

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXV

No. 1

January 2018

Dallas BA's Industry Investors for 2018



BRIEFLY

Effective Jan. 1, 2018, annual dues for all Associate members were changed to \$740. The Board of Directors voted to combine the A1 and A2 membership categories at the average dues rate paid by Associate members. AS (Associate Sustaining) dues are not affected by this change.

The Metro East Division kicks off the new year with a lunch meeting at The Landing at Chandler's Yacht Club in Rockwall Jan. 18. Register online on the calendar at DallasBuilders.org.

Join the Metro North Division Jan. 24 for lunch at Stonebriar Country Club in Frisco. Reservations can be made by visiting the calendar at DallasBuilders.org.

The Dallas Division's first meeting of 2018 will be held Thursday, Feb. 1, at Maggiano's Little Italy at NorthPark Center in Dallas. Save money by registering online at the calendar at DallasBuilders.org.

The Multifamily Builders Council will meet Feb. 6 at Association offices in Plano. The meeting begins with registration and lunch at 11:30 a.m. Details are on the calendar at DallasBuilders.org.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Year in Review

2017: Defining Our Future

By Phil Crone, JD, CGP, GSP
Executive Officer

Some years aren't marked as defining moments when December 31 rolls around. A couple more roll by before you fully realize their significance. Reflection has a funny way of revealing forks in a road traveled to achieve a goal or milestone. Such is the story of 2017.

Blessed with the best housing market in the country fueled by nearly 100,000 new jobs, it would be easy for the Dallas BA to simply keep calm and carry on with business as usual. However, reflecting on the lessons we learned not too long ago tends to remind us that finding opportunities now best prepare us for the challenges that cer-

tainly lay ahead.

One of those challenges now and into the foreseeable future is housing affordability. The median closing price for a new detached home is now \$323,500; up from \$290,000 in 2015 and \$316,880 in 2016. Diminishing affordability is driven by the four L's: land, labor, lumber and local regulation, which is a great segue for me to reflect on our accomplishments in the advocacy arena.

First off, we accomplished the impossible (twice). Faced with more tree ordinances than we could shake a stick at, pruning local tree ordinances was the number one priority for the Dallas BA. Prior legislative attempts failed just like my tree puns so a new approach was

needed. Instead of fighting the fees, we would incentivize trees. The result was an innovative bill that provided a financial credit to property owners for planting replacement trees.

During the regular session, the bill drew a broad base of support and unanimously cleared both chambers of the legislature only to be vetoed by the Governor enroute to a tumultuous

summer special session. Thanks to the efforts of the Texas Association of Builders and tireless dedication from Director of Government Affairs David Lehde, the revised bill finally received the Governor's signature and became law on Dec. 1.

The Dallas BA also played a critical role in helping to undo the onerous *continued on page 6*

McSAM Awards Call for Entries now available

Plans are well underway for the 2018 McSAM Awards, which will be held on Saturday, April 14, 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 2017.

Entry applications and materials will be due March 9. This year's awards show will include 59 categories and two People's Choice Awards: Community of

the Year and Builder of the Year. Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in four dollar volume categories starting at \$5 million.

An Entry Prep Seminar is scheduled for Jan. 24, 9 to 10 a.m. at Association offices. This free event includes breakfast and is presented by the McSAM Awards Committee and event producer Peter Mayer Productions. Register at DallasBuilders.com.

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. Last year more than 300 entries were submitted, and attendance reached almost 450.



Donnie Evans Receives Distinguished Service Award
Executive Officer Phil Crone presents Dallas BA Past President Donnie Evans of Altura Homes with the Distinguished Service Award on behalf of the Texas Association of Builders. The award was in recognition of Evans' work as chairman of the successful Sunbelt Builders Show in 2017.

Dallas BA kicks off 6th Operation FINALLY HOME project for wounded vet



With a full conference room of enthusiastic members, the Dallas Builders Association kicked off its sixth Operation FINALLY HOME project with a town hall meeting on Dec. 7. The Little Elm project, made possible with a lot provided by Hillwood Communities and builder Plantation Homes, received its initial donations and is on track to surprise a wounded veteran and family next month.

"This family doesn't know it yet, but 2018 is going to be a really special year for them," said Dallas BA Executive Officer Phil Crone. "Thanks to Hillwood Communities, Plantation Homes and all of the generous associates, we, through Operation FINALLY HOME, are poised to give back to someone who has given so much to protect the freedoms we enjoy daily."

The surprise and groundbreaking will be held on Saturday, Jan. 20, at 11 a.m. at The Porch at Union Park located at 4975 Union Park Blvd. Aubrey, TX 76227. Members are encouraged to attend as all are invited. In order to preserve the surprise, please avoid posting details about this event online (forwarding it in an email is ok).

Register for Home of the Week by Jan. 16

In conjunction with the *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.

The Home of the Week program has been reformatted to include homes in all stages of completion. From conceptualization to on the market homes, it's never been easier to promote your project for free. This represents a value of more than \$2,000 in advertising dollars, offering prime exposure, and is a benefit offered only to Dallas BA builder members.

Builders whose names are drawn

can expect the photo and story to be featured in *The Dallas Morning News'* New Home section. Additionally, the project will be promoted on DallasBuilders.com, Houzz and other Dallas BA social media sites.

Since 1959 almost 3,000 homes have been recognized in the "New Homes" section of the Sunday *Dallas Morning News*.

Home of the Week applications are now being accepted through 5 p.m. Jan. 16. Names of 15 builder members will be drawn and their projects will be featured to appear between Jan. 28 through May 13.

To register your project into the drawing, contact Holly Pemberton at 214-624-3176 or send an email to holly.pemberton@dallasbuilders.com.

MFBC Holiday Party



On behalf of the Multifamily Builders Council Board of Directors, Rene Grossman presents a check for \$5,000 to Melissa Bettis of the Samaritan Inn, Collin County's only homeless shelter. The Council has contributed to Samaritan Inn more than \$100,000 over the past several years.



Multifamily Builders Council Board member Rene Grossman presents the Superintendent of the Year Award to Shawn Harris of JPI Construction.



Holiday Party guests brought almost 200 toys and \$500 in cash for donation to the local Toys For Tots chapter.



The Multifamily Builders Council Board of Directors

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| CBG Building Company | Zytech Building Systems |
| GE Appliance | Cadence Mcshane Construction |
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| KWA Construction | Republic Elite MF Interiors |
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The Home Builder (USPS 579-680) is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972/931-4840. Supplemental subscription rate is \$36.00 per year. Periodicals postage paid at Plano, Texas, and additional offices. **POSTMASTER:** Send address changes to The Home Builder, 5816 W. Plano Pkwy., Plano, Texas 75093.

BARCIE VILCHES, Editor



Thank You, HOMEPAC Investors



David Lehde
Director of
Government
Affairs



A big part of the advocacy work done at the Dallas Builders Association relies on the opportunity to communicate with those who decide regulatory policy.

There's an old saying in government relations, "If you're not at the table, you're on the menu."

As we move into 2018, we want to say thank you to HOMEPAC of Greater Dallas' club level participants who have helped us get off to a good start for the cycle.

2017-2018 Club Level Participants in HOMEPAC of Greater Dallas

Capitol Club – \$2,500
Justin Webb

Lone Star Club - \$1,500
Donnie Evans
Alan Hoffmann
Tim Jackson
Michael Turner

Austin Club – \$1,000
Bill Deal
Carol Longacre
Richard Miller
Mike Mishler
Matt Robinson

President's Club – \$500
Larry Campbell
Jeff Dworkin
Kelly Hoodwin
David Lehde
Matt Mitchell

Frank Murphy
Gregory Paschall
James Rudnicki
Tom Sadler
Sherry Scott
Geanie Vaughan

Senator's Club – \$250
Ross Anthony
Cole Baker
Doug Bowerman
Gwen Castillo
Phil Crone
Mark Dann
Tom Greico
Barry Hensley
Donny Mack
Pat Nagler
Mike Phillips
Steve Puckett
Kelly Reynolds
Jerry Sanders

Matt Walls
Brian Webster
Jim White
Jim Wilkins

Century Club – \$100
Kathie Ahrens
Larry Baty
Jerry Carter
Nadia Christian
Ronnie Cunyus
George Davis
Matthew Eytcheson
Dave Hambley
Warren Hilla
Chris Marquardt
Kevin McLain
Phil Smith
Daniel Stanphill
Rod Vochatzer

Thank you for your support of Association advocacy efforts.

Eight Dallas BA members return as 2018 Industry Investors

As your Association begins its 73rd year of working to represent the interests of the men and women who make their livelihood in the homebuilding industry, we want to acknowledge eight very committed members.

They are The Bath and Kitchen Showplace, Dow Building Solutions, Fox Energy Specialists, Hotchkiss Insurance, Johnson Supply, Stellar Home Theater and Beyond, StrucSure Home Warranty and The Thompson Group at Classic Chevrolet.

These members have stepped up to

invest in the Dallas Builders Association at an extraordinary level as Industry Investors. All eight were the Association's Industry Investors in 2016 and 2017, as well.

These companies invest significant funds and have committed to supporting the wellbeing of your industry advocate—the Dallas BA.

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

this year's commitment.

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

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

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Past President Michael Turner returns to the building trades classroom

Thirty-three years after graduating from a similar program in Arlington ISD, Dallas BA Past President Michael Turner of Classic Urban Homes returned to the building trades classroom. This time to visit with the next generation of builders and contractors at Waxahachie High School.

With the DFW area in need of 20,000 construction workers, instructor Curtis Green's classes are growing as young people become more interested in the doors opened by acquiring construction skills. "Our program now includes more than 150 students," said Green. "We have plenty of space and enthusiasm. However, we are short on materials, lumber in particular, and many of our tools first arrived here in the 1970s."

"I'm not saying that you should or should not go to college," Turner told the students. "I'm here to tell you my story about how I got to where I am now without a college degree so that you know how the skills you are acquiring here can be applied towards a career in construction or as a means to help you achieve your goals without the massive debt that often comes with student loans."

Turner shared the plans of a recently completed custom home in Dallas and emphasized how discerning homebuyers demand quality work. "I'll never forget my shop teacher after I left a piece of trim an eighth of an inch short asking me if I wanted to be a trim carpenter or a wood butcher. That stuck with me," Turner said. "A good worth ethic and pride in your work will take you to great heights in this industry."

The Dallas BA is working with Mr. Green and Waxahachie High School on a field trip to a construction site early next year. Builders and suppliers who can donate materials to the program are encouraged to contact the Dallas BA.



Immediate Past President Michael Turner addresses building trades students at Waxahachie High School.

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Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Year-to-Date 12/13/2017				Year-to-Date 12/13/2017		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	26,002	\$7,446,610,952	26002	1 DRI Horton Custom	2511	\$461,236,373
Duplexes & Twin Homes	68	\$23,084,129	136	2 First Texas Homes	1170	\$361,932,900
Apartments & Condos	297	\$1,344,992,923	16013	3 DRI Horton	1574	\$367,820,433
Cabins	2	\$40,000	0	4 Highland Homes	968	\$352,626,843
Other Residential Structures	379	\$54,031,932	0	5 Lennox Homes	829	\$273,110,825
Swimming Pools & Spas	4,795	\$213,594,035	0	6 Bloomfield Homes	851	\$259,635,606
Alternative Residential Energy	1,140	\$18,349,522	0	7 Pullis Homes	808	\$176,488,006
Garages & Carports	189	\$28,443,378	0	8 Toll Brothers Inc	282	\$161,698,443
Res Remd, Addn, Int Fin	4,123	\$312,936,426	0	9 K Homebased Homes	385	\$149,361,790
Reroof Residential	2,797	\$90,759,867	0	10 Callabatic Homes Of	458	\$147,790,746
Total Residential Const	39,792	\$9,522,844,032	42,191	11 Darling Homes of	371	\$146,081,280
Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Week 50 - 12/07/17 to 12/13/17 (permits over \$20,000)				Year-to-Date 12/13/2017		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	533	\$129,243,052	533	17 Britton Homes	201	\$96,718,505
Demolition	26	\$8,000	0	18 Onex Custom Homes	277	\$96,686,289
Grading & Dust	1	\$20,000	0	19 Ashton Woods Homes	300	\$96,066,816
Footing & Foundation	113	\$1,455,350	0	20 American Legend	348	\$94,864,776
Duplexes & Twin Homes	3	\$1,134,174	6	21 Magstad Homes Inc	313	\$90,825,151
Apartments & Condos	4	\$991,990	12	22 Shadlock Homes	229	\$89,915,488
Other Residential Structures	2	\$65,000	0	23 Landan Homes	273	\$89,088,837
Swimming Pools & Spas	91	\$7,031,923	0	24 Geihan Homes	315	\$83,434,728
Alternative Residential Energy	26	\$609,170	0	25 LGI Homes	470	\$80,671,553
Garages & Carports	1	\$27,000	0	26 Heritage Homes	196	\$75,632,450
Res Remd, Addn, Int Fin	108	\$8,906,668	0	27 IRI Partnership	241	\$66,127,697
Reroof Residential	24	\$807,205	0	28 Dunhill Homes	204	\$62,819,523
Total Residential Const	936	\$160,299,536	561	29 Heritage Homes	259	\$61,322,584
				30 Impression Homes	299	\$58,388,685
				31 M/I Homes	209	\$57,901,930
				32 Altura Homes Lp	192	\$49,530,442
				33 Robson Ranch	143	\$45,662,817
				34 Our Country Homes	115	\$45,089,574
				35 Taylor Morrison of	115	\$44,956,774
				36 Anlars Homes	224	\$44,613,400
				37 CB Joint Homes	189	\$43,527,287
				38 David Weekley	105	\$43,419,474

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M.E.R. Achieves 35-Year Milestone

Peggy Ramage of M.E.R. Designs accepts a Milestone Award for 35 years of membership in the Dallas Builders Association, presented by Geanie Vaughan of Lee Lighting, co-partner of the Milestone Award Program with Centricity.



McCowen-Sainton Reaches 30-Year Milestone

Geanie Vaughan of Lee Lighting presents a 30-Year Milestone Award to builder Patrick McCowen of McCowen-Sainton Inc. Lee Lighting is a co-partner of the Milestone Award Program with Centricity.

2018 Education Schedule

Register for classes at dallasbuilders.com

Note: Date & times are subject to change, please check the association website to stay current.

January 25 - Designation Dinner	July 11 - Building a Better Business Class 26 - Cracking the Codes Class
February 7 - Building a Better House Class 14 - Basics of Building* 15 - Business Management for Building Professionals*	August 8 - Building a Better Business Class 23 - Cracking the Codes Class
March 5 - CAPS I* 6 - CAPS II* 7 - CAPS III* 14 - Building a Better House Class	September 12 - Building a Better Business Class 27 - Risk Management*
April 11 - Building a Better House Class 26 - Cracking the Codes Class	October 10 - Building a Better Business Class
May 9 - Building a Better House Class 16 - Building Codes & Standards* 24 - Cracking the Codes Class	November 14 - Building a Better Business Class
June 5 - Estimating & Scheduling* 13 - Building a Better House Class 28 - Cracking the Codes Class	December

Thank you to the 2018 Education Title Partner



Thank you to the 2018 Education Title Partner

Designation courses are 9am-5pm - \$210
 All other classes are 10am - 1pm. - \$40

* Indicates Designation Course

For questions please contact Sheena Beaver at Sheena.Beaver@DallasBuilders.com or 972-931-4840.



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Casino Christmas kicks off holiday season Dec. 14



Ted Konechne with L&S Mechanical was the winner of an iPad donated by Teresa Staggs of KJ Custom Screens & Outdoor Living.



Past President Michael Turner declares Katherine Guidry of Pot-O-Gold Rentals, LLC as the winner of the Ugly Sweater Contest.



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A Year in Review: Defining Our Future in 2017

continued from page 1

and unnecessary Waters of the U.S. regulation, which threatened to put every ditch, creek, pool and pond under federal oversight. On Aug. 10, EPA Administrator Scott Pruitt met with member builders and developers. Administrator Pruitt was the highest ranking federal official ever to visit our offices and we were the first home building industry group he took a meeting with.

The sheer number of initiatives we fought for and misguided proposals we defeated or defanged are too numerous to mention in this column. In more than 11 years of working for you, I would be hard pressed to find a more impactful year of advocacy. Much of the credit for that falls on David's shoulders.

We came into this year with the expectation that the Association would continue to grow along with the market. This remains an area for improvement and with Blair Calvo we are finally poised to realize our potential. Due to a diligent focus on member outreach, our retention rate is approaching 80 percent and, as a result, we are growing again thanks to Blair's hard work and enthusiasm. In 2017, we renewed an old program that recognizes membership milestones starting with your fifth anniversary all the way up to The Jarrell Company and Stewart Title who celebrated 70 years as Dallas BA members.

Thanks to strong leadership from their respective presidents, chairmen and boards along with Director of Member Services Misty Varsalone, our Divisions and Councils continued to meet the networking and organizational needs of our membership. Metro East continued to do incredible work in our community, raising more than \$65,000 for Lone Star CASA with their annual Cars for CASA event, which featured more than 400 cars. Metro North held a successful bowling tournament benefiting Operation FINALLY HOME. The Dallas Division continues to offer incredible programming, and members have started to renovate a YMCA facility in Farmers Branch.

Not to be outdone by our Divisions, the Multifamily Builders Council raised \$8,600 for the Samaritan Inn and served dinner monthly at the shelter for the temporarily homeless. The council's Christmas party collected more than 200 toys for Toys for Tots. The Remodelers Council initiated a project for a charity called Patriot Paws. The Rockwall-based charity places service dogs with wounded veterans providing them with independence and companionship.

Our special events performed well in 2017 starting with the State of the Industry Summit. This inaugural event drew an audience of more than 300 and took a deep look into our market's challenges (see the four L's above) and opportunities. Attendees were treated to insight and information from NAHB lobbyist Lake Coulson, who was right in the thick of all the chaos in Washington. The 2018 Summit will be held March 8 (two days after state primary elections).

With more than 500 entries and 600 attendees, the ARC and McSAM Awards each took a step forward in 2017 thanks to hard work from Misty and the event committees. These events showcase the best of our industry and are always among my favorite to attend.



Cowboys defensive end Tyrone Crawford visited the Dallas Builders Show in October, mingling with area building trades students.

The Dallas Builders Show also hit its stride this year with the largest number of exhibitors and attendees since its inception in 2013. The highlights there included a guest appearance by Cowboys defensive end Tyrone Crawford and nearly 100 students from building trades programs around the area. These students are the future of our industry and will be invited to future events.

In total, 201 companies partnered with the Dallas BA in 2017, up from 167 in 2016. Accounting Manager Becky Warner provided me those numbers and others throughout the year. She's really grown into her role and taken ownership of the budget process and never hesitates to lend a hand



EPA Administrator Scott Pruitt met with Dallas BA leaders in August.

with anything and everything. Administrative Assistant Holly Pemberton is following that example, too. Like Becky, she's quickly becoming a Jill-of-All-Trades after joining us in August. Holly is an extremely driven worker and fast learner who has great things ahead for her here.

Our education program had another wonderful year thanks to strong leadership including staff director Sheena Beaver. It, once again, won an Association Excellence Award from NAHB for the best education program, making it the nation's most decorated local program over the last five years. More than 570 industry professionals packed the classroom, we developed and launched the successful "Build a Better Business" series, developed new homegrown seminars specific to our market, launched a "designee of the month" recognition program, and grew our ranks of designees from 273 to 297. Our education program is poised for future growth thanks to the leadership series that debuted in 2017 and produced its first six graduates.

As you already know, we are blessed with outstanding people in the Association who are among the best that our industry has to offer. The Hugh Prather Trophy, the Association's highest annual honor, went to Past President Donnie Evans of Altura Homes. Donnie's character and commitment to bettering our industry and community are simply incredible from his work helping underprivileged kids, building a home for Operation FINALLY HOME, and opening his own home to foster kids in need.

A personal thank you from every member is owed to your 2016-17 President, Michael Turner. In the words of former Executive Officer Ed Cox, "Our Association must always take pride in the care and attention of the dedicated men and women of vision who made sure things were done, done well and decisively from the very beginning." There could not be a better way to sum up the Turner Presidency.

Many of the aforementioned forks in the road that lead to achieving milestones and success were navigated by Michael Turner. From day one he promised to make our Association more relevant and to reach the next generation of industry professionals in local trade schools like the one he started his career in. He made several speaking visits to local high schools and opened a project up to students from Skyline High School in Dallas. The teens were enthralled as he described the plans for his home that was only in frame stage at the time.

Michael's leadership helped us increase our visibility and relevance as the industry's voice on topics such as immigration reform, the labor shortage and the need for vocational training. We appeared in and on nearly all local television stations and newspapers and even a few national ones. He also helped lay the groundwork for our next big thing.

In 2018, our DallasBuilders.com website will transition to a consumer-oriented site that allows the public to find information and insight about building and remodeling a home. The site will also enable them to locate builders and remodelers by the cities and neighborhoods they build in. Following that will be a long-overdue refresh of the existing website, which will migrate over to DallasBuilders.org. Not only will the Association work to keep you in business, we will work to get you business.

Communications Director Barcie Vilches is playing a key role in these transitions as well as others we have had this past year. In the wake of some staffing changes, I was blessed to be able to rely on Barcie's 35 years of experience and service to our Association to keep things churning. This involved her taking on new roles, getting to the bottom of problems that otherwise would have lingered without a solution and tying down several loose ends. In the midst of it all, it became a family affair as her daughter Hannah jumped on board to handle contract work during the transitions. Barcie truly is the glue that holds this place together and we could not have navigated the challenges this year without her experience and wisdom.

2017 saw us take social media to a new level as we grew our base and used it as an effective advocacy tool. Our followers grew more than 20 percent to around 6,500, and Facebook allowed us to lead on a very important issue in McKinney.

In McKinney, 2017-18 President Alan Hoffmann once again found himself in the middle of a fight on behalf of his homeowners. In this case, an older couple was trying to build a house and a barn on land they had owned for decades. McKinney had other ideas and attempted to coerce the couple into conveying about \$200,000 worth of land in exchange for a building permit that was not needed since the home is under county jurisdiction. With his clients facing a choice between an expensive and time consuming lawsuit or extortion, Alan had other ideas and suggested good ol' fashioned public shaming. It worked brilliantly.

Thanks to a few paid posts and some well-placed comments, citizens and the media soon became aware of the couple's plight. After more than 5,000 engagements from McKinney residents on social media and investigative reports from NBC and WFAA, the political tide turned in favor of the couple, and construction of their home is now underway.

Alan's understanding of the media and how to effectively reach the public has us in a great place to see the consumer website project through. At his installation, we found that Alan has other talents. On stage with the Emerald City Band, he brought down the house with a hellzapoppin' bongo solo. I'm not sure I'm ever going to write that about another president.

While we gained quite a bit in 2017, we also experienced a serious loss with the passing of Honored Life Director Clyde Anderson. Clyde was one of the most generous and genuine people I have ever met. He loved helping people and many of our leaders got started with Clyde's guidance. Before he passed, he received the Associate of the Year award, which will forever be named in his honor. It



Clyde Anderson



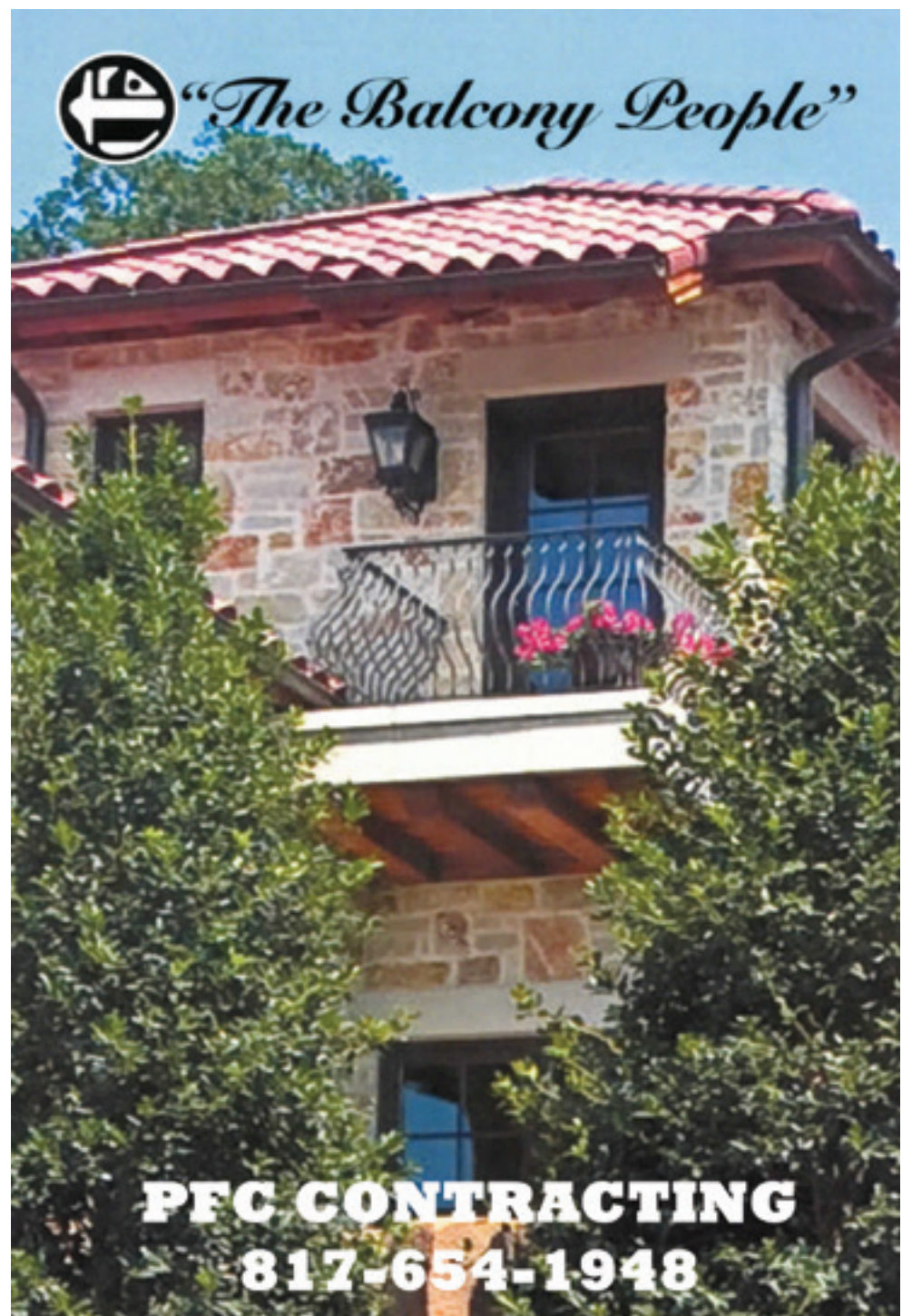
Several wounded combat veterans and recipients of Operation FINALLY HOME mortgage-free homes joined Dallas BA members for the Big Shot Shootout at the Frisco Gun Club.

is still hard to go to an After Hours or membership meeting without seeing him standing there shaking hands, smiling and making introductions.

Clyde's example of generosity will continue to manifest itself in many ways around here. Our partnership with Operation FINALLY HOME is stronger than ever. At the Big Shot Shootout in July we raised more than \$70,000 for our preferred charity, which builds mortgage-free homes for combat wounded veterans and their families. In December, we kicked off our sixth OFH project thanks to Hillwood Communities and Plantation Homes with the surprise scheduled for Jan. 20 at Union Park. We look forward to building that home and hopefully one more in 2018.

I truly believe that what happened in 2017 has set us on the path for defining moments in the year to come. Thanks to our terrific volunteers and staff, the significance of the new initiatives we've begun will be realized in the form of future achievements I feel we are destined for.

A huge thank you is owed to all who helped us get to where we are now. Especially our Industry Investors: StrucSure Home Warranty, Johnson Supply, Hotchkiss Insurance Agency, Fox Energy Specialists, The Thompson Group at Classic Chevrolet, Dow Building Solutions, Stellar Home Theater and Beyond and The Bath and Kitchen Showplace.



NEW MEMBERS

BUILDERS

Bright Realty
Aaron Ketchand
972-410-6569
Spike: Matt Robinson, Walton Development

DaVinci Homes
Tony Foust
405-642-1096

Evans Contracting and Consulting, LLC
Steven Evans
972-983-9943
Spike: Mike Foster, Mike Foster Custom Homes

Mari Real Estate Holdings LLC
Zagros Bigvand
972-740-2378

Savannah Custom Builders LLC
Jim Womble
214-237-2992
Spike: Michael Dodson, myHomedia

ASSOCIATES

Air Rey Service LLC
Fernando Alegre
972-352-1405
AIR CONDITIONING/HEATING CONTRACTORS

Equipment Depot
Don E. Taake
972-438-8000
BUILDING SUPPLIES

Roomored Inc.
Farrukh Malik
917-741-9460
TECHNOLOGY PROVIDERS

Superior Plumbing
Vincent Cantu
469-500-7908
PLUMBING CONTRACTORS
Spike: Jerry Parks, Traditional Classic Homes

VCM, Inc
Amber Anderson
972-612-2303
HOA MANAGEMENT
Spike: Sharon Reuler, Sharon Reuler, P.C.

AFFILIATES

Coldwell Banker Residential Brokerage
Stephanie Dixon
214-403-3949
REAL ESTATE BROKERS
Spike: Gwen Castillo, Coldwell Banker Residential

ProSource Wholesale, Inc
Brian Gilkes
817-983-3017
FLOOR COVERING SUPPLY
Spike: Mike Phillips, ProSource Wholesale, Inc.

ProSource Wholesale, Inc
John Gliedt
972-350-0720
FLOOR COVERING SUPPLY
Spike: Mike Phillips, ProSource Wholesale, Inc.

Visit DallasBuilders.com for complete contact information on these new members.

New builder search is here

The Dallas BA has launched its consumer website. The centerpiece of this new member benefit is an interactive builder search tool that will allow consumers to find Dallas BA members in the area, price point and style they are looking for.

“With nearly 400 builder members, the Dallas BA is uniquely positioned to be the go-to resource for consumers looking to build new or remodel in the Dallas area,” states Executive Officer Phil Crone.

“Like any website, it is only as valuable as the depth and breadth of the information contained in it. Therefore, builder members are encouraged to take a couple of minutes to fill out their profile. Doing so will enable you to take maximum advantage of the marketing campaign that will be associated with its introduction,” Crone said.

Simply go to DallasBuilders.org and click on the MEMBERS tab in the top navigation bar. Make sure you are in the company profile and be sure to click on UPDATE YOUR PREFERENCES to select cities where you do business, price range and other search limiters. Contact staff at 972-931-4840 if you need assistance.

Metro North Division Bowling Tournament



First Place: Metro North President Warren Hilla, Ashley Fulks, Chris Marquardt, Tag Gilkeson, Jodi Garrott, Frank Boyd



Second Place: Ken Chandler, Rod Vochatzer, David Smith and Russell Sands with Metro North President Warren Hilla (not shown: Jeff Dworkin)



Third Place: Travis Hicks, Teresa Hicks, Darrell Smith, Joe Haydocy, and Craig Cobb with Metro North President Warren Hilla



PARTNERS

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- Milgard Windows & Doors
- Kelly-Moore Paint Co.
- Texas Door & Trim
- Bath & Kitchen Showplace
- MLaw
- Prosource Wholesale
- Dynamic Engineering



Sales & Marketing Council Hosts Realtor Panel
The Sales & Marketing Council hosted a Realtor Panel in November. From left are Moderator Britt Fair, Fair Texas Title; Jim Fite, Century 21 Judge Fite Company; SMC Chairman Lamont Godbolt, Summit Funding; Rogers Healy, Rogers Healy & Associates; and Harrison Polsky, The Collective Residential



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