

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIII

No. 12

December 2016

## Dallas BA's Industry Investors for 2016



## BRIEFLY

"Business Management for Building Professionals" will be presented courtesy of StrucSure Home Warranty on Dec. 14. Learn the management skills that give industry leaders the edge. This course will give you a solid foundation for managing small to medium size building/remodeling and service companies. This course explains critical elements from planning to evaluating progress and presents practical tips and tools for managing a business successfully. You'll get a solid grasp of business best practices and practical tools of value whether you are a new or experienced business owner. "Business Management" is required for CAPS, CGA, CGB, CGP, CGR, Master CGP and Master CSP designations. Register by visiting the Calendar tab at DallasBuilders.com.

As you begin your holiday shopping, you can support organizations such as Operation FINALLY HOME or the Texas Builders Foundation each time you make a purchase on Amazon.com. Visit smile.amazon.com, register either one of these as your charity of choice, and Amazon will donate .5% of the purchase price of eligible products to these very worthy causes.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Wounded Army vet gets keys to new home

U.S. Army First Sgt. Guillermo Rivas and his wife Donnajayne recently received the keys to a new, mortgage-free home in the Gabe Estates neighborhood of Greenville, Texas. The new home was donated through Operation FINALLY HOME, a national nonprofit that provides custom-built, mortgage-free homes to America's military heroes and widows of the fallen. Altura Homes, a local builder, constructed the home, and the project was sponsored by the Dallas Builders Association and the Family of 3 Foundation.

An enthusiastic group of more than 100 well-wishers, including the American Legion Otho Morgan Post 17, the Hunt County Veterans Honor Guard, the Golden K Kiwanis Club of Greenville, numerous local dignitaries, friends, family members, Altura Homes employees, and trade partners were on hand to greet Sgt. Rivas as he arrived to the dedication ceremony for

his new home.

"It has truly been an honor to build this home for Sgt. Rivas who served our country with honor and integrity," said Donnie Evans, president of Altura Homes. "This home is just a small way for us to say thank you for what Guillermo has done for our country and the freedoms we enjoy every day. We respect his bravery and dedication, fighting spirit and his giving heart, and want to join the Greenville community in welcoming him with open arms."

More than 50 national and local contractors, trade partners and Altura Homes employees donated time, money and resources to build the 2,100+ sq. ft. home.

"These heroes have given so much to preserve and protect the American Dream," said Dallas BA Executive Officer Phil Crone. "Our partnership with Operation FINALLY HOME is aimed at

continued on page 4



U.S. Army First Sgt. Guillermo Rivas and his wife, Donnajayne, cut the ribbon in front of their new home. On hand for the official dedication ceremonies were Kelly Hoodwin of Altura Homes, Justin Webb of Altura Homes, Ronnie Lyles with Operation FINALLY HOME and Phil Crone of the Dallas Builders Association.

## McSAM Awards 2017 makes call for entries

Plans are well underway for the 2017 McSAM Awards presented by StrucSure Home Warranty. The event will be held on Saturday, March 25, at the Westin Galleria Dallas. The official call for entries is now available at DallasBuilders.com under the Calendar tab.

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 2016.

Entry applications will be due Feb. 1 at 11:59 p.m. Entry materials will be due Feb. 15.

This year's awards show will include 59 categories including several new ones: Lifestyle Director of the Year, Best Graphic Continuity and Best Lifestyle Annual Program.



Presented By



Also new this year is the Reign Makers Sales Achievement Awards, which are non-judged volume-based recognitions in four dollar volume categories starting at \$5 million.

A variety of partnership opportunities is now available starting at \$500. Please contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5005, if you are interested in partnering.

2017 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 \$325,000 & \$425,000
- 4) Sales Professional of the Year – sales price between \$425,001 & \$500,000
- 5) Sales Professional of the Year – sales price between \$500,001 & \$600,000
- 6) Sales Professional of the Year – sales price between \$600,001 & \$800,000
- 7) Sales Professional of the Year – sales

price over \$800,000

- 8) Online Sales Counselor of the Year
- 9) Lifestyle Director of the Year
- 10) Sales/Project Manager of the Year
- 11) Marketing Professional of the Year
- 12) Builder/Project Manager of the Year

### MARKETING, ADVERTISING, SIGNAGE, ONLINE

- 13) Best Logo – Awards may be presented for Builder and Community
- 14) Best Graphic Continuity

continued on page 3

## How the Trump presidency could affect home building

**EDITOR'S NOTE:** Dallas BA Executive Officer Phil Crone weighs in on the effect Donald Trump's presidency could have on the local housing market in the first of a series of posts to be run in partnership with Candy'sDirt.com.

I'm neither a Democrat or Republican, I'm a Houser. Housing affordability and the opportunity of homeownership are what our Association specializes in and the conversations are well received on BOTH sides of the aisle. Our industry has succeeded and struggled under both Democrat and Republican Presidents, and the script for our advocacy efforts is usually a predictable one depending on who occupies the White House. As pollsters and prognosticators now wearing egg on their face found out, past performance is not a predictor of future results. A Trump Presidency will be different, but the questions facing the housing market are the same, and their answers will determine the fate of our economy both here in Dallas and for our nation.

The prospect of a President Trump first entered my mind in August when he addressed our National Association of

Phil Crone, JD,  
CGP, GSP  
Executive  
Officer



Home Builders Board in Miami. The vast majority of Trump's speech focused on his experiences with his dad, who was a home builder, how he would pick up extra materials to use for the next job, how he valued his workers from all backgrounds, who put in a good, long, honest day's work. He further connected with the audience when he said he knew just how much regulation was having an impact on the industry. He cited the significant increases to the cost of health care they were experiencing as a specific item he would address right away. The audience was captivated. Mr. Trump concluded the speech by accusing Secretary Clinton of being the founder of ISIS.

Guess what part of his speech made the headlines?

The last few years of the Obama administration have been pretty darn good

continued on page 3

## President's Holiday Message

Well, here we go! It's that time of year again, time to give thanks for all the blessings that have been bestowed on us this past year. It's a time to enjoy gatherings of friends and family. Let's all take time to thank the people who have lent us a hand this past year. We can't do it alone, it takes a village. I am blessed to be part of such a wonderful village.

I would like to thank each of you for your support in making our Dallas Builders Association the best it can be. Your efforts throughout this year have continued to grow our Association and our industry.

I wish you a Merry Holiday Season. Please keep our service men and women in your thoughts and prayers as they are away from their families this holiday. I hope God blesses your family and friends throughout the upcoming year, and I look forward to serving as your president in 2017.

Sincerely,  
Michael Turner

# First National Bank Mortgage hosts November After Hours & Spike Night



The First National Bank team hosted the Dallas BA's Nov. 15 After Hours and Spike Night.



Zach Zimmerman with RoyOMartin Lumber Company wins a Dallas BA Yeti tumbler, presented by Executive Officer Phil Crone.



Hogan Jordan of First National Bank presents T.W. Bailey of Bailey Family Builders with a gift card.



Jeff Winslow of Quality Insulation wins a gift card courtesy of First National Bank.



Longtime member Clyde Anderson of Homes for Hope offers some membership recruiting advice.



Barbara and John Bynum of John P. Bynum Construction are recognized by the group for their membership recruiting efforts.

# The HomeFront

-Gov't Affairs News and Info

## Home Builders See Action at Local, Federal Levels

Months of work have produced favorable outcomes for home building at the local and federal government levels.

Dallas BA has been engaged in advocacy efforts with the Town of Flower Mound as the town revises its well known strict tree ordinance. The town's council has been faced with the daunting task of revising the ordinance, with pressure from some to make the ordinance more restrictive. Of major concern to the Association was a proposal to lower the measurement for a post oak tree to be designated as a specimen tree from 25 inches to 19 inches. In Flower Mound, specimen trees have higher mitigation and preservation costs. As the ordinance went through the committee process, it was recommended to the council with a measurement of 19 inches. Dallas BA advocated the need to keep the measurement at a more reasonable and higher measurement.

In late November, the council approved the new ordinance with the motion that post oaks are specimen trees when measured at 22 inches or above. The council also approved other Dallas BA supported amendments that offer flexibility, while helping to lessen the mitigation costs of post oaks and other trees. There is now a more favorable definition of the buildable area to include all of the residential building lot and the development site, excluding the usual developed FEMA floodplain and street/landscape buffered areas. This increase in the buildable area is helpful because mitigation for protected trees is less and preserved protected, specimen and historic trees earn credits towards mitigation. The new ordinance will include increased credits for preservation of post oaks.

Another benefit to home builders is the amended trees per lot requirement. The previous ordinance required three trees per lot. The new ordinance eases the requirement on single-family and duplex lots between 5,000 and 10,000 square feet by requiring two trees per lot. Lots 10,000 square feet and above retain the three-tree requirement. There is also credit given for preserved portions connected to the upland habitat stand in designated Environmentally Sensitive Areas. The intent is for the credit to count as mitigation of the portion removed.

At the federal level, two lawsuits filed by parties including the National Association of Home Builders (NAHB) and the Texas Association of Builders

(TAB) in the Spring and Fall have resulted in the legal brakes being tapped on two misguided and problematic rules. On Nov. 16, the U.S. District Court for the Northern District of Texas granted NAHB, TAB, the National Federation of Businesses and other Texas business groups a permanent stay on the Department of Labor's (DOL) questionable union persuader rule. The rule would infringe on attorney client privilege by requiring employers to disclose the names of lawyers and consultants they seek counsel from when faced with possible union organizing. The unions, however, would not face the same requirement. Such a rule could discourage employers from seeking needed legal advice.

On Nov. 22 the U.S. District Court for the Eastern District of Texas granted a preliminary injunction to delay the implementation of DOL's new overtime rule. The injunction resulted from a lawsuit filed by NAHB and other businesses in September. While a modest increase in salary threshold may be due, DOL's changes are too much, too fast. The rule increases the salary threshold by more than 100% in late 2016 and includes unprecedented, automatic increases to the salary threshold every three years thereafter, without input or true economic evaluation. The rule is not sensitive to cost-of-living differences throughout the country. And the supposed benefits for workers are not what they appear. Many of the impacted works that DOL claims will receive more income either never work more than 40 hours per week or only see overtime on an occasional basis. Workers in that segment will not likely see an increase in pay. However, they will receive a time card after being moved from salaried to hourly positions. They'll also see fewer training opportunities, less workplace flexibility and changes in other benefits. In other words, overtime eligibility does not suddenly lead to overtime pay. DOL's change does, however, curtail career advancement opportunities.

It is important to note that the over-

David Lehde  
Director of  
Government  
Affairs



time rule is not a wage floor, making it distinct from minimum wage.

NAHB and Dallas BA advocated for the Overtime Reform and Enhancement Act (H.R. 5813) in meetings with congressional members. The act sought to keep the Administration's threshold target of \$47,476, but phase it in to reduce negative impacts, as well as removing the problematic indexing provisions.

While Association members continue to benefit from the value of membership, there is still plenty of work to be done. The Texas Legislature will kick off its 85th regular session in January. There will be plenty to fight for, and against. The legislative session provides a unique opportunity for Association members to play a vital role in advocacy.

Rally Day 2017, the event that allows our members to not only have needed face time with state legislators, but also gives an up close view of the session in process, will be held on Feb. 22, 2017, in Austin. As members of the housing and development industry, it is important that we are all aware of any issues that would be detrimental to our industry, especially those issues we as a group have the ability to address before they become requirements or law. 2017 will be a year in which we need to pay particularly close attention to our industry issues. Rally Day 2017 will provide an opportunity for you to deliver the message to your legislators that housing is important to Texas.

As Rally Day 2017 gets closer on the calendar, members will be provided updates on event logistics and how to participate, as well as information on key policy issues. The Dallas BA will provide buses to and from Austin for our members to attend Rally Day. Partnerships are available and your support is needed. For more information, contact Misty Varsalone, Dallas BA director of member services, at [Misty.Varsalone@DallasBuilders.com](mailto:Misty.Varsalone@DallasBuilders.com) or 214-615-5012.



2016 Chevrolet Silverado 2500HD

NAHB members benefit from these special offers. Members of the National Association of Home Builders (NAHB) can now enjoy a private offer of up to \$1,000 toward the purchase or lease of most new Chevrolet, Buick, and GMC vehicles. Choose an eligible vehicle at your local dealer and present your NAHB proof of membership. You can add on incentives from the National Fleet Purchase Program<sup>2</sup> and Business Choice<sup>3</sup> to get the best value on vehicles that run your business. For private offer details, visit [nabh.org/gm](http://nabh.org/gm).

GENERAL MOTORS FLEET



<sup>1</sup>Available at participating dealers. Private offer amount varies by model. Retail and fleet deliveries for City Express receive a \$250 offer. Retail deliveries for all other eligible vehicles receive a \$500 offer. Fleet deliveries on the following vehicles receive a \$1,000 offer: Buick Enclave; Chevrolet Traverse, Silverado, Express; GMC Acadia, Sierra, Savana. All other fleet deliveries will receive a \$500 offer. Valid toward the purchase or lease of eligible 2015 and 2016 model-year vehicles. Customer must take delivery by 1/31/17. Not compatible with other private offers. Not valid on prior purchases. Compatible with many current incentives. Incentives are subject to change without notice. Excludes Buick Regal, Cascadia, Chevrolet Corvette, Impala Limited, Sonic, Spark, Trax, SS, Volt; all Cadillac models. FAN required for fleet deliveries. See dealer for complete details. <sup>2</sup>Offer eligible for non-CAP customers only through 12/31/16. See dealer for details. <sup>3</sup>To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related transportation purposes. Must provide proof of business. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties, and ordering, consult your dealer or visit [gmbusinesschoice.com](http://gmbusinesschoice.com). Take delivery by 9/30/16. ©2016 General Motors. All rights reserved. The marks appearing in this ad are the trademarks or service marks of GM, its subsidiaries, affiliates, or licensors.

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BARCIE VILCHES, Editor

# How the Trump presidency could affect DFW home building

continued from page 1

for the Dallas-area housing market. Since homes are where the jobs sleep at night, record job growth in our region has led to a red hot real estate market where demand outpaces supply. Whether that success was because of or in spite of President Obama, I'll leave for you to decide, but the fact of the matter is, we have a very strong tailwind pushing our regional economy. But we also have several challenges. How President Trump confronts those challenges will have a "yuge" impact on our continued success.

First and foremost, we need to address our labor shortage. According to a

survey of our builder members in September, the lack of available labor is adding more than \$4,000 to the cost of a new home and extending completion dates by an average of two months. Licensed trades are in short supply and consist of an aging workforce. The average age of a carpenter is 49; the average age of a plumber is 56. More than two-thirds of our members cited the lack of unskilled trades, including roofers, framers and brick masons, as having a substantial impact on their business.

We must address the labor shortage from within and without. From within, it involves a culture change that I think Trump is well positioned to be the cham-

panion of. The last two Presidential administrations have perpetuated the fiction that success for young Americans is defined by obtaining a four-year college degree. It didn't matter if that degree led to a career as a barista or a banker.

Working class midwesterners won the election for Trump. Growing up around South Bend, Indiana, I remember seeing the abandoned factories that served as mausoleums of an era where we made things here in America. Our ability to make things drove our economy and won world wars. Homes are one of the few things that we still make here, but we need more craftsmen to make them, especially here in the Dallas area. That means more trade and vocational programs for young people and adults acquiring the skills needed for opportunities that are readily available without student loans. These initiatives fit Trump's narrative (and the housing industry) perfectly.

Even with more vocational programs, our business will remain heavily reliant on immigrant labor. Without a significant expansion in the guest worker program, a multibillion dollar wall will be a multibillion dollar mistake for President Trump. The vast majority of the construction workforce consists of hard working people who epitomize the American dream of building a better future for their families. An expanded guest worker program that provides the opportunity for citizenship would address national security concerns without crippling our economy. Mr. Trump will not be able to fulfill his grand promises of bringing manufacturing back to this country by walling off the workforce that ultimately installs the products that get produced.

Health care was a focal point of the campaign and it is top of mind for our members who have experienced premium increases by 30 percent or more. Many were dropped by their carriers in the last year. Mr. Trump has vowed to repeal the Affordable Healthcare Act, President Obama's signature legislative accomplishment. I expect a lot of focus on this in the first 100 days of the new Administration, but with the Republican Congress so far unable to agree on a replacement, a pow-

erful health care lobby to contend with and the lack of a filibuster proof majority in the Senate, reform is more likely than repeal. What that reform looks like is probably another column altogether, but relief from high premiums and a volatile market would be more than welcomed for small businesses.

Mr. Trump has promised to reverse many of President Obama's executive orders including Waters of the United States, a potentially crippling regulatory overreach that allows the EPA to regulate bodies of water on private lands, subjecting developers to the costly and time consuming federal permitting process. This and reducing the Department of Energy's proactive role in energy codes would be welcomed by the industry, and I predict they will occur.

The efficiency of energy codes has increased by more than 30 percent on all new homes during the Obama administration. That's not necessarily a bad thing if the upfront costs didn't prevent people from affording the home in the first place. The Department of Energy continues to push for codes that pick product winners and losers instead of promoting market driven advancements. New energy code proposals are currently advanced if their upfront cost is covered in energy savings over a 30-year period; much longer than most people remain in their home. More reasonable proposals now being considered by Congress would reduce that threshold to 10 years and now have a high likelihood of being passed.

Finally, housing finance reform remains a big elephant in the room (pun intended) with the GOP now in charge. Trump's stance on the topic is hard to discern, as it never came up on the campaign trail or in the debates. The big unresolved question is what to do with Fannie Mae and Freddie Mac, who have remained in conservatorship throughout the Obama



Administration, and what role the federal government should play in the mortgage market.

The scars of the housing collapse and resulting recession still loom large on the industry. Congressman Jeb Hensarling, Chairman of the House Financial Services Committee, could potentially reopen them by pushing the Protecting American Taxpayers and Homeowners (PATH) Act, which sought to remove any government role from the conventional mortgage finance market and drastically reduced the Federal Housing Administration's role in the housing market. Passage of the PATH Act would be the end of the 30-year mortgage. Hopefully, a more balanced approach will prevail that pushes private investment out front but provides a critical federal backstop necessary to ensure stability in the market and avoid another housing crises. Such proposals have received bipartisan support in the Senate.

From labor to regulation and housing finance, there are several key questions that must be answered by President Trump and his administration. How he answers them will have a major impact on the nation's best housing market, currently found here in Dallas, and the rest of the nation, where housing and the American dream of homeownership remain the primary engines that drive our economy.

A strong housing industry with a robust workforce are truly what it takes to make America great again.

**Dallas Builders ASSOCIATION**

2nd annual **Big Shot Shootout** Benefitting **OPERATION FINALLY HOME**

**Wednesday, March 29, 2017**

**Frisco Gun Club: 6565 Eldorado Pkwy, Frisco, TX**  
**\$100 Per Person / \$200 Per Two-Person Team**

(Fee Includes: targets, rifle, pistol, ammo & safety goggles)

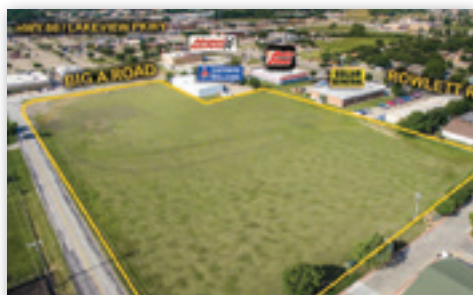
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- 6:00 Registration/7:00 Competition Flight
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Register: <https://dallasbashootout2017.eventbrite.com>

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# Wounded vet honored with keys to mortgage-free home

continued from page 1

providing these heroes and their families with the American Dream of homeownership. We are proud to welcome Sgt. Rivas finally home!"

The Rivases were surprised with the announcement that they would receive a new home during a Texas Rangers baseball game on May 28. The groundbreaking ceremony was held in June.

Rivas joined the Army National Guard in 1986, and joined the U.S. Marine Corps in 1993. During his 26-year military career, he served in various roles, including a machine gunner, rifle team leader and military instructor.

Rivas served on a number of deployments, including Operation Iraqi Freedom and Operation Desert Shield and Storm in Kuwait. Rivas is known for always displaying the Army values of loyalty, duty and integrity, working hard to serve his country in any capacity. He also has a passion for teaching, serving as a Senior Military Advisor in the Army ROTC Department at the University of Nebraska-Lincoln. He led by example in both the field and the classroom, directly influencing the training of approximately 75 cadets annually.

In 2005, Rivas suffered his first serious injury when he fell into a hole during a night patrol and twisted his

lower back. In 2009, he sustained another back injury while jumping off a Bradley Fighting Vehicle. Rivas has had several back surgeries over the years, yet he still struggles with the back pain and undergoes regular injections and physical therapy. He also suffers from a traumatic brain injury, post-traumatic stress disorder, knee and shoulder injuries, tinnitus and headaches.

Rivas received several accolades including a Purple Heart, four Meritorious Service Medals, Navy/Marine Combat Action Ribbon and Humanitarian Service Medal. Rivas retired in 2014 when his injuries prevented him from continuing his military career.



First Sgt. Rivas and his wife, Donnajayne, gather with representatives from the organizations that made this home possible. From left are Phil Crone, Dallas Builders Association executive officer; Donnie Evans, Altura Homes; Donnajayne and Guillermo Rivas; Justin Webb, Altura Homes; and Ronnie Lyles, Operation FINALLY HOME.

## Members share why they upgraded their listing on DallasBuilders.com

As the trusted source for residential building news and information, the Dallas Builders Association's website is a valuable resource for both consumers and industry professionals seeking products and services in North Texas.

Many member have found increased website traffic and valuable leads from the website marketing options.

John Todd with Elite Remodeling had this to say: "I've been utilizing the Dallas BA's website upgrades to promote my business for 5+ years. Since we started, we've received numerous customer referrals. It's a low cost and effective way to grow our brand. You can bet that I'll continue this for many more years to come."

"This is a staple in our overall marketing strategy," said Michael Turner,

owner of Classic Urban Homes and current president of the Association. "Every month, thousands of consumers look to the Dallas Builders Association for professional recommendations, and to be one of the first names they see, well, that's just invaluable."

Audio Video Innovations recently upgraded to the enhanced listing package. Keith Brown, their business development manager, shared why they made the investment. "With numerous other A/V contractors in the Dallas market, we were looking for a way to stand out from the crowd," he said. "The enhanced listing package gives us top positioning in our business categories, and consumers and builders alike can get a sense of who we are as a company before ever leaving the

Association's website."

DallasBuilders.com averages 5,000 visitors each month and over 50% land on the member search page.

The Association offers three tiered website marketing packages to help member companies gain more exposure and increase business leads:

The hyperlink package gives members a hyperlink on all category listings on the website and in the annual printed roster. Additionally, the company's name is highlighted within the listings. This package is available for \$100/year.

The enhanced listing package is the most popular choice among members. Available for only \$200/year, this upgrade gives companies priority positioning on all category listings and allows members to add content to customize their listing. Current content available for addition includes a company logo, embedded YouTube video, a photo, a business description, social media links and an email contact form. Additionally, this advertiser receives the same benefits as the hyperlink package.

The premier banner partner is only available to 21 members. This package allows a member's banner ad to receive top page positioning on the member search page hyperlinked to their website, as well as some DallasBuilders.com secondary pages. This package also includes the enhanced listing and hyperlink packages. It is available for \$480/year.

New social media links were added last month: Houzz, Angie's List, Yelp and TripAdvisor. This is in addition to Facebook, Twitter, LinkedIn, Pinterest, Instagram, YouTube, Flickr, Google+ and FourSquare.

For questions or to enroll, contact Jaime Christensen, director of marketing and public relations, at 214-615-3899.



Guillermo and Donnajayne tour their home for the first time.



Sgt. Rivas humbly accepts the home not only on behalf of his family, "but for all my fallen battle buddies."



Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Year-to-Date 11/16/2016				Year-to-Date 11/16/2016		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	20,964	\$6,073,788,754	20964	1 D R Horton Custom	1731	\$340,045,311
Duplexes & Twin Homes	84	\$31,195,296	168	2 Highland Homes	804	\$289,900,133
Apartments & Condos	258	\$1,406,525,822	19593	3 First Texas Homes	683	\$282,999,841
Cabins	1	\$20,000	0	4 Lennox Homes	972	\$281,590,918
Other Residential Structures	363	\$95,295,656	0	5 K Houseman Homes	480	\$199,363,567
Swimming Pools & Spas	4,405	\$197,873,920	0	6 DR Horton	868	\$184,348,331
Alternative Residential Energy	1,420	\$20,421,959	0	7 Pulse Homes	930	\$182,357,068
Garages & Carports	199	\$9,860,674	0	8 Beazer Homes	540	\$168,949,099
Ress Remd, Adn, Int Fin	3,664	\$293,410,095	0	9 Darling Homes of	290	\$165,181,761
Roof Residential	1,383	\$45,624,833	0	10 Bloomfield Homes	605	\$140,009,692
<b>Total Residential Const</b>	<b>32,741</b>	<b>\$8,177,818,886</b>	<b>40,725</b>	11 Grand Homes	340	\$114,235,771

Dallas Metro Building Permit Summary			
Week 45 - 11/10/16 to 11/16/16 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	382	\$111,142,880	382
Demolition	20	\$12,986	0
Footing & Foundation	100	\$880,886	0
Apartments & Condos	13	\$25,485,000	352
Other Residential Structures	8	\$260,461	0
Swimming Pools & Spas	72	\$2,688,914	0
Alternative Residential Energy	37	\$402,920	0
Garages & Carports	5	\$450,734	0
Ress Remd, Adn, Int Fin	88	\$6,738,205	0
Roof Residential	49	\$1,877,024	0
<b>Total Residential Const</b>	<b>774</b>	<b>\$149,709,816</b>	<b>734</b>

## McSAM Awards calls for entries

continued from page 1

- 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 Digital 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 Lifestyle Annual Program
- 29) Best Overall Advertising Campaign
- 30) Best Sales Office or Welcome Center
- 31) Best Design Center/Showroom

### INTERIOR MERCHANDISING

- 32) Best Interior Merchandising – sales price under \$325,000
- 33) Best Interior Merchandising – sales price between \$325,000 & \$425,000
- 34) Best Interior Merchandising – sales price between \$425,001 & \$500,000
- 35) Best Interior Merchandising – sales price between \$500,001 & \$600,000
- 36) Best Interior Merchandising – sales price between \$600,001 & \$800,000
- 37) Best Interior Merchandising – sales price over \$800,000
- 38) Best Interior Merchandising – Patio Home or High Density Plan
- 39) Best Interior Merchandising – Town-home Plan

### DESIGN

- 40) Best Outdoor Living Space
- 41) Best Architectural Design – sales price under \$325,000
- 42) Best Architectural Design – sales price between \$325,000 & \$425,000
- 43) Best Architectural Design – sales price between \$425,001 & \$500,000
- 44) Best Architectural Design – sales price between \$500,001 & \$600,000
- 45) Best Architectural Design – sales price between \$600,001 & \$800,000
- 46) Best Architectural Design – sales price over \$800,000
- 47) Best Architectural Design – Patio Home or High Density Plan
- 48) Best Architectural Design – Town-home Plan
- 49) Best Design Series
- 50) Best Architectural Design – Multifamily Community – Apartment or Condo

### HOME OF THE YEAR

- 51) Home of the Year

### McSAM BUILDER/DEVELOPER OF THE YEAR

- 52) Builder of the Year
- 53) Developer of the Year

### COMMUNITY OF THE YEAR AWARDS

- 54) Community of the Year
- 55) Master Planned Community of the Year Under 600 Acres
- 56) Master Planned Community of the Year 600 Acres or More
- 57) Multifamily Community of the Year – Apartment or Condominium

### McSAM PEOPLE'S CHOICE AWARDS

- 58) People's Choice Community of the Year
- 59) People's Choice Builder of the Year

### REIGN MAKERS

- 60) \$5 Million Reign Maker
- 61) \$10 Million Reign Maker
- 62) \$15 Million Reign Maker
- 63) \$20 Million Reign Maker

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# NEW MEMBERS

## BUILDERS

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Roland Leteff  
214-574-5500

Phillip Thompson Custom Homes, Inc.  
Phillip Thompson  
214-909-8158

Samsung Appliance - Builder Channel  
Kristin King  
972-207-5093

Richard Miller Custom Homes  
Richard Miller  
972-800-3169

The Eclectic Floor Company  
Jason Goodwyn  
972-707-0033  
Spike: Tim Jackson, Tim Jackson Custom Homes

## ASSOCIATES

**SiEnergy (SUSTAINING MEMBER)**  
Daniel Pope  
512-261-6216  
Spike: Matt Robinson, Walton Development

Tour De Profit Business Advisors  
Rich Allen  
214-697-3178

BancorpSouth  
John Herndon  
469-709-4926  
Spike: Marty Brady, North Texas Financial

Water Features of Texas L.L.C.  
Mark Malesky  
214-789-3037  
Spike: TW Bailey, Bailey Family Builders

Bradley Systems  
Cliff Phillips  
214-744-3420  
Cre8stone LLC  
Gary Pilant  
214-731-6008

## AFFILIATES

L & S Mechanical  
Ted Konechne  
214-393-8355  
Spike: Michael Turner, Classic Urban Homes

Exclusive Windows & Doors of Dallas  
Todd Marable  
972-979-9546

L & S Mechanical  
Mike Dowdy  
972-331-6850  
Spike: Michael Turner, Classic Urban Homes

Goodwin and Marshall, Inc.  
Edward Eckart  
817-329-4373  
Spike: Matt Robinson, Walton Development

Phillip Thompson Custom Homes, Inc.  
Damon Cobb  
214-870-6033

L & S Mechanical  
Deborah Thompson  
972-331-6850  
Spike: Michael Turner, Classic Urban Homes

Phillip Thompson Custom Homes, Inc.  
John Schneck  
972-345-6853

For info on ad rates, contact  
Barcie Vilches  
at 214-624-3171.

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**Evans Is New Red Spike**  
Membership Chairman Jeff Dworikin, left, congratulates Donnie Evans of Altura Homes, who attained the 100-Spike level.

## Metro North Division hosts Battle of the Divisions Bowling Tournament



Division Champions and 3rd place overall: Dallas Division Dominators – Stephen Puckett, Mark Dann, Phil Smith and Ted Konechne (unavailable for photo were team members Jeff Dworikin and Les Owens)



First Place Team: OSB (Occasional Strikes Bowled) – Gilbert Loza, Roger Hawk, Dan Anderson, Zach Zimmerman, Mike Csolak



Second Place Team: MLAW King Pins – Tag Gilkeson, Chris Marquardt, Jay Conner, Frank and Debra Boyd



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## MILESTONE ANNIVERSARIES

The Dallas BA recognizes these members who are celebrating a milestone membership anniversary this month. Thank you for your support of the Association and commitment to the home building industry.

**10 Years**  
Zurn PEX, Inc.

**5 Years**  
Sharon Reuler, P.C.  
Custom Media, Inc.  
Great Bay Construction  
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## 2015-2017

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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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