

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXII

No. 12

December 2015

## Dallas BA's Industry Investors for 2015



## Tim Jackson installed as president of TAB

Dallas Builders Association Past President Tim Jackson of Tim Jackson Custom Homes was installed as president of the Texas Association of Builders Nov. 12 during its prestigious Texas Housing Hall of Honor and Excellence in Leadership Dinner in Austin.

The Honorable Travis Clardy conducted the installation ceremony of TAB's 2016 senior officers.

Jackson served as president of the Dallas Builders Association in 2009, and was last year's Hugh Prather Award recipient. In 2014 Jackson completed building a home

for wounded veteran Stephen Jackel and his family through Operation Finally Home.

Jackson is a life director of the National Association of Home Builders. He has served on the Texas Association of Builders board of directors since 2006 and served as TAB area vice president in 2012-2013.

He has served as president of the Dallas BA's North Dallas/Collin County Division, its Membership Committee, the Parade of Homes Committee and the Government Relations Committee. He chaired the Dallas Division's golf tournament and

led the construction of two homes for Habitat For Humanity. He has been honored with the Dallas BA's APEX Award, which recognizes a builder's professionalism in doing business with associate members, and twice as ARC Custom Builder of the Year. He was the recipient of the 2015 ARC Award for Best New Home.

Jackson was born in Amarillo and is a lifelong Texan. After graduating from Texas Tech University in 1985 with a bachelor of business finance degree, he began his career in home building. In 1996, he formed Tim Jackson Custom Homes.



Tim Jackson is installed as president of TAB by the Honorable Travis Clardy.

## BRIEFLY

### Next Operation Finally Home Recipient to Be Revealed at Dallas Mavericks Game Dec. 12!

As part of their 11th Annual Seats for Soldiers event, the Dallas Mavericks have agreed to partner in the reveal of the next Dallas BA Operation Finally Home Project. The project is located in Oak Point (Denton County) and is being constructed by the Dallas Division and Classic Urban Homes. More details regarding tickets are available at DallasBuilders.com. Please come join us for a special evening honoring a wounded American soldier and his family with the American dream of homeownership.



## Pollman inducted into Housing Hall of Honor

The late Harold Pollman, who served as the Association's president in 1974, became the 19th name to appear on the elite Hall of Honor wall inside the Westin Austin Downtown hotel.

Harold Pollman was a remarkable leader whose legacy is one of unparalleled service to the housing industry, our state, our nation and the world. His companies, Northwood Homes and Pollman Development, helped establish Dallas as one of the nation's most desirable places to own a home.

As an attorney and a real estate finance expert, Pollman was a consistent and vocal advocate for the housing

industry for 57 years. He regularly advised federal and state governmental committees on regulatory standards on home financing and construction standards. For over 10 years, he was a visiting lecturer at the Cox School of Business Graduate School at Southern Methodist University in Dallas. He served as a delegate to President Gerald Ford's Economic Pre-Summit meeting in Atlanta in 1975.

In 1992, he began years of service as a guest lecturer at the Harvard Graduate School of Design. Pollman's influence extended beyond Texas and the United States as he participated in

a U.S.-China cooperative arrangement, where he taught courses on business management and free enterprise principles to Chinese government officials in Beijing and Shanghai. In 2004, Harvard endowed a fellowship for postdoctoral students called the Pollman Research Fellowship in Real Estate Finance in his honor.

Additionally, Pollman's philanthropic efforts in his community reach beyond cultural barriers to feed, educate and advance the underprivileged and elderly communities.



The late Harold Pollman

## Membership recruiters earn trip to The Bahamas

Congratulations to several membership recruiters, who have earned a trip to The Bahamas in February simply by bringing in at least 10 new members since Nov. 1, 2014. They are Clyde Anderson, Homes for Hope; Jeff Dworkin, JLD Custom Homes; Donnie Evans, Altura Homes; Gary Hubbard, Acme Brick; Frank Murphy, Wynne/Jackson; and Michael Turner, Classic Urban Homes.

The annual membership recruiters trip is a 20-year tradition of the Dallas Builders Association. This year's trip is again partnered by Lee Lighting and Bonded Builders Warranty. This all-inclusive vacation will be held at the Melia Nassau Beach Feb. 25-29.

Bonded Builders provides new home and remodeling warranties designed to protect builders from catastrophic 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.

To qualify for next year's trip, you only have to recruit at least eight new members and maintain an annualized retention rate of 50% of previous year recruits. 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.

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



Geanie Vaughan of Lee Lighting congratulates membership recruiters who have earned a trip to The Bahamas: Michael Turner, Donnie Evans, Clyde Anderson, Jeff Dworkin, Gary Hubbard and Frank Murphy. Bonded Builders Warranty and Lee Lighting are membership recruiters trip partners. We appreciate their generous support!

## President's Holiday Message

The weather is starting to get just a little cooler, the leaves are changing and, yes, the holiday celebrations have begun. In our ever hectic lives this is the time of year that we need to step back, try to slow down a bit, and reflect on all of our blessings. So many people touch our lives each and every day in more ways than we can probably count and with this we need to give thanks.

The best part of this joyous season is remembering those who make not only the holidays but the rest of our year meaningful. This is the time to express to your family, friends and acquaintances how grateful you are for all they do. On behalf of the Dallas Builders Association I would like to take this opportunity to express our sincere appreciation for everything that you do. We could not succeed and grow without your hard work and dedication to our amazing industry. As 2015 draws to an end we would like to wish you a joyous holiday season and an extremely prosperous 2016.

Donnie Evans





**Sales & Marketing Council Presents REALTOR Panel**  
 The Dallas BA's Sales & Marketing Council presented a panel of top selling Realtors from across the Metroplex Nov. 17 to share their insights on the newest trends and what today's buyers are looking for. From left: Sony Moyers, Ebby Halliday REALTORS; Donna Robichaux, Ebby Halliday, REALTORS; Christi Stevens, Coldwell Banker; Moderator Candy Evans, Candy's Dirt; Rogers Healy, Rogers HEaly & Associates Real Estate; and Wade Delk, Wade Delk Team, Keller Williams.

**Frank Murphy Is a New Green Spike!**  
 Immediate Past President Frank Murphy of Wynne/Jackson Inc. has achieved the Green Spike level for recruiting at least 50 new members. Dallas BA President Donnie Evans presented him with a certificate of recognition at the October Board of Directors meeting.



## Jessica Goehring of Builder Agent Network is TAB Associate of the Year

Jessica Goehring, Builder Agent Network and Hotchkiss Insurance Agency, has been named Associate of the Year by the Texas Association of Builders. TAB's "Of the Year" awards are given annually to recognize exemplary service and leadership contributions to the home building industry by its members. This year's event was held Nov. 12 at the Excellence in Leadership Celebration Dinner at the Westin Austin Downtown Hotel.

Jessica Goehring has organized TAB's largest and most successful member benefit program. The association's endorsed insurance program offers the best in class risk management products from General Liability and

Builders Risk to Worker's Compensation coverages. With the ever changing regulation and insurance carriers in Texas, Jessica has continued to explore and introduce new, quality products and coverages that benefit the TAB organization.

During her tenure at the helm of marketing and underwriting, TAB's endorsed insurance program has grown by double digits.

Jessica has criss-crossed the state and participated in over 150 education seminars. Along with her participation on TAB committees, she serves in leadership and committee positions with the Dallas Builders Association and the Great Ft. Worth Builders Association.



TAB Executive Officer Scott Norman and 2015 President Steve Sorrells present Jessica Goehring with the Associate of the Year Award.

## Metro East wins Battle of Divisions at North Dallas/Collin County bowling tourney



Division Champion: Metro East Division



First Place: Steven Myers, Debra Murphy, Ruben Soto, Scott Leary, Justin Reed

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

**FRASERCON**  
 CONCRETE EXPERTS



**WE ARE FRASERCON WE BUILD DREAMS**

We provide the FOUNDATION for families and companies to grow their vision for their future.

We provide hope for our team and opportunities to work, grow, and improve daily to achieve their dreams.

FRASERCON.COM

**THE HOME BUILDER**  
 Dallas Builders Association  
 www.DallasBuilders.com

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



Second Place: Mike Cagle, Jose Monge, Greg Bernal, David Moya, Justus Carlile



Third Place: Dave Hambley, Greg Paschall, Matt DeVance, Ed McKiddy



**PARTNERS**  
 BMC  
 The Bath & Kitchen Showplace  
 Kelly-Moore Paint Co.  
 Lee Lighting  
 Prosource Wholesale Floorcoverings

Local: 817.546.0160  
 Toll Free: 1.866.448.0961  
 Fax: 817.546.0161  
 Email: JFenchel@FoxEnergySpecialists.com  
 www.FoxEnergySpecialists.com

Green Begins with Energy Efficiency.®

**Programs We Support:**

- Green Built TEXAS
- ENERGY STAR PARTNER
- ICC INTERNATIONAL CODE COUNCIL
- ENVIRONMENTS FOR Living

**Accurate Energy Testing**  
 Blower Door Testing  
 Duct Blower Testing  
 Room-to-Room Pressure Balancing  
 Fresh Air Ventilation Testing  
 Carbon Monoxide & Gas Leak Testing  
 Thermal Imaging, and more...

**Fast Administrative Support**  
 Utility Rebate Incentive Support  
 Warranty Support  
 Trouble House Diagnostics  
 Sales Staff & Subcontractor Training

**Energy Modeling Experts**  
 48 Hour or Less Turnaround on  
 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.

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





**Dallas Builders Association Municipal Reception**

**You're Invited!**

Tuesday, December 15, 6-7:30 p.m.  
Dallas BA, 5816 W. Plano Parkway, Plano, TX 75093

The reception offers an evening of fellowship for the building community and the officials they work with. Municipal Officials from throughout the Dallas BA service area are scheduled to attend.

**Please RSVP by Thursday, Dec. 10, via the reception event link under the Calendar tab at [www.DallasBuilders.com](http://www.DallasBuilders.com).**



**Shaon Reuler Receives TAB Distinguished Service Award**

Sharon Reuler of Sharon Reuler, P.C. was honored by the Texas Association of Builders with the Distinguished Service Award, presented at the Nov. 24 Dallas BA Board of Directors meeting. From left are EO Phil Crone, Dallas BA President Donnie Evans; Director of Government Affairs David Lehde; Reuler; and TAB President Tim Jackson. Details of the award can be found in the Home Front column, right.



**Thanks to Our Members For a Successful 2015 In Advocacy**

David Lehde  
Director of  
Government  
Affairs



As we move from Thanksgiving to Christmas, and 2015 to 2016, it is the time of year when many keep in mind what they are thankful for. For the Dallas Builders Association's Government Affairs team, we definitely have a list in mind. We are appreciative of our members and the time and effort they have lent to a successful 2015 in Advocacy.

With federal rule changes and Executive Orders racing out of Washington, the Texas Legislature's 84th Session, 2015 added to the regulatory calendar. This was on top of advocacy efforts at the North Central Texas Council of Governments regarding amendment adoptions for the latest cycle of building codes and area municipal ordinances.

While there is not enough space here to go into great detail regarding all of the efforts where members were of great service in assisting Association staff, what follows are some highlights from 2015.

Members' service to the industry:

- Offered public testimony and consultation as the Association successfully advocated for need changes and property owner protections in Dallas's Conservation District ordinance.

- Held regular meeting with Dallas Building Inspections staff to offer input and work for further efficiency in the review and permitting process.

- Continued to offer public comments and consultation as Dallas BA and partner stakeholders engaged in the revision process of Dallas Landscape and Tree regulations.

- Aided staff as we worked to secure needed amendment recommendations in the 2015 IRC and IECC.

- Offered public testimony and consultation as Dallas BA and partner stakeholders secured needed changes to new design standard ordinances in Prosper, protecting builders from additional increases that equaled thousands of dollars per lot.

- Served as additional eyes and ears for staff as we monitored area municipalities in efforts to offer input and prevent problematic ordinances.

- Played a role in Dallas BA's reach to Texas legislators as we participated in the 2015 Rally Day in Austin. This, along with follow up advocacy efforts throughout the session, resulted in huge wins for the industry as we partnered with the Texas Association of Builders to advocate for needed tax relief, secure a stable funding source for Texas roadways, provide condo owners and builders protections abuse of defect litigation and

prevent unreasonable energy code legislation.

- Accompanied staff in policy meetings with our area's U.S. Representatives to urge, and get, action against the EPA/USACE's "Waters of the US" rule change.

- Joined staff in a meeting with the Chief of Staff for the House Financial Services Chairman to advocate for an amendment that stripped a controversial provision in the House highway bill that would increase Fannie Mae and Freddie Mac guarantee fees. The House approved the amendment.

- Joined staff and offered public comments regarding an ill-conceived and flawed Executive Order on flood plain management at a FEMA field hearing/meeting.

- Accompanied staff on many visits with the region's elected officials.

We realize the value of our members' time. The willingness to take time out of a busy work schedule in service to the home building industry is greatly appreciated by Association staff. Sure, myself and Phil Crone have found success in developing working relationships with area officials, but when you, the member who has years of industry experience and can relay the real world consequences of regulations, are there with us, it has a great impact.

Texas Association of Builders has taken notice of our members' advocacy efforts too. Dallas BA member Sharon Reuler was recently presented with a TAB Presidential Distinguished Service Award. (See photo at left.) Sharon has not only been a trusted advisor on our Dallas BA Government Relations Committee, but also as a "legal eagle" and trusted advisor to TAB on issues affecting Property Owners Associations, land development and related issues for many years. Most recently she was extremely helpful this past session in assisting and successfully passing the condo owner notice and opportunity to cure legislation, H.B. 1455, mentioned in the highlights above.

Our Executive Committee, Past Presidents, Board of Directors, Government Relations Committee and so many members have been crucial to the Association's advocacy mission. For that, we offer a huge Thank You.

We look forward to working with you in 2016.



**Phil Crone Installed as TEOC Vice President**

Dallas BA Executive Officer Phil Crone was recently installed as the vice president of the Texas Executive Officers Council by TAB Past President Joe Carlyle. Also installed were Libby Simmons from Tyler, 2nd from left, who is the new TEOC president, and Vice President Jayne Mortensen from the Hill Country BA.

▲ Foundation Engineering  
▲ Framing Engineering  
▲ Inspections

**P-delta ENGINEERING**  
Ability + Integrity = Quality

▲ info@pdelta.net  
▲ (214) 496-0575  
▲ www.pdelta.net

**BTL & Associates**  
214-632-5150  
Traditional to Modern Design  
Accelerate the Sales

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Year-to-Date 11/11/2015				Year-to-Date 11/11/2015		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	19,031	\$5,475,669,387	19034	1 D R Horton Custom	1703	\$301,393,278
Duplexes & Twin Homes	64	\$17,895,575	128	2 Lennar Homes	968	\$267,115,135
Apartments & Condos	225	\$752,325,963	16461	3 Highland Homes	689	\$228,873,387
Cabins	1	\$150,000	0	4 First Texas Homes	780	\$224,298,471
Other Residential Structures	379	\$19,287,630	0	5 DR Horton	1015	\$205,304,453
Swimming Pools & Spas	3,719	\$160,585,691	0	6 K Hovnanian Homes	443	\$187,099,059
Alternative Residential Energy	445	\$6,483,990	0	7 Bloomfield Homes	605	\$147,048,822
Garages & Carports	177	\$7,586,869	0	8 Pulte Homes	677	\$140,425,300
Res Rmdl, Addn, Int Fin	3,272	\$282,149,958	3	9 Darling Homes of	340	\$126,432,496
Reroof Residential	200	\$8,392,303	0	10 Megatel Homes Inc	443	\$121,558,258
				11 Toll Brothers	222	\$117,407,457
				12 Grand Homes	339	\$115,038,297
				13 Meritage Homes	308	\$112,240,319
				14 Standard Pacific	357	\$112,216,480
				15 Beazer Homes	448	\$110,939,260
				16 Landon Homes	329	\$108,816,330
				17 Batten & Shaw	1	\$102,000,000
				18 History Maker Homes	480	\$97,486,252
				19 David Weekley	227	\$94,254,644
				20 American Legend	265	\$72,144,206
				21 Shaddock Homes	149	\$54,860,764
				22 MHI Partnership	220	\$53,057,514
				23 J Houston Homes	283	\$50,880,565
				24 Gehan Homes	179	\$47,101,379
				25 Drees Custom Homes	133	\$44,072,151
				26 Robson Ranch	190	\$42,564,590
				27 Belcaine Homes	102	\$42,560,584
				28 Ryland Homes	130	\$42,500,935
				29 Sumner Homes	178	\$40,864,486
				30 LGI Homes	253	\$38,974,809
				31 Ashton Woods Homes	175	\$36,352,390
				32 Sandlin Custom	129	\$36,013,049
				33 David Gardner	92	\$34,431,833
				34 Windsor Homes	102	\$31,053,153
				35 Horizon Homes	120	\$30,581,894
				36 MI Homes	133	\$30,469,525
				37 Dunhill Homes	125	\$30,257,111
				38 CB Jari Homes	156	\$30,155,735
				39 M Christopher	58	\$29,636,868
<b>Total Residential Const</b>	<b>999</b>	<b>\$207,648,268</b>	<b>699</b>			

Dallas Metro Building Permit Summary			
Week 46 - 11/05/15 to 11/11/15 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	579	\$159,602,188	579
Demolition	31	\$114,132	0
Footing & Foundation	145	\$923,470	0
Duplexes & Twin Homes	1	\$664,650	2
Apartments & Condos	10	\$32,650,000	318
Other Residential Structures	12	\$622,246	0
Swimming Pools & Spas	87	\$3,103,370	0
Alternative Residential Energy	21	\$308,725	0
Garages & Carports	6	\$171,000	0
Res Rmdl, Addn, Int Fin	99	\$9,056,911	0
Reroof Residential	8	\$431,523	0
<b>Total Residential Const</b>	<b>999</b>	<b>\$207,648,268</b>	<b>699</b>



# Dallas BA celebrates Spikes at November After Hours



Tiffany Acree of Yearlong Membership Drive Partner StrucSure Home Warranty presents gift cards to winners Allen Powell, Architecture Unlimited; Gary Hubbard, Acme Brick; and Jerry Carter, Jerry Carter Homes.



Bob Cresswell, Cresswell Enterprises; and Frank Murphy, Wynne Jackson, Inc., win Kitchler fans compliments of Richard Alan & Associates.



EO Phil Crone presents a cash prize to Cameron Abelson, Pepco Sales & Marketing.




These After Hours guests each won Starbucks gift cards: Joshua Laude, GenEquity Mortgage; Mike Slaughter, Storm Dorms; Greg Wolfkiel, PHH Mortgage.



T.W. Bailey of Bailey Family Builders, left, is one of the highest ranking Spikes in the nation, with more than 1,900. With him are Spike Club Chair Geanie Vaughan and Michael Dodson of myHomedia Builder Services.



Thank You to Our Partner



# Johnson Supply hosts Nov. 2 Golf Outing at Brookhaven



Championship Course, 1st place: Brad Reitingger, Bill Nelson, Keith Engelbrecht, Jonathan David



Championship Course, 2nd place: Adrian Woods, Forrest Woods, John Woods, Chris Force



Masters Course, 2nd place: Mark Neal, Charles Gadd, Travis Hicks, Kellen Gray



Masters Course, 3rd place: Greg Paschall, Dave Hambley, Doug Bowerman, Ketih Bell



Championship Course, last place: John Richardson, Robert Messier, Andrew Maxwell, David Woodcock



Masters Course, last place: Scott Henry, Markus Hirshbich, Chris Johnson, Jason Oehlke



Closest to the Pin, Championship Course: Frank Murphy



Closest to the Pin, Masters Course: Ronnie Cunyus



Longest Drive, Masters Course: Forrest Woods



Grand prize winner of a \$1,000 gift card: Cale Kids, Huber Engineered Woods





## 2015-2017

### Texas Residential Construction Contracts Package

# Order Online

New Contracts Available **September 1, 2015**  
Order Online at [www.TexasBuilders.org](http://www.TexasBuilders.org)

Available only to builder and remodeler members of the Texas Association of Builders, TAB's contracts package subscription is your blueprint for typical construction and remodeling transactions in the State of Texas. At a cost of only \$299.99 plus tax, the package of contracts and related addenda is a fantastic value and can save you thousands of dollars in legal fees. As always, the subscription includes any needed updates that may occur during the two year cycle.

\* The contract package will cost \$399.99 after December 31, 2015.



TAB's contracts package subscription is available only to builder and remodeler members. Purchase and access the contracts **ONLINE** [www.TexasBuilders.org](http://www.TexasBuilders.org)

## Thank You to Our Partners!



**JOHNSON SUPPLY**  
OUR SUPPORT - YOUR SUCCESS SINCE 1948

**Electrolux Major Appliances  
Suncoast Post-Tension  
Pape-Dawson Engineers**

Andersen Windows & Doors	Packer Brick
Corey Construction	Prosource Wholesale
DPIS Engineering	Floorcoverings
Dupont Tyvek/Weatherization Partners	RealManage
Equipment Depot	Texas Builders Resource Group
Eyesite Surveillance	Texas Door & Trim
Fox Energy Specialists	Brandon Industries
Freedom Title	Daltile
Huber Engineered Woods	HomeTeam Pest Defense
Intex Electrical Contractors	imortgage
Ferguson Bath, Kitchen & Lighting Gallery	Johnson Supply
JELD-WEN Windows & Doors	Kelly-Moore Paint Co.
Jetstream Outdoor Cooling	KWA Construction
Land Pro Creations	Sherwin Williams
Morrison Supply	Supreme Lending - The Core Team



# NEW MEMBERS

## BUILDERS

Chenal Management Group LLC  
Clyde Kemp  
1189 Twin Harbors Drive  
Frisco TX 75034  
214-250-8683  
Spike: Scott Roberts, Creative Arch.

Christian Custom Homes  
Jim Womble  
7002 Lebanon Road, Suite 101  
Frisco, TX 75034  
214-436-5348  
Spike: Mike Jones, Milan Design Build

## CLASSIFIEDS

## SERVICES

AR Residential Design Inc. Stock Plans & New Designs. 972-250-4262.  
\*\*\*\*\*

Low-priced MLS listings for builders!  
John Wood, Realtor, 972-404-9000.

### If You're Not Using the Member Rebate Program You're Leaving Money on the Table



Dallas BA builder and remodeler members are eligible to participate in the Member Rebate Program, which offers quarterly rebates by using products from more than 50 participating manufacturers and suppliers.

Registering for the program is easy and the claiming process is simple - no receipts required! Many of our members are already taking advantage of this benefit and saving hundreds.

"I am new to the Member Rebate Program and wish I would have signed up sooner. The claiming process was simple, straight forward, and I recently received a quarterly rebate check for nearly \$450! Your Dallas BA membership can pay for itself by using this program. If you're not participating, you are missing out."



- Tom London, Thomas Signature Homes

With participating manufacturers such as Panasonic, Daltile, Honeywell Security and Velux, you are likely using many the participating manufacturers' products already. This program couldn't be any easier; just a few minutes of your time can save you hundreds.

Visit [HBArebates.com](http://HBArebates.com).

Ferrier Custom Homes, LP  
Don Ferrier  
5017 Byers Ave.  
Fort Worth TX 76107  
817-237-6262

Larry Stewart Custom Homes  
Ross Stewart  
2601 Highland Park Court  
Coleyville TX 76034  
817-291-1015

Petersen Custom Homes  
Brian Petersen  
P.O.Box 701031  
Dallas TX 75370  
214-240-1709

Scott Felder Homes  
Blake Friesenhahn  
2004 Ventura Drive, Suite 200  
Plano TX 75093  
972-964-7700  
Spike: Jody Hanson, Anderson Hanson Blanton

Travista Homes  
Luke Leak  
7134 Westbrook Lane  
Dallas TX 75214  
512-632-4393

## ASSOCIATES

Ad Imagery  
Vernon Wentz  
1838 Gross Road  
Dallas TX 75228  
214-497-4655  
Spike: TW Bailey, Bailey Family Bldrs

Alphagraphics #114  
Sam Reed  
3505 N. Belt Line Road  
Irving TX 75062  
972-570-0868

Appalachian Antique Hardwoods, LLC  
Drew Baxter  
4646 E I-30  
Rockwall, TX 75087  
214-236-0061

Augustine Marketing and Advertising  
Alessandra Bottini  
222 W. Las Colinas Blvd Set 749E  
Irving TX 75039  
972-597-2649

Berkshire Hathaway  
Melissa Bui  
1941 Preston Road, Suite 1008  
Plano TX 75093  
972-251-0297

Comfort Saver Foam Insulation  
Riina Comfort  
PO Box 1835  
Coppell TX 75019  
817-306-7662  
Spike: Bob Cresswell, Cresswell Enterprises

Energy Assault Solutions, LLC  
Zachary Murtha  
330 Rayford Road, PMB 333  
Spring TX 77386  
877-362-6538  
Spike: Michael Turner, Classic Urban Homes

Keep Safe Shelters LLC  
Matt Jarrett  
4382 State Highway 276  
Rockwall TX 75032  
214-304-3090  
Spike: Chip Chamberlain, Caprock Custom Homes

Kent Moore Cabinets  
Victor Mendez  
501 Industrial Blvd.  
Bryan TX 77803  
979-775-2906

Lifetime Garage  
Michael Dzama  
9858 Plano Road, Suite 200  
Plano, TX 75238  
972-273-0079  
Spike: Clyde Anderson, Homes for Hope

Mirrorcle Frames of North Dallas  
Nathan Surley  
PO Box 2011  
Frisco TX 75034  
214-308-6545

Woodall Insurance Group  
Luke Nelson  
5501 LBJ Freeway, Suite 200  
Dallas TX 75240  
214-604-0031  
Spike: Bob Cresswell, Cresswell Enterprises

## AFFILIATES

CB JENI Homes/Normandy Homes  
Wendy Sampson  
2805 North Dallas Parkway, Ste. 400  
Plano TX 75093  
469-684-4621

Larry Stewart Custom Homes  
Amethyst Fulbright  
2601 Highland Park Court  
Coleyville TX 76034  
972-363-6096

The Dallas BA appreciates the hard work our members put into helping expand our network, and we'd like to thank you! All members who recruit three or more new members between Oct. - Dec. 2015 will receive a ticket to the January Membership Recruitment Event. Recruit 5+ members and receive 2 tickets. Contact Amy Kirk at amy.kirk@dallasbuilders.com for information. Thank you to our yearlong membership partner, StrucSure Home Warranty.

## ProFinder: Connecting Members to Projects



Locate the products or services you need for your project quickly with ProFinder.

Let the providers come to you! Simply complete the ProFinder form on DallasBuilders.com with your project information and the best way to contact you, and we'll do the rest.

Dallas BA members who can help with your project will be given the project information you've provided, and they will contact you with information on how they can help.

It's never been easier to do business with a Dallas BA member. Use ProFinder for your next project!

## New Member Orientation scheduled for Dec. 8

Are you new to the Association and ready to learn how to make the most of your membership? Have you been thinking about getting more involved, but don't know where to start?

Join us on Dec. 8 and enjoy breakfast and coffee with the Dallas BA Ambassadors Committee and staff, as they provide insight on how to get active in the Association, and take advantage of the great benefits,

events, and member discounts available through membership. New members, current members, and non-members interested in learning more are encouraged to attend.



New Member Orientation is a great way to kick start your membership! The event is free to attend but reservations are requested. Please visit the Events Calendar at DallasBuilders.com to register today.

Thank you to Yearlong Membership Drive Partner StrucSure Home Warranty.

## Insurance designed for builders

Does your policy cover damage resulting from faulty construction? Ours does.

Make an educated decision. Know your policy limits and exclusions. Call 972-512-7741 or visit [www.hiallc.com](http://www.hiallc.com) for more information.



HOTCHKISS INSURANCE AGENCY, LLC

Experience, Choice and Service



"We're the Comfortable Solution!"

972-221-4373

TACLA001214C

WWW.ADVENTAIR.COM



STRUCSURE HOME WARRANTY

## ALL WARRANTIES ARE NOT CREATED EQUAL.

**war·ran·ty** noun \ 'wŏr-ən-tē, 'wār-ɪ

A representation, especially in writing, made by a seller or company to a purchaser of a product or service that a refund, repair, or replacement will be made if the product or service proves defective or unsatisfactory, especially within a given time period.

MAKE SURE YOUR HOME WARRANTY COMPANY PROVIDES ACTUAL COVERAGE AND A-RATED INSURANCE BACKING ON THE HOMES YOU SELL. CONTACT ME TO LEARN MORE.



Tiffany Acree  
Vice President of Sales - North Texas, CGA, CGP  
Million Dollar Producer ~ 2011, 2012, 2013  
817-726-6880 • [tacree@strucsure.com](mailto:tacree@strucsure.com)  
[www.strucsure.com](http://www.strucsure.com)

INSURANCE BACKING BY LLOYD'S







# TEXAS BUILDERS DO IT RIGHT!



Quality Texas sub-floor systems need two things – skilled and knowledgeable builders, and great products. Those Texas builders know Norbord's TruFlor T&G delivers the performance and quality they expect and need to get the job done including its 25 year limited warranty. Builders looking for a premium T&G sub-floor choose Pinnacle Premium Sub-flooring with its 100 day no-sand guarantee and 50 year limited warranty.



CHECK OUT OUR GREAT BUILDER RESOURCES ON [NORBORD.COM/BLOG](http://NORBORD.COM/BLOG)