

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIII

No. 1

January 2016

Dallas BA's Industry Investors for 2016



BRIEFLY

The 2016 McSAM Awards presented by StrucSure Home Warranty has made its call for entries. Deadlines and other details can be found on Page 3 of this issue, or visit DallasBuilders.com.

Access the 2016 Marketing Guide online at DallasBuilders.com. This resource lists all the various marketing opportunities available to members throughout the coming year: event partnerships, online and print advertising, education partnerships and more. You'll find the link under the Membership tab.

Builders, do you have a home that you would like featured in *The Dallas Morning News*? Would you like to advertise that home for FREE? This represents a value of more than \$2,000 in advertising dollars and offers prime exposure. The featured home must be open for viewing and for sale the day the story is published. A story and photo of the home provided by the builder will be required. Contact Becky Warner, 214-615-5015, to register for this valuable member benefit.

The International Builders' Show will be held Jan. 19-21 in Las Vegas. Visit BuildersShow.com for information.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Year in Review

2015: Rain Didn't Delay Our Success

By Phil Crone, JD, CGP, GSP
Executive Officer

What a year this has been! For a while there, I thought the only thing we would be building this year is an ark, but the skies cleared and the water receded, leading to a bright year for our industry and for your Association. To keep this corny analogy going, there are some dark clouds on the horizon in the regulatory arena. However, I'm confident that the bright minds and determined spirit of our members can overcome them. Our Association's recent growth has brought in new expertise and experience that is enabling the Dallas BA to evolve and adapt to a changing marketplace and to meet new challenges.

One thing that has not changed in the marketplace is the demand for new homes. Homes are where the jobs sleep at night and job growth is a direct contributor to housing demand. The region added more than 100,000 jobs last year, and you permitted about 48,000 units (27,000 single-family and 21,000 multifamily) according to Meyers Research. Inventories are still at or

near record lows, in part thanks to the delays caused by record spring rains, but I'm hopeful several new master planned communities coming online next year will help boost our supply.

Getting back to those dark clouds for a second, I'm still worried about the price increases we are seeing. New home prices increased another five percent this year, and the average price of a new home in our region is now over \$290,000. Affordability is one of the primary drivers for new jobs coming to our region. However, I fear that we are quickly losing that advantage for reasons that cannot solely be attributed to supply and demand.

That's a perfect segue for me to talk about the challenges we have confronted in the advocacy arena. Preserving housing affordability and your ability to do business without unnecessary regulation and fees remains our utmost priority. To that end, Director of Government Affairs David Lehde is on the front lines fighting. He put in plenty of late nights and early mornings on your behalf. Despite the fact that he's

the only one I know who still owns a Blackberry, he has been very effective in communicating our message to elected officials and decision makers.

After years of teetering on the brink, the City of Dallas finally lost its marbles toward the end of last year when it passed an ill-advised ordinance that provides labor union-backed organizations with unprecedented access to construction sites for purposes of seeing if rest breaks are occurring. Despite the fact that rest and downtime are frequent occurrences on the job site, the Council's failure to do its due diligence on the issue allowed the interests of big labor to prevail over the small businesses that will be impacted. We successfully defeated several prior attempts to push this ordinance, and David spent countless hours lobbying for a better solution. Challenges like this will hopefully serve as a call to action for more members to

get involved and understand the impact that governmental regulation can have on our industry.

We had plenty of challenges outside of Dallas, as well. Several cities are pushing to enforce their building codes and inspection requirements in areas outside of their city limits. The Association funded and provided expertise in the legal action that ensured winning a unanimously favorable ruling from the Fort Worth Court of Appeals on the issue at the beginning of the year. We worked with several cities on impact fee revision to ensure that the industry was not paying more than its fair share for the cost of developing needed infrastructure. We also partnered with local stakeholders to make key revisions to Prosper's proposed design standards.

The Dallas BA was heavily involved in the 84th Texas Legislature.

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Eight members return as 2016 Industry Investors

As your Association begins its 72nd year of working to represent the interests of the men and women who make their livelihood in the homebuilding industry, we want to acknowledge eight very committed members.

They are The Bath and Kitchen Showplace, Dow Building Solutions, Fox Energy Specialists, Hotchkiss Insurance, STELLAR Home Theater and Beyond, StrucSure Home Warranty, Texas Door & Trim and The Thompson Group at Classic Chevrolet.

These members have stepped up to invest in the Dallas Builders Association at an extraordinary level as Industry Investors. All eight were the Association's Industry Investors in 2015, as well. These companies invest significant funds and have committed

to supporting the well being of your industry advocate—the Dallas BA.

To be an Industry Investor is an important way for members who believe that the ongoing viability of the Dallas BA is important to their business, and they have proven their dedication with this year's commitment.

"The Dallas Builders Association has worked very hard to enhance the value of the Industry Investor program in recognition of the significant investment made by these members," said Dallas BA Executive Officer Phil Crone. "The return of all eight will further the Association's efforts to educate and empower our members."

Find out more about each of these companies by clicking on the "About" tab at DallasBuilders.com.



T.W. Bailey Honored as One of Nation's Top Spikes!

T.W. Bailey with Bailey Family Builders has received special recognition and an All-Time Big Spike award for exceeding 1,900 Spike credits. Presenting the award at a Board of Directors meeting were Dallas BA Executive Officer Phil Crone and President Donnie Evans. T.W. is not only a great advocate for the Dallas BA, but also one of the top Spikes in the country. Congratulations, T.W., and thank you for all you do!

Let's share a few words of respect and gratitude with an American hero.

Operation FINALLY HOME is dedicated to providing custom-built homes for America's military heroes who have sacrificed so much in the defense of our freedoms and values.

"Notes of Love" Home Signing

Dallas Builders Association and Mishler Builders invite you:

Friday, January 15, 2016
10:00 a.m. – 2:00 p.m.

High Point Lake Estates
2555 Wincrest Drive
Rockwall, TX 75032

Have you seen the progress on the home in Rockwall? Stop by to write a few words of inspiration on the studs before they get wrapped with dry wall.

U.S. Army Sgt. First Class Jerry Holcomb and his family will feel the love each time they walk into their new home.

If questions, contact:
Sheena Beaver, Director of Education and Executive Administrator
sheena.beaver@dallasbuilders.com
214-615-3881

2015 Year in Review: Rain Didn't Stall Our Success

continued from page 1

On March 4, more than 100 members braved an impending winter storm to bring a housing-first message to each of our state senators and representatives. This sort of grassroots outreach led to the defeat or defanging of all bills that would negatively impact our industry and the passage of several key bills, including condo tort reform and energy code legislation. More work remains on the implementation of the energy code bill as it impacts our region in particular, but rest assured we are working hard on that issue.

The Dallas BA was a major player in federal issues. Thanks to our local efforts, Reps John Ratcliffe and Pete Sessions took the fight to the Executive Branch on an onerous floodplain executive order and helped secure crucial clarifications that minimized its impact. The strength of our members enhances the strength of your Association; the strength of your Association enhances our members' ability to grow. It is a virtuous circle that encompasses the tremendous contributions of our members, to this Association along with the great things that the Association has and will be able to do for you.

We came into this year with the expectation that the Association would continue to grow along with the market. Thanks to the diligent work of the Membership, Retention and Ambassadors Committees, we finish 2015 with nearly 1,100 total members! Retaining the members we currently have is just as important as recruiting new ones. Our retention percentage is very close to our goal of 80 percent. I believe we will meet and exceed that goal in 2016.

Amy Kirk was a major catalyst for this success. She hit the ground running by improving our member outreach and

initiating a "get involved" initiative at New Member Orientation. She also significantly increased participation in our member rebate program, enabling more builder members to get paid for products they already purchase. Amy's efforts and those of Membership Marketing Coordinator Charli Henderson, who recently graduated from her MBA program, leave us poised for substantial growth in 2016.

Our membership efforts are in good hands next year with past president Bob Cresswell, Marvin Schneider and Bob Hafer heading up our Membership, Retention and Ambassadors efforts. We are blessed to have outstanding Association advocates, including past president TW Bailey, who recently received the All-Time Big Spike Award for being one of the nation's most prolific membership recruiters. Of course, none of this would be possible without the support of StrucSure Home Warranty as our Yearlong Membership Drive Partner.

Along with Amy coming on board, we had another big staff transition last year with the retirement of Doris Blackburn after 25 years as the Association's Controller. Doris's diligent work was recognized with a well-attended retirement party on April 30. She left some big shoes to fill, but luckily we have the right woman for the job right here in Becky Warner. Becky has many years of experience in all facets of our Association, including our accounting office. She has been a quick learner under Doris's instruction and has done a fantastic job filling a critical role in our operations.

Thanks to strong leadership from their respective presidents, chairmen and boards along with staff liaison Misty Varsalone, our Divisions and Councils continued to meet the networking and

organizational needs of our membership. The North Dallas/Collin County Division worked hard to earn the AP Roffino Award as they improved nearly every aspect of their operations and worked hard on furthering the Association's overall strategic plan. Next year, they will take flight as the Metro North Division after deciding to merge with the Denton Division following a successful bowling tournament that they worked on together.

The Dallas Division continued to offer well-attended luncheons. Thanks, in large part, to the tremendous efforts of Joe Mazza, who takes ownership of their luncheon programs by securing top speakers. The division remained very involved with the City of Dallas. Members met regularly with City of Dallas officials and were instrumental in dealing with a city that is becoming increasingly more difficult to work with.

The Metro East Division continues to set the standard for community service. This year they raised more than \$58,000 at their 10th annual Cars for CASA (Court Appointed Special Advocates) event. Metro East also held a very successful, fun, and cleverly-named Red, White and Brew event at Lakewood Brewery that raised more than \$6,000 for Operation Finally Home.

The Multifamily Builders Council once again had a great golf tournament, dodging raindrops in May. The event quickly sold out and was enjoyed by all participants regardless of handicap. The MFBC's charitable efforts are an example for others to follow. Last year they donated more than \$11,000 to the Samaritan Inn, a homeless program that helps willing people gain dignity and independence. The MFBC is also one of the biggest contributors to the local Toys for Tots initiative, and they have provided more than 150 unwrapped toys to children during their Christmas Party. The MFBC is one of our fastest growing and most dynamic groups.

Our other councils had successful years, as well. The Sales and Marketing Council saw increased attendance to their meetings after putting a renewed emphasis on marketing their programs. The Remodelers Council Poker Tournament was also very successful.

Our special events performed well in 2015. When asked to grade their performance, Misty gave them an "F," which I was later informed stands for "Flawless." I'm not sure that I would go quite that far, but many of them did reach new milestones.

We packed the course for the Dallas BA Open at Brookhaven Country Club on a beautiful November day. October and November are already very busy times as far as Association events go, so we hope to further increase attendance (and still enjoy decent weather) with this year's event moving to June.

The Dallas Builders Show hit a record number of exhibitors and had very well attended pre-show courses featuring the new contracts as well as a sports themed opening session with FC Dallas President Dan Hunt and Mavericks General Manager Donnie Nelson. All Show registration fees went to benefit Operation Finally Home.

The ARC and McSam Awards were very well executed. The McSam Awards had its largest attendance in nearly 10 years. Both events have very positive momentum and great leadership, which bodes well for success in 2016. Our last event of the year was perhaps our most fun. More than 200 people packed our office for our annual Casino Christmas party, which is the largest crowd in recent memory. If that event continues to grow, we'll have to make sure to no longer invite the fire marshal.

Our education program had another wonderful year thanks to the leadership of Chairmen Kevin McLain and Barry Hensley along with staff director Sheena Beaver. Sheena brought a wealth of builder's association experience and knowledge to us from Nevada that she

put to work in our education program. She helped develop new policies for her department, created a transcript for all participating members, helped produce new homegrown seminars and has created a video library for classes held. Sheena worked to secure new funding for her department through her diligent pursuit of an EPA grant. She also became a Certified Green Professional and a Certified Aging-in-Place Specialist. Sheena and her committee are developing a leadership program called DBA Leaders that will be a very exciting program next year.

As you already know, we are blessed with outstanding people in the Association who are among the best that our industry has to offer. They do great works in the community, and they ensure that Dallas area residents are the nation's best-housed population. Especially noteworthy are ARC Custom Builder of the Year Michael Turner with Classic Urban Homes, Remodeler of the Year Cresswell Builders and David Weekley Homes, this year's McSam Builder of the Year.

The Hugh Prather Trophy, the Association's highest annual honor, went to the late Bill Slease. Listing all of Bill's accomplishments and selfless acts would easily double the size of this already-lengthy column. Bill lost his battle with cancer in March and was a fixture in our conference room as one of the nation's leading instructors on aging-in-place and other remodeling issues. In addition to his industry accomplishments, he was an active member of his church and engaged in many community service projects. I miss hearing Bill's booming voice echoing down the halls from our conference room, but most of all I miss my trusted friend and a genuinely good man. Bill's wonderful wife Judy and family were on hand to receive his award in an emotional presentation that I know Bill was watching.

A personal thank you from every member is owed to your 2014-15 President, Frank Murphy. Frank was one of the most diligent, involved and insightful Presidents that I have had the opportunity to work with. Frank was deeply involved in setting and implementing our strategic focus goals and helped create our Policy and Procedures Manual that was a long, but necessary project. In short, Frank made me a better EO and this a better Association thanks to the selfless hours he provided for us. 2015-16 President Donnie Evans is a respected leader in the industry in his own right and has picked up right where Frank left off.

The Dallas BA also had a few of its own recognized at the state level last year. In November, Past President Tim Jackson was sworn in as the President of the Texas Association of Builders. Tim's reputation as one of the region's most respected custom builders, along with his experience leading our Association through the midst of the recession, leave TAB in a great position to flourish under his guidance. During the same ceremony, another Dallas BA Past President, Harold Pollman, was posthumously inducted into the Texas Housing Hall of Honor. Harold was one of the greatest of our Greatest Generation. Along with being a leading and innovative homebuilder, he was a decorated World War II airman, a leader in his synagogue and a scholar who helped bridge gaps between the United States and China. Also honored by TAB were Jessica Goehring with Hotchkiss and Builder Agent Network. She received the Associate of the Year Award. Attorney Sharon Reuler was recognized for her extensive efforts on Property Owners Association issues and the invaluable perspectives she has offered over the years.

Increasing the Association's relevance remains a key strategic focus for the Dallas BA. Our Communications Committee is the tip of the spear when it comes to driving our message home. 2015 saw our website traffic increase by

more than 40 percent. Through integration with our membership management software, we began offering members enhanced banner listings in our online directory that is now a key feature of our website and its ability to showcase our members to the public. The committee helped facilitate the "Is Your Builder a Member?" digital billboard campaign that led to a 20 percent increase in web traffic seeking our members while it was running.

As always, Staff Communications Director Barcie Vilches was instrumental in sharpening our focus and keeping us on message. She produced 51 issues of the Punch List e-newsletter, 12 full-color issues of The Home Builder newspaper and did an outstanding job putting together print and online versions of our Marketing Guide. The Marketing Guide is a truly comprehensive list of all special events, activities, promotional opportunities and meetings that the Association holds annually along with all associated partnerships. Barcie's eye for detail and history with the Association were invaluable in helping me put together our Policy Manual that now includes many of her recommendations and insights.

IT Director John Hale provided many of the aforementioned solutions on our website. He is always working on new innovative solutions while putting out the fires that inevitably arise. Perhaps not in his job description, but he earned his "plaid shirt award" this year by catching a family of raccoons that were running loose in our attic. Before you report us to PETA, I should tell you they were released unharmed in a local nature preserve.


Our partnership with Operation Finally Home continues to grow and blossom. We finished two projects in 2014 and started two more in 2015, each with great fanfare. Past President Mike Mishler is taking the lead on a home for Sgt. Jerry Holcomb and his family in Rockwall County. Holcomb, a 10-year veteran who sustained severe injuries while deployed, found out he would be receiving a mortgage-free home on July 4 in front of 20,000 people at an FC Dallas home game. The video of the presentation and his reaction received more than a million views as several national news outlets picked it up. The Dallas Division, led by First Vice President Michael Turner, is building a project for Army Sgt. James Sackett, his wife and five children in Oak Point. Sgt. Sackett and family were informed of their selection at a Dallas Mavericks home game in the presence of hundreds of his comrades, on hand for the Mavericks' annual "Seats for Soldiers" night.

With the continued generosity of our members, we will continue to build homes for more heroes in need. They have sacrificed so much in defense of the American Dream and certainly have earned the American Dream that we can provide to them. I cannot wait for the next milestone events for these projects, where I hope you can join me in thanking them for their service by contributing to these homes.

2015 was truly a year of excellence that set the tone for us to reach even greater heights (hopefully with less rain) this year. Thank you to all who have gotten us to where we are now, especially our industry investors: StrucSure Home Warranty, Texas Door and Trim, Hotchkiss Insurance Agency, Fox Energy Specialists, The Thompson Group at Classic Chevrolet, Dow Building Solutions, STELLAR Home Theater and Beyond and The Bath and Kitchen Showplace, and for those who will take us to where we need to go.



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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



SUNBELT BUILDERS SHOW
August 3-4, 2016 | Gaylord, Texas

2016 McSAM Awards makes call for entries

Plans are well underway for the 2016 McSAM Awards presented by StrucSure Home Warranty. They will be held on Saturday, May 7, at the Hotel InterContinental Crystal Ballroom. The official call for entries is now available at DallasBuilders.com.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas Builders Association in recognition of Sales and Marketing excellence. The prestigious McSAM Award is given to builders, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements during 2015.

Entry applications and materials will be due March 16 at midnight.

This year's awards show will include 57 categories including several new ones: Builder/Project Manager of the Year, Best Radio Campaign, Best TV Campaign, Best Billboard, Developer of the Year and Multifamily Rental Community of the Year.

A variety of partnership opportunities is now available, ranging from the \$5,000 exclusive After Party Partnership to the \$500 Bronze Partner level. Please contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5005, if you are interested in partnering.

2016 McSAM Categories are:

INDIVIDUAL ACHIEVEMENT

- 1) Rookie Sales Professional of the Year
- 2) Sales Professional of the Year – sales price under \$325,000
- 3) Sales Professional of the Year – sales price between \$325,001 & \$375,000
- 4) Sales Professional of the Year – sales price between \$375,001 & \$425,000
- 5) Sales Professional of the Year – sales price between \$425,001 & \$500,000
- 6) Sales Professional of the Year – sales price between \$500,001 & \$600,000
- 7) Sales Professional of the Year – sales price between \$600,001 & \$800,000
- 8) Sales Professional of the Year – sales price over \$800,000
- 9) Online Sales Counselor of the Year
- 10) REALTOR® of the Year
- 11) Sales/Project Manager of the Year
- 12) Marketing Professional of the Year
- 13) Builder/Project Manager of the Year

MARKETING, ADVERTISING, SIGNAGE, ONLINE

- 14) Best Logo – Awards may be presented for Builder and Community
- 15) Best Brochure – Developer
- 16) Best Brochure – Builder
- 17) Best Print Ad
- 18) Best Radio Campaign
- 19) Best TV Campaign
- 20) Best Billboard
- 21) Best Signage
- 22) Best Community Entry Feature
- 23) Best Internet Media Campaign

- 24) Best Social Media Campaign
- 25) Best Computer Generated Sales Tool
- 26) Best Website – Awards presented for Builder/Community and Associate
- 27) Best Special Event/Promotion
- 28) Best Advertising Campaign
- 29) Best Sales Office or Welcome Center

INTERIOR MERCHANDISING

- 30) Best Interior Merchandising – sales price under \$325,000
- 31) Best Interior Merchandising – sales price between \$325,001 & \$375,000
- 32) Best Interior Merchandising – sales price between \$375,001 & \$425,000
- 33) Best Interior Merchandising – sales price between \$425,001 & \$500,000
- 34) Best Interior Merchandising – sales price between \$500,001 & \$600,000
- 35) Best Interior Merchandising – sales price between \$600,001 & \$800,000
- 36) Best Interior Merchandising – sales price over \$800,000
- 37) Best Interior Merchandising – Patio/Townhome

DESIGN

- 38) Best Outdoor Living Space
- 39) Best Architectural Design – sales price under \$325,000
- 40) Best Architectural Design – sales price between \$325,001 & \$375,000
- 41) Best Architectural Design – sales price between \$375,001 & \$400,000
- 42) Best Architectural Design – sales price between \$400,001 & \$500,000
- 43) Best Architectural Design – sales price between \$500,001 & \$600,000
- 44) Best Architectural Design – sales price between \$600,001 & \$800,000
- 45) Best Architectural Design – sales price over \$800,000
- 46) Best Architectural Design – Patio/Townhome Plan
- 47) Best Design Series

HOME OF THE YEAR

- 48) Custom Home of the Year – Built on own lot, urban fill, custom for client
- 49) Home of the Year – Production Model

McSAM BUILDER/DEVELOPER OF THE YEAR

- 50) Builder of the Year
- 51) Developer of the Year

COMMUNITY OF THE YEAR AWARDS

- 52) Community of the Year
- 53) Master Planned Community of the Year Under 600 Acres
- 54) Master Planned Community of the Year 600 Acres or More
- 55) Multifamily Rental Community of the Year

McSAM PEOPLE'S CHOICE AWARDS

- 56) People's Choice Community of the Year
- 57) People's Choice Builder of the Year



New Year Brings Even More Need for Advocacy

David Lehde
Director of
Government
Affairs



For the Dallas Builders Association and the residential building industry it represents, 2015 was a busy year in regulatory affairs. Association staff and members engaged in advocacy efforts across a wide spectrum. In Dallas, a long effort brought needed changes and property right protections to the city's Conservation District Ordinance. In Austin, discussions with state legislators on Rally Day, along with frequent follow up communications, gave Dallas BA a key opportunity to weigh in on successful legislation. At the federal level, meetings with area Congressional members and public comments at a FEMA field hearing aided in getting needed regulatory reform passed in the U.S. House and needed clarity in developers' dealings with the U.S. Army Corps of Engineers would be impacted by an Executive Order of Floodplains. Association impact influenced other areas of city, state and federal policy.

The New Year brings the need for even more advocacy to protect our industry. With 2016 just underway, the Association is already engaging on multiple ordinance proposals and changes.

In Prosper, a draft for amendments to the town's subdivision ordinance is being released and input from industry stakeholders will be needed. Dallas BA, partnering with the Prosper Developers Council, found great success in 2015 as we advocated for needed changes to proposed amendments to the town's residential construction design standards. Heavy engagement on the matter protected the builders from thousands of dollars in additional costs. A like effort will be needed as town leaders discuss how they see their community moving forward.

In Dallas, the Association is coordinating with industry allies to weigh in on the city's landscaping and tree ordinance. Of key interest to builders and developers is language regarding buffer zones, protected trees and 2-acre exemptions. Meetings with city staff that began in late 2015, will continue as we seek better clarification and flexibility in the ordinance. Participating in task force meetings regarding Shared Access Developments and plan review process, and helping members operate under a problematic and ill conceived rest break ordinance, will only add to the time spent at City Hall.

Denton is currently looking at proposed roadway impact fees. The funding for public infrastructure that services both new and existing residents is discriminatory; it is only levied on the new home owners. Council has been presented the required capital improvements plan and has been active in seeking details from city staff, but the residential development sector will need to weigh in.

The Association is also reviewing proposed changes to Frisco's stormwater ordinance. Major policy proposals include a deposit accessed on sites found not to be in compliance and additional requirements added to work in the right-of-way.

Several general law cities in the region are considering or attempting to enforce their municipal building codes and permit fees in their ETJ, putting them in direct conflict with the chapter of the Texas Local Government Code that details the authority municipalities regarding the regulation of subdivisions and property development. Language in the subchapter of the code that relates to development in terms of new construction or the expansion of buildings makes it very clear and unambiguous in stating it does not authorize municipalities to enforce building codes or require permits in their ETJ. Members who face this issue while working in a municipality's ETJ, especially general law cities, are asked to bring it to the attention of the Association.

These are just some of the policy matters where the Dallas Builders Association engages advocacy efforts. There are two key actions Association members can take to help their industry create a regulatory environment that is more friendly to home building. One of those is to be the eyes and ears for Dallas BA. Members who learn of a questionable policy or proposal are encouraged to contact the Association. The other is to consider participating in HOMEPAC of Greater Dallas, because elections have consequences.

Consider this your call to action.

Members who want to know more about Dallas BA advocacy initiatives should contact the Dallas BA.

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ALL WARRANTIES ARE NOT CREATED EQUAL.

war·ran·ty noun \ 'wòr-ən-tē, 'wār-ə
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200+ turn out for Casino Christmas December 3



Phil Smith of The Bath & Kitchen Showplace was the grand prize winner of the Texas Hold'em Tournament.



Xuan Le of CB JENI Homes won a pair of Beats headphones.



Dana and Matt DeVance of DeVance AV Design were winners of the Photo Booth Contest.



Robert Scott of Royal Crest Homes won a \$50 Best Buy gift card.

Thank You to Our Partners!

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The Thompson Group

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Morrison Supply
The Bath & Kitchen Showplace
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Tracy Lucas with Bright & Co. Marketing won a Flip3 bluetooth speaker.



Aaron Newton of Intex Electrical Contractors won a Fitbit.



Nancy Higgins with Wine Cellar Specialists won a GoPro.



Sell more homes using technology

The Sales and Marketing Council will present "Sell More Homes Using Tablet & Smartphone Technology" at their Jan. 12 meeting. The program is presented by Summit Funding.

Featured speaker is "The Queen of Sales" Shirleen Von Hoffmann, a sought-after sales coach and builder consultant with 35 years of experience. She is a regular speaker at the International Builders' Show and writer for many builder trade magazines and NAHB *Ideas Magazine*, as well as an

author of three books. Her latest book is *Top Producer Secrets for New Home Sales Professionals*.

Why embrace this technology? It's simple; your prospective customers are using it! It's easy, effective and one of the most affordable ways to follow up and close more sales. Attendees will learn:

- the most commonly used types of technology products to be more efficient;
- state of the art tricks in utilizing

the real estate apps; and

- secrets to use for follow up, creating sales and much more.

The meeting will be held at Stonebriar Country Club in Frisco. Registration and lunch are at 11:30 a.m., followed by the program from 12 to 1 p.m. The cost is \$25 for Dallas BA members, \$30 for non-members. Register online at DallasBuilders.com.

Neighborhood Management Inc. is a 2016 Sales and Marketing Council underwriter.

2015-2017
Texas Residential
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TAB's contracts package subscription is your blueprint for typical construction and remodeling transactions in the State of Texas.

The package of contracts and related addenda is a fantastic value and can save you thousands of dollars in legal fees. The subscription includes any needed updates that may occur during the two-year cycle.

In addition to addressing new legislatively mandated notices for water front homes, many improvements have been made to the 2015 - 2017 package, which include:

- a new lot sale contract addendum, a new consultant-design agreement;
- 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;
- performance standard updates and numerous other changes that reflect best practices and up to date construction transactions; and
- revised warranty and performance standards to reflect current engineering and construction practices.



TAB's contracts package subscription is available only to builder and remodeler members. Purchase and access the contracts ONLINE: www.TexasBuilders.org



Evans, Chamberlain Earn Green Spikes!

Dallas BA Executive Officer Phil Crone, left, congratulates two builder members who have achieved Green Spike status for recruiting and retaining 50 members: President Donnie Evans with Altura Homes and Chip Chamberlain with Caprock Custom Construction.



Congratulations to These New CAPS!

Several members earned their Certified Aging-in-Place designation after attending a class at Association offices. From left are Juan Benitez, DFW Improved, CAPS; Greg Paris, Kasper Custom Remodeling, CAPS, CGR; Kirk Heistand, Kasper Custom Remodeling, CAPS, CGR; Michelle Hollaoway, Ageless Independence, CAPS; Steve Sherman, Scheirman Associates Architects, AIA, CAPS.

Multifamily Builders Council enjoys annual holiday party in December



The Multifamily Builders Council presented \$8,000 to Lynne Sipiora, director of Samaritan Inn. Making the presentation were Rene Grossman and Scott Oberle, both MFBC Board members, and Council Chairman Brian Webster.



Rene Grossman with John Turner Memorial Superintendent of the Year honoree Chuck Camp, Trinsic Residential Builders.



Susan Udell and Keilye Pampilonia, casino prize winners, \$100 American Express gift cards



John Andres and Kelly Thompson, casino prize winners, bottles of wine



Jack Gregg, BBL Builders, casino prize winner, 55" Samsung TV



Multifamily Builders Council 2016 Board of Directors

PARTNERS



- Advanced Concrete Surfaces
- Andres Construction
- Balfour Beatty Construction
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- Cadence McShane Construction
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2016 Continuing Education Program

Continue your education beyond your designations, fulfill your continuing education requirements for your designation or just brush up on your skills by taking classes in this series. Continuing education classes are a great way to learn specific techniques and product current be utilized on the job site. Along with networking with members these classes three hour will help keep you up to date on consumer trends and help you to avoid costly mistakes.

Presented by: STRUCSURE

2016 "Building a "BETTER" House" Series

This year's series will feature diverse instructors with hands on learning and in-the-field demonstrations. Topic to be covered include: Significant changes to the building codes; Preplanning Paperwork; Concrete/ Soils/ Foundations; OSHA Safety; Framing Inspections; Interior Design Trends; Exterior: Landscaping/Fencing/Irrigation; and Production Building.

2016 Energy Series

Topics to include: ■ Major Texas Energy Code Changes ■ Airtight Code Requirements ■ Home Ventilation by Design, Not by Accident ■ The Bottom Line of Efficiency

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