

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVI

No. 3

March 2019

Dallas BA's Industry Investors for 2019



BRIEFLY

The Association has partnered with E&M Consulting to publish a magazine this summer to commemorate the 75th Anniversary of the Dallas BA. Members will have the opportunity to become a part of this high quality keepsake publication by placing ads. The advertising campaign is now underway; members can expect to hear from E&M Consulting soon or find a rate sheet in your weekly *Punch List* newsletter.

The May 10 Multifamily Builders Council Golf Tournament presented by Whirlpool has already sold out. Many of the partnership levels have also sold out, but there are a few key spots still available. To get on a waiting list to play in the tournament, contact staff Director of Member Services Misty Varsalone at 214-615-5012. Visit the calendar at DallasBuilders.org for available partnerships.

Registration is currently underway for the 2019-2020 City of Dallas Gold Card Program. Returning participants should notify the city no later than March 27 by emailing goldcardmembers.dev@dallascityhall.com. If you are not a current member, you will be required to attend a training session. Information can be found on DallasBuilders.org.

Periodicals Postage Paid at Plano, TX, and Additional Offices

McSAM celebrates 40th Anniversary

Noted sportscaster Dale Hansen will serve as master of ceremonies for the 40th Anniversary of the McSAM Awards, which will be presented by StrucSure Home Warranty. This year's event will be held on Saturday, April 13, at the Sheraton Dallas.

Dale Hansen is the weeknight sports anchor during the 10 p.m. newscast on WFAA, Channel 8, and also hosts Dale Hansen's Sports Special on Sundays at 10:35 p.m. He has been with WFAA since 1983 and during that time has won many awards for sports reporting.

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 the past 12 months.

The evening will include a Red Carpet walk for sales and marketing



Dale Hansen

professionals who have made their mark on the industry during the event's 40-year history.

McSAM kicks off at 6 p.m. with a cocktail hour hosted by Trendmaker Homes. Valet parking will be provided courtesy of Sales Solve Everything. Neighborhood Management will host an After Party.

Tickets are \$125 and are now on sale at McSAMAwards.com. A variety of partnership opportunities is now available starting at \$500. Please contact Misty Varsalone, 214-615-5005.

Jerry Howard, Paige Shipp to headline 2019 State of the Industry Summit on March 26

The State of the Industry Summit on Tuesday, March 26, will feature National Association of Home Builders (NAHB) CEO Jerry Howard and Paige Shipp, regional director of Metrostudy.

As the chief executive of NAHB, Jerry Howard's leadership ensured that housing remained a priority in recent tax legislation. Howard continues to lead NAHB's advocacy efforts through contentious times on Capitol Hill. NAHB recently scored key victories on regulatory reform, helped reduce the rising cost of lumber and assisted property owners facing regulatory overreach at the U.S. Supreme Court.

Paige Shipp is one of the leading housing analysts in the Dallas area.

Hundreds of residential construction professionals and the Dallas BA itself rely on her insights. Shipp's presentation will focus on the affordability crisis, factors contributing to it and what our industry can do to successfully overcome it in 2019.

StrucSure Home Warranty will provide breakfast starting at 8:30 a.m. The Summit will be held from 8:30 until 11:30 a.m. at Venue Forty|50 in Addison.

Those interested in becoming a partner for the Summit, which typically draws around 300 attendees, are urged to call the Dallas BA at 972-931-4840. Partnerships on several levels, including the title partnership, are available.



Jerry Howard



Paige Shipp

Legislative Rally Day is March 20 in Austin

Dallas Builder Association's Legislative Rally Day 2019, presented by Jackson Walker, will be held on March 20 in Austin. Held every two years, Rally Day is a key grass roots event for the Association. Dallas BA members will visit the Texas Capitol in Austin to meet with our service area's State Senators and Representatives in the Texas Legislature.

This is part of a statewide effort to impress upon the Legislature the economic benefit home building brings to Texas and the need for a regulatory environment that protects the availability of housing.

The day in Austin begins with remarks from a guest speaker at 10:30 a.m. on the steps of the State Capitol.

Dallas BA members will then meet for lunch prior to heading to the Capitol for scheduled meetings with their legislators. These meetings conclude at 4:30 p.m. For members who are not traveling by bus or are staying for the coinciding TAB board meetings, a legislative reception will be held following the meetings.

The event is coordinated with the Texas Association of Builders (TAB).

If you have not yet registered but are interested in participating in Rally Day, contact Director of Government Affairs David Lehde at david.lehde@dallasbuilders.com.

Partnerships are available on several levels. Contact misty.varsalone@dallasbuilders.com.

You're Invited

HOME DEDICATION



Operation FINALLY HOME is dedicated to providing custom built homes for America's military heroes who have sacrificed so much in the defense of our freedoms and values.

Thank you to our contractors, suppliers, donors and the community who have contributed to honoring this family with a beautiful mortgage-free, custom built home! Please welcome U.S. Army Major Eric King and his family to Irving!

Monday, March 25th

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Dallas Division Hosts Sold Out Disrupters in Real Estate Program

The Dallas Division in February hosted 150 attendees, who were on the edge of their seats for the Disrupters in Real Estate. Panelists, from left, are: Swathy Prithivi, Opendoor; Janelle Alcantara, Senior Associate, David Griffin & Co Realtors; Moderator Candy Evans with CandysDirt.com; Becky Frey, Becky Frey Real Estate Group; and Alex Doubet, Door.



Members Earn Spike Awards

Congratulations to these membership recruiters who have earned Spike Awards and were recognized at the February Board of Directors meeting: Tom Sadler, Tom Sadler & Associates, Justin Webb, Altura Homes; Tag Gilkeson, Tag & Associates; and John Duease, Atmos Energy, all new Spike Club members with six or more members recruited; Membership Chair Pat Nagler, PrimeLending, a Plains Capital Company, has reached the 100d Spike level.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders			
Year-to-Date 02/20/2019				Year-to-Date 02/20/2019			
Residential	Permits	Value	Units	Builder	Homes	Value	
Single Family Homes	2,899	\$887,236,479	2896	1 First Texas Homes	198	\$107,826,238	
Duplexes & Twin Homes	7	\$2,532,018	14	2 DRI Horizon	220	\$59,741,999	
Apartments & Condos	42	\$329,167,057	2475	3 D R Horizon Custom	280	\$51,809,978	
Other Residential Structures	48	\$2,954,294	0	4 Lennox Homes	156	\$48,827,605	
Swimming Pools & Spas	513	\$23,393,153	0	5 Highland Homes	159	\$43,828,963	
Garages & Carports	34	\$1,785,292	0	6 Bloomfield Homes	117	\$28,828,822	
Res Rmtd, Addn, Int Fin	572	\$47,439,986	0	7 Beacon Homes	64	\$21,191,946	
Reroof Residential	170	\$10,890,465	0	8 American Legend	54	\$16,205,827	
Total Residential Const	4,366	\$1,306,196,739	6,366	9 Darling Homes of	42	\$16,288,830	
				10 David Weekley	41	\$14,848,359	
Week 6 - 02/14/19 to 02/20/19 (permits over \$20,000)				11 Hallmark Land	40	\$14,572,172	
Residential	Permits	Value	Units	12 History Maker Homes	67	\$13,828,286	
Single Family Homes	452	\$200,716,907	452	13 Magellan Homes Inc	45	\$13,184,037	
Demolition	23	\$25,000	0	14 Pulte Homes Of	53	\$12,312,065	
Footing & Foundation	71	\$842,806	0	15 Ashton Woods Homes	32	\$12,272,933	
Duplexes & Twin Homes	1	\$624,186	2	16 Shaddock Homes	29	\$11,390,238	
Apartments & Condos	3	\$12,972,261	162	17 Heritage Homes	39	\$10,672,498	
Other Residential Structures	10	\$775,930	0	18 Heritage Homes	34	\$10,661,854	
Swimming Pools & Spas	53	\$2,068,788	0	19 Dunhill Homes	28	\$9,392,931	
Garages & Carports	7	\$320,884	0	20 Dress Custom Homes	25	\$8,903,117	
Res Rmtd, Addn, Int Fin	102	\$8,424,086	0	21 Antares Homes	48	\$8,736,474	
Reroof Residential	18	\$588,412	0	22 Mt Homes	28	\$8,538,559	
Total Residential Const	748	\$227,359,264	616	23 K Horvath Homes	18	\$7,800,200	
				24 Sunstar Homes Inc	24	\$6,838,448	
				25 Landon Homes	21	\$6,417,696	
				26 Lennox Homes	13	\$6,340,936	
				27 Normandy Homes	22	\$5,819,450	
				28 Gehan Homes	24	\$5,564,982	
				29 CB Jeni Homes	28	\$5,438,957	
				30 Elizabeth Ryan	4	\$5,300,000	
				31 Magellan Homes Inc	24	\$5,200,963	
				32 Lennox Homes of	9	\$4,915,805	
				33 Robson Ranch	15	\$4,805,963	

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THE HOME BUILDER

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BARCIE VILCHES, Editor

The HomeFront
-Gov't Affairs News and Info

It's March, Let's Go!

Registration for Rally Day 2019, presented by Jackson Walker, is closing

If you have not heard by now, March 20 is one of the biggest grassroots events on the Dallas BA calendar. And, if you have not yet done so, you'll want to register to attend as soon as you read this.

Rally Day 2019, presented by Jackson Walker, is when Dallas BA members will travel en masse by bus to this advocacy event hosted at the Texas State Capitol. Rally Day is a valuable opportunity for Association members to visit with our service area's local legislators (who make up a sizable portion of the government decision makers) and key policy staff face-to-face. Member participation is important. By attending Rally Day, you serve as the strongest representation of the Texas residential construction, remodeling and development industry. And considering your industry has one of the larger economic impacts on the state, your concerns and input have an impact.

If you plan to attend Rally Day and have not yet registered, you should contact the Director of Government Affairs at David.Lehde@DallasBuilders.com regarding possible participation as soon as possible as registration is closing and bus and meeting slots are being finalized.

Renewal and New Registration now open for Dallas Gold Card Member Program

Attention builders in the City of Dallas, the 2019-2020 Gold Card program will be effective beginning April 15, 2019.

Returning Gold Card members

who wish to participate in this year's program should notify the City of Dallas no later than March 27, 2019, by e-mailing goldcardmembers.dev@dallascityhall.com. If you are a 2018 -2019 Gold Card holder and you qualify for the 2019-2020 program you are not required to attend training meetings.

For those wishing to participate who were not Gold Card members in 2018-2019 and meet the qualifications, you should contact the email above and inquire about attending one of the training classes that will be offered on March 26 or April 4.

Qualifications—"Residential Contractors" who were issued permit(s) to construct NEW 1- and 2- family dwellings in the calendar year of 2018 and satisfy one of the designations below:

- Issued permits with a minimum total permit valuation of \$2 million; or
- Issued at least 1 permit with a minimum valuation of \$1 million; or
- Issued 2 permits each with a minimum valuation of \$500 thousand; or
- Issued permits with a minimum total permit valuation of \$750 thousand; and, holds and maintains a designation from the NAHB of Graduate Master Builder, Certified Green Provider or Certified Green Builder.

Only those individuals who participate in the training; and, are listed as a member on the eligible contractor's registration at the time of training enrollment may receive a Gold Card on behalf of the contractor.

Benefits of Gold Card participation include expedited electronic plan review, priority online appointment scheduling and dedicated staff that is assigned to Gold Card members for

David Lehde
Director of
Government
Affairs



plan review during appointment times.

City of Denton revising development code and tree ordinance

Builders and developers in Denton are urged to review the proposed revisions and amendments to Denton's tree/landscaping ordinances and development code and contact Dallas BA with any major concerns. Time is limited to offer comments

Denton will move forward with its update to the development code soon. The city has released the latest draft. Members who build/develop in Denton should review the document and alert Dallas BA to any concerns they have. There is a limited window to offer comments.

The draft code can be viewed at: [https://www.cityofdenton.com/en-us/business/development-review/denton-development-code-update-\(1\)](https://www.cityofdenton.com/en-us/business/development-review/denton-development-code-update-(1))

Amendments to the city's tree ordinance were tabled at the Feb 20 Planning & Zoning committee meeting. It will be heard by P&Z by the time of this publishing and then move to City Council. There are concerns regarding the expanding of the classes of protected trees and their mitigation ratios, as well as language regarding credits offered for tree planting.

With development opportunities growing in Denton, members are urged to weigh in.

Should members have questions about these or other government affairs items, they can contact the Director of Government Affairs.

Members honored in The Nationals

Several members of the Dallas Builders Association have been honored by the National Sales and Marketing Council in The Nationals, presented annually at the International Builders' Show.

The Nationals, the National Association of Home Builders' largest and most prestigious awards competition, celebrates North America's best new home sales and marketing.

Airess Eatmon of Tellus Group LLC was the Gold Award winner in the Lifestyle Director of the Year category. She is the lifestyle director of Windsong Ranch in Prosper.

Matthews Southwest also won a Gold Award in the Best Realtor/Broker Program category. Their winning entry was their Tribute Pop-Up Realtor Program, designed by Dallas BA member Anderson Hanson Blanton.

Norbord Inc. won a Special Award in the Best Marketing Promotion by a Supplier for the Thank a Framer campaign.

Silver awards went to: Huber Engineered Woods, Best Marketing Promotion by a Supplier

Grand Homes - Whitestone Estates, Best Interior Merchandising (\$700,000 - \$850,000)

Tellus Group - Windsong Ranch, Master Planned Community of the Year and Best Lifestyle Annual Program

Cambridge Companies - Mustang Lakes, Master Planned Community of the Year, Best Welcome Center and Best Signage

Matthews Southwest - Alexandra Sievers, Lifestyle Director of the Year Johnson Development Company - Viridian, Best Realtor/Broker Program and Best Brochure - Master Planned Community

David Weekley Homes - BuildAid, Building Industry Community Spirit Award

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Gilkeson is NAHB Sales/Marketing Designee of Year

Dallas Builders Association builder member Tag Gilkeson of Tag & Associates has been honored by the National Association of Home Builders (NAHB) as the Sales & Marketing Designee of the Year. He received the recognition at the annual designation dinner at the International Builders' Show in Las Vegas in February.

Gilkeson's passion for learning has earned recognition from both the local and national associations.

He was named the Dallas BA's Designee of the Year for 2018. He currently holds 11 designations: CGB, CGR, CGP, Master CGP, CAPS, CGA, GMB, CSP, Maser CGP, CMP, MIRM.

He has also taken and passed 25 out of the 35 courses NAHB offers and is a licensed and approved national instructor for each.

His learning has been a great benefit to the Dallas Builders Association and has allowed its education program to greatly expand. He is also licensed by the Texas Real Estate Commission as an instructor. In this role, he teaches real estate professionals about the homebuilding and design process.

Gilkeson's day job is just as diverse as he is. He creates 3D drawings using BIM software. What he does differently than most is that he draws in 3D.

"What 3D allows more than anything is that it all but eliminates the bottleneck of the construction process," he explains. "The best part about 3D design is the affordability of permit ready plans. It costs the same or less than clients are already spending."

Tag is a member of the Dallas BA

Education Committee and is an elected director on the Association's Board. He also participates in the Collin County Association of REALTORS®.

He finds joy in helping the underprivileged through Hearts and Hammers and Habitat for Humanity. His love for design flows through to his involvement in unique projects, such as "Construction," whose purpose is to raise funds for the homeless through modeling and creating structures using canned foods that are then sold, with funds donated to local homeless organizations.

If you are interested in learning more about obtaining a certification or continuing your education through the Dallas Builders Association please contact staff Director of Education Sheena Beaver at (972) 931-4840 or send her an email to education@dallasbuilders.com.



Tag Gilkeson, Tag & Associates, receives NAHB Sales & Marketing Designee of the Year honors and is congratulated by Tim Lansford, Luxury Homes of Texas.

First National hosts After Hours



Bob Cresswell with Cresswell Custom Builders wins a pair of wireless earbuds. With him are Ronnie Cunyus and Hogan Jordan with First National Bank Mortgage and Alison Garahan with TWFG - Woodall Insurance, door prize donor.



Roy Robertson with Performance Drywall Services also won wireless earbuds donated by Ison Garahan with TWFG - Woodall Insurance. Hosts Ronnie Cunyus and Hogan Jordan with First National Bank Mortgage look on.



Ronnie Cunyus and Hogan Jordan with First National Bank Mortgage present an LG Bluetooth Speaker to guest Corey Haynes with EnviroTech.



Scott Gibb with Gibb Construction is the winner of a Bose Bluetooth Speaker, presented by Ronnie Cunyus and Hogan Jordan with First National Bank Mortgage. Dallas BA Executive Officer Phil Crone offers congratulations.



Ronnie Cunyus and Hogan Jordan with First National Bank Mortgage present a wine and pasta basket to door prize winner Tag Gilkeson with Tag & Associates, LLC.



Kelli Armstrong with JBC Water Treatment Company is the cash door prize winner. With her are Ronnie Cunyus and Hogan Jordan with First National Bank Mortgage, Executive Officer Phil Crone and Membership Chair Pat Nagler with PrimeLending.



Adam Lingenfelter with Lingenfelter Custom Homes is the winner of a Dallas BA logo RTIC Tumbler presented by Pat Nagler, Phil Crone and Ronnie Cunyus.



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Members of the National Association of Home Builders (NAHB) can now enjoy a private offer of up to \$1,000 toward the purchase or lease of most new Chevrolet, Buick and GMC vehicles. Choose an eligible vehicle at your local dealer and present your NAHB proof of membership. You can add on incentives from the National Fleet Purchase Program and Business Choice to get the best value on vehicles that run your business. For private offer details, visit nahb.org/gm.



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Private offer amount varies by model. City Express and Low Cab Forward receive a \$250 Offer for both Fleet and Retail deliveries. Fleet deliveries on the Buick Encore, Chevrolet Traverse, Silverado, Express, Suburban, Tahoe, GMC Acadia, Sierra, Savana, Yukon, XL receive a \$1,000 Offer. All other Fleet or Retail deliveries receive a \$500 Offer. Valid toward the purchase or lease of eligible new 2017 and 2018 model year vehicles. Offer excludes Chevrolet Bolt, Camaro, SS, Corvette, Sonic, Spark, Trax, Volt, Buick Cascada, LaCrosse, Regal, Verano, and all Cadillac vehicles. Additional GM models may be included; how time to time at GM's sole discretion. Customer must take delivery by 1/2/2019. Not compatible with some other offers. Not valid on prior purchases. See dealer for details. ©2018 General Motors, LLC. All rights reserved. The marks appearing in this ad are the trademarks or service marks of GM, its subsidiaries, affiliates, or licensors.



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Phillips named Designee of Month

Presented by



Mike Phillips has been in the construction industry for over five decades. A true testament to what can be accomplished with a lifetime of dedication, he began his career working part time at a Georgia carpet mill distribution facility in Arlington. Within just a few months later, becoming an office clerk, then warehouse assistant, order desk supervisor and about a year later was promoted to a sales position for the DFW area.

It was a natural transition to eventually go into the retail carpet business for himself with his business partner. Calling on new accounts and building new business was his main duty in this venture; therefore, his primary focus was the custom home builder. Mike had worked for a Waco home builder as a framer back in high school, so he knew a little of what they needed from a supplier in the way of service. This led to him being branded with a reputation of unmatched customer service.

"My advice to anyone looking at joining the Dallas BA is to join, get involved, learn, help out and enjoy the friendships you develop through events and networking," Mike stresses.

He has been with ProSource Wholesale Inc. for a little over 24 years. Opening their showroom in Austin in March of 1995, he served as showroom manager for almost 8 years. His exceptional work ethic

was recognized when he was transferred to DFW to become ProSource's first regional manager and then vice president a couple of years after that. He now represents the company as a senior director of new business as a liaison with local associations to tell the ProSource story.

ProSource Wholesale has more than 100 showrooms in North America and is the largest wholesale supplier of floorcovering to professionals worldwide. ProSource excels at delivering personalized service through their dedicated account managers and in-house design experts. They're committed to the success of their trade-pro members and simplifying the process for homeowners.

Mike's efforts didn't stop at his exceptional customer service or his impressive tenure at a well-established leader in the industry. "I started getting involved with the Dallas Builders Association through the Denton Division about 8 years ago because of a wonderful man named Clyde Anderson," he says. "Clyde convinced me to serve on Denton Division's Board of Directors and this eventually led to two terms as vice president and another two as president." He has also served on the Metro North Division for three years and the Dallas BA's Board of Directors for more than seven; he was elected a life director last year.

Mike also serves on the Membership, Golf and HOMEPAC of Greater Dallas Committees.

"My CGA designation means a lot to me because I believe the builders and remodelers appreciate anyone who



Mike Phillips

shows an interest to better understand the home building business," said Mike. "I love the construction industry because of the fast pace and the fact that we are helping young couples find the American Dream—homeownership. I also love the fact that the Dallas BA's charity of choice is Operation FINALLY HOME."

ProSource Wholesale and Mike Phillips have supplied product and services to build mortgage free homes to veterans through the Operation FINALLY HOME partnership.

If you are an associate member interested in learning how to better communicate and understand the needs of builders, begin your journey by obtaining a CGA certification.

The first required class, "Basics of Building," will be held on April 10. Register online at dallasbuilders.org or send an email to education@dallasbuilders.com.

Upcoming Classes – March & April

Presented in partnership with



Energy Code Requirements & Solutions – Building a Better House – March 13

The Texas energy code has multiple compliance paths that add flexibility but can also complicate compliance. Air sealing and other mandatory items must all be met and understanding them can be confusing.

This class will dig into ways to simplify energy code compliance and understand how to achieve the maximum flexibility for minimum investment. Energy efficient system specialist, Matthew Brown with the APA will leave attendees with an understanding of pathways to comply with the energy code and air leakage requirements and mandatory compliance items.

He will also address prescriptive energy code options from Energy Systems Lab (ESL) and how to leverage a performance path for maximizing flexibility with controlled costs.

Attendees will leave with an understanding of:

- ◆ Pathways to comply with the energy code;
- ◆ Air leakage requirements and mandatory compliance items;
- ◆ Prescriptive energy code options from Energy Systems Lab (ESL); and
- ◆ Performance path- maximizing flexibility and controlling cost.

Date: March 13, 2019

Time: Breakfast & Check-In: 8:30am - 9am - Class: 9 - 11:30am

Location: Dallas BA Office, 5816 W. Plano Parkway, Plano, TX 75093

Cost: \$40 (advance registration)

This Building a Better House class is brought to you by 2019 Title Partner StrucSure Home Warranty. Series Partners are Texas Builders Resource Group, Samsung and APA – The Engineered Wood Association.

Earn your Certified Aging-In-Place Specialist Designation in Three Days – March 15, 22 & 29 - \$600

Expand your consumer base by becoming a certified aging in place specialist. As the population matures homeowner need change. NAHB developed the Certified Aging-In-Place Specialist (CAPS) program in collaboration with Home Innovation Research Labs, NAHB 50+ Housing Council and AARP to address these changing needs.

Currently, there is a need for CAPS qualified contractors in our area. The Dallas/Ft. Worth MSA has a population of about 6.5 million, 14% of which are 65 years of age or older.

Currently, there are only 64 CAPS designees to service this demographic or 910,000 people. The Dallas Builders Association hopes to correct this issue by offering a three-day CAPS courses

in March.

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

Along with this knowledge, CAPS graduates obtain validity in the market by adhering to a signed code of ethics further reassuring their consumers.

CAPS I – Marketing & Communication with the Aging In Place Client – March 15 – 9am-5pm

CAPS II – Design Concepts for Livable Homes and Aging in Place – March 22 – 9am-5pm

CAPS III – Details & Solutions for Livable Homes and Aging In Place – March 29 – 9am-5pm

Register for all three days for \$600 or register for individual courses for \$210 each.

Courses will be held at the Dallas Builders Association office and include lunch. Register online at DallasBuilders.org or call staff Director of Education Sheena Beaver at 214-615-3881.

These courses are made possible by the partnership of StrucSure Home Warranty.

Certification Class – Basics of Building – April 10

The basics of building is a must-attend class of anyone new to the construction industry and those who want to expand their knowledge in order 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 and Certified Sales Professional designation.

Date: April 10, 2019

Time: 9am - 5pm (lunch will be provided)

Location: Dallas Builders Association 5816 W. Plano Parkway, Plano, TX 75093

Cost: \$210/member \$310/non member

This course is made possible by 2019 education title partner StrucSure Home Warranty; their commitment to the industry's education is vital to the Association's education program.

Dallas BA teams up with Candy's Dirt to offer builder feature in blog

The Dallas BA has teamed up with Candy's Dirt, one of the area's premier real estate publications, to offer a new builder feature. The Association will build off of its longstanding Home of the Week article in *The Dallas Morning News* to give builder members outstanding visibility.

The Home of the Week feature includes a featured story and photo in the Homes section of *The Dallas Morning News* along with a posting of that story on the Dallas BA's Houzz account, the front page of DallasBuilders.com, the Association's blog, Facebook and

Instagram pages. Homes in all stages of completion may be submitted—from conceptualization to on the market.

Outreach for Home of the Week entries now includes a short questionnaire for builders. The survey will ask them about their architectural styles, how Dallas BA membership enriches their business and what is the largest challenge faced in the current market.

If selected, the editorial team at Candy's Dirt will turn the responses into a featured article that will also appear on DallasBuilders.com. Selected builders will also submit five high resolution

images of recent projects. These articles may not be featured concurrently with the Home of the Week feature.

"We are thrilled to work with Candy and her team," said Dallas BA Executive Officer Phil Crone. "The real estate community is always hungry for great builder content, and we are constantly looking for ways to feature our members. That makes this a wonderful partnership for both of us."

Builders interested in submitting an entry should email Holly Pemberton at Holly.Pemberton@DallasBuilders.com.

Check out the new Website Marketing



More Info

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.

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Please contact Holly.Pemberton@DallasBuilders.com for more information.



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Leadership program returns

The Association's DBA LEADERS program returns in 2019, helping builders, associates and affiliates advance their career by learning and utilizing key leadership skills. This comprehensive yearlong program is aimed at advancing industry leaders throughout the DFW metroplex and is designed for all levels.

Over the course of 10 months, participants will be required to attend monthly sessions focusing on cultivating leadership traits and applying this knowledge to daily business operations.

Topics to be covered include project management, spokesperson training, team leadership, communication techniques and precision thinking. Participants will learn everything from critical path analysis to overcoming presentation anxiety to effectively dealing with conflict.

Future sessions include:

April 16 – Leading the Team

May 16 – Communicate Like a Leader

June 20 – Spokesperson Training
July 18 – Bargaining, Negotiating, and Closing the Deal

Aug. 8 – Balance and Renewal

Sept. 19 – Precision Thinking and Problem-Solving Skills for Leaders

Oct. 17 – Project Management Fundamentals

Nov. 7 – Leadership Program Review, Lunch and Graduation

The program, which is facilitated by Tim Lansford of Blast Seminars and Luxury Homes of Texas, will feature guest speakers throughout several sessions. It is limited to 20 participants.

Thank you to the 2019 DBA LEADERS Title Partner StrucSure Home Warranty for helping to cultivate future industry forerunners.

Cost is \$795 for members and \$995 for non-members.

For information, contact Director of Education Sheena Beaver at 972-931-4840 or sheena.beaver@dallasbuilders.com.

NEW MEMBERS

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Mitchell Campbell
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BUILDERS - RESIDENTIAL

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Hunter Alley
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Craig Halsell
806-441-7554
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Owner Managed Homes
Susan Horak
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BUILDERS - RESIDENTIAL
Spike: Stephen Puckett, LegacyTexas Bank

Recon Capital
Andy Williams
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BUILDERS - RESIDENTIAL
Spike: Joshua Correa, Divino Homes

The Nehemiah Company
Debra Meers
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BUILDERS - LAND DEVELOPER

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Loy Lowary
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Spike: Jody Hanson, Anderson Hanson Blanton

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ASM - Valdez Stairs and Trim
Hector Valdez
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LUMBER/FRAMING/CARPENTRY

ASSOCIATES

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MLS#14025625. Fantastic sunset view from this .4075 acre, 151-foot deep, Preston Hollow corner lot. \$950,000. Contact Arlene Lawley, 469-426-1000.



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