

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVII

No. 3

March 2020

Dallas BA's Industry Investors for 2020



BRIEFLY

The ARC Awards are coming in August! The Association's awards competition for Associates, Remodelers and Custom Builders is on tap for 2020, with the official Call for Entries scheduled for early May. Details coming soon!

The Dallas BA will once again work in partnership with publisher E&M Consulting to produce its next Membership Directory. The advertising campaign for the 2021 roster has begun. Contact Josh at 800-572-0011 or josh@emconsultinginc.com.

The Dallas BA has updated the current job board at DallasBuilders.com/constructioncareers/. The new job board platform is now more streamlined and even more user-friendly. The use of this site will be free to members of the Association and job seekers (with promo code). To continue benefiting from this feature please set up your new account, posting any current openings and employee candidate resumes. The Association 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.

Periodicals Postage Paid at Plano, TX, and Additional Offices

State of the Industry Summit features all-star panel, NAHB & election update

Presented by James Hardie Building Products

The residential construction industry has a lot to look forward to and many potential concerns in 2020.

The Dallas area continues to see exceptional job growth and corresponding housing demand. Builders are struggling to keep prices attainable and housing available to a majority of potential buyers. Meanwhile, the 2020 election and its implications add additional uncertainty.

The Dallas BA's State of the Industry Summit, presented by James Hardie Building Products, will examine each of the significant factors impacting the housing industry.

NAHB Vice President of Government Affairs Lake Coulson will provide an overview of the political and regulatory environment on Capitol Hill and will discuss the 2020 election's impact on housing.

Following his presentation will be an All-Star Panel of experts on labor availability, land prices, the mortgage

market/banking and materials who will discuss overall market trends.

Panelists include:

- Market analyst Paige Shipp;
- Paul Evans, national vice president, BMC;
- Craig Johnson, director of architecture/construction programs, Collin College;
- Steve Otto, vice president of member sales with the Federal Home Loan Bank, and
- a representative of James Hardie Building Products.

The State of the Industry Summit will be held on Thursday, March 19, from 8:30 until 11:30 a.m. at Venue Forty|50 in Addison. Breakfast will be provided courtesy of StrucSure Home Warranty.

Program partners include Chase Bank and Norbord. Additional partnerships are still available.

Register for the Summit at the Calendar on DallasBuilders.org.



Lake Coulson



Paige Shipp



Paul Evans



Steve Otto

Brian Webster named to DBJ 40 Under 40

Brian Webster, president of KWA Construction, has been named to the *Dallas Business Journal's* annual 40 Under 40 list honoring rising stars who are making their mark in the North Texas business community.

Webster is among 20 men and 20 women who are leaders in a variety of companies spanning from some of the largest and most notable companies in DFW to smaller nonprofits.

After vetting several hundred nominations for the annual program, judges selected leaders who are making an impression in the area. The judging panel, comprised of 40 Under 40 alumni, evaluate nominations over the course of several weeks.

Webster joined KWA Construction in 2006, after relocating back to Texas from California. KWA specializes in

providing general construction services for multifamily developments of all product types.

Having started in the construction industry at an early age, Brian has served in a variety of roles within the company, in both pre-construction and operations. These positions have allowed him to develop a comprehensive understanding of the construction industry and development process.

Brian is responsible for the oversight of the organization as a whole and leads KWA's business development efforts to achieve overall corporate objectives. In addition, he is charged with leading strategic planning in the continued enhancement of the organization's mission, culture and values.

He has served as a Dallas BA board member since 2008. Brian is also a member of the Association's Multifamily Builders Council. He has served as the council's chairman multiple times and is the current chairman.

KWA Construction has been a Dallas BA member since 2004, and Brian, himself, has been a member for 9 years.

Prior to KWA, Brian worked in sales in Oklahoma City, OK and Los Angeles, CA. He earned a bachelor of engineering degree in industrial distribution from Texas A&M University.

In his free time, Brian enjoys playing golf, hunting, fishing and spending time with his family.

The 40 Under 40 honorees will be honored at an awards event this month at Gailley's Dallas. They will all be highlighted in a *Dallas Business Journal* digital and print special publication.



Brian Webster
KWA Construction

Partners





Patterson Speaks to Volume Builders and Developers
State Representative Jared Patterson (Dist. 106) speaks to members of the Dallas Builders Association's Volume Builders Developers Committee in late February. The committee meets monthly at Association offices in Plano.

Leadership program gears up this May

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 eight 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 May 7 and 8.

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, fu-

ture sessions will be held the first Friday of each month (excluding July). Session details are as follows:

- June 5 – Communicate Like a Leader
- July 10 – Spokesperson Training
- Aug. 7 – Bargaining, Negotiating and Closing the Deal
- Sept. 4 – Leading Your Team
- Oct. 2 – Balance & Renewal
- Nov. 6 – Precision Thinking and Problem-Solving Skills for Leaders
- Dec. 4 – Project Management Fundamentals
- Dec. 11 – Leadership Program Review and Lunch and Graduation

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

Thank you to the 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.

Information is available from Director of Education Sheena Beaver at 972-931-4840 or sheena.beaver@dallasbuilders.com or at dallasbuilders.org/upcoming-classes.



Dallas BA Advocacy Gets Results, But There Is Still More Work To Do

The Dallas Builders Association has been effective on the advocacy front this winter as we have weighed in for our members and property owners in general.

The Wylie City Council, on Feb. 11, voted to amend the municipality's roadway, water and wastewater impact fees.

In accordance with state law, Wylie performed a land use assessment and drafted a capital improvements plan detailing infrastructure projects based on a 10 year growth forecast. After hearing from the Dallas BA and voicing their own concern about the level of increase in the proposed impact fees, the city council voted unanimously to approve roadway impact fees at a rate significantly less than proposed in the report.

In fact, the fee approved by council calculates to more than \$5,000 less per rooftop than what was proposed by the study for the city's East service area. Council chose to continue normalizing the rate across the city and opted to keep the calculation related to inflation.

The city also approved moderate updates to water and wastewater impact fees.

The City Council also adopted a recommendation from the Dallas BA to offer a grace period for those builders and developers who have submitted preliminary plats, to obtain final plat approval and maintain their assessment of impact fees at the existing rate. Council's decision was to set the grace period for 90 days.

In an effort to keep fees reasonable, but also keep the city on pace for infrastructure, the council opted to set the duration of these fees, before the next review and revision, at three years.

Builders and developers in Wylie are encouraged to check with the city regarding how the updates affect their projects, as well as to stay up to date on other building related ordinances.

As mentioned in last month's column, there has been some drama in Denton as the city increased reverse setbacks from gas wells. Previous setbacks had been listed for 250 feet.

In late November, the reverse setbacks were increased to 500 feet, with a proposal by some on council to increase to 1,500 feet being defeated. Multiple council members were concerned about how home values would be negatively impacted due to how the

ordinance was drafted and moved to revisit the ordinance.

Dallas BA joined hundreds of Denton residents, who signaled their concern over the ordinance, at a public hearing at the end of January. The Association spoke in opposition to the ordinance as there were members already in the platting process who would have lost what should be considered safe developable lots. Furthermore, citizens who had existing homes faced a serious devaluing of their property, as they faced becoming non-conforming.

In the end, council amended the ordinance, stating that those homes that exist in the setback, and those planned residential lots in the increased area that are already in the platting process would maintain conforming status.

While the amending language restores protections for those property owners listed, it is likely this drama may play out further for those property owners who bought a few acres here and there with plans to plat them out in just a couple of years. Council members who have a good relationship with Dallas BA alluded to this concern as well.

The City of Dallas may soon discuss a proposal to increase the fees assessed for right-of-way and lane closures. City staff briefed developers that a proposal could be presented to council sometime this summer. Dallas BA will continue to monitor this matter and weigh in with our concerns.

On the federal front, members are encouraged to review the final joint em-

David Lehde
Director of
Government
Affairs



ployer rule that was issued by the U.S. Department of Labor in January. The rule provides a clearer methodology for determining joint employer status, offering employers better details regarding their responsibility where an employee performs work for an employer that simultaneously benefits another.

Generally, DOL uses a four-part test to determine whether potential joint employers exercise the power to hire or fire the employee; supervise or control the employee's work schedule and conditions of employment; set the employee's rate of pay; and maintain the employee's employment records. Of course, any determination is dependent on the facts in each particular case.

The new rule takes effect on March 16 and is part of President Trump's effort to address regulations that hinder the U.S. economy. Information on the final rule can be found at <https://www.dol.gov/agencies/whd/flsa/2020-joint-employment>.

Obviously, member participation has been a key part of our industry's advocacy efforts at the local, state and federal levels. One way you can participate is to attend Government Relations Committee meetings. These meetings are open to Association members only. If you are interested in attending, contact the Director of Government Affairs. The next GRC meeting will be held on April 9.

Nortex Foundation Designs, Inc
817.379.0866
info@nortexfoundation.com
www.nortexfoundation.com

ADVENT
AIR CONDITIONING INC.
"We're the Comfortable Solution!"
792-221-4373
WWW.ADVENTAIR.COM

Representing The Interests of The Home Building, Multifamily Construction and Remodeling Industry in The Greater Dallas Area

THE HOME BUILDER
Dallas Builders Association
www.DallasBuilders.org

The Home Builder (USPS 579-680) is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972/931-4840. Supplemental subscription rate is \$20.00 per year. Periodicals postage paid at Plano, Texas, and additional offices. **POSTMASTER:** Send address changes to The Home Builder, 5816 W. Plano Pkwy., Plano, Texas 75093.

BARCIE VILCHES, Editor

| Dallas Metro Building Permit Summary | | | |
|--------------------------------------|--------------|------------------------|--------------|
| Year-to-Date 02/19/2020 | | | |
| Residential | Permits | Value | Units |
| Single Family Homes | 3,007 | \$628,247,105 | 3007 |
| Duplexes & Twin Homes | 16 | \$3,355,300 | 32 |
| Apartments & Condos | 32 | \$380,030,768 | 4069 |
| Other Residential Structures | 74 | \$5,398,121 | 0 |
| Swimming Pools & Spas | 390 | \$17,263,819 | 0 |
| Garages & Carports | 26 | \$1,363,419 | 0 |
| Res Remd, Addn, Int Fin | 675 | \$37,650,153 | 0 |
| Reroof Residential | 229 | \$15,354,129 | 0 |
| Total Residential Const | 4,449 | \$1,386,662,912 | 7,198 |

| Dallas Metro Building Permit Summary | | | |
|---|--------------|----------------------|--------------|
| Week 6 - 02/13/20 to 02/19/20 (permits over \$20,000) | | | |
| Residential | Permits | Value | Units |
| Single Family Homes | 724 | \$230,812,371 | 724 |
| Demolition | 35 | \$50,000 | 0 |
| Grading & Dust | 2 | \$0 | 0 |
| Footing & Foundation | 98 | \$618,727 | 0 |
| Duplexes & Twin Homes | 2 | \$280,000 | 4 |
| Apartments & Condos | 6 | \$45,028,330 | 560 |
| Other Residential Structures | 6 | \$193,200 | 0 |
| Swimming Pools & Spas | 71 | \$2,680,830 | 0 |
| Garages & Carports | 6 | \$241,924 | 0 |
| Res Remd, Addn, Int Fin | 95 | \$4,359,529 | 0 |
| Reroof Residential | 35 | \$1,720,545 | 0 |
| Total Residential Const | 1,089 | \$285,985,498 | 1,288 |

| Dallas Metro Single Family Builders Year-to-Date 02/19/2020 | | |
|---|-------|--------------|
| Builder | Homes | Value |
| 1 D R Horton | 257 | \$58,593,016 |
| 2 D R Horton | 150 | \$34,278,997 |
| 3 First Texas Homes | 82 | \$32,451,147 |
| 4 Lennox Homes | 112 | \$29,436,628 |
| 5 Highland Homes | 85 | \$23,575,366 |
| 6 D R Horton Custom | 109 | \$17,301,189 |
| 7 American Legend | 50 | \$14,886,273 |
| 8 Darling Homes of | 39 | \$14,204,705 |
| 9 Gehlan Homes | 49 | \$14,879,870 |
| 10 TSPH LLC | 45 | \$13,863,177 |
| 11 CB Jerni Homes | 54 | \$11,909,795 |
| 12 LGI Homes | 52 | \$11,487,813 |
| 13 David Weekley | 34 | \$11,425,485 |
| 14 Bloomfield Homes | 37 | \$11,191,239 |
| 15 Pulte Homes | 54 | \$10,999,711 |
| 16 K Homevision Homes | 32 | \$10,862,370 |
| 17 Beazer Homes | 31 | \$10,286,542 |
| 18 Trendmaker Homes | 30 | \$10,018,768 |
| 19 Hallmark Land | 31 | \$9,864,818 |
| 20 History Maker Homes | 33 | \$9,701,200 |
| 21 Windsor Homes | 27 | \$9,580,840 |
| 22 M/I Homes | 39 | \$9,137,620 |
| 23 Drews Custom Homes | 28 | \$8,973,377 |
| 24 Meritage Homes | 34 | \$8,501,301 |
| 25 Landon Homes LP | 25 | \$8,300,775 |
| 26 Bluestem Const | 38 | \$7,843,200 |
| 27 Starlight Homes | 47 | \$7,299,542 |
| 28 Meritage Homes of | 19 | \$7,139,090 |
| 29 Perry Homes | 23 | \$6,842,665 |
| 30 Toll Brothers Inc | 12 | \$6,828,014 |
| 31 Antares Homes | 28 | \$6,519,965 |
| 32 Shaddock Homes | 17 | \$6,391,674 |
| 33 Ashton Woods Homes | 18 | \$6,339,305 |
| 34 Lennox Homes | 22 | \$6,337,099 |
| 35 Landrun Homes | 13 | \$6,768,200 |

Local: 817.546.0160
Toll Free: 1.866.448.0961
Email: RFP@FoxEnergySpecialists.com
www.FoxEnergySpecialists.com

ENERGY RATER

Scan the QR Code below to Request a Proposal from your Mobile Device!

Programs We Service:

- Green Built TEXAS
- ICC INTERNATIONAL CODE COUNCIL
- ENERGY STAR PARTNER
- RESNET HERS INDEX

Accurate Energy Testing
Blower Door Testing
Duct Blower Testing
Room-to-Room Pressure Balancing
Fresh Air Ventilation Testing
Thermal Imaging, and more...

Energy Modeling Experts
Energy Plan Analysis for IC3 & REMRate
Green Build Scoring Analysis
Net-Zero Energy Analysis

Fast Administrative Support
Utility Incentive Support
Warranty Support
Trouble House Diagnostics
Sales Staff & Subcontractor Training

All From an Independent Third Party!
That means unbiased recommendations, not influenced by product suppliers.

Membership Mentorship Program

The Dallas BA has rolled out a mentorship program for 2020 to help new members connect with the Association in a unique and personal way.

“This is an initiative that is very exciting, and it will be great to see members connecting and growing each month,” said Dallas BA Director of Membership Coleman Yates.

Association President Justin Webb of Altura Homes says he knows how difficult it can be to maximize the opportunities offered

by Dallas BA membership while juggling the daily demands of a business.

“The key to success is to get involved,” says Webb. “This year, the goal is to make it easier than ever to focus on improving connections and growing business relationships.”

The mentorship program connects first year members with seasoned members who can help make lasting connections. Mentors are reaching out to first year members to provide a Roadmap to Success — something that mem-

bers can do every month to realize and benefit from the depth and breadth of the Association.

“With this in place members will have a better experience and become more likely to remain part of the Association for years to come,” said Yates.

“All members should take a look at the Roadmap and implement some of the suggested steps for maximizing their membership investment,” states President Webb. “You don’t have to be a new member.”

Roadmap to MAXIMIZE Your Membership

1 UPDATE YOUR ONLINE PROFILE

Add employees so they can receive updates & register for meetings. Builders, setting preferences in your profile adds you to the advanced search on the consumer website, DallasBuilders.com (approximately 5,000 unique visitors each month).



2 LEARN THE BASICS

New Member Welcome Breakfast and Volunteer Bootcamp will get you started on the road to success!



3 CHECK OUT YOUR BENEFITS

As a member, you have access to a lot of discounts, rebates and incentives on the local, state and national levels.



4 EXPLORE THE WEBSITES

The Association's two main websites are DallasBuilders.org, the member site, and DallasBuilders.com, a unique, award-winning site that is consumer focused.



5 FIND YOUR NICHE

Attend a few committee meetings to find out which one is best for you. There's everything from Young Professionals to Education to Government Relations, just to name a few.

6 ATTEND A DIVISION OR COUNCIL MEETING

Use the coupon in your New Member Packet to attend a meeting for free. Choose between Dallas, Metro East and Metro North Divisions or the Multifamily Builders Council... or try them all!



7 MAKE NEW CONTACTS

Network with other industry professionals at After Hours and enjoy complimentary food and beverages, plus the chance to win a prize.



8 GET EDUCATED

Set yourself apart from your competition by enrolling in education courses offered exclusively to housing industry professionals. The coupon in your New Member Packet lets you take one continuing education class for free!



9 MARKET YOUR BUSINESS

Partner an event, send a targeted email to fellow members or place an ad on a website or in a publication—there is a marketing strategy that will fit your needs.



11 INVESTIGATE ADVOCACY

Go to a Government Relations Committee meeting; introduce local leaders who support housing. If you have a zoning, code or inspection issue with a local municipality our relationships could help.



10 TRY SOMETHING DIFFERENT

There is always something going on at the Dallas BA. Look into attending events such as the Golf Open or an awards gala.



12 LOOK TO THE FUTURE

Help the Dallas BA advocate for the future by furthering industry education in area high schools and community colleges: become a guest lecturer/mentor or even offer employment.



13 LEND YOUR EXPERTISE

The Association is always looking for blog posts on trends and best practices for both DallasBuilders.com and DallasBuilders.org.



Evans honored as Designee of Month

Presented by 

The Dallas BA Education Committee is proud to announce the March Designee of the Month, Certified Graduate Associate Paul Evans.

As a native Texan with over 40 years in the construction industry, Paul is a well known, trusted expert. Beginning at an early age he worked at his father and uncle's cabinet shop after school and on the weekends. Since then he has worked his way up to become the national vice president of millwork for BMC, a title he has proudly had for the last 25 years. His role encompasses many levels of success including holding general contractor's licenses in 17 states. Paul is an approved voting member of the International Code Council as well as a professional engineer in Texas and Louisiana and an author of more than 100 published articles and three books. His latest book, *Life's Lost Art*, is currently in book stores nationwide.

One of Paul's passions is providing true customer service to help others. He achieves this in many ways, as reflected in his desire to share his knowledge with others. Paul has been an instructor for the NAHB University Housing for over 15 years—he is one of only a handful of Master Instructors. This has helped him to earn the distinguished award of "Educator of the Year" in 2015 by the National Home Builders Association and the 2012 "National Speaker of the Year" by Toast Masters. The AIA, BMC, NAHB and several national builders have approved him as an accredited instructor. He often lends his training talent to the Dallas BA, where he makes learning fun and interactive.

When he is not out traveling the world to help the betterment of the industry, Paul enjoys several unique hobbies. He owns and operates a fully sustainable farm, a project that puts a twinkle in his

eye when he speaks about it. Paul is also a Licensed Professional Race Car Driver and has completed over 100 races and even won the SCCA National Championship.

1) Do you have any advice you give to someone new starting out? Network, network and network. Then listen, listen and listen. Find a mentor. That has helped me the most. Over 40 years I have had three great mentors and I still call them and ask them questions today.

2) How do you market your certification? Mainly through our own internal company to promote the need for them to separate you from the other employees.

3) What does your certification add to your business? It shows a sense of respect, pride and professionalism for your business and your industry.

4) How do your customers respond to your certification? They always ask what they are and what they mean to the industry and then how this makes you different than all the rest.

5) Why did you select this certification? I think more than anything it shows our builder customers that having a CGA matters. It shows that you support and understand them and their needs every day.

6) Do you volunteer? I have four charities that I personally support with my time and with my dollars: LLS, Catholic Charities of Dallas, Homes for Hope and the Salvation Army.

7) What do you like most about the industry? No doubt in my mind it is the camaraderie and the relationships. I do business with friends and not just customers. Sure, there are trials and tribulations out there. But if you can be friendly about it to one another that makes getting through the issue much easier. People say that all the time, and I truly believe that this is all a relationship business, and I hope for the health of the business that it stays that way.



8) Favorite hobbies? Cars, cars and cars. Show cars, race cars, any and all types of cars.

9) What is something unique about you that people don't know? I rode across America on a bicycle. Both directions in 1976 north and south and in 1977 east and west.

10) Is there anything else you'd like to let people know? I love what I do. People may think it is crazy but I truly don't know of any better job for me than helping people get what they need for their project. How can helping people not be fun?

Associate members who wish to set themselves apart from their peers often go for their Certified Graduate Associate (CGA) designation. The CGA curriculum helps these professionals gain a better understanding of the industry they serve from the best source possible: builders and remodelers with years of field experience. The CGA designation affirms your level of industry knowledge and your commitment to your professionalism in the building industry.

To learn how you can become a Certified Professional, contact Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com.

Upcoming classes – March & April

Presented in partnership with 

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

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.

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

Basics of Building (CGA, CGP, Master CSP) Certification - April 8

The Basics of Building is a must-attend class of anyone new to the construction industry and those who want to expand their knowledge in order to better communicate with builders about the build process.

This course is designed to provide the student with a basic understanding of the project management process and the basics of that process. Focusing on six sections, this class will thoroughly cover common terminology, the sequence of events throughout the construction process, materials and methods typically used in residential construction and the roles stakeholders take during a new

construction build or a remodel.

This is a REQUIRED COURSE for anyone working toward obtaining a Certified Graduate Associate, Certified Green Professional and Certified Sales Professional designation.

Additional Credit Information:

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: April 8, 2020

Time: 9 am - 5: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 2020 education title partner StrucSure Home Warranty and yearlong certification partners Tag & Associates, LLC and 84 Lumber. Their commitment to the industry's education is vital to the Association's education program.

Certified Star Builder Ethics Class - April 9

To further aid builder members, the Education Committee has created a new local certification, the Certified Star Builder. In order to gain this prestigious certification, builder members must adhere to strict requirements and ethics training. James Rudnicki of Bush Rudnicki Shelton will be the instructor. Those who gain this certification will have demonstrated their company's desire to go above and beyond. Details are at dallasbuilders.org/certifications.

Date: April 9, 2020

Time: 12 pm - 2 pm

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

Cost: \$40 (advanced registration)

This class is presented by 2020 Title Partner StrucSure Home Warranty and Series Partners Paragon Structural Engineers and DuPont.

Bring Your Crew for Crawfish & Brew!

April 23 6-9 p.m.
Dallas BA Parking Lot
5816 W. Plano Pkwy, Plano



Enjoy crawfish, all the trimmin's, cold beverages!
PLUS The Hamburger Man courtesy of Atmos Energy

Purchase Tickets via the Calendar
at DallasBuilders.org.



PROVIDING PROTECTION IN A WORLD OF UNKNOWN



With more than 40 years of experience in the home building industry, we understand the unique challenges your business faces. We offer a personalized, consultative approach to protecting your investment, and are exclusively endorsed by the Texas Association of Builders.

CALL US TODAY AT 972.512.7700 OR VISIT HIALLC.COM

PROUD MEMBER:  BUILDER AGENT NETWORK

COVERT+ASSOCIATES

METROPLEX DESIGN SOURCE FOR EXCITING,
INNOVATIVE RESIDENTIAL PLANS

972-783-4660



STRUCSURE
HOME WARRANTY

ALL WARRANTIES ARE NOT CREATED EQUAL.

war·ran·ty noun \ 'wôr-ən-tē, 'wâr-\

A representation, especially in writing, made by a seller or company to a purchaser of a product or service that a refund, repair, or replacement will be made if the product or service proves defective or unsatisfactory, especially within a given time period.

MAKE SURE YOUR HOME WARRANTY COMPANY PROVIDES
ACTUAL COVERAGE AND A-RATED INSURANCE BACKING
ON THE HOMES YOU SELL. CONTACT ME TO LEARN MORE.



Tiffany Acree
Vice President of Sales - North Texas, CGA, CGP
Million Dollar Producer ~ 2011, 2012, 2013
817-726-6880 • tacree@strucsure.com
www.strucsure.com

INSURANCE BACKING BY 



NEW MEMBERS

BUILDERS

3rd Street Custom Homes
 Jeff Stegich
 214-394-6919
 BUILDERS - RESIDENTIAL
 Spike: Phil Smith, FACETS Appliances, Kitchens & Baths

Charter Lake Properties LLC
 Edouard Prous
 469-682-5776
 BUILDERS - RESIDENTIAL

Council and Craft, LLC
 Matthew McCrimmon
 813-453-1824
 BUILDERS - REMODELER

DMH Homes, INC
 David Hosseiny
 214-455-8214
 BUILDERS - RESIDENTIAL
 Stephen Puckett, LegacyTexas Bank

Fields Custom Homes
 Ben Fields
 214-274-6267
 BUILDERS - RESIDENTIAL

Investor's Capital Funding, LLC DBA
 ICF Custom Homes
 Tom Wagner
 214-529-7647
 BUILDERS - REMODELER
 Spike: Joshua Correa, Divino Homes

Moss Construction Managers
 Stephanie Clausung
 469-625-9022
 BUILDERS - MULTIFAMILY
 Spike: Charlie James, Trammell Crow Residential

Seven Twenty Builders, LLC
 DJ Sparks
 214-773-2899
 BUILDERS - RESIDENTIAL

Wes McKenzie Custom Homes, INC.
 Wes McKenzie
 469-939-7903
 BUILDERS - RESIDENTIAL
 Spike: Robby Skinner, Robert J. Skinner, Jr., LLC

SUSTAINING ASSOCIATES

American Dream Team - Supreme Lending
 Freeman Sawyer
 800-810-1459
 FINANCIAL SERVICES

Global Home Finance Inc.
 Annie Judhani
 214-718-0152
 FINANCIAL SERVICES

SRS Distribution Inc.
 Troy Baker
 469-270-2828
 ROOFING

ASSOCIATES

Conquest Funds
 Kevin Parker
 214-687-6035
 FINANCIAL SERVICES
 Spike: Kelly Reynolds, Keen Homes

Edward Jones
 Preston Kirkham
 972-587-9302
 FINANCIAL SERVICES
 Spike: Phil Smith, FACETS Appliances, Kitchens & Baths

Five Star Interiors, Inc.
 Ellen Weese
 512-451-7870
 DESIGN/ARCHITECTURAL SERVICES

Freedom Furniture & Design
 Diana Beck
 972-385-7368
 DESIGN/ARCHITECTURAL SERVICES

Goldwater Bank - Mortgage Division
 Ryan Grandi
 817-559-0248
 FINANCIAL SERVICES

Southwest Door & Window
 Brandon DeVore
 214-341-2212
 WINDOWS
 Spike: Justin Webb, Altura Homes

ThermaFoam Arkansas LLC
 Bryan Walsh
 501-945-1114
 INSULATION
 Spike: Matt Mitchell, James Andrews

Visit DALLASBUILDERS.ORG for complete contact information on these new members.

United Legacy Association Management, Inc.
 Melody Poulos
 469-394-0684
 PROFESSIONAL SERVICES

Vanguard Real Estate Advisors
 Jordan Cortez
 214-556-1950
 REAL ESTATE
 Spike: Jeff Dworkin, JLD Custom Homes

AFFILIATES

3rd Street Custom Homes
 Ethan Stegich
 214-392-5141
 BUILDERS - RESIDENTIAL
 Spike: Phil Smith, FACETS Appliances, Kitchens & Baths

Freedom Furniture & Design
 Sharon Palmer
 214-549-9692
 DESIGN/ARCHITECTURAL SERVICES

Goldwater Bank - Mortgage Division
 Cory Bearden
 800-281-6446
 FINANCIAL SERVICES

Global Home Finance Inc.
 Mark Cahoone
 940-300-7644
 FINANCIAL SERVICES

Investor's Capital Funding, LLC DBA
 ICF Custom Homes
 Rob Champion
 214-641-4712
 BUILDERS - REMODELER
 Spike: Joshua Correa, Divino Homes

Moss Construction Managers
 Chris Dorman
 469-625-9051
 BUILDERS - MULTIFAMILY
 Spike: Charlie James, Trammell Crow Residential

Moss Construction Managers
 Tom Philley
 469-625-9020
 BUILDERS - MULTIFAMILY
 Spike: Charlie James, Trammell Crow Residential

Moss Construction Managers
 Gerald Young
 469-625-9052
 BUILDERS - MULTIFAMILY
 Spike: Charlie James, Trammell Crow Residential

Southwest Door & Window
 Carol Leonard
 214-864-1763
 WINDOWS
 Spike: Justin Webb, Altura Homes

AFTER HOURS

Thursday, March 26
 6-8 p.m.
 Hosted By



1400 Summit Avenue, Suite A, Plano

Enjoy a full taco bar and dessert catered by Wild West Tex Mex while networking with fellow industry professionals. Corn Hole & Jenga games.

Door prizes include:

- Motorized screen valued up to \$2,500
- House of Blues concert tickets with VIP service in the Foundation Room & discounted valet fee
- Gift Cards/Gift Baskets

Builder Jackpot – \$900

Winner must be present.

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

www.dallasbuilders.org

Milestone Anniversaries

Milestones denote continuous Dallas BA membership.

25 Years

Traditional Classic Homes

15 Years

Alliance Residential Company

5 Years

Alford Homes
 Allied Stone, Inc.
 First National Bank Mortgage
 Lone Star Iron Doors
 Miele
 Woodland Builders



WE ARE FRASERCON WE BUILD DREAMS

We provide the foundation for families and companies to grow their vision for their future.

We provide hope for our team and opportunities to work, grow, and improve daily to achieve their dreams.



FRASERCON.COM

HOLD YOUR EDGE RAIN OR SHINE

**SMALL TAPER
HUGE ADVANTAGE**

pointSIX Patented Edge Swell Technology

**50
YEAR
WARRANTY**

**Durastrand pointSIX sub-flooring
lets you build fearlessly, in any weather.**

Proven in the Pacific Northwest, its patented tapered edge holds the line on all four edges. A proprietary blend of resins and waxes blocks moisture, meaning sub-floors go down flat and stay that way. Engineered for strength, durability, overall performance, and backed by our 1-year no-sand guarantee, nothing can hold you back.

1 YEAR NO-SAND GUARANTEE
NORBORD.COM/DURASTRAND

DURASTRAND[®]
pointSIX EDGE TECHNOLOGY