

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIII

No. 2

February 2016

## Dallas BA's Industry Investors for 2016



## BRIEFLY

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 Dallas BA Open is moving from fall to an early summer time slot. This sell-out event will be held June 13 at Brookhaven Country. Lots of partnership opportunities are now available. Visit DallasBuilders.com for details.

Education's first class of the year—Estimating for Builders & Remodelers—will be held March 2 and presented by StrucSure Home Warranty. Learn how to develop winning bids and use estimates as a powerful management tool. This course for remodelers and small- to mid-volume builders addresses one of the most challenging topics in building today. Register by visiting the Calendar at DallasBuilders.com.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Groundbreaking held in Oak Point for fourth Operation FINALLY HOME project

Groundbreaking ceremonies were held Jan. 28 for the Dallas Builders Association's fourth Operation FINALLY HOME project for U.S. Army Staff Sergeant James Sackett. Michael Turner of Classic Urban Homes and the Association's Dallas Division are spearheading the project in Oak Point.

Sgt. Sackett and his family were surprised during a Dallas Mavericks game with the news that they'll be getting a mortgage-free custom home.

Sgt. Sackett and his wife, Sandra, and their daughters were attending a Mavericks game Dec. 12 as part of the basketball franchise's 11th Annual Seats for Soldiers event, when they were surprised with the good news.

Participating in the groundbreaking were the Sackett family, Dallas BA members and staff, Operation FINALLY HOME representatives and several dignitaries. These included U.S. Congressman Michael Burgess, Denton County Judge Mary Horn, Denton County Commissioner Hugh Coleman, State Rep. Pat Fallon's Chief of Staff Shannon Sorrell and Oak Point City Manager Luke Olson.

Sgt. Sackett was deployed twice to Iraq and once to Kuwait. In

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The Dallas Division Board joins U.S. Army Staff Sgt. (ret) James Sackett and his family for groundbreaking ceremonies Jan. 28. From left are Michael Turner, Classic Urban Homes; Clyde Anderson, Homes for Hope; Tom London, Thomas Signature Homes; Les Owens, LRO Residential; Mark Dann, Highland Classic Homes; Jeff Dworkin, JLD Custom Homes; Sgt. Sackett; Stephen Puckett, LegacyTexas Bank; in front are the four Sackett children: Rebecca, Isabella, Samantha and Alexis.

## 2016 education schedule released

March 2 – Estimating for Builders and Remodelers  
 March 9 – The Paperwork Trap- Building a Better House Series  
 March 24 – Major Texas Energy Code Changes – Energy Series  
 April 6 – Concrete/foundations - Building a Better House Series  
 April 13 – Airtight Code Requirements – Energy Series  
 May 4 – CAPS I  
 May 11 – OSHA Safety – Building a Better House Series  
 May 17 – Home Ventilation by Design, Not by Accident – Energy Series  
 May 25 – CAPS II  
 June 10 – Frame Inspection – Building a Better House Series  
 June 14 – The Bottom Line Of Efficiency – Energy Series  
 June 23 – Business Management for Building Professionals

July 6 - 2015 Significant Code Changes – Building a Better House Series  
 July 27 – Project Management  
 August 10 – Interior Design – Building a Better House Series  
 August 25 – Law Class  
 Sept. 7 – Design/Build  
 Sept. 14 – Exterior Construction – Building a Better House Series  
 Oct. 15 – Production Building – Building a Better House Series  
 October – Floorcoverings Seminar  
 Nov. 9 – Building Official Panel  
 Nov. 29 – TAB Contracts Class  
 Dec. 14 – Business Management for Bldg. Professionals  
 For details on these classes, contact Director of Education Sheena Beaver at 214-615-3881 or visit the Education tab on DallasBuilders.com.

## Johnson Supply becomes newest Industry Investor

Johnson Supply/Armstrong HVAC has become a 2016 Dallas Builders Association Industry Investor.

They are join the ranks of fellow Industry Investors The Bath and Kitchen Showplace, Dow Building Solutions, Fox Energy Specialists, Hotchkiss Insurance, STELLAR Home Theater and Beyond, StrucSure Home Warranty, and The Thompson Group at Classic Chevrolet.

Johnson Supply /Armstrong HVAC and the other Industry Investors have stepped up to invest in the Dallas BA at an extraordinary level. 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 Executive Officer Phil Crone. "Their commitment will further the Association's efforts to educate and empower our members."

"Johnson Supply/Armstrong HVAC is committed to the home building industry and can create unique programs that address each builder's individual needs," said company representative James Cook. "From purchase programs, marketing assistance and our customer satisfaction guarantee – our programs go beyond just supplying HVAC product to the industry."

Cook adds, "We feel it is our responsibility to keep the builder out in front of technology and allow them to offer the best products with the most benefit and give the consumer a true piece of mind with their HVAC equipment."

Find out more about each of these Industry Investor companies by clicking on the "About" tab at the Association's website, DallasBuilders.com.



## 2016 CALL FOR ENTRIES



www.McSAMAWARDS.com

# Notes of Love home signing held for Sgt. Holcomb

The Dallas Builders Association in conjunction with Operation FINALLY HOME and Mishler Builders held a "Notes of Love" event Jan. 12 for U.S. Army Sgt. First Class Jerry Holcomb and his family, who will receive a custom built mortgage-free home in Rockwall.

Supporters and project donors who attended the home signing wrote inspirational notes, quotes and Bible verses on the stubs and slab of the home.

"These 'notes of love' will become a permanent part of the Holcomb's home, even though everything will eventually be covered up when it's completed," said Mike Mishler of Mishler Builder.

Attendees included Congressman John Ratcliffe and Rockwall County Sheriff Harold Eavenson.

Congressman Ratcliffe scribed an inspirational message to the Holcombs that read, "In the land of the free this truly is the home of the brave. Godspeed and God's peace, Sgt. Holcomb."

Holcomb joined the U.S. Army in 2001. After his first duty assignment in Korea, he was deployed to two tours in Iraq followed by a tour in Afghanistan. During his tour to Afghanistan in 2010,

Holcomb suffered concussions during two separate grenade explosions, causing severe headaches and shrapnel wounds to the right side of his face, neck, arm and leg. In October 2010, a third blast threw him from his guard tower and rendered him unconscious with amnesia upon waking. His health issues include a traumatic brain injury, post-traumatic stress disorder, and neck, shoulder and back pain.

Holcomb served 13 years in the Army and medically retired in November 2014. He has been honored with many awards, including two Purple Hearts, two Bronze Star Medals and many more.

Mishler Builders designed the home to accommodate Sgt. Holcomb's needs along with that of his wife Terra and their two children. The Holcomb home will be completed this spring, and the Rockwall community is eager to welcome the family to the community.

For information on upcoming events click on the Giving Back tab on DallasBuilders. EyeSite Surveillance is providing an ongoing surveillance image of the Holcomb's home as it is being built, and this can also be accessed from DallasBuilders.com.



(Far left) Congressman John Ratcliffe uses spray paint to write an inspirational message to the Holcombs. (Left) Mike Mishler of Mishler Builders with Ronnie Lyles of Operation FINALLY HOME.

# Groundbreaking held for Sackett project in Oak Point

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2008, he was involved in complex ambushes in which his vehicle was hit by several explosive devices. As a result, he has shrapnel in his right leg, serious back issues, traumatic brain injury, hearing loss and suffers from post traumatic stress syndrome.

He received numerous awards

during his 20 years of commendable service, including the Purple Heart. Sackett currently works in the Kaufmann County Sheriff's Office as a detention intake officer.

"We are honored to give back to a veteran who is willing to sacrifice his life for our freedoms," said Michael Turner of Classic Urban Homes. "We're so thankful that we

are able to build a home for this local hero in appreciation for his service to our country."

"One of the things I love about working for an industry that builds the American Dream is its willingness to provide that dream to those such as Sgt. Sackett who have done so much to preserve and protect it for others," said Dallas BA Executive Officer Phil Crone. "I am very grateful for the generosity shown by the Dallas Division and all the members who are contributing to this project."

Donations of materials and labor are needed. Visit DallasBuilders.com for details.



The North Texas Patriot Guard Riders provide a patriotic escort to the wounded veterans for all Operation FINALLY HOME ceremonies.



The Military Order of the Purple Heart was on hand.



Sgt. Sackett with his former commander, Bill McMaster, who nominated him to be considered to receive a new home through Operation FINALLY HOME.



Congressman Michael Burgess makes remarks during the ceremony.

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# Omni Audio Video Security hosts January After Hours

## Divisions Merge to Form Metro North Division

The newly formed Metro North Division (merger of the North Dallas/Colin County and Denton County Divisions) had its first meeting in January featuring Frisco and McKinney mayors. From left are Metro North President Cole Baker; Frisco Mayor Maher Maso; Dallas BA Executive Officer Phil Crone; McKinney Mayor Brian Loughmiller; and Dallas BA Director of Government Affairs David Lehde.

## SMC Features "Queen of Sales" in January



Brandy Parker, CB JENI/Normandy Homes; Joy Ziminskas, Summit Funding - The Joy Team; speaker Shirleen Von Hoffmann; and Wendi Leigh and Lauren Papke, both with CB JENI/Normandy Homes. Shirleen discussed how to sell more homes using tablet and smartphone technology.

The January SMC program was provided courtesy of Summit Funding - The Joy Team. Representatives of the company on hand at the luncheon were, from left, LaMont Godbolt, Amanda Flusche, Joy Ziminskas and Tyler Richardson.



T.W. Bailey, Bailey Family Builders, who won Paradigm headphones; Membership Retention Chairman Marvin Schneider; Randy Presley of Omni



Bob Cresswell, Cresswell Builders, who won a video doorbell, and Jeff Morrison of Omni



Jeff Morrison, Omni; Donna Foran, Foran Interior Design, who also won Paradigm headphones; and Randy Presley, Omni



Jeff Morrison, Omni, and Warren Hilla, Dynamic Engineering, who won a Blu-Ray player and Paradigm headphones



Jeff Morrison, Omni, and Bill McMahon, City of Carrollton, who won Paradigm headphones



Omni's Jeff Morrison with Michael Foran, Foran Interior, who won a power strip



Jeff Morrison, Omni, and Dallas BA President Donnie Evans, who won Sonos Play 5 speakers



Jeff Morrison, Omni, and Linda Adamczyk of Daylight Rangers, who won a pair of Elura speakers



Jeff Morrison, Omni, and Gail Murphy, Wynne/Jackson, Inc., who won Bluetooth speakers

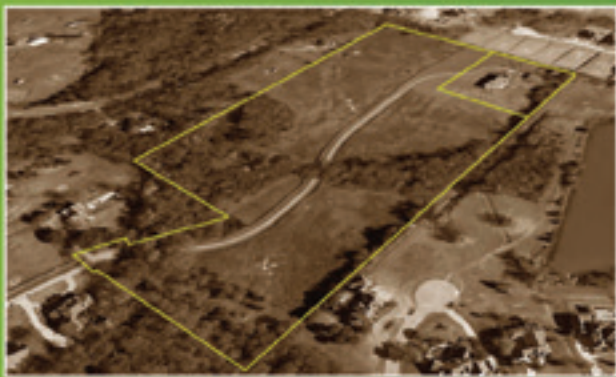


Jeff Morrison, Omni, and Jerry Carter, Jerry Carter Homes, who won a Duracell flashlight



Jeff Morrison, Omni, and Dave Hambley, Expressions Home Gallery, who won Paradigm headphones

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## The Regulatory Round Up

A month into 2016 and the year's regulatory stampede is off and running. Here's an update on some of the timely issues we are monitoring.

### Local

The City of Frisco is considering changes to its stormwater ordinance. The proposed amendments include requirements that impact builders time, daily operations and wallets.

Construction sites found not to be in compliance with the city's stormwater ordinance would be subject to a \$500 deposit. If a deposit charged, re-inspection fees and remediation costs related to the violation would be deducted from the deposit. Any remainder of the deposit could be claimed upon completion of the permit.

The amending language would also result in additional requirements added to work in the right-of-way. No loose material could be placed or stored in the right-of-way without sufficient installment and maintenance of controls to prevent discharge to pavement or drainage conveyances. Any sediment controls placed on or near inlets or on pavement cannot impede the flow of water or traffic. And at the end of each work day, the street should be free of visible dirt, silt and other debris deemed originating from the construction site.

In addition to the stormwater ordinance proposal, Frisco is likely to begin review of its design ordinances in the near future. Dallas Builders Association will look to weigh in on both matters.

### State

Super Tuesday is fast approaching and voters across the Lone Star State will go to the ballot box to cast their primary votes for Sheriffs, County Commissioners, Judges, State Representatives and Senators, and Congressional representation. Early voting begins on Feb. 16 and ends Feb. 26. Mar. 1 is the last day to cast a primary ballot. You can go to [www.VoteTexas.gov](http://www.VoteTexas.gov) or your county's election administration office for needed voter information. With regulatory waters churning more and more, it is important that candidates who see the value of residential and related development, as well as the regulatory tools needed to build a strong community and state, see strong voter turnout. The Association will continue to monitor the Primary elections, and ensuing General elections.

### Federal

*Needed Legislative Relief from WOTUS Rule Vetoed*

On Jan. 19, President Obama vetoed a congressional resolution that would have rescinded the ill-advised "waters of the United States" (WOTUS) rule. The WOTUS rule dramatically extends the areas in which home builders are required to get permits, leading to bureaucratic delays, increased project costs and mitigation fees.

David Lehde  
Director of  
Government  
Affairs



The Congressional Review Act resolution (S.J. Res. 22), recently passed with bi-partisan approval in the Senate and the House, disapproves the WOTUS rule and would have forced the Environmental Protection Agency to withdraw the regulation.

The WOTUS rule amends the definition of Waters of the US and greatly expands the range of what falls under federal jurisdiction. Interpretation of the rule can now include intermittent streams, ephemeral streams and ditches (roadside, irrigation and stormwater) to be classified waters of the United States, wrongfully expanding the authority of the Clean Water Act. The rule sets a regulatory avenue where all waters within floodplains and riparian areas are subject to federal jurisdiction. There is no examination of frequency or duration of flow. Beyond these areas, the agencies can aggregate "other waters" with a "single landscape unit" to find a connection. This all ignores the Supreme Court's rejection that "any" connection can be used to regulate.

Hope for protection from WOTUS for property owners may now be solely a matter for the courts. The U.S. Court of Appeals for the Sixth Circuit in Cincinnati enacted a nationwide stay on the "waters of the United States" rule on Oct. 9. The court cited the need for more determination as to whether the use of executive power implementing the rule was proper under the requirements of federal law.

### Good news for Remodelers

Remodelers who must complete recertification training under the Environmental Protection Agency (EPA) Lead: Renovation, Repair and Painting (LRRP) rule will be able to do so online. This is long awaited good news for those who need to meet the Mar. 31 deadline. NAHB Remodelers recently visited the White House to advocate for the rule change. Dallas BA staff and members have raised the issue to our service area's U.S. Congressional delegation in our previous two Bringing Housing Home legislative conference visits. As Texas is not one of the 14 states that is authorized by EPA to run their own program, remodelers in the Lone Star State can take advantage of the online training. EPA is currently finalizing the rule. Once finalized, the Association will work to get information on the new requirements and any other important details out to members.

Obviously there will be many policy matters to follow as the year drives on. Dallas Builders Association will continue to advocate on behalf of our members and work to protect the industry brand.

# Design and Construction Week draws 110,000 industry professionals Jan. 16-21

The International Builders' Show, as part of **Design & Construction Week (DCW)**, featured the co-location of IBS and the National Kitchen & Bath Association's Kitchen & Bath Industry Show (KBIS). This year, DCW also included two partner events – the International Window Coverings Expo (IWCE) and The International Surface Event (TISE). All told, these events brought together 110,000 builders, general contractors, remodelers, designers, flooring professionals, as well as product suppliers from around the globe.

Some of the highlights included:

- IBS opening ceremony featuring comedian and all-around nice guy, **Jay Leno**.

- IBS Live sessions and demonstrations at the **High Performance Building Zone (HPBZ)** were hot-places to be – showcasing innovative ideas and

information to all in a lively, entertaining manner.

- The 33rd Edition of **The New American Home** – NAHB's show home – welcomed thousands.

- **After hours events** included the IBS House Party and the Young Professionals After Hours Party. As usual, the KBIS Party was rocking the XS Club at Wynn.

The IBS Spike Concert featured popular singing duo **Hall & Oates**.

Texas highlights included the Texas Reception on Tuesday evening hosted by the Texas Association of Builders. Also, several Dallas BA members gathered for a fantastic dinner at Capital Grill on the Las Vegas Strip.

Next year's IBS will be in Orlando January 10-12, 2017. See you there!



Dallas Metro Building Permit Summary Year-to-Date 12/31/2015			
Residential	Permits	Value	Units
Single Family Homes	21,963	\$6,331,315,776	21966
Duplexes & Twin Homes	68	\$19,110,525	136
Apartments & Condos	232	\$863,572,666	17852
Cabins	1	\$150,000	0
Other Residential Structures	450	\$23,865,330	0
Swimming Pools & Spas	4,332	\$190,857,565	0
Alternative Residential Energy	607	\$8,922,835	0
Garages & Carports	210	\$9,245,936	0
Res Rm'd, Addn, Int Fin	3,792	\$321,980,340	3
Reroof Residential	251	\$10,508,048	0
<b>Total Residential Const</b>	<b>1,132</b>	<b>\$253,920,576</b>	<b>1,016</b>

Dallas Metro Building Permit Summary Week 3 - 01/14/16 to 01/20/16 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	756	\$214,134,995	756
Demolition	28	\$14,500	0
Grading & Dust	1	\$20,000	0
Footing & Foundation	83	\$65,309	0
Apartments & Condos	2	\$20,730,227	259
Other Residential Structures	9	\$1,675,382	0
Swimming Pools & Spas	155	\$6,813,114	0
Alternative Residential Energy	14	\$193,274	0
Garages & Carports	2	\$110,000	0
Res Rm'd, Addn, Int Fin	76	\$8,608,936	0
Reroof Residential	6	\$155,133	0

Dallas Metro Single Family Builders Year-to-Date 12/31/2015			
Builder	Homes	Value	
1 D R Horton Custom	2007	\$359,467,975	
2 Lennar Homes	1089	\$303,715,088	
3 Highland Homes	817	\$271,494,768	
4 First Texas Homes	907	\$257,330,338	
5 DR Horton	1191	\$242,776,507	
6 K Homebuilder Homes	538	\$236,329,172	
7 Bloomfield Homes	681	\$185,430,699	
8 Pulte Homes	763	\$159,210,153	
9 Darling Homes of	406	\$154,683,040	
10 Magatell Homes Inc	522	\$142,768,256	
11 Toll Brothers	256	\$133,509,411	
12 Grand Homes	390	\$132,339,801	
13 Landon Homes	389	\$128,650,087	
14 Beazer Homes	513	\$127,714,242	
15 Meritage Homes	342	\$124,422,094	
16 Standard Pacific	379	\$120,415,874	
17 History Maker Homes	528	\$107,270,701	
18 Batten & Shaw	1	\$100,000,000	
19 David Weekley	248	\$101,053,159	
20 American Legend	309	\$83,836,787	
21 LGI Homes	405	\$82,432,657	
22 MHI Partnership	249	\$82,265,623	
23 Shaddock Homes	162	\$59,961,126	
24 J Houston Homes	309	\$55,903,570	
25 Gehan Homes	205	\$54,771,494	
26 Deas Custom Homes	157	\$52,671,673	
27 Robson Ranch	170	\$48,171,205	
28 Ryland Homes	138	\$45,277,946	
29 Sumner Homes	196	\$44,771,702	
30 Ashton Woods Homes	218	\$44,357,751	
31 Belaire Homes	103	\$42,905,953	
32 Sandlin Custom	144	\$40,740,178	
33 Altura Homes Lp	164	\$37,802,764	
34 Dunhill Homes	151	\$36,580,698	
35 Windsor Homes	120	\$36,114,449	
36 Horizon Homes	136	\$34,622,532	
37 David Gardner	92	\$34,431,833	
38 Impression Homes	196	\$34,068,074	
39 CB Jeni Homes	174	\$34,010,637	
40 M Christopher	64	\$33,692,578	

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Spike: Kent Conine, Conine Residential Group

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Summit Funding Plano  
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Spike: TW Bailey, Bailey Family Builders

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817-379-0866  
Spike: Kris Hanchette, Ready Cable

Tracy's Custom Homes  
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Farmersville TX 75442  
903-274-6022

CandysDirt.com  
Candace Evans  
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Dallas TX 75230  
214-691-5767  
Spike: Tim Jackson, Tim Jackson Custom Homes

Value Lighting  
Kip Reiserer  
2205 Hutton Drive, Suite 100  
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# AFTER HOURS

Thursday, February 25  
6-8 p.m.

Hosted By



2525 E. State Hwy. 121, Building B-200, Lewisville

Enjoy complimentary food & beverages while networking in a casual atmosphere. Prizes.

**Builders Jackpot – \$600**

Builder must be present at time of drawing to be eligible to win the Builder Jackpot.

It is FREE to attend, but please make reservations.

[www.dallasbuilders.com](http://www.dallasbuilders.com)

Dallas Builders ASSOCIATION

Annual Benefitting

Big Shot Event

OPERATION FINALLY HOME

Wednesday, March 23, 2016

Frisco Gun Club: 6565 Eldorado Pkwy, Frisco, TX

\$100 Per Person

- 6:00 - Registration
- 7:00 - Dallas BA Big Shot Event (2 person teams, 2 pistol targets, one rifle, firearms, ammo, safety goggles provided)
- 8:00 - Cocktails and Awards

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2015-2017 Texas Residential Construction Contracts Package Order Online

New Contracts Available & can be Ordered Online at <http://www.texasbuilders.org/membership/tab-contracts-package>

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 \$399.99 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. And unlike other national and state packages, the TAB contracts package includes legislatively mandated requirements particular to Texas, the absence of which could result in dire consequences for your business.

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-designs 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.

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