

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVII

No. 2

February 2020

## Dallas BA's Industry Investors for 2019



## BRIEFLY

Beginning with its Feb. 20 luncheon, the Metro East Division has changed its venue for 2020. The new location is the Divine Peace Church located at 305 S. Fannin Street in Rockwall.

Hosts for After Hours are determined by random drawings of qualified associate members, to be held on a quarterly basis. Submissions for Q2 2020 are now being accepted. This drawing will be for the June 25 After Hours. To be considered, look for the survey in *Punch List*. Deadline is 11:59 p.m. Feb. 28 and the drawing will be held live on Facebook the week of March 2.

Texas Association of Builders' Contracts Package subscription is available to builder members for \$399.99 + tax. It provides a blueprint for typical construction and remodeling transactions in the State of Texas. In addition to reflecting new legislatively mandated flood notice requirements, over 50 additions have been made to the package. Visit [TexasBuilders.org](http://TexasBuilders.org) for details.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Turner, Gilkeson named Designees of Year by NAHB

Two Dallas Builders Association builder members are among seven individuals honored by the National Association of Home Builders (NAHB) who have displayed notable professionalism as NAHB educational designation holders and excelled in teaching NAHB education courses. The 2019 Educator and Designees of the Year were given Jan. 21 during the NAHB International Builders' Show® in Las Vegas.

Michael Turner, CAPS, GMB, Master CGP, has been honored as Builder Designee of the Year, and Tag Gilkeson, CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, Master CGP, Master CSP, MIRM, has been named Green Professional Designee of the Year.

"These home building industry professionals are dedicated to sharing their knowledge with others in our industry," said NAHB Education Committee Chair Bob Peterson CAPS, CGP, CGR, GMR. "They work tirelessly to stay current with industry trends and standards and set an example for our fellow members."

Michael Turner is a 34-year veteran of the Dallas home building industry and past president of the Dallas BA. Turner began his career in the building industry straight from high school and was a project manager for several custom builders before forming Classic Urban Homes in 2005. His company has been

awarded numerous ARC awards including Best New Home in 2014 and 2015. Turner, Custom Builder of the Year award winner four times, was the team captain for an Operation FINALLY HOME build in 2016, and his company was the 2015 recipient of the APEX Award recognizing professionalism in doing business with associate members. His experience includes design, budgeting, purchasing and day-to-day onsite supervision.

Tag Gilkeson owns design/build firm Tag & Associates, LLC, and has been a custom home builder for 14 years. Last year Gilkeson was honored as the National Sales & Marketing Designee of the Year. He has earned 11 professional designations recognized by NAHB and two recognized by the Dallas BA. He works with home owners, remodelers and builders, drawing full construction plans in 3D, which Gilkeson says eliminates the need for changes in the field and helps to maintain budget constraints and maximize livability.

Other 2019 honorees were Educator of the Year Fritzi Gros-Daillon of Vista, CA; CAPS Designee of the Year Wanda E. Gozdz of Deerfield Beach, FL; HCCP Designee of the Year Scott Michael Dunn of Sioux Falls, SD; Remodeler Designee of the Year Alan Archuleta of Morristown, NJ; and Sales and Marketing Designee of the Year Kathie McDaniel of Tampa, FL.



Michael Turner



Tag Gilkeson

### Dallas Division Supports DISD Construction Trades

Dallas Division Past President Kelly Reynolds, Keen Homes, and Dallas Division President Matt Mitchell, James Andrews Custom Homes, visit with the construction program at Skyline High School and deliver a \$1,000 check on behalf of the Dallas Division Board to support the program. The Dallas Division looks forward to a continued partnership with Mr. Palmer and his students.





## STATE of the INDUSTRY SUMMIT

DallasBuilders ASSOCIATION

### March 19, 2020

8:30 - 11:30 AM

The 2020 State of the Industry Summit will feature experts and insight on the biggest challenges facing the DFW residential construction market. NAHB's Federal Government Affairs staff will provide an overview of the political and regulatory environment on Capitol Hill and will preview the 2020 Election's impact on housing.

That presentation will be followed by an All-Star panel of experts on labor availability, land prices, material pricing and overall market trends.

Venue Forty|50  
4050 Belt Line Rd  
Addison, TX, 75001

Dallas BA Members: \$25  
Non-Members: \$35

Breakfast Courtesy of  


Register at [www.DallasBuilders.com/calendar](http://www.DallasBuilders.com/calendar)

## McSAM Awards entry deadline is March 2

Deadline to enter the 2020 McSAM Awards, presented by StrucSure Home Warranty, is Feb. 21 for People's Choice and March 2 for all other categories.

The event will be held on Saturday, April 18, at the Westin Galleria Dallas. The official call for entries can be found at [McSAM Awards.com](http://McSAM Awards.com).

International keynote speaker and author Chad Sanschagrin will serve as master of ceremonies.

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.

This year's awards show will include more than 60 categories and two

People's Choice Awards: Community of the Year and Builder of the Year.

Awards categories will be in the areas of Professional Achievement; Marketing, Advertising, Signage, Online; Interior Merchandising; Builder/Developer of the Year; and Community of the Year.

Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in four dollar volume categories ranging from \$5 million to \$20 million.

A variety of partnership opportunities are available starting at \$500. Market directly to decision makers including volume builder CEOs, division presidents, architects, brokers, builders, developers, interior designers and sales and marketing professionals. Contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5005, if you are interested in partnering. Last year almost 400 entries were submitted, and attendance exceeded 450.

# Milestone Anniversaries

**Acme Brick - 55 Years**  
Tom Jeter of Acme Brick accepts a Milestone Plaque in recognition of 55 continuous years of membership with the Dallas Builders Association.



**Toll Brothers - 25 Years**  
Toll Brothers has been recognized for 25 years of continuous membership with the Dallas BA. Accepting the Milestone Award is Rob Paul.

Milestones denote continuous Dallas BA membership.

- |  |   |
|--|---|
| <b>30 Years</b>                          | <b>10 Years</b>   |
| Frisco Wholesale Lumber Inc.<br>HomesUSA | Thomas Development and Construction LLC<br>Train Custom Homes |
| <b>25 Years</b>                          | <b>5 Years</b>  |
| Bella Custom Homes                       | Jetstream Outdoor Cooling                                     |
| <b>20 Years</b>                          | LTC Professional Builders, Inc.                               |
| Rick Shipley Custom Homes                | Rumsey Construction   |

Milestone Awards Courtesy of



# The HomeFront

-Gov't Affairs News and Info

## Fees, Setbacks, Elections and Federal Policy

David Lehde  
Director of  
Government  
Affairs



Only a month into the new year and there is already plenty of political activity that concerns the Dallas Builders Association and its members. Across various cities, the Association is monitoring issues ranging from fees to setbacks to elections. And a federal announcement has brought an advocacy effort some resolve.

Roadway, water and wastewater impact fees, and their impact on housing affordability, continue to challenge goals of our industry.

In Denton, Dallas BA has communicated our concerns to city council as they consider increasing the fee assessed per home as it relates to the city's road impact fees that went into effect in 2017. The city originally approved roadway impact fees in March of 2016 and, after hearing from Dallas BA, provided a one-year grace period. The current recovery rate is based on the city's 2015 Land Use Assessment (LUA) and Capital Improvements Plan (CIP). The current discussion on fee increases is related to road construction cost increases. The presentation before council proposed increasing the recovery fees by thousands of dollars per home in certain zones. The concept drew the concern of Dallas BA and the city council alike regarding the negative impact on residential development.

The discussion has since changed to looking at what changes would occur if any increases were based on covering construction inflation costs alone. While that amount would be significantly less, there is always the concern of pricing the city's potential home buyers out of that market. It would be more appropriate to address CIP construction costs during the complete review of the Capital Improvement Plan and Impact Fee Study that is likely to occur this year.

The City of Wylie is also considering changes to their thoroughfare, water and wastewater fees. Dallas BA is among multiple stakeholders who are not in favor of proposed increases.

When cities look at fees, it is important for them to consider that there are usually planned residential properties where the lot prices could have been penciled in a year or more prior. Builders and developers purchased land, some with the understanding of the current impact fees, while others may have already had to make an adjustment. Changes to fees can impact those planned lots where the calculations regarding the homes that could be provided at an acceptable

price point were performed with the understanding of the current fees. It is just as important for cities to recognize the fair share of service costs already given by new residential developments because they provide new tax revenues when converting what was previously agricultural land.

Another challenge that poses a threat to available housing is the abuse of setbacks in zoning. Just as with parkland dedication ordinances, other zoning setbacks can become extreme and eliminate the availability of what should be considered safe developable lots. That very issue is currently a heated political discussion in Denton. They city has enforced 250-foot reverse setbacks from gas wells for some time. Near the end of 2019, there was a desire by some on council to increase that setback as much as 1,500 feet. Other council members stepped in and wrangled it back to a setback that is still problematic, but they also signaled their intention to revisit the issue. At the writing of this column, the reverse setback is scheduled for a follow-up public hearing at city council.

This brings us to something just as important on the regulatory calendar and, in a way, related: election season.

The 2020 Primary Election season is upon us. Election Day is Tuesday, March 3, with early voting beginning on Tuesday, Feb. 18. Key state offices, including senators and representatives, will be on the ballot along with county officials. At the same time, various cities in the Dallas BA service area are holding municipal elections on May 2, with early voting beginning on April 20. All can have an impact on residential development.

It is important that those elected understand the value that residential construction brings to their area. A key tool our industry has for local advocacy is HOMEPAC of Greater Dallas. As-

sociation members interested in participating should contact the Director of Government Affairs at David.Lehde@dallasbuilders.com.

There is good news regarding a federal water policy that impacts not only our industry, but those in agriculture as well as property owners in general. And the Dallas BA has been a key voice for the industry in recent years.

On Jan. 23, the Trump Administration announced the final new "waters of the United States" (WOTUS) rule, clarifying the limits of federal jurisdiction over certain water bodies. The new rule corrects the dangerous overreach of the 2015 WOTUS definition by excluding most man-made ditches, isolated ponds on private property and other private or temporary water features from federal jurisdiction. These types of water features should never have been considered "navigable waters" under the Clean Water Act. The new WOTUS rule is a common sense approach that continues environmental protection while reducing permit requirements for projects that were not intended for that type of oversight.

Dallas BA hosted the former Administrator for the Environmental Protection Agency in 2017 for a policy roundtable to give direct feedback from home builders and developers affected by the 2015 WOTUS Rule. Dallas BA members were able to better explain how little land would be left unregulated in Texas and how the overreaching rule could threaten housing affordability.

Last September, Dallas BA hosted EPA Region 6 Administrator Ken McQueen, who announced the Environmental Protection Agency (EPA) and Department of the Army's finalization of the repeal of the problematic 2015 "waters of the United States" rule.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders Year-to-Date 12/31/2019			
Residential	Permits	Value	Units	Builder	Homes	Value	
Single Family Homes	28,933	\$8,319,933,795	28928	1 D R Horton Custom	2519	\$475,556,284	
Duplexes & Twin Homes	120	\$28,068,590	240	2 First Texas Homes	1050	\$454,183,939	
Apartments & Condos	408	\$3,229,207,106	36270	3 Highland Homes	1203	\$368,716,458	
Cabins	1	\$100,000	0	4 Lennox Homes	1243	\$326,234,042	
Other Residential Structures	681	\$92,973,138	0	5 D R Horton Homes	1287	\$308,294,333	
Swimming Pools & Spas	5,140	\$227,810,472	0	6 Bloomfield Homes	1001	\$279,678,964	
Garages & Carports	315	\$65,491,816	0	7 Bozart Homes	951	\$176,808,329	
Res Rmtd, Addn, Int Fin	5,383	\$477,841,184	0	8 David Weekley	495	\$176,419,213	
Reroof Residential	2,672	\$161,850,449	0	9 American Legend	547	\$170,151,017	
				10 Hallmark Land	445	\$182,375,359	
				11 K Horvath Homes	414	\$153,592,941	
				12 Meritage Homes	470	\$148,908,905	
				13 Landon Homes LP	417	\$148,265,780	
				14 Darling Homes of	362	\$141,718,168	
				15 History Maker Homes	532	\$130,503,130	
				16 MHI Homes	428	\$123,822,366	
				17 LGI Homes	646	\$123,629,569	
				18 Goshen Homes	464	\$118,824,522	
				19 Dress Custom Homes	320	\$111,916,401	
				20 Toll Brothers Inc	183	\$106,973,788	
				21 Shaddock Homes	346	\$104,071,569	
				22 Aransas Homes	377	\$89,444,293	
				23 Puller Homes Of	362	\$83,818,808	
				24 Impression Homes	381	\$81,298,449	
				25 Puller Homes	316	\$75,916,361	
				26 Ashton Woods Homes	230	\$73,318,028	
				27 Perry Homes	203	\$72,630,098	
				28 TSHH LLC	346	\$71,122,972	
				29 Meritage Homes of	232	\$67,077,593	
				30 Magalof Homes Inc	345	\$65,804,760	
				31 CB Jera Homes	318	\$65,275,079	
				32 Trademark Homes	202	\$63,511,431	
				33 MHI Partnership	210	\$60,208,017	
				34 Lennox Homes	138	\$58,275,655	
				35 D R Horton	318	\$57,484,711	

  

Dallas Metro Building Permit Summary			
Residential	Permits	Value	Units
Single Family Homes	523	\$137,035,328	523
Demolition	39	\$9,500	0
Grading & Dust	3	\$67,310	0
Footing & Foundation	198	\$756,763	0
Duplexes & Twin Homes	5	\$732,600	10
Apartments & Condos	1	\$335,000	55
Other Residential Structures	7	\$695,923	0
Swimming Pools & Spas	69	\$2,748,813	0
Garages & Carports	5	\$205,250	0
Res Rmtd, Addn, Int Fin	215	\$12,424,720	0
Reroof Residential	49	\$2,630,839	0
<b>Total Residential Const</b>	<b>1,154</b>	<b>\$167,642,249</b>	<b>588</b>

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# Sanschagrín to emcee McSAM

International keynote speaker and author Chad Sanschagrín will serve as master of ceremonies for the 2020 McSAM Awards presented by StrucSure Home Warranty. The event will be held April 18 at the Westin Galleria Dallas.

Sanschagrín says he is fulfilling his purpose in life by making a difference in the lives of others. He began his career in the hotel industry, before entering real estate in 2008. He began working at Richmond American Homes, where he became the top sales professional in the country.

When he transitioned to new home sales, he discovered that the right leadership could transform the average mindset into an extraordinary one. Today, Chad owns his own company – Cannonball Moments, where he coaches corporate leaders and sales



teams around the country and takes part in unleashing the potential of all his clients. Chad has an innate ability to relate to anyone and establish a relationship of trust and honesty.



**Newest Life Spike**  
John Porizek accepts national Life Spike recognition on behalf of Chad Tschetter with MI Homes, who has recruited 25 new members into the Association.

# DallasBuilders.com Builder Search

The builder/remodeler search is the cornerstone of the Dallas Builders Association's consumer-focused website, DallasBuilders.com, which garnered awards from both the Texas Association of Builders and the National Association of Home Builders in 2019.

The website features an expanded search tool that allows the public to find builders and remodelers by location, price and architectural style.

Builders and remodelers can maximize their exposure to consumers and get the greatest benefit out of this exciting resource by taking a few minutes to update information in their Dallas BA member profile.

To update your profile, visit the member website at DallasBuilders.org and click on MEMBER LOGIN at the top left. If you do not update your profile, your company name will not be visible when consumer and real estate agents use specific filters in the search.

DallasBuilders.com sees about 5,000 unique visitors each month.

Builders and remodelers are also able to add their company logo, a link to their website, a photo, a YouTube video, social media links and a company description FOR NO ADDITIONAL COST.

Call Dallas BA staff at 972-931-4840 for assistance.

# Burlington Design Gallery hosts January After Hours



Membership Chairman Matt Walls with door prize winner David Campos, Stonemode Countertops



Membership Chairman Matt Walls with popcorn gift basket winner Charlie Williams, Southwest International Trucks



Randy Bell, Dallas Realty Resources, winner of a popcorn gift basket, with Membership Chairman Matt Walls



Door prize winner Kelly McLaughlin, Natural Stone Design, with Membership Chairman Matt Walls



T.W. Bailey, Bailey Family Builders, winner of a builder widget, with Membership Chairman Matt Walls



Builder widget winner Barbara Bynum, John P. Bynum Construction, with Membership Chairman Matt Walls



Cash door prize winner Jon Stricklan with Pro-TechT



Dennis Jaglinski, Trendmaker Homes, wins a \$500 certificate toward a set of plans with Tag & Associates.



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## Reynolds honored as Designee of Month

Presented by 

Kelly Reynolds is one of the select group of professionals nationwide to earn the Certified Aging-in-Place Specialist (CAPS) certification, identifying him as a qualified builder with the skills and knowledge necessary to remodel or modify a home to meet the unique needs of the older population, disabled owners or their visitors.

Kelly has been a member of the Dallas Builders Association since September 2013, winning numerous awards as well as serving on the Dallas Board of Directors and the Dallas Division Board. Over the last two years, Kelly along with his employees at Keen Homes have completed 90 hours of continuing education, helping them to keep abreast of emerging trends and advanced building technics.

The CAPS program includes training and education on the technical, business management and customer service skills essential to compete in the fastest-growing segment of the residential remodeling industry — home modifications for aging-in-place.

Kelly began his homebuilding career in 1985. At that time he received construction, sales and customer satisfaction training while working for large builders from 1985 to 2005. He recalls that during that time production builders hired young, single men who could work 70-80 hours per week. "Those of us who did not burn out learned a lot in a short time," he says.

Since then he has managed the sale and construction of homes ranging from

1,200-sq.-ft. starter homes to 8,000-sq.-ft. luxury custom homes. Kelly has held various titles including vice president of operations and division president for publicly traded builders. He focuses on customer satisfaction and has received training from J.D. Power and the Ritz-Carlton, specifically focusing on customer service.

"I view homebuilding as a noble profession and the people who have a long tenure in our industry became successful by doing the right things the right ways," he says.

Kelly enjoys traveling and is an avid snow skier and seeker of knowledge.

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

"Knowledge of aging-in-place plays an important role in the design of our homes. We are more thoughtful in our designs as to how accessible our homes are today and how they remain so as our homeowners age."

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

"We receive a fantastic response during the design stage. Customers appreciate ample spaces in our homes that may not be found in homes not designed with aging-in-place in mind."

**Why did you decide to become a Certified Aging-in-Place Specialist?**

"Obviously, the population is not getting younger and statistics indicate people are staying longer in their homes. It is apparent that new homes designed with CAPS as a focus will meet the future needs of our customers with accessibility features they may not have considered at



the time of purchase."

**What advice would you give to someone new starting out?**

"Be passionate about what you choose to do, learn from the best then learn more, be willing to do what others won't do."

CAPS graduates include remodelers, builders, designers, architects, occupational therapists and others who help homeowners remain in their homes safely, independently and comfortably as they age.

In three days of coursework, the CAPS curriculum incorporates market demographics, communication techniques, marketing, common barriers and solutions, building codes and standards, product ideas and resources and business management.

Become a CAPS graduate this year in just three days. Classes will be offered March 11-13. Register online at [dallasbuilders.org/upcoming-classes](http://dallasbuilders.org/upcoming-classes).

## Leadership program returns in 2020

The Association's DBA LEADERS program returns in 2020, 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 cultivate leadership traits and applying this knowledge to daily business operations. The program launches with a two-day retreat focused on a deep dive into Leadership and Team Building on March 5 and 6.

Participants are not required to stay over but will have the option. Additionally, participants are not required to attend each session in order to graduate. In these busy times, it is understandable not all sessions will be attended.

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.

Following the two-day retreat, future sessions will be held the first Friday of each month (excluding July). Session details are as follows:

April 3 – Communicate Like a Leader

May 1 – Spokesperson Training  
June 5 – Bargaining, Negotiating and Closing the Deal

July 10 – Leading the Team

August 7 – Balance & Renewal

September 4 – Precision Thinking and Problem-Solving Skills for Leaders

October 2 – Project Management Fundamentals

November 6 – Leadership Program Review and Graduation Lunch

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.

Lansford is a veteran homebuilder, remodeler and real estate broker with 25+ years in the industry. He has more than three decades of applied leadership experience spanning multiple industries.

A national trainer, Lansford owns a thriving full-service training and consulting firm and has influenced thousands in successful leadership, business and sales.

He has presented his training programs to numerous Fortune 500 companies, colleges and universities, governmental agencies, defense and military organizations.

Thank you to the 2020 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](mailto:sheena.beaver@dallasbuilders.com). Or reserve your spot at [dallasbuilders.org/upcoming-classes](http://dallasbuilders.org/upcoming-classes).

ment 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 National Association of Home Builders.

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.

For questions about the program please contact Sheena Beaver at [Sheena.Beaver@dallasbuilders.com](mailto:Sheena.Beaver@dallasbuilders.com) or by calling 214-615-3881.

## ALL ACCESS Continuing Education Pass

Introducing the 2020 Continuing Education All Access Pass, Exclusive to Members Only:

The All Access Continuing Education Pass gets you into all of the 2020 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 \$299. 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 topics affecting North Texas. Dates vary, class time is from 10 a.m. to 1 p.m. in a casual classroom setting and includes lunch.

- Cost-saving of 33%! Each class without advanced registration is 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 Pass, all you need to do is register your attendance for each class so we know to expect you! Purchase yours today at [DallasBuilders.org/upcoming-classes](http://DallasBuilders.org/upcoming-classes).

The 2020 Continuing Education All-Access Pass does not include Certification classes, Leadership Program or classes not hosted by the Dallas Builders Association.

After purchasing the Pass you will receive an email detailing instructions on how to register as a pass holder.

## Upcoming classes – February & March

Presented in partnership with 

### Exclusive BMC Factory Tour @ Project Site Class - February 12

Join Instructor Paul Evans as he gives an exclusive tour of BMC's state-of-the-art millwork facility in Coppell. With 51 millwork facilities around the country, BMC is a full-service supplier. The Coppell facility is the home of state-of-the-art millwork equipment. BMC stands as a national leader in their ability to produce unique custom doors, moulding and other millwork using CAD design and manufacturing. This is a special opportunity to tour this plant and see it in action!

Date: February 12, 2020

Time: 10:00 am – 12:00 pm

Location: BMC – Coppell Millwork: 425 Airline Drive Coppell

Cost: 7-Day Advanced Registration: \$40 /

Member Cost: \$45 / Non-Member: \$55

Brought to you by 2020 Title Partner: StrucSure Home Warranty and series partners: Texas Builders Resource Group, DuPont and Paragon Structural Engineers.

### Structural Engineering – Building a Better House Class - February 19

Brian Eubanks, M.S.C.E., P.E., D.F.E., Paragon Structural Engineering and Cathy Scarince, P.E., APA – The Engineered Wood Association will discuss the unique conditions affecting North Texas including soils and how they impact various foundations. Invite your framing company to attend with you to stay ahead of the curve by learning advanced framing techniques and storm-resistant construction. Instructors will also discuss observations made in light of recent tornado events.

Class Topics include:

- Slab to frame engineering
- Importance of having residential projects engineered vs not having it engineered

- Liability of not having a project reviewed by an engineer

- Advanced framing vs. standard framing techniques

- Different types of foundations for North Texas soils

- How the recent tornadoes impacted residential homes

- The importance of following code

- Storm resistant construction

Date: February 19, 2020

Time: 10:00 am – 1:00 pm (lunch provided)

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

Cost: 7 Day Advanced Registration: \$40 /

Member Cost: \$45 / Non-Member: \$55

Brought to you by 2020 Title Partner: StrucSure Home Warranty and series partners: DuPont, Samsung and Paragon Structural Engineers.

### Certification: Project Management (CGB, CGR) - February 26

Learn project management concepts and strategies designed to help you increase your professional value and the value you bring to your company and customers. This course will teach you the basics of successful project management. A successful project is one that is built on time, on budget, and to the customer's satisfaction. The course explains the role of project managers dur-

ing each phase of a project, including the pre-construction, construction, and post-construction phases. Project management tools and effective management of trade contractors will also be discussed.

Class Topics:

- Explain the basics of successful project management

- Execute the pre-construction project management functions and responsibilities

- Implement the tools available for efficient project management

- Manage trade contractors effectively

- Perform project management duties during the project

- Complete the duties and responsibilities of post-project management

*Additional Credit Information*

6 AIA/CES LU: NAHB is a Registered Provider with the American Institute of Architects (AIA) Continuing Education Systems. Credit earned on completion of this course will be reported to CES Records for AIA members by NAHB. Certificates of Completion for non-AIA members are available upon request.

6 AIBD CE: All face-to-face education provided by NAHB is approved by the American Institute of Building Design (AIBD) for continuing education units. Members of the Institute seeking credit must self-report by submitting a form and providing verification of attendance or completion.

Date: February 26, 2020

Time: 9:00 am – 5:00 pm (lunch provided)

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

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

This course is made possible by title partner StrucSure Home Warranty and series partner Tag & Associates, LLC.

### 3-Day CAPS (Certified Aging-in-Place Specialist) Certification - March 11-13

Expand your consumer base by becoming a Certified Aging-in-Place Specialist. As the population matures homeowners 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.

CAPS I - Marketing & Communication with the Aging In Place Client – March 11, 2020

CAPS II – Design Concepts for Livable Homes and Aging in Place – March 12, 2020

CAPS III – Details & Solutions for Livable Homes and Aging In Place – March 13, 2020

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 from 9 a.m. to 5 p.m. and include lunch. Register online at [www.dallasbuilders.org](http://www.dallasbuilders.org)

These three courses have now been approved for 18 continuing education credits for licensed Texas Occupational Therapists.

This course is made possible by education title partner StrucSure Home Warranty and series partner Tag & Associates, LLC. Their commitment to the industry's education is vital to the Association's education program.

## Become a Certified Star Builder; members pay \$99 in first year

The Dallas BA Education Committee recently created a new local certification to assist members who want to set themselves apart and show their clients they are committed to being a dedicated professional. 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 applicants will be required to pass an exam with no less than a score of 70% along with signing the CSB code of ethics.



The CSB certification will require renewal each year to authenticate the parameters of the certification are still being met. The cost is \$99 and will be effective through Dec. 31, 2020. Applying is easy and convenient and can be done online at [dallasbuilders.org/star-builder-app/](http://dallasbuilders.org/star-builder-app/) under the Education Certifications tab.

Certified Star Builders will have demonstrated their company's desire to go above and beyond. The require-



## NEW MEMBERS

### BUILDERS

Christner Homes  
Stiles Christner  
972-824-8225  
BUILDERS - RESIDENTIAL

Country Villa Custom Homes  
Brandon Rogers  
972-825-3974  
BUILDERS - RESIDENTIAL

Crux Engineering & Construction  
Siyan Fayiga  
214-455-8043  
BUILDERS - RESIDENTIAL  
Spike: Tag Gilkeson, Tag & Associates, LLC

ECM Development  
TJ Moore  
817-739-1912  
BUILDERS - LAND DEVELOPER

Elijah Kord Custom Homes  
Hamed Balazadeh  
214-770-4575  
BUILDERS - RESIDENTIAL

HRS Build  
Harriet Reisman-Snyder  
469-441-4779  
BUILDERS - RESIDENTIAL

Integrity Group  
Ryan Delin  
817-430-3318  
BUILDERS - RESIDENTIAL

Legend Classic Homes, Ltd  
John Devens  
281-671-9000  
BUILDERS - RESIDENTIAL

LodgeStar Construction, Ltd.  
Bhavesh Patel  
817-989-7800  
BUILDERS - RESIDENTIAL

Tradition Homes  
Zach Schneider  
469-371-9612  
BUILDERS - RESIDENTIAL  
Spike: Jody Hanson, Anderson Hanson Blanton

### ASSOCIATES

Blue C Designs  
Curtis Burlbaw  
214-906-4883  
DESIGN/ARCHITECTURAL SERVICES

Bray Real Estate Group  
Rane Pearson  
210-844-6029  
REAL ESTATE  
Spike: Andrew Pieper, Hillwood Communities

Builders Capital  
Ethan Toland  
214-491-0016  
FINANCIAL SERVICES

Builder Squared  
Chris Graham  
214-552-5165  
MARKETING/PROMOTIONAL SERVICES  
Spike: Bill Deal, Centricity

Builditect Framing, LLC  
Tom Green  
972-878-7111  
LUMBER/FRAMING/CARPENTRY

Launch Development Finance Advisors, LLC  
Carter Froelich  
855-970-0003  
PROFESSIONAL SERVICES  
Spike: Frank Murphy, Wynne/Jackson Inc.

Model My Home  
Jana Uselton  
972-733-3435  
HOME LIVING/DECOR

Open House Network, LLC  
Marna Heresz  
817-431-9900  
PROFESSIONAL SERVICES

Runway Proptech LLC  
Nicole Godfrey  
469-580-4716  
PROFESSIONAL SERVICES  
Spike: Matt Robinson, BGE Inc.

Texas Reps  
Sherry Scott  
214-556-7475  
HVAC

Sherri Burlison, The Burlison Group  
Sherri Burlison  
469-233-2741  
REAL ESTATE  
Spike: Mike Baldwin, Wells Fargo

Southwest International Trucks  
Charlie Williams  
214-689-1431  
AUTOMOTIVE

Supreme Lending - The Twins Team  
Kelly Howard  
469-396-7680  
REAL ESTATE

### AFFILIATES

Aaff - Atmos Energy Corporation  
Nick Roy  
214-384-2158  
UTILITIES

Bray Real Estate Group  
Chase Bray  
214-448-8961  
REAL ESTATE

Builder Squared  
Grady Ray  
214-552-5165  
MARKETING/PROMOTIONAL SERVICES

Country Villa Custom Homes  
Michael Stiller  
972-935-2108  
BUILDERS - RESIDENTIAL

Legend Classic Homes, Ltd  
Kevin Morse  
281-671-9000  
BUILDERS - RESIDENTIAL

Legend Classic Homes, Ltd  
Karen Nickell  
281-671-9000  
BUILDERS - RESIDENTIAL

Pape-Dawson Engineers  
Hayes Stewart  
214-420-8494  
PROFESSIONAL SERVICES

Perma Pier Foundation Repair of Texas  
Michael Gordon  
817-606-7866  
FOUNDATION

Perma Pier Foundation Repair of Texas  
AJ Hamilton  
817-583-2065  
FOUNDATION

Perma Pier Foundation Repair of Texas  
Josh Lavelle  
972-672-4915  
FOUNDATION

Trophy Signature Homes  
Yvette Rhea  
469-777-0271  
BUILDERS - RESIDENTIAL

## Association job board revamped

The Dallas Builders Association will has updated the current job board at DallasBuilders.com/construction-careers/.

The new job board platform will be more streamlined and even more user-friendly.

The use of this site will be free to members of the Association and job seekers. To continue benefiting from this feature please set up your new account, posing any current openings and employee candidate

resumes.

New pricing for nonmembers will cost \$50 for a 30-day listing post, \$80 for a 60-day post, \$100 for a 90-day post and an optional \$30 featured listing upgrade.

The Dallas BA has entered into a contract with ZipRecruiter to ensure job listings are relevant and vast. This will help match even more qualified candidates with employers and aid in the relief of the labor shortage the housing market has experienced.

## AFTER HOURS

Thursday, February 27

6-8 p.m.

Hosted By



1250 Slocum Street, Dallas

Enjoy food and beverages while networking with fellow industry professionals. Door prizes!

**Builder Jackpot – \$800**

Winner must be present.

After Hours is FREE to attend, but please make reservations.

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

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