monday, November 2, 2015
10:00 am - 11:00 am Registration/Lunch
11:00 am Shotgun Start

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