

THE HOME BUILDER

DallasBuilders
ASSOCIATION

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Dallas BA's Industry Investors for 2017



BRIEFLY

It's not too early to make plans to attend Casino Christmas Dec. 14 at Dallas BA offices. The Thompson Group at Classic Chevrolet is the title partner of this year's event, which will feature Vegas-style gaming, a Texas Hold'em Tournament, DJ, silent auction, a great holiday buffet and adult beverages. DPIS Engineering is the Drink Partner. Members are encouraged to make Casino Christmas their office holiday party. Partnerships for this sell-out event are available; contact Director of Member Services Misty Varsalone at misty.varsalone@dallasbuilders.com.

The 2018 Marketing Guide is now online! The Guide provides a snapshot of all the various advertising and promotional opportunities available to members. It gives information on partnership levels, event details and benefits to expect with your marketing investment. You'll find the Guide under the Membership tab of DallasBuilders.com.

The Metro North Bowling Tournament gets underway at 6 p.m. Nov. 16 at Strikz! in Frisco. Teams are already sold out but several partnerships remain. Proceeds benefit Operation FINALLY HOME. Contact Director of Member Services Misty Varsalone at misty.varsalone@dallasbuilders.com for details.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Donnie Evans is 2017 Prather Award Recipient

The Dallas Builders Association has awarded the 2017 Hugh Prather Trophy to Donnie Evans of Altura Homes. The award is the highest honor bestowed by the Dallas BA and has been presented annually for the past 67 years to a builder, remodeler or developer member who has done the most for the betterment of the North Texas region.

The 2017 presentation was made during the Association's Sept. 29 Installation of Leadership held at The Empire Room in Dallas and presented by StrucSure Home Warranty.

The award was named for the Association's first president, Hugh Prather, in hopes that his principles would serve as a guide for future generations of builders. It is not meant to be simply a "Builder of the Year," but something

more that reflects credit to the building industry.

Past recipients include homebuilding icons such as Dave Fox, W.W. Caruth Jr., Bob Folsom, Fred Roach, Kent Conine, Tommy Ford, George Lewis, Jerry Carter and Harold Pollman, among others.

2016 Prather recipient Michael Sugrue of StoneLeaf Homes of Distinction presented the award.

Donnie Evans is a U.S. Army veteran who completed tours in both Germany and Vietnam. He is a strong supporter of such charities as the Boy Scouts, Helping Hands and the Juvenile Diabetes Research Foundation. Each Christmas he participates in the Angel Tree program, always choosing children

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Alan Hoffmann Installed as 75th President

2018 Dallas Builders Association President Alan Hoffmann of Hoffmann Homes accepts his official symbol of office, the president's gavel, from 2017 President Michael Turner of Classic Urban Homes during installation ceremonies held Sept. 29 in partnership with StrucSure Home Warranty.

Dallas Builders Show is Oct. 12 in Plano

The 2017 Dallas Builders Show, presented by Milgard Windows and Doors, will be held from 1 to 6 p.m. Thursday, Oct. 12, at the Plano Event Center. This annual trade show event connects the present and future of the home building industry and is free to all builder members.

High school students from local vocational programs will be on hand to meet Dallas BA members and create connections that will give them insight into their future.

"These students are looking for mentors such as our builders and remodelers and the dozens of exhibiting associates who will be on hand," stressed Executive Officer Phil Crone. "With the labor shortage top of mind, it is essential that we encourage young people to find a career in residential construction."

Immediately prior to the Show, at the same location, from 10 a.m. until 1 p.m., we will offer in-depth training on the recently-released Texas Association of Builders Contracts package. An active legislative session and new case law have resulted in new required disclosures and other improvements.

These contracts are the best investment you can make to protect your busi-

ness. This class provides the opportunity to learn directly from one of the attorneys who wrote them, James Rudnicki of Bush Rudnicki Shelton. Register for the class at DallasBuilders.com.

With the insight and expertise of Paige Shipp from Metrostudy, other seminars at the show will take a closer look at the growing affordability crisis in our region. Rising costs from land, lumber, labor and local regulation have many experts concerned even before the arrival of Hurricanes Harvey and Irma. Find out what the future holds and how these factors will continue to impact your business.

Finally, the day will conclude with presentations from our featured charities, Operation FINALLY HOME and Patriot Paws. Operation FINALLY HOME (OFH) builds mortgage-free homes for combat wounded veterans and their families. Patriot Paws is a Rockwall-based nonprofit that trains service animals to meet the needs of disabled veterans. The next OFH project is set to begin in Little Elm in January. Dallas BA members are also working to build a home for Patriot Paws where veterans can stay while training with their new canine companions.



Donnie Evans of Altura Homes, right, is the 2017 recipient of the Hugh Prather Trophy, the highest award presented by the Dallas Builders Association. Michael Sugrue of StoneLeaf Homes of Distinction, last year's recipient, presented the award Sept. 29 during Installation ceremonies held in partnership with StrucSure Home Warranty at The Empire Room in Dallas. With them is 2017 President Michael Turner.

2017-19 contracts package now available

The Texas Association of Builders has released the 2017-2019 Texas Residential Construction Contracts Package. The package, made up of multiple contracts including residential construction and remodeling, is the builder's blueprint for typical construction and remodeling transactions in the State of Texas.

It is important for builders to update to the new contracts package. In addition to addressing new legislatively mandated notices for waterfront homes, many improvements have been made to the previous version of the package, which include:

- a new lot sale contract addendum, a new consultant-design agreement, an even shorter remodel contract, added advertising and media permissions, revisions to the independent contractor agreements, and a needed revision to the termination damages language;
- performance standard updates

and numerous other changes that reflect best practices and up to date construction transactions; and

- revised warranty and performance standards to reflect current engineering and construction practices.

A cost effective value that will save thousands of dollars in legal fees, the Texas Association of Builders Texas Residential Construction Contracts package is available to TAB builder and remodeler members only. The cost of the package is only \$399.99 (plus tax).

Builder and remodeler members can purchase the 2017-2019 contracts package subscription by visiting TexasBuilders.org.

The Dallas BA will offer a 3-hour class on the new contracts Oct. 12 at the Dallas Builders Show. James Rudnicki of Bush Rudnicki Shelton will explain the packages, addressing all changed portions and new laws. Register at DallasBuilders.com. The 2015-2017 contracts is no longer accessible.



Metro East Raises \$65,500+ for Lone Star CASA

The Metro East Division Board of Directors present a check in the amount of \$65,564.70 to Lone Star CASA from proceeds collected at their annual Cars for CASA vintage car show held in Rockwall earlier this year. This is the 12th event that Metro East has sponsored for CASA, contributing approximately \$415,500 to date.

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StrucSure Home Warranty presents 75th Installation of Leadership Sept. 29; Emerald City Band performs



Senior Officers Installed

Jerry Carter, past president of both the Dallas BA and the Texas Association of Builders, recites the oath of office to incoming Association leaders: Justin Webb of Altura Homes, vice president/secretary; Matt Robinson of Walton Development and Management, first vice president; Stephen Puckett of LegacyTexas Bank, treasurer; and Greg Paschall of Intex Electrical Contractors, associate vice president.

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who have asked for a bike.

Evans was a key driving factor in Altura Homes' Operation FINALLY HOME project that built a mortgage-free home to a wounded veteran last year. He is currently assisting with the Dallas BA's Patriot Paws project to build a new facility for an organiza-



Hoffmann Installed

Tim Jackson, Immediate Past President of the Texas Association of Builders, swears in Alan Hoffmann, Hoffmann Homes, as the 2018 president of the Dallas BA.

tion that pairs wounded veterans with service dogs.

Evans is a significant contributor to the Texas Builders Foundation, which provides scholarships for students going into the residential construction industry. He served on the committee to elect John Ratcliff to the position of US Congressman.

Evans has served the industry on all levels. He has been co-chair of the Sunbelt Builders Show and not only served as the Dallas BA's Membership Chair, but was the top membership recruiter for from 2015 through 2017.

To top it off, at the age of 66, Donnie Evans and his wife Toni became the foster parents to three young children.



Clyde Anderson Named Associate of the Year

2017 Dallas BA President Michael Turner presents the Associate of the Year Award to Stephen and Mike Anderson, the sons of recipient Clyde Anderson, who was unable to attend ceremonies Sept. 29. The award has been renamed the Clyde Anderson Associate of the Year Award, given annually to the associate member who has done the most to support the Association and the homebuilding industry.

President Turner described Clyde as "an exemplary salesman who applies those skills in service to the Dallas BA, serving it in just about every capacity you could imagine," adding that "he is known for his willingness to go the extra mile to build a relationship and demonstrates genuine care for whoever he is working with." Clyde was also awarded a golden spike in recognition of surpassing the 1,000 Grand Spike level and a plaque from the National Association of Home Builders in recognition of 50 years of membership.



Clyde Anderson



LRO Residential Honored with APEX Award

Les Owens of LRO Residential accepts the 2017 APEX Award, which recognizes a builder or remodeler who demonstrates professionalism in dealing with associate members. Presenting the award are 2017 Dallas BA President Michael Turner and Associate Vice President Cole Baker.

Government Relations Committee Receives AP Roffino Award

The scope of the AP Roffino Award has been expanded to recognize the Association's most significant accomplishment during the past leadership year. The 2017 recipient was the Government Relations Committee, chaired by incoming President Alan Hoffmann, for leading the charge with the Texas Association of Builders to successfully pass legislation that allows property owners to limit the fees charged by municipalities for tree mitigation. Presenting the award, President Michael Turner stated, "One of the Association's most important functions is to protect the industry from unnecessary fees and regulation. From that perspective, this year was one of our most successful."



Installation of Leadership Presented by:



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Tag Gilkeson named Designee of the Month

As a Certified Green Professional (CGP) Tag Gilkeson knows how to combine cost-effective building science with an ever-expanding selection of products and materials to build a home with sustainability in mind. He is trained to incorporate energy, water and resource efficiency, improving indoor environmental quality while using sustainable and locally sourced products into his projects.

Tag originally got started in the real estate and construction industry in 1999 after he obtained his Texas REALTOR® license. His primary business focus was in investment real estate. From there, it was an easy transition into buying real estate and flipping houses on his own. He has owned several fix and flips and rental properties along the way.

In 2009, Tag turned his attention to gaining more knowledge in his field. He obtained an associate's degree in architecture and a bachelor's degree in construction management. He was ranked in the top three of his class at graduation while also obtaining a personal recommendation from the program chair.

Having gained knowledge and experience in his field, he decided that it was best to give back to the industry by serving as a board member for two years for the North Dallas/Collin County Division.

Since then he has utilized the Dallas BA to obtain knowledge and designations within the industry. At this time, he has five designations recognized by the National Association of Home Builders and one designation that is local to the Dallas BA. These include Certified Graduate Builder (CGB), Certified Graduate



Tag Gilkeson with Mike Holmes of HGTV's "Holmes on Homes."

Associate (CGA), Certified Green Professional (CGP), Green Sales Professional (GSP), Certified Aging in Place (CAPS) and he is currently working on his Certified Graduate Remodeler (CGR) designation. He will complete the CGR designation at the 2018 IBS show in Orlando.

Tag utilizes these designations on his website, business cards, and on LinkedIn to set himself apart from the competition.

"Wouldn't you want the guy that's drawing your plans to know how to build a house?" he stresses. "These designations show that I have invested the time in learning the industry and what it takes to be seen as a professional."

Tag currently owns a design / build firm called Tag & Associates, LLC, where he works with home owners, remodelers and builders drawing full construction plans in 3D.

"The 3D drawings allow the builders and the owners to visualize what their new home will look like," he said.

EDITOR'S NOTE: Visit DallasBuilders.com for the complete interview with Tag.

Upcoming Education Classes

Upcoming classes are made possible by StrucSure Home Warranty, the 2017 Education Title Partner.

Designation Course: Project Management – Oct. 19 - \$210

Keep projects on schedule and within budget. Solid project management ensures client satisfaction with the project and the process. From pre-construction project management functions and responsibilities, to effectively managing trade contractors, to post-project duties, this course will grow your professional value—and put smiles on your customers' faces.

Register today to secure your seat at www.dallasbuilders.com or contact Sheena Beaver at sheena.beaver@dallasbuilders.com or by phone at 972-931-4840.

This course is made possible through the partnerships of StrucSure Home Warranty, DuPont/Tyvek Weatherization Partners and APA the Engineered Wood Association.

The Great Energy Debate - Nov. 2

This class features three builder and energy rater teams who will each discuss a home of their choosing and how they met the energy code and compare the different options available. Each team will identify comparative costs of various paths and solutions under those paths. During this class we will compare common grounds and differing opinions among energy raters. Concluding the class will be panel discussion of questions from the audience.

This class is being offered on Nov. 2 from 10 a.m. to 1 p.m. with lunch included, the cost of this class is \$35 with advanced registration.

This course is made possible by the partnerships of StrucSure Home Warranty and Dow Building Solutions.



Building a Better House Series: Price Your Product Precisely - Nov. 8

Learn how to promote "Total Cost of Ownership." Get the highest appraisals possible. Show greater "value" to your customers. This class will address cost factors, property values, appraisals, resale considerations, and Total Cost of Ownership.

Students will learn how to properly price a home based on value and market conditions. We will discuss Energy Star and various green building programs and their value in the marketplace. Instructors will include a builder, an appraiser, a REALTOR® and a marketing expert. Hours are 10 a.m. to 1 p.m. with lunch included; the cost is \$35 with advance registration.

The Building a Better House Series is presented in partnership with StrucSure Home Warranty. Lunch partners include Dow Building Solutions, Texas Builders Resource Group, Paragon

Structural Engineers and ProSource Wholesale Flooring.

Designation Course: Basics of Building – Nov. 15

The basics of building is a must attend class for anyone new to the construction industry and those who want to expand their knowledge to better communicate with builders about the build process.

This course is designed to provide the student with a basic understanding of the project management process and the basics of that process. Focusing on six sections, this class will thoroughly cover common terminology, the sequence of events throughout the construction process, materials and methods typically used in residential construction and the roles stakeholders take during a new construction build or a remodel.

This is a REQUIRED COURSE for anyone working toward obtaining a Certified Graduate Associate, Certified Green Professional or Certified Sales Professional designation.

Partners are StrucSure Home Warranty, DuPont/Tyvek Weatherization Partners, and APA the Engineered Wood Association.



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Property rights battle hits home for Texas couple

Alan Hoffmann is no stranger to property rights battles. Last year, the Dallas BA and TAB member's project in the extraterritorial jurisdiction (ETJ) of Lakewood Village prompted a major win for property rights advocates, homeowners and builders in *Bizios v. Lakewood Village*. In that case, the Texas Supreme Court affirmed the Court of Appeals for the Second District of Texas' finding that the Texas Local Government Code does not grant general-law municipalities the power to enforce building code ordinances within their respective ETJs.

Hoffmann's next venture into the ETJ involves building a home and a barn for Harlan and Sue Stauffer on land they have owned for decades. The couple obtained all of the requisite permits from Collin County and began building late last year. The Stauffers were just about to pour their foundation when the City of McKinney, a fast-growing home rule city north of Dallas, brought the construction of their dream home to a screeching halt.

Although Bizios did not explicitly address whether home rule cities could apply building codes in the ETJ, the same reasoning and arguments are directly applicable. However, that has not deterred McKinney from involving itself in protracted lawsuits on the issue at considerable taxpayer expense. Those cases, *Arch Resorts v. City of McKinney* and *City of McKinney v. Custer Storage* concern an RV park and a storage center,

respectively. Both are located within McKinney's ETJ.

Those cases literally hit home for the Stauffers when McKinney threatened a lawsuit against them if they continued construction without obtaining a city permit. In order to issue a permit, McKinney demanded that the couple dedicate three acres of their land to the city. The land, valued at more than \$200,000, is situated at the proposed location of future farm-to-market roads and would likely be purchased from the Stauffers by the Texas Department of Transportation at fair market value.

"This is a dream of a lifetime put asunder by politicians we cannot even vote for," said Harlan Stauffer. His wife Sue added, "We are in our 70s so we don't have a lot of time left, we just want to build our home and enjoy it as long as we can."

Harlan and Sue do not have the time or the money to engage McKinney in another ETJ lawsuit, so the Dallas Builders Association decided to try another forum, the court of public opinion. With a municipal election looming, it was time to give the Stauffers the voice they did not have at the ballot box (since they live outside city limits).

"We decided to call the local ABC and NBC affiliates in hopes of finding an investigative reporter who would be interested in this story," said Alan Hoffmann. "A storage facility and RV park probably don't move the needle for most voters, but, in our case, it hit

Phil Crone, JD, CGP, GSP Executive Officer



home in a way that people can identify with and get engaged on. There are no better spokespeople on the issue than the Stauffers themselves."

The media campaign was stunningly effective. Interviews included drone footage of horses running around a large pond, illustrating how far removed the property was from suburban sprawl.

The Dallas BA targeted and boosted the story specifically to likely McKinney voters. With #CondemnationWithoutRepresentation trending, more than 30,000 impressions and 5,000 engagements on the story, upstart candidates seized the opportunity to change the mindset of the incumbent council. When the dust settled, three of six council seats changed hands and a home builder defeated an incumbent council member in the mayoral race.

Once seated, the new council, over the objections of city staff and taxpayer-funded outside legal counsel, voted to change McKinney's regulations to allow the Stauffers to build. However, their right to do so comes not because the city grants it, but because the law allows it.

The moral of this story is that grassroots efforts involving TAB and local associations working in concert with members in the field make a difference for families such as the Stauffers. We are agents of positive change and champions for property rights in the legislative, regulatory and legal processes. We can be in the media and with public opinion as well.

Milestone Anniversaries



(Left) Membership Chairman Jeff Dworkin presents Eric Neel of The Jarrell Company with a plaque recognizing the company's 70th anniversary of membership in the Dallas BA. (Right) Mark Dann of Highland Classic Homes is recognized for 10 years of membership.

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.

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Associated Truss & Lumber Co.

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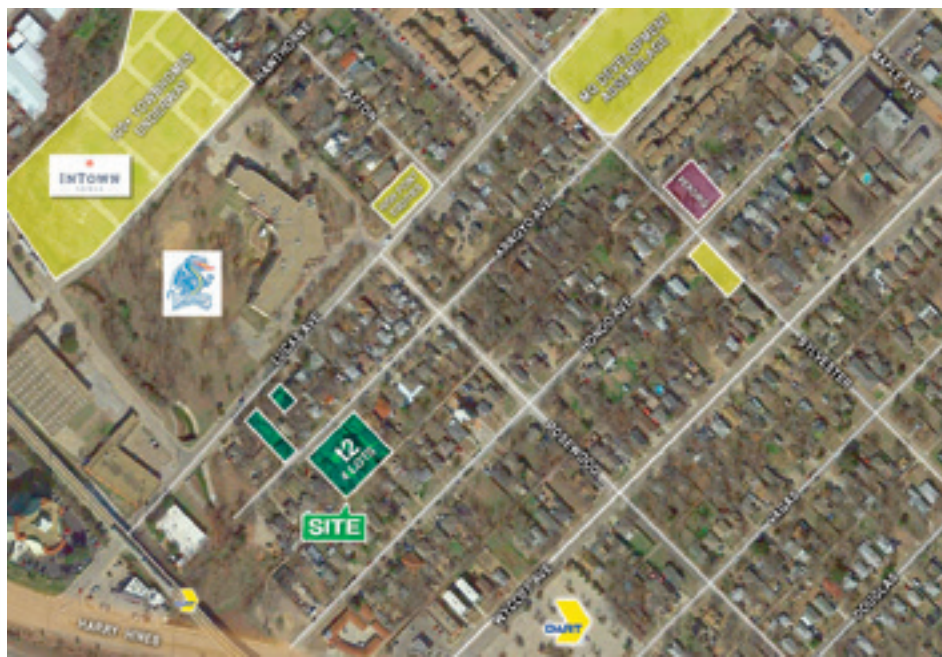
Yearlong Membership Partner Tiffany Acree of StrucSure Home Warranty presents Dallas BA Yeti tumbler to membership recruiters Mike Mishler of Mishler Builders and Bob Cresswell of Cresswell Homes.



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Spike: Alan Hoffmann, Hoffmann Homes

Chad Brown and Assoc.
Chad Brown
214-707-7244

Dean Cathey Custom Homes
Dean Cathey
972-571-1630
Spike: Mike Mishler, Mishler Builders Inc.

Fireside Custom Homes, LLC
Bill Haney
972-980-0001

Larasha Homes
Aijun Cheng
972-231-3877

Ron Davis Custom Homes
Ronald Davis
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Joe Wesner
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Title Insurance
Spike: Bob Cresswell, Creswell Builders

EcoUrban Construction
Juan Carlos Reveles
214-566-9410
Tile-Labor
Spike: Alan Hoffman, Hoffman Homes

eStream Digital
Caleb Rydbeck
469-518-5555
Home Automation Design & Installation

Fidelity National Title
Patricia Rissanen
972-922-3738
Title Insurance
Spike: Gary Camp, Gary Camp Custom Homes

Glasshouse
Mike Leal
214-761-1100
Glass (Stained/Solarium/Structural Block)

Green Fiber
Erick Peril
682-300-3223
Insulation Manufacturers/Distributors

Hicks III Investments Inc
Chalres Hicks
214-587-9500
Spike: Alan Hoffmann, Hoffmann Homes

McReynolds Designs
Mark McReynolds
214-551-5014
Designers
Spike: TJ Sinno, Sovereign General Contracting LLC

Resource Staffing
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940-231-8576
Solar Energy

Super Glass LLC
Christian Ponce de Leon
214-624-4623
Glass (Stained/Solarium/Structural Block)
Spike: Alan Hoffmann- Hoffmann Homes

Tree House
Kim Ulrich
214-945-1040
Designers
Spike: Michael Turner, Classic Urban Homes

Associates Appreciation Cookout



Past President and Membership Director Jeff Dworkin gets dunked.



President Michael Turner, Kevin McLain of Dow Building Solutions, Jeff Dworkin. Kevin won a gift card courtesy of Intex Electric.



Tom Sadler of Sadler & Associates won Rangers tickets with parking, courtesy of Intex Electric.



Michael Turner, Stephen Puckett of LegacyTexas, who won \$50 cash, Jeff Dworkin



Michael Turner, Greg Paschall of Intex Electric, who won a Sony wireless speaker, Jeff Dworkin



Michael Turner, Pat Johnson of UltraMedia, Inc., who won \$50 cash, Jeff Dworkin



Michael Turner, Marty Brady of North Texas Financial Group, who won a Kindle Fire, Jeff Dworkin



Michael Turner, Harvey Braden of Perma-Pier Foundation Repair, who won an Echo Dot, Jeff Dworkin



Michael Turner, Carin Stein of Sherry Wilson Agency Farmers Insurance, who won \$100 cash, Jeff Dworkin

Michael Turner, Lane Taylor of Lane Taylor Designer, who won \$100 cash, Jeff Dworkin



SPIKE NIGHT! AFTER HOURS

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WATCH THE VIDEO, GET THE COMPLETE STORY AND ENTER THE PRIZE DRAW.

