

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVI

No. 9

September 2019

## Dallas BA's Industry Investors for 2019



## BRIEFLY

September is National Associates Appreciation Month! The Dallas BA will honor its associate members Sept. 12 at a cookout at Association headquarters. Enjoy outdoor games, adult beverages and networking. The Hamburger Man will be grilling onsite. Builders are asked to partner this annual event as a way of showing their appreciation to associate members who support the housing industry all year long. Registration is required; visit the calendar at DallasBuilders.org.

Advertising in the 2020 Membership Directory is now being accepted. The directory will be mailed to all members next January. Contact the Association's publishing partner, E&M Consulting, at 800-572-0011 or josh@emconsultinginc.com.

Player registration and partnership opportunities are now available for the Dallas Open. The Association's annual golf tournament will be held Monday, Nov. 4, at Brookhaven Country Club. The event starts with lunch, and, following play, golfers will enjoy cocktails on the patio. The evening ends with an awards reception and dinner. Visit the calendar at DallasBuilders.org.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Webb, Mitchell, Pieper, Dodson, Puckett to be installed at 75th Anniversary Celebration

Justin Webb, CGB, CGP, CMP, GMB, of Altura Homes will be installed as the president of the Dallas Builders Association Sept. 27 during the 75th Anniversary Celebration at Eddie Deen's Ranch in Dallas. The Celebration and Installation of Leadership is presented in partnership with StrucSure Home Warranty.

Matt Mitchell, CGB, CGP, MCGP, of James Andrews Custom Homes will become the first vice president.

Andrew Pieper of Hillwood Communities is the new officer on the ladder, serving as vice president/secretary.

Michael Dodson of myHomedia Builder Services will begin a two-year term as associate vice president.

Stephen Puckett of LegacyTexas Bank returns as treasurer.

The 75th Anniversary Celebration begins with registration and cocktails at 6 p.m. courtesy of Builder Direct Sales Group. Tickets are \$125 per person and

can be purchased at DallasBuilders.org.

TV personality Amy Vanderoef will serve as mistress of ceremonies.

The evening will also feature presentation of some 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. The Clyde Anderson Associate of the Year Award recognizes an associate member's contributions to and support of the Dallas Builders Association. The Shorty Howard Trophy goes to the year's top membership recruiter. The Designee of the Year will also be honored.

Following a scaled back version of presentations, popular dance band Limelight will perform.

Being sworn into office will be the 2019-2020 Board of Directors. These

*continued on page 4*



Justin Webb  
President-Elect



Matt Mitchell  
1st Vice President-Elect



Andrew Pieper  
Vice President/  
Secretary-Elect



Michael Dodson  
Associate Vice  
President-Elect



Stephen Puckett  
Treasurer



## Nov. 12 Dallas Builders Show opens with class on 2019-2021 contracts package

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.

TAB released 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.

These documents will reflect legislative changes, case law, new regulatory requirements and updated contract principles that were made during

the 86th Legislative Session. TAB's contracts package subscription will also include any needed updates that may occur during the 2019 to 2021 cycle and covers your typical construction and remodeling transactions in the State of Texas.

In addition to reflecting new legislatively mandated flood notice requirements, over 50 additions and enhancements have been made to the various contracts and agreements, including important modifications to address certain arbitration procedures, latent defect claim issues, code compliance matters and provisions regarding attorney's fees.



Furthermore, the package includes a new Homeowner Maintenance Form and a new Job Rules Addendum to the Independent Contractor Form. The Express Home Warranty documents will reflect current building practices and updated standards.

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.

The Dallas Builders Show offers a unique opportunity featuring local builders and vendors in the hottest housing market in the nation!



### DallasBuilders.com Wins National Award

The Communications Committee shows off its Association Excellence Award from the National Association of Home Builders. The Dallas BA's consumer website, DallasBuilders.com, was recognized as Best Website during the Association Management Conference in Baltimore. From left are Camber Mathis, PaveTex Engineering; Barcie Vilches, staff; Chairman Tom Sadler; EO Phil Crone; Vice Chairman Michael Turner; Phil Smith, Bath & Kitchen Showplace; Holly Pemberton, staff; and Scott Roberts, Creative Architects.



### Metro East Division Raises \$70,000+ for Lone Star CASA

The Metro East Division's 14th Annual Cars for CASA vintage car, truck and motorcycle show raised \$70,213.20 for Lone Star CASA, an organization that advocates for children under the care of Child Protective Services in Rockwall and Kaufman Counties. It was the single largest contribution in CASA's history. From left are Michael Dodson, Doug Bowerman, Rockwall County Judge David Sweet, Dave Hambley, Lone Star CASA Executive Director Lucille Bell, Greg Paschall, Tom Sadler, Phil Smith, Justin Webb and Jerry Carter.

# MFBC hosts golf tournament Aug. 2



1st Place: Spring Valley Construction



2nd Place: Shreve Land Constructors



3rd Place: Intex Electric



Closest to the Pin: Richard Johnson, Atmos, shown with Rene Grossman and Danny Conaway.



Whirlpool served as title partner for the tournament.



Longest Drive: Kelly Page, SVCC, shown with Golf Tournament Chairman Rene Grossman



Last Place: GE Appliances



Best Tee Box: Tuffplank/International Builder's Supply



Winner of a 55" Samsung TV Clay Pile with Rene Grossman and Kristin King of Samsung

## The HomeFront

-Gov't Affairs News and Info

### Full Speed Ahead for Fall

It's that time of year again. The roar of the crowds as football begins. The re-re-re-introduction of pumpkin spice lattes. The marketing of Christmas decorations before Halloween. And, for our industry, a cornucopia of advocacy activity that will make your head spin like a leaf in the soon to be autumn winds. Cue the Vince Guaraldi Trio.

In a precursor to September, and the implementation of some new state laws, State Representative Scott Sanford (Dist. 70) met with Dallas BA members at the end of August. Representative Sanford offered a review of the accomplishments to the 86th Texas Legislature. From a process standpoint, Representative Sanford mentioned how well the legislative session went and recognized how "legislators had a fair shot on their issues."

Representative Sanford spoke about some key tax reforms that are beneficial to Texans and those who build homes for them. Of course, a key accomplishment was property tax reform. Sanford spoke about the importance of the "real time" notification requirements that will help Texans get a better view of what their property tax estimates will be, a clearer understanding of budgets and taxes affecting them individually and give them a more efficient process to submit comments to the governing board online about proposed tax rates.

Rep. Sanford also provided information on an amendment he got passed during the session that calls for school districts to process an efficiency audit before raising taxes, protecting tax payers while helping school districts assure that funds are spent where they should be.

Sanford also spoke about legislation that was a priority for home building, mentioning how HB 2439 will help in attaining housing affordability and product choice for home owners.

The representative stated that, considering the length of time in a legislative session, "for legislators, it's a search for the truth" when considering legislation. And legislators should remind themselves they represent the people, that being the individual citizens.

During his visit, Rep. Sanford thanked Dallas BA members for their part in the "Texas Miracle," recognizing how they provide a necessity for basic living and their impact on the economy.

Sept. 1 brings the effective date for many new laws that resulted from the legislative session. One of those, HB 2439, works to ensure that those in

the home market have a choice among nationally accepted products to choose from and helps prevent government entities from picking market place winners and losers.

HB 2439 prohibits a government entity from adopting or enforcing a rule, charter, provision, ordinance, order, building code or other regulation that prohibits, directly or indirectly, the use or installation of a product, material or method permitted in the last three code cycles. The bill applies to residential and commercial buildings, new construction and remodeling.

The law has an exception for buildings located in a place designated for its historical, cultural or architectural importance and significance, but only under prescriptive requirements per the law, such as the city having abided by certification requirements by the Texas Historical Commission or the National Historic Preservation act and with a designation by April 1, 2019. Exceptions apply, also for certain government funded housing and disaster recovery program, and certain lighting ordinances that are intended to meet dark sky ordinances and protect military bases.

Dallas BA believes that those in the home market should have a choice of nationally accepted products to choose from; whether it be engineered wood, brick, stucco, fiber cement board or other products both on the exterior and interior of the home.

Dallas BA is monitoring how local governments implement codes related to the new law.

In the City of Denton, Dallas BA remains active and engaged on housing issues. Dallas BA recently responded to the city's request and offered stakeholder comments related to Denton's drafting of an Urban Forest Master Plan. When any government entity considers a policy that may offer guidance or regulation related to tree preservation, mitigation and/or landscaping requirements, the Association urges them to keep in mind the negative impacts it can have on housing affordability and the local economy, as well as property rights, if any resulting regulation is unbalanced.

Any guidance or regulation related to tree preservation should focus on preserving the biggest and the best trees and not restricting the removal of trees that are an undesirable species, in poor condition, are diseased or have high potential for disease, or pose a potential danger to persons or property. Cities should avoid restrictions that encumber

David Lehde  
Director of  
Government  
Affairs



the property owner's ability to make improvements to their property.

And just as important, cities should fully recognize the significant contribution residential development has to the city's canopy and tree stock. The 2016 Denton State of the Urban Forest report cited that the Single-Family Residential land use class had the highest individual canopy coverage (45%).

The report also pointed out that growth and development of, what was previously agricultural land, actually led to an increase in canopy cover. A significant amount of cities' tree canopies are the result of residential development. And this has been the result even before cities started implementing related ordinances.

In Celina, the City Council will soon consider changes to their paving and sub-grade design requirements. Provisions in the draft can call for moisture conditioning. This practice can add significant cost to the individual home. Examples we have heard from previous projects indicate that paving costs were increased as high as 30% in other areas.

Our industry will continue to do its part in providing its share of infrastructure; however, cities should remain aware of the cost increase that correlates with requirements of this magnitude. It can encumber the ability of the developer to offer amenities, make it cost prohibitive to provide certain desired homes and harm the city's ability to be a competitive option for new residential.

Dallas BA staff and members have communicated the industry's concerns to Celina and we will continue to offer input throughout the city's consideration of the ordinance.

Outreach is always an important part of Association advocacy efforts. Dallas BA members and staff have been, and will continue to reach out to new and incumbent council members around the service area to communicate the benefits home building brings to local communities and the economy.

These are just some of the areas where Dallas BA's government relations team is engaged. If members have any questions, they are encouraged to contact the Director of Government Affairs.

We'll provide further updates on these and other issues from the regulatory pumpkin patch throughout the fall.

### GOLF TOURNAMENT PARTNERS



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GE Appliances  
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Nationwide Gutter  
Moss Utilities & Excavation  
Fox Energy Specialists  
JPI Construction

Spring Valley Construction  
Shreve Land Constructors  
Dupont Tyvek/Whirlpool  
Builders First Source  
Huber Engineered Woods  
Zytech Building Systems  
Integrus Solutions  
Cornerstone Control Systems  
Republic Elite  
Alliance Residential  
Cadence McShane Construction  
LMI Landscapes  
Rumsey Construction  
Trinsic Residential



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BARCIE VILCHES, Editor

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**Turner reaches 75-Spike level**  
 Membership Chair Pat Nagler presents Michael Turner of Classic Urban Homes with his Spike pin in recognition of bringing 75 new members into the Dallas Builders Association.

# HB 2439 provides choice, diversity in today's housing

Area homebuyers grappling with affordability challenges and lack of diversity in housing choices will soon see significant relief thanks to the Texas legislature. HB 2439 passed by overwhelming majorities in the House (133 to 9) and Senate (26 to 5) was signed into law by the Governor and becomes effective on Sept. 1.

Phil Crone, JD, CGP, GSP  
 Executive Officer



The new law prevents local governments from enforcing regulations that artificially make housing less attainable for working families by forcing them to choose more expensive products in the design and construction of their home. The law also helps local material suppliers and contractors who were previously limited or prohibited from doing business in some of the area's fastest growing cities.

exempt are locally designated historic or conservation districts established prior to April 1, 2019.

Municipalities that are a certified local government under the National Historic Preservation Act or have an applicable landmark ordinance that meets Texas Historical Commission standards are not subject to the new law. Under the Texas Local Government Code, cities, such as Dallas, that meet these qualifications continue to have broad latitude to regulate the appearance of areas deemed to be historically, culturally or architecturally significant. Other exceptions, pertaining to outdoor lighting, were added to address concerns from military and scientific interests.

In the hearings that preceded the bill's passage, much of the opposing testimony came from suppliers and contractors who contended their business depended on local product mandates. Testimony in favor of the bill came from those whose business was correspondingly crippled by them.

Housing advocates noted that these zoning restrictions disproportionately impact groups with lower median incomes struggling to afford the wealth-creating opportunities of homeownership. Additionally, consumer preferences for housing were, in many cases, out of step with officials who inaccurately stigmatize less expensive products.

Like many new laws, the exact parameters of HB 2439 are not entirely clear and may not be until they are tested in the legal arena. Other than an aggrieved party filing suit, the law allows the attorney general to stop a violation or threatened violation and recover related attorney's fees and court costs.

Sound policy must promote diversity not exclusion. Intended or not, the result of these restrictions has as much to do with who can afford to live in the home as they do with what products go on the home. The ultimate form of local control is what you as a consumer get to choose. After all, it's your home, it should be your decision so long as safety standards remain in line with code requirements.

The outright product mandates via zoning and PD are quite clearly not allowed starting Sept. 1. Less obvious is at what point a performance or installation standard becomes onerous enough that a product is essentially prohibited or limited and the law is invoked. "For example, our area's current energy code air leakage standard of 4ACH can be attained with foam or batt insulation. However, if you take that down to 2ACH, you would effectively mandate foam.

Specifically, HB 2439 prohibits a governmental entity from enforcing a regulation prohibiting, directly or indirectly, the use or installation of a product or standard permitted in the last three code cycles. The bill applies to residential and commercial buildings, new construction and remodeling. This will encompass all existing or proposed restrictions in base zoning, planned development (PD) districts or any density and zoning incentives that favor the use of a particular product or construction method.

The law also references aesthetic methods, so some think that may impact items such as garage locations and front facade projections. Code is silent on those, so they are likely outside the scope of HB 2439. Arm's length development agreements and HOA restrictive covenants are also not covered. Quite a bit of these things will be negotiated contractually between parties.

The legislature carved out specific exceptions for homes located in historic districts and potentially conflicting standards for federal or state funding such as the Texas Windstorm Insurance Association. Also

Many cities never enacted exclusionary restrictions on housing products yet still offer diverse neighborhoods and homes that are desirable and attainable. Starting Sept. 1, these same choices should open similar doors for thousands of families seeking access to great communities and schools.



## Vochatzer Is Newest Life Spike

After recruiting 25 new members, Rod Vochatzer of Kelly-Moore Paint Co. has gained Life Spike status, joining a very prestigious group within the Dallas BA.



**COMING SEPTEMBER 2019**

## 2019-2021 TAB CONTRACTS

**TEXAS ASSOCIATION OF BUILDERS IS HERE TO HELP PROTECT YOU!**

Updated TAB Contracts will reflect the most recent legislative changes affecting the homebuilding industry in Texas.

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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**war·ran·ty** *noun* \ 'wôr-ən-tē, 'wâr- \

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 #ThanksHB2439

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# Hoffmann honored as Designee of Month

Presented by 

Alan Hoffmann is well known as a pioneer around Dallas. When he founded Hoffmann Homes in 1995 he had a vision and a drive to enhance the environmental building movement. He became the first builder in North Texas to introduce a new method of building exterior walls. With that, the Insulated Concrete Form (ICF) system was introduced to Dallas. Alan was the first to build ICF homes in Dallas, Plano, Fort Worth, Mansfield, Terrell, Gunner, Lake Whitney, Rockwall, Oak Point, Flower Mound and Kerens, TX. Being the trailblazer he is, Alan went on to design and build the first two homes certified by the U.S. Green Building Council as LEED Platinum in Dallas.

Because of his commitment to sustainability and environmentalism, the Dallas BA Education Committee has named him the Certified Green Professional Designee of the Month.

To become a Certified Green Professional, Alan was required to satisfy the NAHB course curriculum, which included education on high-performance building techniques along with business management. He completed this in 2016 and continues his education through classes offered by the Dallas BA. He is also often a featured instructor. Within the past two years, Alan and his staff have completed over 24 hours of continuing education.

"As a company, we are committed to the training and education we can get

with the DBA," he says. "We currently have a candidate working on his own CGB and his CGP, also. There are also a great many non-designation courses that we value and attend just to stay current with building trends as well as staying sharp with our knowledge."

Because of his extensive knowledge and background, the City of Dallas called on him to help create the first green building ordinance in 2007, and Dallas became one of the first cities to address all types of structures in the building environment. Two years later he received special recognition by the mayor: Dallas' Inaugural Environmental Award.

He has received numerous awards from the North Texas Chapter of the U.S. Green Building Council and the Dallas BA, including serving as the Association's president in the 2017-2018 term. Most recently, he was asked by the director of sustainable development and the assistant city manager for the City of Dallas to serve on a blue ribbon task force to assist with the improvement of the development process in the city. He also serves on the affordable housing committee for the City of Dallas.

Ever the pioneer, Alan's company is in the process of developing and building custom homes in the first exclusively green community in East Dallas. This infill project will feature high-performance Insulated Concrete Homes, Xeriscaping with a rain garden, and a rain-water cistern that will irrigate the common



areas of the development. You can find out more about the company at [www.hoffmannhomes.com](http://www.hoffmannhomes.com).

To learn how you can earn a nationally recognized certification, contact Director of Education Sheena Beaver at [sheena.beaver@dallasbuilders.com](mailto:sheena.beaver@dallasbuilders.com). Check out upcoming classes on the course calendar at [DallasBuilders.org](http://DallasBuilders.org).

**How do you market your certification?**

"I make my clients aware of my certification in our design process."

**What does the certification add to your business?**

"The certification is a great way to indicate that a builder has strived toward professional processes and has a commitment to professionalism in general."

**How do your customers respond to your certification?**

"I believe they understand our commitment to green education."

**Why did you select this certification?**

"CGP is one of our primary drivers."

# Leadership to be installed Sept. 27

continued from page 1



75th Anniversary Celebration  
Mistress of Ceremonies  
Amy Vanderloef

include Cole Baker, BMC; Reggie Barnes, Acme Brick; Doug Bowerman, Affiliated Bank; Joshua Correa, Divino Homes; Russell Daniels, Bush Rudnicki Shelton; Mark Dann, Highland Classic Homes; Tag Gilkeson, Tag & Associates; Dave Hambley, Lee Lighting; Kelly Hoodwin, Altura Homes; Tim Lansford, Luxury Homes of Texas; Richard Miller, Richard Miller Custom Homes; Pat Nagler, PrimeLending; Greg Paschall, Intex Electrical Contractors; Sherry Scott, Drees Homes; Chad Tschetter, M/I Homes of DFW; Matt Walls, Winston Homes; Brian Webster, KWA Construction; Jim White, BMC.

Appointed directors include Adam Lingenfelter, Lingenfelter Custom Homes; Kelly Reynolds, Keen Homes; Paige Shipp, Metrostudy; and Phil Smith, The Bath & Kitchen Showplace.

Additionally, the presidents of Dallas BA divisions and chairmen of councils will serve on the Board. These are Matt Mitchell, James Andrews

Custom Homes; Dallas Division; Tom Sadler, Tom Sadler & Associates, Metro East Division; Matt Etcheyson, BMC, Metro North Division; and Brian Webster, KSW Construction, Multifamily Builders Council.

Chairs of certain committees will also serve on the Board. These are Michael Turner, Classic Urban Homes, Communications; Matt Mitchell, James Andrews Custom Homes, Education and Government Relations; Donnie Evans, Altura Homes, HOMEPAAC; Matt Walls, Winston Homes, Membership; Alan Hoffmann, Hoffmann Homes, Nominating; Geanie Vaughan, Lee Lighting, Spike; and Andrew Pieper, Hillwood Communities, Young Professionals.

The Association's Honored Life Directors and Past Presidents are permanent members of the Board. Partnership opportunities are available for this event. Contact Misty Varsalone at 214-615-5012.

# Upcoming Classes – October

Presented in partnership with 

**Building Technology: Systems & Interior Finishes (CGA, CGB) - Certification Class - October 2**

This course covers terms and elements used in mechanical systems and interior finishes, factors that influence the selection, installation and performance of mechanical systems (plumbing, HVAC, and electrical), wall and floor installation techniques and interior finishes. As a graduate of this course, you will be able to:

- Identify the various codes and requirements that impact design and installation of mechanical systems and interior finishes
- Define common terms and elements used in mechanical systems and interior finishes
- Identify the factors that impact the selection or upgrade of mechanical systems and interior finishes
- Explain installation techniques for wall and floor systems.

Date: October 2, 2019

Time: 9:00 am - 5:00 pm (lunch will be provided each day)

Location: Dallas Builders Association

5816 W. Plano Pkwy, Plano,

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

2019 Education Title Partner: StrucSure Home Warranty; their commitment to the industry's education is vital to our Association's education program.

**Certified New Home Sales Professional (CGA, CGB, CSP, Master CSP) - Certification Class - October 28-30**

Whether you're a custom home builder looking to sell your specs or if you're a sales agent for a large builder, the CSP designation can help you increase sales.

CSP was designed for specialists in new home sales to enhance their professional image, increase their marketability in the home building industry and sell more homes! In just three days you can set yourself apart from the competition by utilizing these tried and true methods teach.

Master the craft of successful selling. This professional-level course is designed for specialists in new home sales. You will gain a broad understanding of the home building business, discuss consumer psychology and learn

the advanced techniques used by real estate veterans for greeting, closing and overcoming objections.

**Day One: CSP I: The Art and Science of Selling**

In this Certified Sales Professional (CSP) module, you will tap into the psychology of the customer, learning their decision-making processes, personality types and communication styles. You will gain a comprehensive understanding of the skill sets a new-home sales professional must possess, including time management, knowing the differences between selling new and resale homes and ways to tailor sales presentations for an increased closing ratio. This module also covers the "Critical Path to Successful Selling."

**Day Two: CSP II: Understanding New Home Construction**

In this module, you will gain a comprehensive understanding of new home construction and learn how to use this knowledge as a sales tool. This module covers basic construction terms, construction features that benefit the home buyer, steps of the builder's decision making and development process and how to effectively communicate these concepts to buyers. You'll also learn to identify financing options for new home buyers.

**Day Three: CSP III: Selling Skills for New Home Sales Professionals**

In this Certified Sales Professional (CSP) module, you will learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections. This module covers the phases of the sales process, ways to successfully demonstrate features and how to use the home's area and community as a selling point. You will explore ways to earn trust, identify needs and "service the sale." You'll also learn to use follow-up systems to increase sales along with final walk-through and call-back procedures.

Date: October 28-30, 2019


Time: 9:00 am - 5:00 pm (lunch will be provided each day)

Location: Dallas BA

5816 W. Plano Pkwy, Plano

Cost: \$600/member \$900/non member

2019 Education Title Partner: StrucSure Home Warranty.



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**4509 DEXHAM RD, ROWLETT**  
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# NEW MEMBERS

BUILDERS	ASSOCIATES	AFFILIATES
INTAGLIO Custom Homes Steve Rokks 817-726-8450 BUILDERS - RESIDENTIAL	BGO Architects Erik Earnshaw 214-520-8878 DESIGN/ARCHITECTURAL SERVICES	DFW TXGC, LLC Stephen Graham 214-695-9047 BUILDERS - MULTIFAMILY Spike: Rene Grossman, Nationwide Gutter LLC/KCG Construction, Inc.
DFW Land Vijay Borra 972-304-0506 BUILDERS - LAND DEVELOPER	Bruce Nagel + Partners Architects Chris Scorgie 631-461-6301 PROFESSIONAL SERVICES	INTAGLIO Custom Homes Ashley Steormann 817-726-8450 BUILDERS - RESIDENTIAL
DFW TXGC, LLC Howard Akin 214-738-2577 BUILDERS - MULTIFAMILY Spike: Rene Grossman, Nationwide Gutter LLC/KCG Construction, Inc.	Iron Throne Site Services Josh Langel 214-600-7667 SITE PREPARATION/MGMT	INTAGLIO Custom Homes Steven Steormann 817-726-8450 BUILDERS - RESIDENTIAL
<b>SUSTAINING MEMBERS</b> Fireplace & Grill Factory Outlet Mike Stafford 972-250-2006 OUTDOOR LIVING Spike: Bob Cresswell, Cresswell Builders	Opendoor Joe Parker 800-491-7076 REAL ESTATE	Stonemode Countertops Adrian Quijada 214-484-8820 KITCHEN
The Plant Concierge Erica Sosa 972-243-1455 OUTDOOR LIVING Spike: Kathleen Cressy, Kathleen Cressy Interior Design	Preservation Tree Services, Inc. Micah Pace 866-649.8733 PROFESSIONAL SERVICES	Stonemode Countertops Edgar Quijada 214-484-8820 KITCHEN
	Smith-Allen Insurance Stan Smith 214-691-7655 INSURANCE/WARRANTY Spike: Tom Sadler, Tom Sadler & Associates	Stonemode Countertops Jose Quijada 214-435-8076 KITCHEN
	Stonemode Countertops Blanca Quijada 214-484-8820 KITCHEN	Tag & Associates, LLC BreAnna Smith 469-431-6912 BUILDERS - RESIDENTIAL

## Member Milestone Anniversaries

Milestones denote continuous Dallas BA membership.

**50 Years**

Whirlpool Corporation

**30 Years**

Tommy Ford Construction

**20 Years**

Lee Lighting  
Twin Oaks Homes

**15 Years**

Elite Remodeling  
North Texas Financial Group

**10 Years**

Rick's Hardware & Decorative Plumbing

**5 Years**

Crossroads Drywall  
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Robinson Floors  
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**Camber Mathis Is a New Spike!**  
Executive Officer Phil Crone welcomes Camber Mathis of PaveTex Engineering & Testing to the Spike Club; she has recruited six new members.

Construction Monitor				Dallas Metro Single Family Builders Year-to-Date 06/21/2019		
<b>Dallas Metro Building Permit Summary Year-to-Date 06/21/2019</b>						
Residential	Permits	Value	Units	Builder	Homes	Value
Single Family Homes	17,412	\$5,082,847,647	17,408	1 First Texas Homes	626	\$313,368,431
Duplexes & Twin Homes	83	\$17,712,874	166	2 Highland Homes	842	\$257,199,118
Apartments & Condos	225	\$1,826,997,924	21,155	3 D R Horton Custom	1289	\$252,575,511
Other Residential Structures	354	\$73,427,881	0	4 Lennar Homes	857	\$215,905,987
Swimming Pools & Spas	3,368	\$146,864,364	0	5 DR Horton	633	\$180,163,261
Garages & Carports	189	\$9,273,641	0	6 Bloomfield Homes	609	\$154,861,747
Res Rm'd, Addn, Int Fin	3,081	\$248,605,498	0	7 Beazer Homes	380	\$120,860,474
Reroof Residential	1,642	\$99,130,967	0	8 American Legend	348	\$112,828,852
<b>Total Residential Const</b>	<b>26,334</b>	<b>\$7,804,669,992</b>	<b>38,728</b>	9 David Weekley	310	\$109,133,905
				10 Darling Homes of	227	\$85,548,113
				11 Heritage Homes	258	\$82,499,317
				12 Pulte Homes of	344	\$78,969,465
				13 Hallmark Land	234	\$78,755,900
				14 K. Hovnanian Homes	199	\$77,838,894
				15 History Maker Homes	330	\$76,768,028
				16 Landon Homes LP	211	\$66,565,155
				17 LGI Homes	385	\$64,865,254
				18 Drees Custom Homes	189	\$64,360,744
				19 Gehan Homes	249	\$62,191,540
				20 M/I Homes	265	\$61,545,429
				21 DR Horton	294	\$60,795,264
				22 Shaddock Homes	141	\$60,525,194
				23 Toll Brothers Inc	100	\$60,428,579
				24 Megatal Homes Inc	208	\$57,168,245
				25 Antares Homes	256	\$56,960,814
				26 Heritage Homes of	185	\$54,979,587
				27 Pulte Homes	197	\$49,351,706
				28 Ashton Woods Homes	142	\$48,801,504
				29 Impression Homes	225	\$47,864,822
				30 Perry Homes	131	\$46,567,137
				31 Trendmaker Homes	142	\$43,518,634
				32 CB Jani Homes	169	\$33,160,587
				33 Megatal Homes Inc	134	\$30,842,759
				34 Normandy Homes	114	\$28,444,891
<b>Dallas Metro Building Permit Summary Week 34 - 08/15/19 to 08/21/19 (permits over \$20,000)</b>						
Residential	Permits	Value	Units			
Single Family Homes	749	\$225,882,458	749			
Demolition	41	\$28,320	0			
Footing & Foundation	129	\$1,059,800	0			
Duplexes & Twin Homes	2	\$450,000	4			
Apartments & Condos	5	\$113,454,794	1418			
Other Residential Structures	10	\$445,313	0			
Swimming Pools & Spas	117	\$3,638,190	0			
Garages & Carports	2	\$40,000	0			
Res Rm'd, Addn, Int Fin	155	\$13,822,130	0			
Reroof Residential	104	\$10,446,642	0			
<b>Total Residential Const</b>	<b>1,314</b>	<b>\$269,068,672</b>	<b>2,171</b>			



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