

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



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March 2018

Dallas BA's Industry Investors for 2018



BRIEFLY

The next Education offering will be part of the Building a Better House Series entitled "Site Security & Smart Homes," to be held March 14 from 10 a.m. until 1 p.m. The cost is only \$40 for members and includes lunch. Education classes are presented courtesy of Struc-Sure Home Warranty.

The Building a Better House Series continues on April 11, when "Hot Trends in HVAC & Water Heaters" is offered. Register by visiting the Calendar at DallasBuilders.org.

Paul Evans of BMC will discuss the "Cost of Building Materials & Commodities" March 15 at the Metro East Division luncheon. It begins at 11:30 a.m. at The Landing at Chandler's in Rockwall. Reservations are required. Visit the Calendar at DallasBuilders.org.

The 2017-2019 Residential Contracts Package is available to builder members. 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. Visit TexasBuilders.org to order yours.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Labor Secretary Acosta discusses workforce challenges and opportunities with Dallas BA

U.S. Secretary of Labor Alexander Acosta met with Dallas Builders Association members on a recent tour to meet with the area's job creators. Dallas BA President Alan Hoffmann and Fred Balda, president of Hillwood Communities joined representatives from Plantation Homes and Highland Homes to discuss the area's workforce challenges and opportunities during a tour of Union Park in Little Elm.

Union Park is the location of the Association's sixth project with Operation FINALLY HOME, the Dallas BA's preferred charity that builds mortgage free homes for combat wounded veterans and their families. U.S. Army SPC Daniel Dumas, his wife Melissa

and their young son also met with the Secretary at the site of their future home.

"We've been honored with visits by two senior Administration members in a matter of a few months," said Alan Hoffmann (EPA Administrator Scott Pruitt met with the Dallas BA in August). "This was a great opportunity to visit with Secretary Acosta to express our optimism on the economic impact of the tax cuts and also to convey our concerns regarding the ongoing labor shortage and its impact on housing affordability."

The Dallas area is currently about 20,000 construction workers short of the 100,000 needed to keep up with current demand. The Dallas BA estimates that,

on average, the labor shortage is adding about \$5,000 and 2 months to the construction of every new home in the area, which is contributing to loss of housing affordability. President Hoff-

mann provided Secretary Acosta with an overview of builders association efforts in the Dallas area and statewide to reach the next generation of the construction industry in vocational trade programs.



Chris Terhune of Plantation Homes; Hillwood Communities President Fred Balda; U.S. Secretary of Labor Alexander Acosta; Melissa and U.S. Army SPC Daniel Dumas and son; Congressman Michael Burgess; and Dallas BA President Alan Hoffmann of Hoffmann Homes stand at the location of the Dumas family's future mortgage free home from Operation FINALLY HOME.

New consumer site drives buyers to builder members

The Dallas BA new consumer website aims to better connect home buyers to Association builders and remodelers.

The new website at DallasBuilders.com went live in late January. It features industry insight only found from Dallas BA members and answers many of the questions consumers often have about the building process.

The site also showcase the Association's 70+ year history housing Dallas area communities.

Builders and remodelers are being contacted by Association staff with instructions on how to update their free profiles on the new website to ensure they are accurately featured. The new Builder/Remodeler Search Tool allows consumers to search by city, price range, architectural style and more. However, unless builder and remodeler members update their member profiles and select the applicable search limiters, they will not be included in specific search results.

"It's a very simple process, and can be done in just a few steps that literally takes two minutes or less," stresses Executive Officer Phil Crone.

Builders and remodelers can also now add their company logo, photos, embedded YouTube videos, company descriptions, keywords and social media links to their listing at no cost. Premier placement is available for only \$200 per year.

Members are also encouraged to help answer questions that come through the site from consumers. Answers will be posted online with author attribution.

"Connecting with the public has long been an area of improvement for us," said Dallas BA President Alan Hoffmann. "This new website is just the relevance tool we need. The Dallas BA now works to get you business as well as keep you in business."

The old website for Dallas BA members has moved to DallasBuilders.org. In the coming weeks, it, too, will receive an overhaul to a format that closely resembles the new consumer centric site.

Members are encouraged to con-

tact the Dallas BA at 972-931-4840 or info@dallasbuilders.com for questions or improvement suggestions.



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Finalists announced week of March 26

Awards Banquet: Saturday, April 14
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After Party presented by Neighborhood Management
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Tickets: \$110 per person until March 30/\$125 after March 30
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DALLASBUILDERS.ORG

Milestone Anniversaries



Roffino Construction – 50-Year Milestone
Patrick and David Roffino of Roffino Construction accept an NAHB recognition for 50 years of membership, presented by Milestone co-partner Geanie Vaughan of Lee Lighting.



Shaddock Development – 50-Year Milestone
Milestone co-partner Bill Deal with Centricity presents NAHB 50-year recognitions to Peter and Bill Shaddock of Shaddock Development.



Bob McDonald Company – 50-Year Milestone
Bob McDonald accepts his 50-year NAHB member recognition.



Pearson Mechanical – 35-Year Milestone
Stacey Pearson accepts his 35-year Milestone Award.



Redi Mix Concrete – 30-Year Milestone
Buck Weatherby (front left) and the Redi Mix Concrete sales team accept their 30-year Milestone Award.

Milestones Presented by:



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BARCIE VILCHES, Editor



Dallas Park Dedication Moving Through City Hall Impacts Home Prices

The City of Dallas Quality of Life, Arts and Culture Committee on Feb. 12 received a presentation from city staff regarding a parkland dedication and fee ordinance that has long been on a wish list for some in City Hall. The ordinance would require a residential development to dedicate a portion of the development's land to city, based on criteria for acceptance, or pay a fee per single-family home or apartment.

We all like the idea of parks, but, as in other cities, this issue becomes about high fees that will be paid by the future homeowner.

The dedication calculates to about 1 acre per 100 dwelling units for single-family or 1 acre per 127 two-bedroom apartments for multifamily. Obviously, land may not always be available for dedication, or the land offered may not be accepted. This forces future homeowners and renters to bear the cost of a parkland dedication fee-in-lieu, in addi-

tion to a park development fee.

Park fees and the costs related to land dedications are burdens that will be carried disproportionately by the future residents in areas of the city where development has not yet occurred.

The concern is whether those areas, including moderate income markets, can safely absorb yet another regulatory cost increase. For a single-family home, the combined fee is estimated at \$1,165 while a two-bedroom apartment would face a combined fee of \$917.

While it is a one-time fee, it still raises the lot basis related cost. It is important to realize that a \$1,165 fee actually cost the home buyer more as it is rolled into the life of the home loan.

With an report from economists at Texas A&M's Real Estate Center showing that just a \$1,000 price increase means on average, nearly 20,000 Texas households would be priced out of what would be considered a median

David Lehde
Director of
Government
Affairs



priced home, it becomes a question of how many families do not get to choose Dallas as their home.

Dallas BA has sought tradeoffs in the current ordinance draft, but those tradeoffs won't come into play for every developer and builder. No matter whether it is the dedication of land to the city, which is not reimbursed, or the required fee payment, there will be a cost increase resulting from the ordinance.

Dallas BA will continue to monitor and weigh in on the proposed ordinance. However, the ordinance is symbolic of a problem seen across the region. Our members want to offer homes for all income levels.

However, it seems that far too often when there is a discussion about taking a step forward to that end, we see another regulatory barrier.



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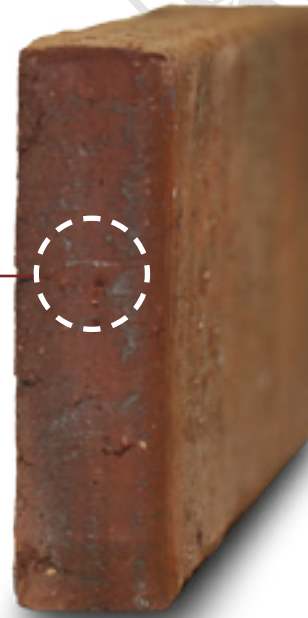
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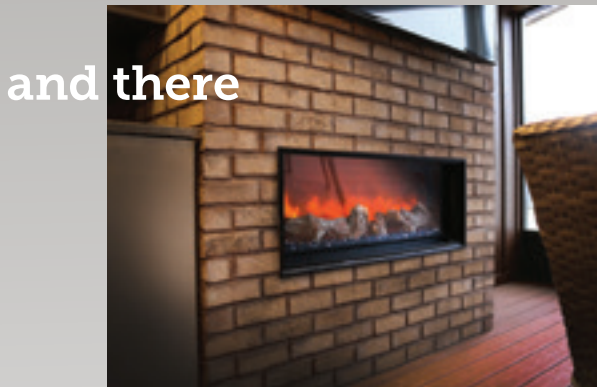
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Capital Distributing hosts February Dallas BA After Hours



Ryan Vaughn of Capital Distributing presents a Bosch Dishwasher to door prize winner Donnie Evans, Altura Homes.



David Whitmore of Westside Kitchen & Bath, Capital's Showroom Partner, presents a certificate for a free sink package to T.W. Bailey, Bailey Family Builders. With them is Membership Chairman Donnie Evans.



Traci Cook, Jason Ridley Agency, and Darrell Smith, Andersen Windows & Doors, both won Dallas BA logo tumblers.



Ryan Vaughn of Capital Distributing presents an Emeril knife set to door prize winner Vernon Wentz, Ad Imagery.



David Whitmore of Westside Kitchen & Bath presents an 8 Jet Speakman Showerhead to Kristen King, Samsung Appliance-Builder Channel

Donnie Evans congratulates cash prize winner Deb Young, Bailey Family Builders.



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Future of 'Dreamers' and housing inextricably linked

In the midst of a labor shortage of nearly 20,000 construction workers in our area, the Dallas Builders Association is looking for young people to enter into an industry that desperately needs them. Much of our outreach has centered on our area's vocational trade school programs.

These are the same programs President Trump called to expand during last month's State of the Union Address. They are also where about three in every four students are Dreamers otherwise known as eligible recipients of the Deferred Action for Childhood Arrivals program (DACA) whose status is very much in limbo ahead of President Trump's March 5 deadline to end the program in the absence of Congressional action. Their future and the future of the housing industry are inextricably linked.

The average age of a skilled craftsman in Texas such as a carpenter is 49. The average welder is 55 and the average plumber is 56. Over the next five years, 20 percent of skilled craftsmen in our industry will retire. Who will replace them?

From touring area high school programs, the answer is clear. Many students who constitute the future of our industry arrived in the United States at a young age, and life here is all they've ever known. They are acquiring skills that, quite frankly, most American children are not interested in, are perfectly bilingual and are excited about a future in residential construction. I spoke recently with a

Phil Crone, JD, CGP, GSP
Executive Officer



local program instructor who told me he's had to be as much of an advisor on work eligibility as he is for workforce training. Like all of us, he is short on answers unless Congress acts soon.

President Trump has rightly placed the responsibility for establishing a permanent solution for the program squarely in the hands of Congress where it belongs as well as taking necessary steps to secure the border. Congress needs to establish a constitutional and permanent fix to the DACA program quickly. Our industry's future depends on it.

According to New American Economy, 90% of the 800,000 DACA-eligible working age population is employed and contributing \$1.4 billion to federal taxes and \$1.6 billion to state and local taxes. There's potential for much more in the residential construction industry as the labor shortage alone is adding \$5,000 and 2 months to every home built in the area, according to a recent survey of Dallas BA builder members. If you are building or remodeling a home or planning for one in the near future, you have a vested interest in this issue.



Spike Achievements

Dallas BA President Alan Hoffmann and Spike Club Chairman Geanie Vaughan congratulate Jeff Dworkin of JLD Custom Homes and Michael Turner of Classic Urban Homes for achieving the 100-Spike and 50-Spike levels, respectively. Spike credits are earned by recruiting and retaining Dallas BA members. For information on how to get started, contact Director of Membership Blair Calvo at blair.calvo@dallasbuilders.com.

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Dallas BA supports SkillsUSA competition

The Dallas BA took part in the recent District 6 SkillsUSA competition held in Waxahachie, teaming up with Chick-fil-A to provide 80 hot meals to students from Garland-Naaman Forest High School, Grand Prairie and Waxahachie Independent School Districts.

Dallas BA Past President Michael Turner of Classic Urban Homes and Board member Nadia Christian of Petersen Custom Homes were on hand to support the students as they competed in various contests to demonstrate their framing, electrical and plumbing skills.

"These students are the future of our industry and we were happy to help out," said Turner.

"Kudos to Grand Prairie, Garland and Waxahachie building trades programs for competing in SkillsUSA and a very special thanks to the instructors who are training the students for a bright and profitable future."

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure that America has a skilled workforce. This national organization serves teachers and high school and college students who are preparing for careers in technical, skilled and service occupations, including health occupations and for further education. It was formerly known as VICA (the Vocational Industrial Clubs of America).



Dallas BA builders Nadia Christian of Petersen Custom Homes and Michael Turner of Classic Urban Homes join building trades teachers Scott Elmore, Bud Johnson and Randy Felts from Grand Prairie, Greg Geels from Garland Naaman-Forest and Curtis Green from Waxahachie ISD during the SkillsUSA competition. (Below) The Association and Chick-fil-A provided lunch for the 80+ students in the competition.



Bring Your Crew for Crawfish & Brew!

Thursday, April 26 6-8 p.m.

Dallas Builders Association Headquarters
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Tickets: \$30 Members Online/\$40 at the Door & Non-Members

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Details at DallasBuilders.org

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Spike: Alan Hoffmann, Hoffmann Homes

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Construction Monitor				Dallas Metro Single Family Builders Year-to-Date 02/14/2018		
Dallas Metro Building Permit Summary Year-to-Date 02/14/2018				Builder	Homes	Value
Residential	Permits	Value	Units	1 DR Horton	295	\$74,416,907
Single Family Homes	2,776	\$764,403,733	2792	2 DR Horton Custom	243	\$44,294,088
Duplexes & Twin Homes	15	\$5,661,084	30	3 First Texas Homes	119	\$39,888,673
Apartments & Condos	32	\$293,755,404	2390	4 Lennar Homes	137	\$33,000,977
Other Residential Structures	34	\$1,903,167	0	5 Highland Homes	89	\$29,817,017
Swimming Pools & Spas	431	\$17,752,195	0	6 Darling Homes of	63	\$21,841,106
Alternative Residential Energy	91	\$1,480,872	0	7 Grand Homes	55	\$19,879,267
Garages & Carports	23	\$1,717,700	0	8 Toll Brothers Inc.	35	\$19,176,119
Res Rmtd, Addn, Int Fin	472	\$4,789,380	0	9 Bloomfield Homes	68	\$18,873,276
Reroof Residential	85	\$5,230,839	0	10 LGI Homes	95	\$18,870,841
Total Residential Const	3,961	\$1,133,674,368	6,212	11 American Legend	54	\$18,746,104
				12 David Weekley	43	\$15,594,271
				13 Castellano Homes Of	35	\$12,916,508
				14 Pulse Homes Of	67	\$12,762,277
				15 K. Hovnanian Homes	34	\$12,751,375
				16 Britton Homes	23	\$12,507,498
				17 Beazer Homes	44	\$12,329,898
				18 McJannet Const	1	\$12,000,000
				19 Gehan Homes	42	\$11,948,296
				20 Shaddock Homes	33	\$11,887,059
				21 Perry Homes	32	\$11,272,204
				22 Mortgage Homes	29	\$9,716,288
				23 Magistral Homes	34	\$9,206,580
				24 History Maker Homes	43	\$9,105,320
				25 Antares Homes	44	\$8,829,606
				26 Landon Homes	21	\$7,409,078
				27 Dress Custom Homes	23	\$7,334,193
				28 Impression Homes	42	\$7,184,240
				29 Ashton Woods Homes	23	\$6,809,460
				30 Hill Homes	18	\$5,894,334
				31 Pulse Homes	25	\$5,774,171
				32 Robson Ranch	15	\$5,019,919
				33 CB Jerr Homes	24	\$4,863,790
				34 KB Homes	23	\$4,625,342
				35 John Houston Custom	17	\$4,625,280
				36 Heritage Homes	10	\$4,593,142
				37 Maple Leaf Homes	19	\$4,321,470
				38 Our Country Homes	9	\$4,200,573

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