

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXV

No. 10

October 2018

Dallas BA's Industry Investors for 2018



BRIEFLY

UPCOMING CLASSES



Building a Better Business: Hiring & Retaining Top Talent Oct. 17 - 10 a.m. - 1 p.m.

Instructor Rich Allen, author of *The Ultimate Business Tune-Up*, will teach participants what it takes to attract, hire and retain the very best people.

Series Partners: DowDuPont, Paragon Structural Engineering, APA-The Engineered Wood Association.

Psychometric Selling

Nov. 1 - 8:30-11 a.m.

Sales Solve Everything President and Partner Mar'Sue Haffner breaks down behavioral variables of generations, culture and personality, demonstrating how selling, managing and servicing have changed in light of these interwoven elements.

Partner: First American Title. Building a Better Business: Keeping Score to Win Nov. 7 - 10 a.m. - 1 p.m.

In this class we will explore how you can effectively and efficiently keep score of the critical factors that drive success in your business.

Series Partners: DowDuPont, Paragon Structural Engineering, APA-The Engineered Wood Association.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Installation of Leadership held Sept. 28 Presented by StrucSure Home Warranty

Matt Robinson of Walton Global Holdings was installed Sept. 28 as the 76th president of the Dallas Builders Association during ceremonies held at Noah's of Fairview. The Installation was presented in partnership with StrucSure Home Warranty.

Tim Jackson, past president of both the Texas Association of Builders and the Dallas BA, served as the installing officer. Other officers installed were Justin Webb of Altura Homes as first vice president; Matt Mitchell of James Andrews Custom Homes, as vice president/secretary; Greg Paschall of Intex Electrical Contractors as associate vice president; and Stephen Puckett of LegacyTexas Bank, as treasurer.

Theme of this year's Installation and for the year ahead, is "Developing Our Future."

The evening also featured presentation of some of the Dallas BA's most prestigious awards.

The Clyde Anderson Associate of the Year recognizes an associate member's contributions to and support of the Dallas BA. The 2018 honoree was Industry Investor DowDuPont, who is a strong contributor to the Association's education program and most recently stepped forward to bring a sold-out workshop on high performance homes

to members. DowDuPont has been a member since 1978.

The AP Roffino Award was presented to the Parade of Homes Committee, recognizing its achievements last spring in bringing back the popular home show as a very successful one-day tour of custom homes.

The Shorty Howard Trophy, which is given to the year's top membership recruiter, was presented to T.W. Bailey Sr. of Bailey Family Builders, who brought in 16 new members last year. Bailey has won the award 11 times.

Remodeler Key Residential won the APEX Award, which recognizes a builder or remodeler's professionalism in doing business with associate members.

A new award this year, the Designee of the Year, was presented in partnership with Fox Energy Specialists to builder Tag Gilkeson of Tag & Associates.

Also installed was the 2018-2019 Board of Directors. The Association's Honored Life Directors and Past President Life Directors are permanent members of the Board. Newly elected as Honored Life Director is Mike Phillips with ProSource Wholesale.

See photos and a list of partners on page 6.



2019 Dallas Builders Association President Matt Robinson of Walton Global Holdings accepts his official symbol of office, the president's gavel, from 2018 President Alan Hoffmann of Hoffmann Homes during installation ceremonies held Sept. 28 in partnership with StrucSure Home Warranty.



Past President Mike Mishler installs senior officers Justin Webb, first vice president; Stephen Puckett, treasurer; Matt Mitchell, vice president/secretary; and Greg Paschall, associate vice president.

Web ads now available!

Interested in being seen?

As the trusted source for residential building news and information, the Dallas Builders Association is a valuable resource for both consumers and other industry professionals seeking products and services in their area. Thousands of people visit the Association's consumer site, DallasBuilders.com, and the member site, DallasBuilders.org, each

month. Ad space is now available on the most trafficked pages on both websites. Upgraded listings featuring logo, photo, video, business description, priority placement and link to your website are also available.

Please contact Holly.Pemberton@DallasBuilders.com or 214-624-3176 for more information on pricing and package options.

Dallas Builders Show is Tuesday, Nov. 13 Presented by Milgard Windows and Doors

The 2018 Dallas Builders Show, presented by Milgard Windows and Doors, will be held from 1 to 6 p.m. Tuesday, Nov. 13, at the Plano Event Center. This annual trade show offers members an incredible lineup of educational opportunities.

The day kicks off with a Pre-Show Millennials Master Class presented by StrucSure Home Warranty that will give builders valuable insights into this burgeoning segment of the homebuying public.

Almost 60 percent of all new home sales in the Dallas housing market are attributed to millennials. Paige Shipp with Metrostudy will give statistics and market trends on this demographic.

The Master Class will also cover:

- Marketing to Millennials;
- Closing the Millennial Through Design & Staging; and
- Millennial Smart Home Specs.

This class is from 10 a.m. to 12 p.m. in the Northbrook Room of the Plano Event Center. The fee is \$40; all

builders attending the class will receive a free pass to the Dallas Builders Show.

Opening the Show at 1 p.m. will be housing industry business coach Shawn Van Dyke. "Hunting for Unicorns – Looking for Mythical Creatures with Magical Powers to Solve the Skills Gap" will be presented by Hotchkiss Insurance.

The great education doesn't stop there: five 45-minute breakout sessions will be held on the exhibit floor throughout the Show. For builders, there will be "Software Compare: Apps to Streamline Your Business" and Shawn Van Dyke will return with "Talent Magnet: Creating a Construction Business That Attracts Ideal Employees."

Noted TEDx speaker Judy Hoberman will lead associates through "Relationships: The Strongest Tool in Your Toolbox." A second associate breakout session will be "Learning the Builder Language: An Associate's Blueprint to Building a House."

Hoberman will also lead the fifth,

combined, session: "How to Succeed in Today's Market."

The Dallas Builders Show will once again connect the present and future of the home building industry as college and high school students will be on hand to meet Dallas BA members and

create connections that will give them insight into their future.

The exhibit floor is expected to sell out. A few partnership slots are also still available. Visit DallasBuilders-Show.com to learn more and to purchase tickets.



Keynote Speaker Shawn Van Dyke



TEDx Speaker Judy Hoberman




HOMEPAC Builder Dinner
(Above) State Senator and congressional candidate Van Taylor visits with Dallas BA members during the September Builder Dinner hosted by Sub-Zero/Wolf South Central Showroom. (Below) HOMEPAC Chairman Jeff Dworkin addresses the crowd.





LOTS FOR SALE


13 patio home lots in Frisco's exclusive, gated Wyndors Pointe community. Ideally located off Stonebrook Parkway west of the Dallas North Tollway. Prices range from \$200,000 to \$220,000. Contact Ted Cox, Ebby Halliday Realtors, (214) 300-1015.




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BARCIE VILCHES, Editor



The HomeFront

-Gov't Affairs News and Info

Fall's Opportunities for Member Participation in Association Advocacy

Dallas BA held its Builder Dinner on Sept. 5, benefiting the Association's advocacy efforts. This year's featured guest was State Senator Van Taylor of District 8. Taylor is also the Republican candidate for the U.S. House of Representatives in Texas' 3rd congressional district. The seat is up for election this November as incumbent Congressman Sam Johnson, a friend of the Dallas BA and the home building industry, is retiring at the end of this session and a historic career in public service.

Taylor, a decorated Marine, was elected to the Texas House of Representatives in 2010 and elected to the Texas Senate in 2014. Senator Taylor spoke to the dinner attendees about his background and record of fighting to limit government regulation, lower taxes and work with local leaders to bring jobs to Collin County. Taylor also spoke about his work on legislation to protect victims of domestic violence, safeguard children from predators and make it easier for deployed military members to vote while overseas.

Guests were also entertained by celebrity chef, Garth Blackburn, who gave a cooking demonstration featuring the evening's meal.

Dallas BA offers a special Thank You to Sub-Zero/Wolf South Central Showroom in Dallas for hosting the event.

HOMEPAC of Greater Dallas and Rally Day will be key to a successful 2018-19 advocacy cycle.

With this fall's general election for county, state and federal offices taking so much attention, it is important to remember that the need for member participation in Dallas BA government relations won't end on Nov. 6, election day.

Along with supporting incumbents and candidates who are builder friendly in this fall's elections, HOMEPAC of Greater Dallas will turn its attentions to spring city council elections. May of 2017 will see city council seats open up for election in multiple cities in the Dallas BA service area. Dallas, Celina, Denton, Frisco, Prosper, Plano and other cities throughout the 10 counties served by the Association will host elections for council members and mayors.

In an effort to build a regulatory environment that is considerate of homebuilding, your participation

in HOMEPAC of Greater Dallas is necessary and beneficial. The best way to participate is to invest. HOMEPAC of Greater Dallas begins its 2018-19 cycle in October. For more information, contact David Lehde at David.Lehde@dallasbuilders.com.

As Dallas BA continues its local advocacy efforts, the Association's work to make your voice heard in the Texas Legislature will be just as important when the 86th Texas legislative session begins in January.

Rally Day 2019, the event that allows our members to not only have needed industry face time with state legislators, but also gives an up close view of the session in process, is scheduled for March 20, 2019. As members of the housing and development industry, it is important that we are all aware of any issues that would be detrimental to our industry, especially those issues we as a group have the ability to address before they become requirements or law. Rally Day will provide an opportunity for you to deliver the message to your legislators that housing is important to Texas.

As their constituent, your voice carries weight with these policy makers. Your knowledge of your business

David Lehde
Director of
Government
Affairs



and your insight on how regulation will impact it provides the real world view that the legislature should keep in mind. A personal visit to our area's state senators and representatives can make a difference. Rally Day is the perfect event for providing reinforcement to our representatives regarding important issues they will be addressing in the following few months.

As Rally Day 2019 gets closer on the calendar, members will be provided updates on event logistics and how to participate, as well as information on key policy issues. The Dallas BA will provide buses to and from Austin for our members to attend Rally Day. Partnerships are available. For more information, contact Misty Varsalone, Dallas BA Director of Member Services, at Misty.Varsalone@DallasBuilders.com or 214-615-5012.

The government affairs team at Dallas BA wishes to thank our members for their support and help. Your participation, whether it is time or financial, is the foundation that our advocacy is built on.

Dallas Metro Building Permit Summary Year-to-Date 09/19/2018				Dallas Metro Single Family Builders Year-to-Date 09/19/2018		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	21,943	\$6,206,182,944	21965	1 DR Horton Custom	2100	\$264,375,526
Duplexes & Twin Homes	52	\$15,673,274	104	2 Highland Homes	964	\$315,224,971
Apartments & Condos	137	\$996,919,502	15263	3 DR Horton	1244	\$274,896,840
Other Residential Structures	322	\$30,602,211	0	4 First Texas Homes	779	\$261,084,122
Swimming Pools & Spas	3,957	\$176,821,784	0	5 Lennar Homes	997	\$260,427,672
Garages & Carports	197	\$20,708,806	0	6 Bloomfield Homes	796	\$211,525,516
Res. Rm'd, Addn, Int. Fin.	3,353	\$275,418,340	0	7 Darling Homes of	419	\$157,223,653
Reroof Residential	1,587	\$68,851,961	0	8 American Legend	431	\$147,111,900
Total Residential Const.	31,858	\$7,791,189,288	37,332	9 Toll Brothers Inc	343	\$141,874,363
Dallas Metro Building Permit Summary Week 38 - 09/13/18 to 09/19/18 (permits over \$20,000)				10 Beazer Homes	424	\$132,487,655
Residential	Permits	Value	Units	11 David Weekley	329	\$112,317,756
Single Family Homes	802	\$195,336,917	802	12 Pulte Homes of	636	\$109,136,602
Demolition	32	\$62,691	0	13 LGI Homes	570	\$107,882,704
Footing & Foundation	164	\$1,351,178	0	14 History Maker Homes	453	\$100,462,076
Apartments & Condos	2	\$166,691	3	15 Hallmark Land	258	\$86,534,787
Other Residential Structures	12	\$508,627	0	16 Megatec Homes	354	\$82,572,066
Swimming Pools & Spas	96	\$4,554,190	0	17 Britton Homes	186	\$66,396,070
Garages & Carports	2	\$90,000	0	18 K Homeart Homes	214	\$86,356,381
Res. Rm'd, Addn, Int. Fin.	105	\$6,850,168	0	19 Orres Custom Homes	230	\$83,578,659
Reroof Residential	76	\$4,093,386	0	20 Meritage Homes	260	\$82,658,318
Total Residential Const.	1,293	\$213,615,666	805	21 Gehan Homes	315	\$81,763,962
Accurate Energy Testing				22 Shaddock Homes	169	\$77,784,945
Blower Door Testing				23 Meritage Homes	190	\$74,672,421
Duct Blower Testing				24 Landin Homes	208	\$68,202,006
Room-to-Room Pressure Balancing				25 MHE Partnership	200	\$58,634,414
Fresh Air Ventilation Testing				26 Dunhill Homes	170	\$55,904,965
Thermal Imaging, and more...				27 Pulte Homes	237	\$55,500,431
Energy Modeling Experts				28 Ashton Woods Homes	172	\$54,864,963
Energy Plan Analysis for IC3 & REMRate				29 Mill Homes	191	\$54,337,247
Green Build Scoring Analysis				30 Impression Homes	276	\$52,425,312
Net-Zero Energy Analysis				31 Catalant Homes of	161	\$51,664,560
				32 Antares Homes	224	\$50,373,721
				33 Megatec Homes Inc	177	\$46,771,436

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Green Build Scoring Analysis
Net-Zero Energy Analysis



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Collin College breaks ground on technical campus in Allen

Local officials broke ground in September on a 340,000-sq.-ft. technical campus that will facilitate the education of future industry leaders. Situated on a 32-acre site along Highway 121 between Exchange and Alma in Allen, the campus will include an area more than 400 feet long and approximately 90 feet wide exclusively dedicated to the construction trades. Labs for plumbing, electrical, carpentry and safety will be coupled with a 6,000-sq.-ft. “build” lab providing hands on opportunities for students in all programs to work together on various projects.

“What a wonderful morning it was witnessing the Collin College technical campus groundbreaking!” said Dallas BA Past President Jeff Dworkin. “It was great to see Collin College joining with Allen, Plano, Frisco and McKinney ISDs to break ground on the epicenter for educating future leaders in the construction trades. Classes such as the ones that will be housed here are why I am in the home building industry.”

Collin College already has construction management, HVAC and welding programs up and running. Dallas BA Executive Officer Phil Crone chairs Collin College’s Construction Industry Advisory Committee tasked with tailoring the curriculum to industry needs and establishing an employment pipeline from Collin College to Dallas BA members.

“Collin College has made an investment in our industry and the future of the students who participate in these programs,” Crone said. “Now, it is incumbent on the industry to invest our time and expertise to make these programs the best they can be.”



Collin College’s technical campus is projected to open in the Fall of 2020. Members interested in assisting the new construction management program as a guest lecturer are urged to contact Phil Crone at the Dallas BA.

Ad packages now available on
DallasBuilders.com & DallasBuilders.org.
Contact Holly.Pemberton@dallasbuilders.com.

Escalation of trade conflict exacerbates construction costs

With lumber tariffs already adding more than \$6,000 to the price of every new home in Dallas, President Trump’s decision last month to escalate the trade conflict with China has builders bracing for more challenges to housing affordability. This decision could wind up imposing a \$2.5 billion tax increase on residential construction, according to the National Association of Home Builders (NAHB).

Trump announced he is moving immediately to impose 10% tariffs on an additional \$200 billion worth of Chinese imports, including \$10 billion of goods used by the home building industry.

This 10% levy represents a \$1 billion tax increase on residential construction. Making matters even worse, the tax hike will rise to \$2.5 billion on Jan. 1 when the President said the tariff rate will jump to 25% if the two nations have not resolved their differences by year end. If China retaliates, Trump has vowed to place tariffs on an additional \$267 billion worth of imports. The NAHB has strongly opposed this move.



“As we have seen with lumber, the tariffs themselves are only part of the cost increase number,” said Dallas BA Executive Officer Phil Crone. “The other part is the markup that some manufacturers will attribute to the tariffs or trade conflict, but may just be them not letting a good crisis go to waste. Some of our members have already received notifications to that effect.”

Responding to this action, NAHB Chairman Randy Noel issued the following statement, noting the effects this will have on the housing market and urging the White House to change course. “With America facing a housing affordability crisis, it is counterproductive to enact policies that will needlessly drive up the cost of housing. We respectfully

urge the administration to change course and work to resolve these trade disputes in a manner that won’t harm American businesses and consumers.”

Housing industry leaders continue to urge the Trump administration to resume trade talks with Canada. It is imperative to find a long-term solution to this trade dispute that will ensure that American home builders and consumers have access to a reliable supply of softwood lumber at reasonable prices.

“Housing affordability is the key driver of job growth to our region,” Crone said. “Loss of affordability from increasing local, federal and now international regulations is making it harder to maintain the competitive advantage we have enjoyed over other markets.”

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MF2 ±50' X 100' \$200K

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A building science seminar so monumental it sold out ... twice

*By Sheena Beaver
Director of Education*

Co-founder and President of Construction Instruction Mark LaLiberte is a household name in the builder world. He is known from coast-to-coast as well as overseas. He emphasizes building energy efficient, high performance homes without a giant price tag. As a recipient of the Lifetime Achievement Award from the Energy and Environmental Building Alliance (EEBA) he is well versed and has a passion for teaching builders advanced techniques.

During his six-hour Building Science Seminar held Sept. 26 for Dallas BA members, LaLiberte covered pertinent information on building techniques in a fun and interactive way. His delivery style resembles an entertainment show. Attendees gained knowledge in

an amusing way and still wanted more. Attendees asked thought provoking questions and challenged one another to raise the standards of building envelope construction in the Dallas Metroplex.

Dallas BA members were fortunate enough to see him live through the collaboration of two companies heavily involved in the Association. Industry titans Dow and Tyvek DuPont Weatherization Partners Limited joined forces and helped the Dallas BA Education Committee make this event a reality. In fact, days before the event, these two corporations merged into one, now known as DowDupont.

Weeks leading up to the event, it became clear that the Dallas BA office could not accommodate overwhelming response to attendance. Fortunately, being a good neighbor helped us to secure

a larger venue. St. Andrews United Methodist church is located just across Plano Parkway from the DBA office. They were generous enough to allow the event to be hosted at their spectacular facility. Doing so opened the door for 20 more builders to attend; these seats quickly sold out, again.

Danny Stanphill of Weatherization Partners Limited and Dallas BA Metro North Division President stated, "It was a great event for the changing times we face in the building industry. It's important to stay in front of the trends and make sure the builders understand changing expectations of their customers. Mark LaLiberte understands simple techniques builders can do to reduce their risk while implementing cost effective practices to be more energy efficient."

Kevin McLain with DowDuPont and Dallas BA Education Committee Chairman shared Danny's opinion, stating, "DowDuPont was proud to sponsor this building science seminar featuring Mark LaLiberte. We hope the builders and contractors who attended will use the methods and products that Mark discussed in his presentation to put

additional energy efficiency, durability and comfort into the homes they build."

The DBA Education Committee was thrilled to offer such a seminar and plans to continue to bring rewarding and forward-thinking seminars in the future. For a list of upcoming offerings please visit DallasBuilders.org or contact sheena.beaver@dallasbuilders.com.



Mark LaLiberte with partners Kevin McLain and Danny Stanphill, DowDupont.



Patrick Roffino is Designee of the Month

October's Designee of the Month goes to Patrick Roffino of Renovations by Roffino.

Patrick Roffino got involved in this industry how most of us do. He started by working for his family. Back in 1971 he made a whopping 75 cents an hour. That would be equivalent to \$4.65 an hour in today's wages. However, that didn't discourage Patrick at all. In fact, he opened his own construction company just a little over 10 years later, which also happened to be the same year he joined the Dallas Builders Association.

Being a second generation builder, Patrick brings over 30 years of experience to his company and this industry. That experience didn't come without a lot of education along the way. Some of it was life lessons, but most of it came from obtaining several designations throughout his career.

He obtained his Certified Graduate Remodeler (CGR) designation in 2004, and his Graduate Master Remodeler (GMR) in 2013. Having interacted with so many aging clients and those with disabilities, he also decided to get his Certified Aging-in-Place Specialist (CAPS) designation in 2006.

His specialties in this industry range from utilizing energy conservation, passive and active solar techniques and building some of Dallas's best Net Zero homes.

Although he is semi-retired, Roffino still enjoys personally walking a client

through the re-modeling process to ensure their utmost satisfaction. From affordable bathroom remodels to kitchen and room additions, Patrick says he loves the feeling it gives him to watch his clients obtain their dreams.

1) How do you market your designation?

I market my designations on my business cards and my business website. I also enjoy discussing them when my client asks me about them.

2) What does your designation add to your business?

The most significant thing it adds is the actual knowledge I gain; however, it also lends credibility in clients' eyes and makes them more secure in doing business with my company.

3) How do your customers respond to your designation?

All customers do their own research, when they look into doing business with my company, and the designation helps set me apart from my competition and makes the client feel comfortable that I am an educated professional.



Patrick Roffino

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DALLAS BUILDERS ASSOCIATION

November 13, 2018

Plano Event Center

1-6pm

Builders use code **dbuilder10**
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Presented By



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10 a.m. – 12 p.m.
Northbrook Room
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Closing the Millennial Through Design & Staging
Millennial Smart Home Specs

Builder Attendees will receive a pass to the show at no additional cost.

Associate Attendees must purchase a pass if they would like to enter the show at 1:00 pm.

Presented By



KEYNOTE SPEAKER

“Hunting for Unicorns - Looking for Mythical Creatures with Magical Powers to Solve the Skills Gap”
Presented by Shawn Van Dyke

Learn the systems & strategies that lead to profitable, sustainable growth!

Presented By



BREAK-OUT SESSIONS

Talent Magnet: Creating a Construction Business That Attracts Ideal Employees

Presented by Shawn Van Dyke
3:00 p.m. – 3:45 p.m.

Software Compare: Apps to Streamline Your Business
2:00 p.m. – 2:45 p.m.

Relationships: The Strongest Tool in Your Toolbox

Presented by TEDX Speaker, Judy Hoberman
President of Walking on the Glass Floor & Selling in a Skirt
2:00 p.m. – 2:45 p.m.

Learning the Builder Language: An Associate's Blueprint to Building a House

3:00 p.m. – 3:45 p.m.

How to Succeed in Today's Market

Presented by TEDX Speaker, Judy Hoberman
President of Walking on the Glass Floor & Selling in a Skirt
4:00 p.m. – 4:45 p.m.

Connect with 100+ high school and college students interested in learning more about housing industry careers!

To purchase tickets go to www.DallasBuildersShow.com

StrucSure Home Warranty presents 76th Installation



76th Dallas Builders Association President
Tim Jackson, past president of the Texas Association of Builders and the Dallas BA, installs Matt Robinson of Walton Global Holdings.



2018-2019 Dallas BA President Matt Robinson gathers with his family before ceremonies begin.



Key Residential Wins APEX Award
Janie Lynch accepts the APEX Award on behalf of Key Residential. The award was presented by Dallas BA Associate Vice President Greg Paschall and 2018 President Alan Hoffmann in recognition of Key Residential's professionalism in dealing with associate members.



Outgoing President
Alan Hoffmann of Hoffmann Homes shows off the recognitions he received as outgoing president of the Association and its newest Past President Life Director.



Installation Title Partner Tiffany Acree with StrucSure Home Warranty welcomes everyone to the 76th Installation of Leadership Sept. 28 at Noah's of Fairview.



T.W. Bailey Sr. Reclaims Shorty Howard Award
Membership Chair Pat Nagler and 2018 President Alan Hoffmann present the Shorty Howard Award for membership recruitment to 11-time winner T.W. Bailey of Bailey Family Builders. He brought in 16 new members over the past 12 months.



DowDuPont Named Clyde Anderson Associate of the Year
2018 Dallas BA President Alan Hoffmann presents the Clyde Anderson Associate of the Year trophy to Kevin McLain of DowDuPont. The award recognizes an associate member who provides exemplary service to the Association and its members and to the homebuilding industry as a whole. Industry Investor DowDuPont is a strong contributor to the Association's education program and most recently stepped forward to bring a sold-out workshop on high performance homes to members. "Our honoree epitomizes the spirit of this award," stated Hoffmann during the presentation. "The volunteer time they invest into the Association has led to many significant accomplishments." DowDuPont has been a member since 1978.



Clyde Anderson Family Accept Associate of the Year Replica
2018 President Alan Hoffmann presents a replica of the Clyde Anderson Associate of the Year trophy to the Anderson family: wife Linda and sons Stephen and Mike. Last year the award was renamed in honor of Clyde Anderson, who lost his battle with cancer shortly after the presentation. The permanent trophy resides in the Association lobby.



Pat Nagler and Alan Hoffmann present last year's Shorty Howard Award winner Michael Turner of Classic Urban Homes with a replica plaque in recognition of his membership recruitment achievement.



Executive Officer Phil Crone recognizes staff Director of Government Affairs David Lehde and Director of Communications Barcie Vilches for reaching milestone anniversaries: 5 and 35 years, respectively.

Installation of Leadership Presented by:

COCKTAIL PARTNERS
Goodwin & Marshall, Inc.
Walton Global Holdings

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NEW MEMBERS

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Altura Homes Robert Moehler 972-772-1800 BUILDERS - RESIDENTIAL Spike: Donnie Evans, Altura Homes	Risland Homes Martin Mitchell 214-632-4392 BUILDERS - RESIDENTIAL Spike: Matt Robinson, Walton Global Holdings	Independent Bank Mortgage Richard Reynolds 940-566-5363 FINANCIAL SERVICES Spike: Donnie Evans, Altura Homes
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ASSOCIATES		
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Milestone Anniversaries



Sadler & Associates and PrimeLending
Tom Sadler, Sadler & Associates, and Pat Nagler, PrimeLending, A Plains Capital Company, were recognized at the September Board of Directors meeting for having been members for five continuous years. Offering their congratulations are President Alan Hoffmann and 2018 Membership Director Donnie Evans.

Milestones denote continuous Dallas BA membership.

45 Years Capital Distributing, Inc.	5 Years Galaxy Building Services
15 Years Phantom Screens	Garvey Homes
5 Years Barrow Builders Group	Quick Roofing LLC
BMC	RealManage, LLC
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