

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIV

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## Dallas BA's Industry Investors for 2017



## BRIEFLY

Tickets are now available 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 evening begins with cocktails at 6 p.m., followed by dinner at 7:30 and the awards show at 8 p.m. Neighborhood Management will host the After Party, which begins at 10 p.m. Tickets are discounted until March 10. Partnership opportunities are available on a variety of levels. Additional partners, to date, are Acme Brick, Prime Lending, Sales Solve Everything, Huffines Communities, Velocio Mortgage and MLAW Engineers. Visit [DallasBuilders.com](http://DallasBuilders.com) for information.

Registrations are now being accepted through March 1 for the Home of the Week, with featured homes spotlighted in *The Dallas Morning News*, [DallasBuilders.com](http://DallasBuilders.com) and on social media. Homes will be promoted between April 2 and June 25. To enter the contest, call Dallas BA Director of Public Relations and Marketing Jaime Christensen at 214-615-3899.

The Big Shot Shootout benefiting Operation FINALLY HOME returns to the Frisco Gun Club on Wednesday, March 29. Visit <https://dallasbashootout2017.eventbrite.com> for details.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Dallas BA members will meet with Texas Legislators Feb. 22 for Rally Day 2017

Dallas BA members are urged to attend Legislative Rally Day, presented Wednesday, Feb. 22, by Jackson Walker. On this day housing industry professionals from all across the state will come together at the Capitol in Austin. Dallas Builders Association members will travel en masse via charter buses that will leave early in the morning that day and return that evening.

Buses will leave from Dallas BA offices in Plano by 6 a.m. Feb. 22. There is no fee to ride the bus for Dallas BA members, but a valid credit card is needed to make reservations. Members who participate in Rally Day 2017 are required to complete a registration form, whether they intend to travel by bus or their own vehicle. A \$25 fee will be assessed in the event of a no-show.

Rally Day is the best way for mem-

bers to familiarize themselves with the issues that face the residential construction industry and, more importantly, deliver our legislative agenda straight to the doorstep of our legislators. This is also a great way to build relationships with legislators and network with other members within the Association.

As in years past, we will have an address from an elected official and a legislative update on the South Steps of the Capitol. Lunch for members of the Dallas BA will be available at a nearby meeting room prior to the meetings. A group photo of the Dallas BA contingent will be taken shortly after lunch on the Capitol steps. Legislative meetings begin at 1 p.m. and buses return for Dallas at 4:45 p.m.

To make Rally Day 2017 a complete success, member support is

needed. Partnerships are available, ranging from a \$1,000 Governor Partner to a \$100 Grass Roots Supporter.

Thank you to our partners to date, Jackson Walker, LLP, our exclusive Capitol Partner; Governor Partners Altura Homes and Tim Jackson Custom Homes; and Senate Partners Chase Bank and StrucSure Home Warranty.

Visit [DallasBuilders.com/Rally-Day](http://DallasBuilders.com/Rally-Day) to download the registration form for Rally Day 2017.

Registration is required, even if you are not traveling on a bus. For more information on available partnerships, contact Misty Varsalone at 214-615-5012 or [misty.varsalone@dallasbuilders.com](mailto:misty.varsalone@dallasbuilders.com).



## Dallas BA launches five unique education series

The Dallas Builders Association, working in partnership with StrucSure Home Warranty, has launched five unique series of classes designed to meet all members' needs.

The Dallas BA will offer the following in 2017: DBA LEADERS Program, Designation Courses to gain a National certification, four energy series classes to help builders navigate the new 2015 IECC, five Building a Better Business classes to help members better run their day-to-day operations and financially strengthen their companies, and the National award winning Building a Better House series, which will include five all new classes to help members keep up to date with building techniques and consumer desires.

### DBA LEADERS

The newly created DBA LEADERS program will help individuals advance in their career by learning and utilizing leadership skills. This yearlong program is aimed at advancing industry leaders throughout the DFW metroplex.

Over the course of 10 months, participants will be required to attend 10 monthly sessions focusing on cul-

tivating leadership traits and applying this knowledge to daily business operations. DBA LEADERS has selected Dale Carnegie Training as the flagship national program to educate and certify participants. Other attendance requirements include sitting in on one of the following Dallas BA committee meetings (Education, Communications, Membership or Government Relations) to better understand the issues facing the building industry.

### DESIGNATION COURSES

Individuals looking to achieve a national designation will find 11 courses including four Graduate Master Builder courses. These courses allow industry professionals to earn and maintain national designations. The Dallas BA is licensed through NAHB to offer a plethora of diverse courses allowing builders, trade partners and associates to gain knowledge and set themselves apart from the competition.

### ENERGY SERIES

The locally created Energy Series

*continued on page 2*

## Dallas BA State of the Industry Summit to debut April 13

The Dallas Builders Association will host its first ever State of the Industry Summit, presented by Meyer's Research, on Thursday, April 13, from 9 until 11:30 a.m. at the Crowne Plaza Hotel in Addison.

This new event is intended to be a general meeting of the membership for an insightful conversation about the Dallas area housing market's challenges and opportunities.

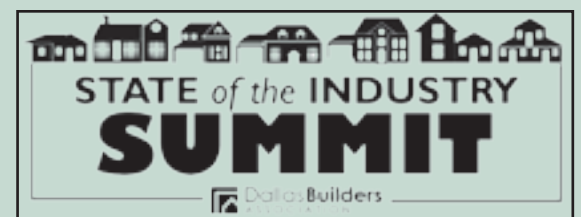
The program will be a panel discussion led by Meyer's Research with a group of leading industry professionals.

"This is intended to be much more than a standard economic forecast event with graphs on a slideshow presentation," said Dallas BA Executive Officer Phil Crone. "We are going to use specific data to delve deeper into specific questions that everyone in the industry is asking:

- When will the labor shortage ease up?
- What role will millennials play in the Dallas market?
- How did President Trump's first 100 days impact housing?

I look forward to seeing hundreds of our members at this marquis event."

Registration is now open online at [DallasBuilders.com](http://DallasBuilders.com), and program partnerships that include a table top display and admission for two company representatives are available for \$1,000. Registration includes breakfast provided by StrucSure Home Warranty.



## Earn your Certified Aging-in-Place Specialist designation in just three days March 28 - 30

Expand your consumer base by becoming a Certified Aging-in-Place Specialist in just three days next month.

As the population matures homeowner need change. NAHB developed the Certified Aging-In-Place Specialist (CAPS) program in collaboration with Home Innovation Research Labs, NAHB 50+ Housing Council, and AARP to address these changing needs.

Currently there is a need for CAPS qualified contractors in our area. The Dallas/Ft. Worth MSA has a population of about 6.5 million, 14% of which are

65 years of age or older. Currently there are only 64 CAPS Designees to service 14% of this demographic or 910,000 people.

The Dallas Builders Association hopes to correct this issue by offering, in partnership with StrucSure Home Warranty, a three-day CAPS series of courses on March 28, 29 and 30.

These courses will give an in-depth, how-to education on the codes and standards, common remodeling expenditures and projects, product ideas, and resources needed to provide

comprehensive and practical aging-in-place solutions. Along with this knowledge, CAPS graduates obtain validity in the market by adhering to a signed code of ethics further, reassuring their consumers.

CAPS I – Marketing & Communication Strategies for Aging & Accessibility – Tuesday, March 28.

CAPS II – Design/Build Solutions for Aging & Accessibility – Wednesday, March 29.

CAPS III – Business Management for Building Professionals – Thursday,

March 30.

Register for all three days for \$600, or register for individual courses for \$210 each. Courses will be held from 9 a.m. to 5 p.m. at the Dallas Builders Association office and include a light breakfast and lunch.

Register online at [www.dallasbuilders.com](http://www.dallasbuilders.com) or call Dallas BA Director of Education Sheena Beaver at (214) 615-3881.

These course are made possible by the partnership of APA the Engineered Wood Association.





**Metro East Toy Collection**

The Metro East Division collected toys for local children's charities at its December luncheon. From left are Metro East President Justin Webb, Altura Homes; and board members Doug Bowerman, Affiliated Bank; Jerry Carter, Jerry Carter Homes; Dave Hambley, Expressions Home Gallery a MORSCO Company; Phil Smith, The Bath and Kitchen Showplace; Larry Baty, Cadenhead Servis Gas; Tom Sadler, Tom Sadler & Associates; Greg Paschall, Intex Electrical Contractors; Gwen Castillo, Coldwell Banker Residential Brokerage; and James Nelson, Alliance Bank.

**Dallas BA launches five unique education series**

continued from page 1

classes will cover legislative changes, new code standards, consumer trends and science-based research, optimizing energy efficiency in new home construction.

With the passage of HB 1736, all new homes will now be required to meet the 2015 energy code. This education series is taught by local experts and addresses major changes in building practices required to pass final inspection and meet new state mandates.

**BUILDING A BETTER BUSINESS SERIES**

The Building a BETTER Business Series will help attendees gain the effective business processes that can improve customer satisfaction, increase financial margins and create a more effective team. This series spotlights key areas

to improving financial, customer and employee success. Taught by author and renowned consultant Rich Allen of Tour de Profit.

**BUILDING A BETTER HOUSE SERIES**

The Building a BETTER House Series will cover everything from concept to completion: teaching participants how to Build a Better House. Classes feature diverse instructors with hands-on learning. Topics cover every step in the building process from soils and foundations to interior design trends.

Class dates and times can be found at [www.dallasbuilders.com](http://www.dallasbuilders.com) or by contacting Sheena Beaver, Dallas BA Education Director, at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com) (214) 615-3881.



**With 2017 Underway, Regulations & Regulatory Relief Are in Play**

The Dallas Builders Association and our members will have a lot of regulatory action to keep our eyes on this year.

With January barely on the calendar, the U.S. House of Representatives wasted no time seeking avenues for seeking fairness in regulations for small businesses. On Jan. 3, the House approved the Regulations From the Executive in Need of Scrutiny Act of 2017 (H.R. 26). Relating to Congress' power to review rules promulgated by federal agencies, the legislation requires agencies to publish new rules in the Federal Register. Agencies must also include in reports to Congress and the Government Accountability Office (GAO) analysis of the cost-benefits and the impact on jobs. Congressional approval and disapproval procedures are provided in the bill.

On Jan. 4, the House passed the Midnight Rules Relief Act of 2017 (H.R. 21). The bill amends the Congressional Review Act and would allow Congress to consider the disapproval of multiple regulations submitted by agencies for review within the last 60 legislative days of a session during the final year of a President's term. The bill's intent is to put accountability, transparency and job protection into the regulatory equation. It would address the problem of regulation being implemented without time for needed public vetting and input.

The Regulatory Accountability Act of 2017 (H.R. 5) met House approval on Jan. 11. At the heart of the legislation's intent is a policy focus that NAHB and Dallas BA have been advocating for in recent years, the restoration of the right of the people to be heard by Washington regulators. Not only does H.R. 5 require regulators to consider facts and input

offered by stakeholders, it also requires agencies to account for impacts on small businesses and find flexible ways to reduce those impacts. The legislation requires increased opportunity for stakeholder input and the vetting proposed regulation, as well as the online publishing of information about regulations in development. Summaries of proposed regulation would need to be presented in a manner that is understandable by the general public. Agencies would be required to choose rulemaking alternatives that provide the lowest cost impact while meeting statutory objectives. As it relates to legal review, H.R.5 would prohibit "billion-dollar rules" from taking effect until timely legal challenges have been resolved by the courts. And it would repeal doctrines that are currently restricting judicial review of agency actions.

The legislation that has been passed in the House recently focuses on the scope of relief that has been advocated for by both the National Association of Home Builders (NAHB) and the Dallas BA in meetings with members of the U.S. House of Representatives. The bills need approval in the Senate.

Back here in the Lone Star State, the Texas Legislature gavelled in the 85th Regular Session on Jan. 10. The Texas Constitution requires the legislature to pass only one thing: the budget. More importantly, a balanced budget. As the budget cannot be set to spend more than the state is forecast to bring in via revenues, there is a boundary in which both chambers must work. On Jan. 9, Texas Comptroller Glenn Hegar presented his revenue estimate for the remainder of 2017 and the upcoming 2018-19 biennium. According to estimate, the state can expect to have \$104.9 billion in funds available for general revenue dedicated funds in

David Lehde  
Director of  
Government  
Affairs



the biennium. The House budget, HB 1, contains \$221.3 billion in all funds, with \$104.9 billion in general revenue dedicated funds. SB 1, the Senate's released budget contains 213.7 billion in all funds, with \$108.86 billion in general revenue dedicated funds.

In addition to monitoring how the state addresses the budget, the Association will work hard to prevent burdensome fees and needless regulations that could affect the housing industry and negatively impact housing affordability. This, by the way, is where you, the member, play a vital role in the industry's success in Texas. Our largest grassroots effort, Rally Day, will be held in Austin at the Capitol on Wednesday, Feb. 22. Visit [www.DallasBuilders.com/RallyDay](http://www.DallasBuilders.com/RallyDay) for more information.

On the home front, there continues to be no shortage of issues facing home building. The City of Dallas is currently considering revision for Article X, the city's landscaping and tree ordinance. Likewise, the City of Denton is also in review of their ordinance for trees. Dallas BA has concerns regarding the mitigation costs that result from both ordinances.

In the Town of Prosper, an overall increase to impact fees is now under consideration by the Town Council. Prosper is also in review of amendments to the town's subdivision ordinance.

Builders and developers in these areas are urged to participate in the process.

Should members have any questions about Dallas BA advocacy efforts, they can contact the Director of Government Affairs at [David.Lehde@DallasBuilders.com](mailto:David.Lehde@DallasBuilders.com).

**Membership recruiters earn incentives**

Membership is the lifeblood of the Dallas Builders Association, and growing our membership is imperative to enhancing the voice of the home building industry. Hundreds of companies have joined our Association because of a business connection or referral from our membership.

We need your help now more than ever. We've been blessed with a robust housing market in the Dallas metroplex, but it certainly is not without challenges. There is strength in numbers and we

hope to make 2017 a year of growth!

The Dallas BA has a new recruitment incentive program that everyone can benefit from. By recruiting just two members, you can be on your way to earning many great and valuable prizes, to include Dallas BA Yeti tumblers, gift cards valued at up to \$500, appreciation dinners, and recognition at our Annual Spike Night!

Retaining our existing members is just as important as recruiting new ones. Retention Committee members volun-

teer their time every month to reach out to existing members and encourage them to continue their involvement with the Association.

In 2017, we will introduce a new initiative to recognize and reward these efforts.

Help us to make 2017 our biggest growth year yet. For more information on how to participate on the Membership and Retention Committees, contact Director of Membership Amy Kirk at 214-615-5004.

**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).

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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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Dallas Builders Association

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# Upcoming Classes

## Building a BETTER Business: Steering Your Business Towards Success February 8 - \$35

Every business needs a tune-up from time to time. Following the proven principles and strategies of The Ultimate Business Tune-Up will help you provide better leadership, build a winning team, grow your customer base, improve customer satisfaction and improve your financial margins and profits.

Successful and sustainable businesses are led by strong leaders who know where they want to go and who follow a principled approach to leading their team. We will explore your role as the business owner in setting the company vision, setting the expected performance standards and inspiring your team to higher levels of achievement. Instructor for this class is the author of *The Ultimate Business Tune-Up*, Rich Allen of Tour de Profit.

This course is made possible by the partnerships of Dow Building Solutions, Paragon Structural Engineering & APA the Engineered Wood Association.

## Energy Series: Home Ventilation by Design, Not by Accident March 1 - \$35

Builders are finding that many of the new costs associated with the increase in the energy code can be offset with properly reducing the size and number of units of the home's heating and cooling system. During this class you will learn how to build it tight and ventilate it right!

One extreme cause of concern under the 2015 code is improper ventilation. With a much tighter home, builder's risk excess humidity levels causing climate discomfort and potential for hazardous off gassing. Lack of proper ventilation may increase the risk of litigation. Heating and cooling a home under the new code will look remarkably different than in years past. Accurate design, sizing, and installation of HVAC systems will need to be precisely calculated to fit into these higher performing structures. This class will ensure you are up-to-date with the new calculations and are purchasing a legitimate unit size.

These courses are made possible by the partnerships of Dow Building Solutions, Texas New Mexico Power, DPIS Engineering and Texas Builders Resource Group.

## Building a BETTER Business: The Art & Science of Winning New Customers; March 8 - \$35

The lifeblood of every business is the ability to win new customers on a consistent and predictable basis. Success in this area requires an understanding of both the art and science of effective selling.

We will dive deep into your ideal customer and build a proven, predictable and repeatable system for attracting the right customers to your business.

Rich Allen, business coach, author and owner of Tour de Profit will help you create your ideal marketing machine to effectively identify your target customer and effectively communicate with them.

These courses are made possible by the partnerships of Dow Building Solutions, Paragon Structural Engineering & APA the Engineered Wood Association.

**Education classes are presented in partnership with Title Partner StrucSure Home Warranty. Visit the Calendar at DallasBuilders.com to register.**



# Make America great at making things again

These days any article about President Trump, especially one that is an opinion piece, is bound to be read with a certain level of trepidation. That being said, how he addresses the labor shortage will be the barometer by which the construction industry evaluates his Presidency. Certainly, actions to peel back costly regulations are welcome and applauded, but, in the Dallas area at least, the lack of boots on the ground is currently a much larger concern than any amount of red tape.

How is President Trump going to help the industry replace a million workers that never returned following the last downturn and nearly another million, currently in the industry, who plan to retire in the next decade? In his acceptance speech, President Trump sounded like my late grandfather (an old school FDR Democrat) promising new investments in infrastructure including highways, bridges and tunnels. These sorts of projects had a positive impact on housing demand in that era, but could exacerbate the lack of skilled labor by creating new demand where limited supply exists today.

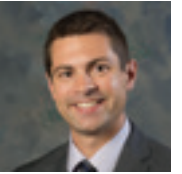
A dwindling supply of homegrown construction workers over the last 20 years left the industry increasingly reliant on immigrant labor. That in and of itself is not a negative thing. Our nation was built on the backs of immigrant labor and a work ethic rooted in the desire to provide one's family with opportunities only found in America. The construction industry continues to fulfill that American dream for many families. However, economic improvement, especially in Mexico and Central America, is providing them opportunities at home and leaving America shorthanded.

In other words, President Trump's immigration stance has nothing to do with the current labor situation. Of course, it could make it worse if immigrants are prevented from finding work here or feel as if they are not welcome. Regardless, we have to address the situation from within. Investing in vocational programs is an opportunity more golden than anything found in Trump Tower.

If you want to "make America great again," make America great at making things again. All of the focus on returning blue collar jobs from overseas is ironic and unfortunate when we cannot fill the ones that we already have available here at home. Our workforce is currently calibrated to a service based economy that is five times larger than the manufacturing sector. The idea that a college degree defines your success has been ingrained into an entire generation along with the corresponding stigma for any deviations from this path.

Unfortunately, we have yet to hear anything of substance from the new President on this subject. His campaign platform addresses it as follows, "ensure that the opportunity to attend a two- or four-year college, or to pursue a trade or a skill set through vocational and technical education, will be easier to access, pay for, and finish." Access to vocational programs is part of the issue. Despite recent legislation making it easier for them to do so, Texas schools have been reluctant or unwilling to modify their curriculum to in-

Phil Crone, JD, CGP, GSP  
Executive Officer



clude or accommodate programs focused on the construction trades.

Generating interest in these programs is just as important as access and this is where the Trump Administration must take the lead. President Trump loves bold promises. Why not promise to train American workers to fill nearly a million jobs that are needed in the construction industry both now and over the next decade? This initiative fills a current need for jobs that cannot be outsourced overseas and provides opportunities for the next generation of American workers, many of whom are unable to attend college. Additionally, many of these skills translate to other aspects of the manufacturing industry, so if indeed those jobs return or are needed for infrastructure projects, our workforce will be ready.

## Certified Graduate Associate

Congratulations to Cale Kids of Huber Engineered Woods, who recently earned his Certified Graduate Associate designation after successfully completing the "Business Management for Building Professionals" class held at Dallas BA offices and presented by StrucSure Home Warranty.



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# Builders' Show moves to Orlando, doesn't miss a beat

**EDITOR'S NOTE:** Dallas BA Executive Officer Phil Crone gives members a glimpse of what they missed if they didn't attend the International Builders' Show last month in this installment of a series of posts run in partnership with Candy'sDirt.com.

Heading into this year's International Builders' Show (IBS), I felt that the Show had two things working against it: making the move from Las Vegas to Orlando, and holding the show earlier in January than usual. Most of the people I spoke with shared my opinion that Vegas is a bit more fun than Orlando.

The vibe definitely changes when the show moves to Orlando. Hotels in close proximity are hard to come by, and Pointe Orlando (essentially a mini version of the Shops at Legacy) is a less than adequate substitute for the Vegas Strip. Moving the show up in the calendar a couple of weeks meant that it was right on our doorstep as soon as everyone emerged from the holiday hiatus.

I think that also contributed to NAHB's concerns about pre-registrations being down about 10 percent. When the Show opened Tuesday morning, none of that mattered.

The quiet and cavernous Orange County Convention Center that housed the NAHB meetings I attended the two days prior to the opening of IBS was suddenly overrun with more than 80,000 residential construction professionals from around the world.

Exhibit space was expanded this year to more than 560,000 square feet,

nearly 20 percent larger than last year, housing more than 1,500 exhibitors. Each year, I resolve to walk the entire floor, but I can never quite make it despite hitting step numbers rarely seen on my smart watch.

The scale of the show is nearly remarkable as the individual products on display, many for the first time ever to the public. One such product was a tankless hot water heater that was as smart as it is efficient. Along with a thermal efficiency rating of 100 percent, it had a variable operating range that allowed it to save energy when water demand was low and connected via WIFI to an app that gave real time control and diagnostics to the homeowner. Indeed, the

"internet of things" has encompassed nearly every aspect of homeownership. Toilet bowls, showers, interior doors, kitchen appliances, locks, and even pet doors now have an app for that. One of the neatest things I saw was a door lock that can read a person's thumb print (take my money, please).

Marrying the Builders' Show and the Kitchen and Bath Show allowed companies that traditionally had a big presence in both shows to go all out for this one. The first booths encountered in the West Hall were monuments to humankind's mastery of the water droplet.

I saw water drop nearly 10 feet with barely a splash, a water filtration system made from coconut shells, show-

ers that greet you by name (seemed a bit creepy to me) and paused until the water warmed to your exact temperature preferences. Toilets were hung from walls, raised and lowered their seats automatically, incorporated LED nightlights and cleaned themselves!

Taking a long walk to the South Hall, I came across an indoor golf simulator with amazing realism no matter if you putt, chipped or drove the ball. My slice was as bad on the simulator as it is in real life. Better yet, no cars, windows or wildlife were harmed during my demo. After all of that, I needed an afternoon pick-me-up. Luckily I found one at a nearby booth with a built-in, fully automatic coffee machine. It is like having your own in-home barista with personalized settings for up to eight distinct drinks.

Building materials have also upped their game. Ceramic tile that has the look of wood can be found in many

Phil Crone, JD, CGP, GSP Executive Officer



model homes around town. Now that trend is headed outside. Durable siding products are now made to look exactly like reclaimed barn wood or wood shingles without the upkeep or the splinters. These products will surely lead to innovative new designs and befuddle homeowners associations in the years to come.

While there was plenty more going on at the Show, these were just a few of the innovations that really stood out this year. The International Builders' Show is a must-see spectacle for anyone in the residential construction industry. Next year's show is Jan. 9-11, so plan on joining 80,000 of your colleagues again in Orlando.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Year-to-Date 12/31/2016				Year-to-Date 12/31/2016		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	24,245	\$7,054,512,039	24,245	1 D/R Horton Custom	1986	\$382,076,288
Duplexes & Twin Homes	96	\$33,585,018	192	2 Highland Homes	909	\$321,202,945
Apartments & Condos	272	\$1,483,833,344	20371	3 First Texas Homes	1011	\$326,133,942
Cabins	2	\$42,000	0	4 Lemar Homes	1094	\$322,864,448
Other Residential Structures	445	\$104,841,073	0	6 D/R Horton	1041	\$228,413,741
Swimming Pools & Spas	5,066	\$226,088,457	0	6 K Houston Homes	552	\$227,791,586
Alternative Residential Energy	1,735	\$24,057,958	0	7 Pulla Homes	1100	\$220,543,877
Garages & Carports	228	\$11,825,121	0	8 Seaper Homes	618	\$182,604,372
Res Remd, Addn, Int Fin	4,172	\$359,407,799	0	9 Darling Homes of	481	\$181,714,572
Reroof Residential	1,809	\$52,989,566	0	10 Bloomfield Homes	727	\$168,131,980
<b>Total Residential Const</b>	<b>37,879</b>	<b>\$9,330,879,486</b>	<b>44,811</b>	11 David Weekly Homes	414	\$156,820,498
<b>Dallas Metro Building Permit Summary</b>				<b>Dallas Metro Single Family Builders</b>		
Week 3 - 01/12/17 to 01/15/17 (permits over \$20,000)				Year-to-Date 12/31/2016		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	561	\$182,584,705	561	14 Megaflex Homes Inc	495	\$122,726,488
Demolition	15	\$6,000	0	16 London Homes	256	\$119,235,694
Footing & Foundation	63	\$336,494	0	16 American Legend	447	\$115,235,268
Duplexes & Twin Homes	4	\$785,590	8	17 Catalina Homes Of	333	\$108,583,798
Apartments & Condos	6	\$23,233,782	126	18 Gellan Homes	345	\$106,001,034
Other Residential Structures	17	\$446,876	0	19 Drees Custom Homes	289	\$100,007,996
Swimming Pools & Spas	97	\$3,579,995	0	20 History Maker Homes	470	\$99,141,298
Alternative Residential Energy	30	\$367,401	0	21 Ashton Woods Homes	338	\$97,242,681
Garages & Carports	6	\$166,950	0	22 Standard Pacific	236	\$88,282,618
Res Remd, Addn, Int Fin	99	\$8,164,076	0	23 Shaddock Homes	202	\$86,070,036
Reroof Residential	25	\$2,675,483	0	24 Meritage Homes	239	\$81,674,442
<b>Total Residential Const</b>	<b>823</b>	<b>\$222,347,360</b>	<b>686</b>	25 MHI Partnership	262	\$72,898,984
				26 Durhill Homes	247	\$72,881,878
				27 Impression Homes	252	\$68,666,471
				28 Megaflex Homes	206	\$54,095,907
				29 CB Jenni Homes	236	\$53,941,143
				30 John Houston Custom	213	\$50,503,938
				31 Mainvue TX LLC	118	\$41,479,474
				32 LGI Homes	253	\$40,856,100
				33 Meritage Homes	127	\$40,099,690
				34 MI Homes	140	\$39,952,052
				35 Suncoast Homes Inc	182	\$39,923,581
				36 Our Country Homes	84	\$35,711,763

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**WHO** All builder members of the Dallas Builders Association are encouraged to participate.

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In conjunction with *The Dallas Morning News*, the Dallas Builders Association offers its builder members the chance to have a project featured as the Home of the Week. Builder members who are interested simply apply. Those who are selected submit an article depicting their home and a high quality photograph/rendering.  
**Homes in all stages of completion accepted.**

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**WHAT**

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**WHERE** The photo and story will be featured:  
 • In *The Dallas Morning News'* New Home section  
 • On DallasBuilders.com  
 • Houzz and other Dallas BA social media sites

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Applications are now being accepted through March 1. Those whose names are drawn and who qualify may expect their features to appear in *The News* between April 2 and June 25.

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**WHEN**

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**HOW MUCH** This service is FREE to Dallas Builders Association builder members. The cost associated with writing the article and obtaining artwork is the member's only expense. This service represents a value of more than \$2,000 in advertising costs.

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**INTERESTED?** Contact Jaime Christensen, Director of Marketing & Public Relations  
 214-615-3899 | jaime.christensen@dallasbuilders.com

**ALL WARRANTIES ARE NOT CREATED EQUAL.**

**war·ran·ty** noun \ 'wôr-ən-tē, 'wăr-\  
*A representation, especially in writing, made by a seller or company to a purchaser of a product or service that a refund, repair, or replacement will be made if the product or service proves defective or unsatisfactory, especially within a given time period.*

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# NEW MEMBERS

## BUILDERS

The Avant Group  
Heaven Porteous  
214-526-6644

Firenze Homes LLC  
Ed Zicari  
972-800-0835

Grubuilt  
Joel Greenwald  
214-679-1378

Opulent Builders  
John Ramsey  
469-260-6393

Rio + Leite Custom Homes  
David Leite  
972-807-2196  
Spike: Carl Gordon, PDHD

## ASSOCIATES

AHI Supply  
Toni Hill  
800-525-5382

Co-Creators Construction LLC  
Ernie Weaver  
817-778-9966  
Spike: Lee Hall, Sustainable Structures

Hashemi Law, PLLC  
Shawn Hashemi  
214-702-1088

Lone Star Safe Rooms  
Chris Hooser  
817-682-6574  
Spike: Michael Turner, Classic Urban Homes

Network Real Estate Partners  
Danielle Boling  
469-688-7611

ORNARE  
Olavo Faria  
214-377-1212  
Spike: Alan Hoffman, Hoffman Homes

Specialized Flooring Installation Inc  
Erik Rostro  
469-261-8105

## AFFILIATES

The Avant Group  
Louis Howell  
214-526-6644

Milan Design + Build, LLC  
Sam Allgood  
469-333-8880

Waterstone Mortgage Corporation  
Derrick Jackson  
469-453-0036

## New Member Orientation scheduled for Feb. 14

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

Join us Feb. 14 and enjoy breakfast and coffee with the Dallas BA Ambassadors Committee and staff, as they provide insight on how to get active in the Association, and take advantage of the great benefits, events, and member discounts available through membership.

New members, current members, and non-members interested in learning more are encouraged to attend.

New Member Orientation is a great way to kick start your membership! The event is free to attend but reservations are requested. Please visit the Events Calendar at DallasBuilders.com to register today. Thank you to our partners, Paragon Structural Engineering and Strategus Financial Consulting, as well as Yearlong Membership Drive Partner StrucSure Home Warranty.



## myHomedia hosts Jan 26 After Hours



Jonathan Clarke of myHomedia presents door prize winner Mark Sawyers of The Jarrell Company with a pair of Roomfeel headphones.

Barry Hensley with NorthStar Luxury Homes was the winner of a pair of PSB speaker headphones, presented by Michael Dodson of myHomedia.



Winner of the cash door prize was Kevin McLain, second from left. Offering congratulations are After Hours attendees Kelly McLaughlin, Natural Stone Designs; Yvonne Cresswell, Cresswell Builders; Dave Hambley, Expressions Home Gallery a MORSCO Company; and Bob Cresswell, Cresswell Builders.

Lyne Stephens of Holland Realty Group was the winner of a Sonos Play 1, courtesy of After Hours host myHomedia and presented by Jonathan Clarke.



## AFTER HOURS

Thursday, February 23

6-8 p.m.

Hosted By



1250 Slocum Street #738, Dallas

Enjoy complimentary food & beverages while networking with fellow industry professionals. Prizes.

**Builder 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)

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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.

### 35 Years

Garland Insulating  
Cresswell Builders  
Gage Hoems Inc.

### 25 Years

Custom Fit Gutter Inc.

### 20 Years

Dowdey, Anderson & Associates, Inc.

### 10 Years

JE Design Group, Inc.  
Trussway, Ltd.  
LeComte Group, LLC

### 5 Years

Andersen Windows  
Cassity Jones Building Materials  
Hayes Signature Homes LLC



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SUB-FLOORING

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PREMIUM SUB-FLOORING SUSTAINABLE PERFORMANCE

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both  $2\frac{3}{32}$ " and  $1\frac{1}{8}$ "

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



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