

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVI

No. 8

August 2019

## Dallas BA's Industry Investors for 2019



## BRIEFLY

The All Access Continuing Education Pass gets you into all remaining 2019 continuing education classes. No need to hassle with paying each time you attend. Additionally, there are BONUS courses for All Access Pass holders for one LOW price of \$135. Here's what you get:

- The convenience of easy, quick registration. Just simply enter your Pass promo code and you're done.
- Attendance to all Continuing Education classes. Classes are three hours, instructed by industry experts covering hot topic affecting North Texas. Dates vary, time is from 10:00 am to 1:00 pm in a casual classroom setting and includes lunch.
- Cost-savings of up to 50%! Each class without advanced registration are regularly \$45 each, so this is a huge value alone!
- And who knows what else the Education Committee will throw in this year! With the All Access Pass, all you need to do is register your attendance for each class so we know to expect you!
- In addition to discounts, All Access Passholders will enjoy bonus classes at no extra charge along with a post class video.
- Visit [DallasBuilders.org/events](http://DallasBuilders.org/events) for details.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## On Sept. 27, Celebrate 75th Anniversary!

Celebrate the Dallas Builders Association's historic 75 years at the 75th Anniversary Celebration and Leadership Installation on Sept. 27 at Eddie Deen's Ranch in Dallas presented in partnership with StrucSure Home Warranty.

Festivities will kick off at 6 p.m. with a cocktail reception followed by dinner and a new, condensed Leadership Installation ceremony.

On-air personality Amy Vanderroef will serve as the Mistress of Ceremonies. After Installation, stay for a performance by Limelight, dancing, photo booth and more.

The evening will also feature the premier of the Dallas BA's 75th Anniversary video narrated by more than 25 Past Presidents.

The gala will also include presentation of the Dallas BA's most prestigious awards. The Hugh Prather Trophy is given annually to the builder, remodeler or developer member who has done the most for the betterment of the community and the industry.

Also presented will be the Clyde Anderson Associate of the Year recognizes an associate member's contributions to and support of the Dallas Builders Association.

Partnership opportunities are available for this event. Contact Director of Member Services Misty Varsalone at 214-615-5012 for details.

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## Dallas BA Wins Prestigious Membership Award

The Association was honored by the National Association of Home Builders in late July with the prestigious Membership Cup in recognition of the work done by members and staff with recruitment and retention last year. The Dallas BA achieved the highest ranking for 2018 among all large associations (1,000+ members). Executive Officer Phil Crone accepts the award from NAHB Chairman Greg Ugalde at the Association Management Conference in Baltimore.

## NAHB names Phil Crone Executive Officer of Year

Phil Crone, CGB, GSP, JD, has been honored by the National Association of Home Builders as Executive Officer of the Year. The award, which was presented July 24, at the annual Association Management Conference in Baltimore, honors a dedicated EO whose actions, commitments and accomplishments in a single year has been truly exceptional. In addition, Crone was recognized for promotion of the national Executive Officer's Council and for assisting in the advancement of his peers. The award is in memory of Gary Komarow, former chief legal counsel of NAHB.

In 2014, Crone received the New Executive Officer Award, which is presented to an EO who has served no more than three years in an association management position, but who is judged

to have made major contributions to the profession during that time. Crone has served as the Association's executive officer since January 2013.

Crone completed his term as President of the Texas Executive Officers Council in 2018. During that time he created a resource center of association operation documents accessible for fellow EOs. Crone currently serves as a Region D Director for the NAHB Executive Officers Council.

In addition, the Dallas BA received an Association Excellence Award for Best Website for DallasBuilders.com, the Association's consumer-based site. The Association also won the prestigious NAHB Membership Cup recognizing outstanding membership and retention efforts.

Dallas BA President Matt Robinson states that Phil has proven his ability to, very successfully, balance all the elements involved in a home builders association to meet the needs of membership, the community, staff, the organization as a business and the industry as a whole. "It comes as no surprise that Phil is being recognized nationally what we at the Dallas Builders Association have known for a long time," Robinson said. "Phil exemplifies the best of us and goes above and beyond representing the Association on a daily basis. We are genuinely ecstatic he was honored as the best Executive Officer in the country. This honor couldn't have gone to a more deserving individual."

Highlights of the year include:
 

- Successful advocacy on numerous local ordinances and regulatory issues. Working with municipalities

to implement statewide legislation on tree ordinances. Legislation that Crone championed along with the Texas Association of Builders.

■ The Association reached new heights in membership boosted by a successful May membership drive that added nearly 100 new members.

■ The Association launched six new websites. In addition to the award-winning DallasBuilders.com consumer site, a streamlined member site was launched at DallasBuilders.org. Other sites developed in 2018 were developed for the Parade of Homes, Dallas Builders Show, McSAM Awards and Green Built Texas.

■ The sixth Operation FINALLY HOME project was completed for U.S. Army Specialist Daniel Dumas and

*continued on page 4*

## Booth sales open for Dallas Builders Show

The 2019 Dallas Builders Show, presented by Milgard Windows and Doors, will be held from 1 to 6 p.m. Tuesday, Nov. 12, at the Plano Event Center.

A builder class, presented by StrucSure Home Warranty and Builder Agent Network, to review the changes to the new TAB Residential Construction Contracts will be held immediately prior to the Show. With the 2019 regular session of the Texas Legislature under our belts, TAB will release its contracts package for the 2019-2021 cycle on Sept. 1. This class will cover revisions to the contracts package, and builders will be able to talk with one of the attorneys who was instrumental in writing and updating the contracts.

The Dallas Builders Show will include a special education track for area building trades students featuring vendor demos and interview skills. To participate in these sessions, contact Director of Member Services Misty

Varsalone at 214-615-5012.

Booth sales are now open, and this year members can choose from three levels.

**Level I Booth:** Included with any Premium Partnership (\$2,000+)

**Level II Booth:** Included with Gold Partnership (\$1,000)

**Level III Booth:** \$500 Investment

All booths include:

- One 10x10 booth display (equipped with an 8 ft. skirted table, 2 chairs, trash can & hanging booth sign);
- Company listing in online Partner Directory on DallasBuildersShow.com; and
- Company listing in printed Dallas Builders Show guide.

Select your booth online and learn about a variety of partnership opportunities at [DallasBuilderShow.com](http://DallasBuilderShow.com).

The Dallas Builders Show features local builders and vendors in the hottest housing market in the nation!



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SEPTEMBER 12, 2019  
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Hosted by Dallas BA  
Builder Members



# Andersen Windows hosts July After Hours



Membership Chairman Pat Nagler, third from left, joins the Andersen Windows & Doors host team: Nino Gonzales, Darrell Smith, Kellen Gray, Michael Endsley, Mark Neal, Charles Henriquez and Tasha Di Iorio.



Mark Neal and Kellen Gray, Andersen Windows; Membership Chair Pat Nagler; builder door prize winners of Apple watches Barbara Bynum, John P. Bynum Construction; and T.W. Bailey Sr., Bailey Family Builders



Mark Neal and Kellen Gray, Andersen Windows; Membership Chair Pat Nagler; associate door prize winners of \$100 gift cards to Ill Forks Dallas Ed Childs, Custom Electronic Systems; and Alan Frey, Direct Interior Resources



Mark Neal and Kellen Gray, Andersen Windows; Membership Chair Pat Nagler; and cash door prize winner Jake Stovall, Hargrave and Hargrave, Inc.



Mark Neal and Kellen Gray with July After Hours host Andersen Windows & Doors

# The HomeFront

-Gov't Affairs News and Info

## It's Been a Busy Summer for Dallas BA Government Affairs

David Lehde  
Director of  
Government  
Affairs



There was no slow down for the Dallas Builders Association after the Texas Legislature wrapped up its session at the end of May.

After the session, we began the process of relaying to our member how HB 852, Dallas BA's priority bill that helps in the effort to assure that permit and inspection fees actually related to the cost of service and not used as revenue generators, would impact them.

We have also been working to provide information on the benefits and protections provided by other TAB and Dallas BA supported legislation. This includes HB 1743, which reduced the burden of agriculture roll-back taxes on builders and home buyers, and HB 2439, which protects consumer choice related to products in construction. This communication effort will continue.

Just as the session wrapped up, we hosted our annual washers tournament benefiting HOMEPAAC of Greater Dallas. And found ourselves in Washington, D.C. just a week later voicing the home building industries concerns to our service area's members of Congress.

During June we continued monitoring the implementation of the City of Dallas' Park Land Dedication (and fee) ordinance, as well as the city's online permitting program.

Dallas' park land ordinance went into effect on July 1. The ordinance, fee calculator and other pertinent information can be found on the city's sustainable development web page, where there is a link for the park land ordinance. Builders in Dallas should review the ordinance.

For single-family, duplex and multifamily, a key factor to keep in mind it whether your project is increasing density in regards to what is already there.

For example, if you demolish a single-family house and rebuild a single-family house of any size within five years on the same lot, you are not subject to the ordinance requirements and no fee is required.

You will still need to indicate there is no increase via the city's process. If you demolish a single-family house and build four condo units within those five years, you would be required to pay a fee for the increased density of three dwelling units.

Multifamily builders should keep in mind that the dedication or fee-in-lieu is higher for dwelling units with two or more bedrooms.

Dallas BA continues to have concerns regarding the ordinance's impact housing attainability and will continue to work with the city on the issue.

Dallas BA is currently monitoring the process of implementation for the

City of Dallas' controversial paid sick leave ordinance, which was scheduled to go into effect on Aug. 1 for employers with more than five employees when those employees perform 80 or more hours of work a year inside Dallas. It would go into effect for those with five or fewer employees on Aug. 1 of 2021.

As of the writing of this column, the ordinance, similar to two ordinances that are facing legal challenges for being unlawful in Austin and San Antonio, may or may not face legal challenges in Dallas. In Austin and San Antonio, the ordinance has been delayed until December.

Employers who have employees who perform at least 80 hours of work for pay within the city of Dallas in a year should remain aware of what is being mandated by the ordinance. This includes paid sick time provisions and required notifications to employees, including sign postings and even the inclusion of a notice in a private company's employee handbook.

These types of ordinances are better left to the state and federal government. With so many Texans working across city lines, a patchwork of ordinances can result in problems for employees and employers alike.

Outreach to our U.S. Representatives continued in June when Dallas BA members and staff presented a panel on home construction and energy auditing at U.S. Congressman Michael Burgess' annual energy summit in Denton. The summit focuses on methods and products Texans can use to save on energy costs, ranging from product choices to home construction to vehicles.

The panel, moderated by Dallas BA Executive Officer Phil Crone, offered the public information on energy efficiency

that can be obtained through construction methods and the process that ensures energy code measures are being met.

Craig Senglin of Energy IQ walked attendees through the process and testing that inspectors use when auditing a home. Senglin offered information on areas of a home that may need special attention and inspection methods such as blower door testing. The importance of proper installation of insulation was also highlighted.

Alan Hoffmann of Hoffmann Homes presented on the efficient homes he constructs via the use of Insulated Concrete Forms (ICF).

Hoffmann explained the benefits of ICF construction including a smaller carbon footprint, using less energy consumption to heat and cool the home, an ICF home's ability to withstand severe weather events, and its fire resistance. Hoffmann also explained how ICF construction allows the flexibility to design the home for any architectural style.

Local advocacy in other counties of our service area continue as well. Celina is considering changes and additional requirements to its regulations for paving and related subgrade work. Dallas BA is in review and seeking input from builders and developers.

The aforementioned issues are just part of the list of issues Dallas BA engages on. I want to take this opportunity to thank our members who offer up their valuable time to help with our advocacy efforts.

Be sure to take advantage of this final stretch of summer and enjoy wherever and whatever it is that creates the relaxing tropical paradise in your mind. We'll see you back here on the mainland.



Dallas Builders Association members and staff presented a panel on home construction and energy auditing on June 13 at U.S. Congressman Michael Burgess' annual energy summit in Denton. The summit focuses on methods and products Texans can use to save on energy costs, ranging from product choices to home construction to vehicles. Executive Officer Phil Crone (at podium) moderated the panel: Craig Senglin of Energy IQ and Alan Hoffmann of Hoffmann Homes.

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# Dallas BA launches prestigious Certified Star Builder program

The Dallas BA Education Committee is proud to announce the redevelopment of a newly named local certification, Certified Star Builder. To achieve this prestigious certification, Dallas BA builder members must adhere to strict requirements and ethics training.

In an unlicensed state it can be difficult to set oneself apart from others; this certification was developed to assist builders demonstrate their commitment to excellence to their clients. All CSB members will be approved by the Dallas BA Education Committee.

After completing the ethics training, to be held Sept. 5, applicants will be required to pass an exam with no less than a score of 70 per cent along with signing the CSB code of ethics.

Certified Star Builders will have demonstrated their company's desire to go above and beyond. The requirement of the certification includes proof of general liability insurance,

participation in an OSHA safety plan, energy considerations and continuing education.

All CSBs must hold a Certified Graduate Builder, Graduate Master Builder, Certified Green Professional or Certified Aging-in-Place Specialist certification from the NAHB.



The certification will require renewal each year to authenticate that the parameters of the certification are still being met.

As the year continues, the Dallas BA will add additional local certifications for remodeler and associate members. The Education Committee anticipates the Certified Star Remodeler program will begin this year. Stay tuned for details.

The full checklist of requirements can be found at [dallasbuilders.org/certifications](http://dallasbuilders.org/certifications). For questions about the program, please contact Sheena Beaver at [Sheena.Beaver@dallasbuilders.com](mailto:Sheena.Beaver@dallasbuilders.com) or by calling 972-931-4840.

# City of Dallas can't keep succeeding in spite of itself

Dallas and surrounding areas have obviously experienced remarkable growth over the last few years, especially with commercial construction and multifamily. Residential development struggles to keep pace with builders primarily focusing on infill lots and small scale shared access projects. Dallas permitted just over 2,000 homes last year and is on track for a similar figure in 2019.

Dallas is also not exempt from the impact of rising housing costs. It is well documented that the city needs 20,000 affordable housing units. In the single-family context, new affordable housing needs to be priced around \$250,000 to \$350,000. Getting there is especially difficult in Dallas with land prices and, in some cases, neighborhood opposition to new affordable homes.

While some factors are out of our control, we need to take ownership of what we can. The stakes are too high not to. Homeownership remains the number one path to wealth creation for the American family, and the attainability of that dream here in DFW remains a primary impetus to job creation.

However, for too many people homeownership is becoming less attainable, the drive to work is getting longer and the options for safe, quality homes at a reasonable price are getting fewer.

A major barrier to affordable housing in Dallas is the city itself. Development processes are not operating as efficiently and effectively as they should. Attempts to build attainable housing suffer disproportionately from these unforced errors.

This is not a new issue. Builders, developers and small business owners have bemoaned Dallas's lack of transparency and predictability for years, yet Dallas has succeeded in spite of itself.

No place is this problem more evident than at the Oak Cliff Municipal Center, where a majority of these processes take place. There you will find a few familiar faces hanging around for hours each day. These people do not work for the city (some of them used to), but they have the expertise needed to navigate the tangled web that is the review and permitting process. "Dallas is different," they say. I say, it's time to change "Dallas is different" into "Dallas is better."

That goal is infinitely more easily stated than achieved. First, we need the city council fully committed to improving performance and fully supportive of city staff's efforts to increase predictability, transparency, efficiency and effectiveness. Past efforts failed to achieve this level of synergy and, accordingly, never made it beyond the planning/wishful thinking phase.

Focus should then turn to the pre-development

Phil Crone, JD, CGP, GSP Executive Officer



phase of the review process. This requires extensive interdepartmental communication and coordination particularly with engineering, fire, water and building inspections.

The current landscape is littered with silos that need to be toppled by a combination of technology and a project management team empowered to provide comprehensive feedback on how to enhance pre-development functions. The group should espouse a culture of collaboration with the overall goal of ensuring that outcomes are reliable, efficient and well-communicated; responding appropriately when they are not.

The scale of workforce required to run an organization the size of the City of Dallas presents inherent communication and coordination challenges. As do nearly 1,000 planned development districts, each with their own set of zoning regulations.

Staff have to balance property owner desires with the public good while grappling with turnover and incomplete submittals from those not familiar with the city's processes. They must do all of this without losing sight of their primary objective of protecting public safety.

All of these factors explain, but do not excuse the current situation. Residential developers in Dallas go into a project with no idea how long approvals will take or how expensive unexpected surprises will be along the way. This is not the case in many surrounding cities. Even ones with tough regulations.

Unlike many other cities, Dallas has a commitment to and policy for facilitating affordable and attainable homeownership. Successfully installing the comprehensive housing policy playbook first involves getting the fundamentals right. The proverbial "blocking and tackling" in the housing context are development processes that are predictable, transparent, efficient and effective.

To this point, Dallas may have succeeded in spite of itself, but it has not succeeded in providing sufficient housing options for those who need it most. With leadership from council, staff expertise and industry input we can get to the point where we say "Dallas is better." When we do, thousands of working families will finally be able to say "Dallas is home."

**COMING SEPTEMBER 2019**

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TAB's current Texas Residential Construction Contracts Package subscription will expire August 31, 2019.

[www.TexasBuilders.org](http://www.TexasBuilders.org)

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# Visconti honored as Designee of Month

Presented by 

The Dallas BA Education Committee has selected Tony Visconti as the August Designee of the Month.

The Graduate Master Builder (GMB) designation is the highest level of certification a builder can achieve through the designation program. In order to graduate with this prestigious designation a builder must meet the following requirements:

- Be a Certified Graduate Builder;
- Have 10+ years building experience;
- Complete 30 hours of additional industry education;
- Sign and adhere to the NAHB Code of Ethics.

Homebuilding is in Tony's roots, planted and grounded three generations prior. His family got their start in the industry in Italy. Tony takes great pride in his product and values each and every home he has constructed, treating them as if they were his own.

With 30 years of experience, Tony brings a lot to the table, including his dedication to continuing his education in order to grasp ever changing innovation and advancements. His beautiful homes are showcased on his website at Bella-

CustomHomes.com.

Bella Custom Homes builds all over the metroplex, offering a turnkey approach to designing and building a new home. Homes typically start at about 4,000 square feet and go up to 20,000 square feet. They have the unique flexibility to design and build any kind of architecture and work with any kind of budget. Price ranges typically start at about \$1 million and go up from there.

Tony earned both his Graduate Master Builder and Certified Green Professional certifications in 2009. He has served as president of the North Dallas/Collin County Division and earlier this year was a featured builder in the Parade of Homes™.

"The Dallas BA is a great organization, which I have enjoyed being a part of since 1995," Tony says. "I also love that the Association gives back to the community, which I have taken part in numerous times."

**How do you market your certification?** We include it on all of our signs, cards and marketing. It's an invaluable resource that further shows our clients that we strive for excellence.

**What do the certifications add to**



**your business?** It shows another level of education and certification, along with valuable continuing education, through an honored and valued source.

**How do your customers respond to your certification?** Our clients appreciate the extra level of education and certification, and the continued commitment to excellence. The continuing education lets them know that I stay current on the latest technologies, codes, products, etc.

**Why did you select this certification?** At the time, it was the highest designation offered.

To learn how you can earn a nationally recognized certification, contact Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com. Check out upcoming classes on the course calendar.

# Upcoming Classes – August & September

Presented in partnership with 

## Earn your Certified Aging-in-Place Specialist Designation in Three Days – Aug. 12, 13 & 14 – \$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 DFW 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 14% of this demographic of 910,000 people. The Dallas BA hopes to correct this issue by offering a three-day CAPS to give an in-depth 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 – Aug. 12, 2019 – 9 a.m. – 5 p.m.

CAPS II – Design Concepts for Livable Homes and Aging in Place – Aug. 13, 2019 – 9 a.m. – 5 p.m. CAPS III – Details & Solutions for Livable Homes and Aging In Place – Aug. 14, 2019 – 9 a.m. – 5 p.m.

Register for all three days for \$600 or register for individual courses for \$210 each. Courses include lunch. Register online at [www.dallasbuilders.org](http://www.dallasbuilders.org) or call Sheena Beaver at 214-615-3881.

## Essential Closing Strategies (CGA, CGB, CSP, Master CSP) – Certification Class – Aug. 22

Closing is about knowing what words to say, when to say them and how to say them with confidence. In this course, we will help you uncover the techniques necessary to close more buyers and increase your closing percentage. We will discuss likely objections to expect from your buyers and how to prepare for them. We will teach you how to communicate with your customers and how to ask for the sale in every presentation.

By going through the actual situation, strategy, and the rationale behind each situation, you will leave the class with a renewed confidence to take your sales strategies to the next level.

Date: August 22, 2019

Time: 9 a.m. – 5 p.m. (lunch will be provided)

Location: Dallas Builders Association  
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 our Association's education program.

## Multifamily Projects Panel - Building a Better House – Aug. 29

Paul Evans will host a panel of individuals who develop, build, maintain and approve multifamily projects in the metroplex. Topics will include common pain points and solutions that encompass multifamily projects.

Date: August 29, 2019

Time: 11 a.m. – 2 p.m. (lunch provided)

Location: Dallas BA Office  
Cost: \$40 (advance registration)

Brought to you by 2019 Title Partner: StrucSure Home Warranty and Series Partners: Texas Builders Resource Group, Samsung and APA – The Engineered Wood Association.

## Certified Star Builder Ethics Class - Sept. 5

Required for the new local certification, the Certified Star Builder, this class will be taught by attorney James Rudnicki of Bush Rudnicki Shelton. Those who gain this certification will have demonstrated their company's desire to go above and beyond. Details of the program can be found at [DallasBuilders.org/certifications](http://DallasBuilders.org/certifications).

Date: September 5, 2019

Time: 10 a.m. - 11 a.m.

Location: Dallas BA Office

Cost: \$40 (advanced registration)

Brought to you by StrucSure Home Warranty & Series Partners: Paragon Structural Engineers, DuPont and Weatherization Partners Limited.

# Crone named Executive Officer of Year

continued from page 1

his family. The Association's seventh project—a home in Irving for U.S. Army Major Eric King—got underway.

■ The Association began construction on a facility at Patriot Paws that now serves as a place for veterans to stay while they train with service dogs who help them lead a more independent life.

■ The Parade of Homes™ returned after almost a decade.

■ Crone and staff successfully advocated for Past President George Lewis's nomination to the Texas Hous-

ing Hall of Honor.

■ The Dallas BA was cited in numerous local publications and several leading national ones including Bloomberg, *The New York Times* and *The Wall Street Journal*.

"I'm very honored to be recognized with this prestigious award," said Crone. "However, it has less to do with me personally and everything to do with the incredible team of Dallas BA staff and dedicated members who serve our industry so well."

Gary Komarow, the namesake for



Phil Crone with 2017 Executive Officer of the Year Brian Miller of Northern Kentucky

the award, was a classmate of Crone's father Gary at Dartmouth College. Komarow served as NAHB's Chief Legal Counsel from 1986 until 1995.

## NOW ACCEPTING SUBMISSIONS



HOME OF THE WEEK

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Chris Belote  
866-435-4225  
FOUNDATION

Village Cupboards  
Justin Andrews  
817-676-7316  
MILLWORK  
Spike: George Davis, George Davis & Associates Inc.

**ASSOCIATES**

American Dream Rain Gutters  
Natalie Wendell  
972-488-8377

OUTDOOR LIVING  
Spike: Chad Tschetter, M/I Homes of DFW, LLC

American National Bank of Texas  
Blake James  
972-771-8361  
FINANCIAL SERVICES  
Spike: Justin Webb, Altura Homes

Arrowhead Stairs and Trim  
Darren Fishman  
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SECURITY/SAFETY/  
ACCESSIBILITY  
Spike: Michael Dodson, myHomedia

Atmos Energy Corporation  
Trey Aston  
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UTILITIES

Goodwin & Company  
Jennifer Powers  
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PROFESSIONAL SERVICES

Perma Pier Foundation Repair of Texas  
Justin Bryant  
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FOUNDATION

PTS, Inc.  
Tucker Fowler  
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PROFESSIONAL SERVICES  
Spike: Chad Tschetter, M/I Homes of DFW, LLC

RTG Cabinets Dallas  
Evan Celiktas  
972-818-5172  
KITCHEN

Service Nation  
Carol Longacre  
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PROFESSIONAL SERVICES  
Spike: Carol Longacre, Longacre Construction

**AFFILIATES**

Associate Affiliate - Atmos Energy Corporation  
Heather Brown  
817-239-4345  
UTILITIES  
John Duease, Atmos Energy Corporation

BDAX2, LLC  
LuAnne McCarter  
972-989-7544  
BUILDERS - REMODELER

Builder Remodeler Affiliate - Excel Construction Group  
James Chambers  
817-413-8030  
BUILDERS - REMODELER

Coldwell Banker Residential Brokerage  
Nyda Faith  
469-416-7889  
FINANCIAL SERVICES

Goodwin & Company  
Prane Arroyo  
214-445-2721  
PROFESSIONAL SERVICES

Excel Construction Group  
Lorie Thomas  
817-716-9660  
BUILDERS - REMODELER

Village Cupboards  
Stanton Andrews  
817-470-7721  
MILLWORK  
Spike: George Davis, George Davis & Associates Inc.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders		
Year-to-Date 07/17/2019				Year-to-Date 07/17/2019		
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	14,492	\$4,233,857,612	14,488	1 First Texas Homes	513	\$267,471,180
Duplexes & Twin Homes	69	\$15,154,966	138	2 D R Horton Custom	1183	\$229,815,535
Apartments & Condos	187	\$1,478,062,687	17,930	3 Highland Homes	899	\$220,634,457
Other Residential Structures	299	\$70,303,124	0	4 Lennar Homes	745	\$198,449,829
Swimming Pools & Spas	2,815	\$128,740,586	0	5 DR Horton	801	\$152,942,748
Garages & Carports	149	\$8,510,555	0	6 Bloomfield Homes	478	\$123,455,071
Res Rndt, Addn, Int Fin	2,541	\$212,432,276	0	7 Beazer Homes	337	\$107,849,552
Reroof Residential	1,220	\$70,519,198	0	8 David Weekley	271	\$96,040,949
<b>Total Residential Const</b>	<b>21,773</b>	<b>\$6,217,589,864</b>	<b>21,828</b>	9 American Legend	284	\$95,969,233
				10 Pulse Homes Of	324	\$73,019,715
				11 Darling Homes of	174	\$67,055,634
				12 Meritage Homes	182	\$65,297,909
				13 Hallmark Land	184	\$84,822,487
				14 K Homevision Homes	153	\$62,006,514
				15 History Maker Homes	257	\$80,203,645
				16 Magallat Homes Inc	202	\$55,253,289
				17 Toll Brothers Inc	86	\$53,285,004
				18 Dress Custom Homes	151	\$52,019,058
				19 LGI Homes	290	\$50,246,133
				20 DR Horton	226	\$49,896,218
				21 Montage Homes of	182	\$49,789,228
				22 Gehan Homes	202	\$48,656,442
				23 Shaddock Homes	110	\$47,474,211
				24 Antares Homes	210	\$46,272,811
				25 MI Homes	154	\$44,984,898
				26 Landrun Homes LP	191	\$42,336,430
				27 Pulse Homes	184	\$41,907,323
				28 Ashton Woods Homes	107	\$39,896,187
				29 Perry Homes	152	\$37,697,508
				30 Trendmaker Homes	110	\$34,439,293
				31 Impression Homes	136	\$33,525,365
				32 Magallat Homes Inc	126	\$32,481,727
				33 CB Jeni Homes	134	\$25,380,978
				34 John Houston Custom	71	\$24,327,260

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