

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



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May 2020

Dallas BA's Industry Investors for 2020



BRIEFLY

Visit DallasBuilders.org/continuingeducation to view a series of on-demand webinars created for members. Among those currently available are:

- The Present and Future of Housing featuring Dallas BA Executive Officer Phil Crone and Association President Justin Webb of Altura Homes;
- Legal Impacts of Covid-19 featuring James Rudnicki of Bush Rudnicki Shelton, PC; and
- How & When Does My Business Obtain Relief? featuring the Allshouse Group.

The Dallas BA's job board at DallasBuilders.com/construction-careers is 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.

DallasBuilders.org/covid19 is updated daily with information members need to keep their businesses safe and compliant.

Survey reveals challenges for Dallas BA members

The ongoing pandemic and resulting economic crisis are having a marked impact on the housing industry according to a recent Dallas BA survey of its membership. Amidst national news showing a historic decline in builder confidence, more than two-thirds of Dallas BA members reported a decline in sales and demand while more than 60 percent have transitioned to a remote workplace.

Nearly one in 10 reported staff reductions while 43 percent applied for government assistance from the Small Business Administration (SBA). Just under one-third of all members who applied for the SBA's Paycheck Protection Program reported difficulties receiving assistance.

"It is frustrating that so many of our members are having trouble with the Paycheck Protection Program," said Dallas BA Executive Officer Phil Crone. "Housing is more essential now than ever before, and the whole point of the stimulus was to enable small businesses to keep employees through troubled times. The issue is with pre-existing SBA guidelines. It indicated

to some banks that spec builders were not eligible. These issues are likely to be ironed out in a fourth assistance bill due for Congressional approval in May."

As an essential industry, residential home builders have continued working through the onset of the pandemic implementing social distancing and sanitization measures on all job sites.

The new changes have resulted in a need for additional personal protective equipment such as thermometers, masks and hand sanitizer. The Dallas BA will put nearly 1,000 gallons of hand sanitizer on local job sites by the first week in May and is working to provide members access to other needed items.

"At the onset of the crisis, all available personal protective equipment was donated to first responders and medical professionals serving on the frontlines," said Crone. "This was absolutely the right thing to do. It has left many of our members short on what they need, which is a gap our Association needs to fill."

Sunbelt Builders Show set for July

Online registration is now open for the Sunbelt Builders Show, to be held at the Gaylord Texan Resort in Grapevine July 14-17.

The Texas Association of Builders is closely monitoring daily changes and updates to the coronavirus pandemic, national shelter-in-place and social distancing orders. At this time, TAB is moving forward with the 2020 Sunbelt Builders Show™ but, if needed, will make necessary changes or adjustment in the upcoming weeks.

Bobby Bones will be the keynote

speaker on Thursday, July 16. He is a nationally syndicated on-air radio personality, *New York Times* bestselling author, stand up comedian and a popular television personality best known as the official mentor of ABC's *American Idol*.

2020 marks the 20th anniversary of the Sunbelt Builders Show, which offers well-timed education sessions, hands-on demo sessions and keynote sessions that feature some of the top talents in the nation. Visit SunbeltBuildersShow.com for details.

2020 McSAM Awards announces finalists

Finalists have been announced in the 2020 McSAM Awards, which will be presented by StrucSure Home Warranty. This year's event will be held on Saturday, Aug. 29, at the Westin Galleria Dallas.

A total of 414 entries were received in this year's awards competition. In addition, 59 sales achievers will be honored. Finalists and Sales Achievers can be viewed at McSAM Awards.com.

Olympian and former NFL Player Johnny Quinn 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.

2020 marks the 41st anniversary of the McSAM Awards.

McSAM kicks off with a cocktail hour hosted by Trendmaker Homes and FS Builder Resources. Valet parking will be provided courtesy of Runway Proptech. Neighborhood Management will host an After Party.

A complete list of event partners to date can be found on page 4 of this issue and at McSAM Awards.com.

Sanitizer distribution: 1,000 gallons so far!



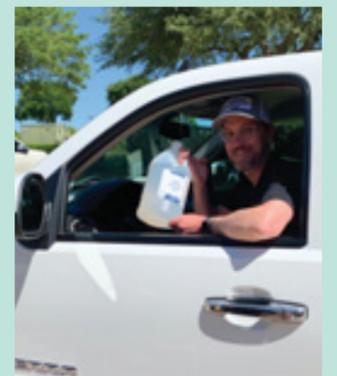
Brent Pillers, Tim Jackson Custom Remodeling, and Tim Jackson, Tim Jackson Custom Homes, along with StrucSure Home Warranty, have helped the Association supply sanitizer to members. Approximately 1,000 gallons have been snapped up as of the first week in May.



Executive Officer Phil Crone with Dennis Catunca of California Closets



Harold Peek, Peek Properties



Matthew Thomas, Thomas Development and Construction



Executive Officer Phil Crone and Tim Jackson of Tim Jackson Custom Homes prepare for another hand sanitizer distribution to members.

Home of the Week now features homes in all stages of construction

Now is a great time for Dallas BA builders to take advantage of the Home of the Week program, which allows members to feature homes in all stages of completion. From conceptualization to on the market homes, it's never been easier to promote your project for free. This represents a value of more than \$2,000 in advertising dollars and offers prime exposure.

Since 1959, the Dallas Builders Association has been working in conjunction with *The Dallas Morning News* to offer builder members the chance to have their home featured as the Home of the Week.

During this longstanding partnership, more than 3,000 homes have been recognized in the Sunday paper as well as on DallasNews.com, the Association's consumer-facing website,

DallasBuilders.com, and on various social media platforms.

This is a benefit offered only to Dallas BA builder members. Those who are interested simply apply. Those who are selected will submit an article depicting their home and a high quality photograph/rendering.

Builders can submit a home that is not yet completed or is still on the drawing board. Their homes and company get mass exposure to people actively looking for a home.

Participating builders have reported increased traffic and sales from the exposure provided by the Home of the Week program.

To register, contact Creative and Marketing Coordinator Holly Pemberton at holly.pemberton@dallasbuilders.com.



Dallas BA Advocacy Helps Industry Navigate Crisis While Giving Members a Voice in Regulation

David Lehde
Director of
Government
Affairs



During this time of COVID-19 response, residential construction and development, like other industries, has seen no slow down of regulatory issues to weigh in on. As builders look at how to adhere to additional protocols related to both the jobsite and how to move projects through local government offices, there are still new ordinances and federal regulations to monitor.

First and foremost, the safety of our workforce and all who enter the jobsite is our utmost priority. Dallas BA urges builders to visit our COVID-19 Resources website and view the Employer Resources section to review information regarding employer responsibilities such as developing a COVID-19 action plan and taking preventative jobsite safety measures. The information can be viewed at the following web address: <https://dallasbuilders.org/covid19/>

The section also provides a COVID-19 checklist for employers and employees, as well as links to NAHB's COVID-19 jobsite safety posters. In addition, builders who operate in Dallas Builders will find information about Dallas County's Rules for the Construction Industry, which must be adhered to under the county's issued orders, still in effect as of 4/23/20.

Even as the state and local governments begin to make decisions on unwinding restrictions for various business operations, it seems likely that the additional safety protocols will be required for the near future.

The webpage above also contains updates regarding city permit and inspection operations.

Dallas BA has continued advocacy during the COVID-19 response to keep residential construction open in our area's municipalities. This includes frequent communication with cities and counties to inquire about permit and inspection processes, as well as to offer helpful information to counties regarding how residential construction can continue in a safe manner.

Regarding submittals, permitting and inspections, the more common we have seen in area municipalities is the continued operation of building inspection departments with the caveat that social distancing must be strictly adhered to. Cities and counties in our service

area continue to look at innovative ways to keep their departments in operation.

I do ask that our members take into consideration that it is reasonable to expect some delays during this time. Just like the private sector, building inspection departments, county tax offices and county clerk offices are under tight restrictions for social distancing, usually requiring significant portions of their staff to telework from home, thus facing additional logistical challenges. Also, I appreciate the building community continuing to respect the space of city and county staff via social distancing.

Dallas BA has also been busy addressing challenges related to plat applications and requests. Obviously, as county tax offices and county clerk offices have enacted restrictions for public access, filing a plat takes on a different process. For example, in Denton County, initial response to COVID-19 led to County Clerk staff not being permitted to enter county offices and a public notice was posted that plat recordings could not be accepted at the time.

Dallas BA reached out the department to seek what options may be available to developers. The County Clerk and her staff have set a temporary process where plat recordings can be made by appointment only. It is important to remember that state statute requires the developer to obtain a tax certificate for the purpose of recording. This is obtained via the county tax office. It is recommended that developers start the process for tax certificates earlier to allow time for that step to be completed.

In Dallas County, a similar challenge exists when pulling a certified plat in advance of applying for a building permit. After hearing about the concern from Dallas BA, the City of Dallas has informed that they can accept county plats obtained online or those attached to title policies.

As previously mentioned, Dallas BA continues to monitor non COVID related ordinances and regulations.

The City of Celina recently approved adoption of their irrigation ordinance on April 14, with an effective date of June 1, 2020. As Celina's population has grown over the 20,000 mark, they are required by state law to adopt an ordinance that requires irrigation work be performed and inspected

by TCEQ-licensed professionals. State law also requires permits be obtained for installation.

The city has already been requiring this process informally and has now moved to codify an ordinance that keeps with area industry practice. Celina requested the Dallas Builders Association offer review of and comment on the proposed ordinance, which was done with input from Dallas BA staff and a group of builder members. The city moved to address needed clarifications requested by Dallas BA regarding what was required for inspections, locations for backflow prevention and the determination of "select backfill".

At the federal level, the timeline has begun for the implementation of President Trump's new definition of the "waters of the United States" (WOTUS) rule. The final "Navigable Waters Protection Rule" (NWPR) was published in the Federal Register on April 21. NAHB reports that this is a major step forward towards clarifying federal jurisdiction under the Clean Water Act. After 60 days from April 21 the NWPR will become effective.

For Dallas BA, this is exciting news. It was our Association that hosted a policy roundtable in 2017 with, then, U.S. EPA Administrator Pruitt, to discuss needed changes that should go into the new rule. In coordination with NAHB, Dallas BA members gave a real-world view of the negative impacts of the 2015 WOTUS rule, introduced under former President Obama, which exceeded constitutional authority.

Then, in September of 2019, the Region 6 Administrator for the EPA, Ken McQueen, visited Dallas BA and made his regional announcement of the repeal of that 2015 rule and the process that has brought us to the publication of the new rule.

The NWPR will continue to protect important water bodies that were truly intended to fall under federal authority for permitting, such as traditional navigable waters and seas. By tailoring the extent of federal jurisdiction to its true intent, the NWPR will result in fewer requirements of federal permits for residential projects. This helps keep the availability of homes for Americans at an attainable price.

Dallas Metro Building Permit Summary			
Year-to-Date 04/22/2020			
Residential	Permits	Value	Units
Single Family Homes	9,175	\$2,564,658,322	9,175
Duplexes & Twin Homes	33	\$9,186,435	66
Apartments & Condos	91	\$707,735,751	6815
Other Residential Structures	187	\$13,022,990	0
Swimming Pools & Spas	1,273	\$53,733,009	0
Garages & Carports	79	\$32,107,231	0
Res Rmld, Addn, Int Fin	1,485	\$95,996,224	0
Roof Residential	443	\$25,080,099	0
Total Residential Const	12,766	\$3,501,520,384	16,066

Dallas Metro Building Permit Summary			
Week 17 - 04/16/20 to 04/22/20 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	436	\$120,506,205	436
Demolition	18	\$100,000	0
Footing & Foundation	67	\$274,925	0
Duplexes & Twin Homes	2	\$942,690	4
Apartments & Condos	6	\$74,410,792	102
Other Residential Structures	3	\$117,600	0
Swimming Pools & Spas	48	\$2,495,079	0
Res Rmld, Addn, Int Fin	48	\$1,627,554	0
Roof Residential	22	\$1,002,217	0
Total Residential Const	650	\$201,377,872	542

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Where are we now and where are we going?

By Phil Crone
Executive Officer

I continue to be amazed with how quickly our industry and Dallas BA staff have adapted to the challenges posed by these last few weeks. Dallas BA members have continued working in a way that prioritizes the health and safety of our vital workforce. To help you do that, the Association has put nearly 1,000 gallons of hand sanitizer on local job sites as of the first week in May! We're not done yet.

Thanks again to Tim Jackson Custom Homes and StrucSure Home Warranty for their assistance on this initiative.

On the advocacy front, staff has done our very best to keep up with the litany of local, state and national changes. As these come at us, we update the Dallas BA's resource page at DallasBuilders.org/covid19 with analysis and links to the pertinent documents.

Thank you to every member who took the time to complete the very important survey distributed late last month. It will help us work for you. The survey's SBA feedback has been conveyed to the National Association of Home Builders' lobbying team, who is referencing it directly in their ongoing discussions with the White House and Congress.

Second to keeping residential construction essential, NAHB's top priority is ensuring members have access to SBA funds.

Challenges arose for some build-

ers in the first round of funding because pre-existing SBA guidance seemed to indicate that builders, particularly those building spec homes were not eligible. Of course, this was in stark conflict with the purpose of the more recent bill which is to empower small businesses to keep their staff employed while enduring troubled economic times.

We have been very impressed with how cities and counties have worked with us to adapt to the new normal. There are still problems to solve, but we are troubleshooting those in cooperation with elected officials and key staff members.

Information from several jurisdictions about the changes they've made is available on the resource page.

I'm honored to serve on the Collin County Economic Recovery Task Force as chair of the Construction and Real Estate committee. I have presented proven best practices with input from our members, local commercial construction companies, and our friends at the Collin County Association of REALTORS. These recommendations were shared with Governor Abbott's "strike force" to reopen Texas.

Like you, I'm trying to figure out what comes next. The Dallas BA has rescheduled many of its special events and will wait for official guidance on what to do with those scheduled beyond this month.

State and local officials must open up our economy to the extent that our

Phil Crone, JD,
CGP, GSP
Executive
Officer



healthcare system can handle it. This will require patience and pragmatism.

Living with the virus in our midst will involve balancing the horrific toll it is taking, especially on our seniors, and livelihoods that allow people to feed and shelter their families, civil liberties, education and social well being including the conditions and crimes that result from loneliness and isolation. I do not envy our elected officials. The pandemic presents few good choices for them. I do appreciate those who can articulate fact-driven policies that allow society to thread the rope through the proverbial needle. We are fortunate to have many like this in Texas at all levels of government.

Housing is more essential now than ever. Homes are our schools, our playgrounds and our sanctuaries. Together, with the courage to continue and the wisdom to do what's necessary to protect our businesses and the workers who are vital to them, we will get through this.

The Dallas Builders Association will continue to empower its members with the information, education and advocacy needed to keep housing safe essential and professional. Your membership and ongoing support fuels us and is more essential now than ever.

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.

2019-2021 TAB CONTRACTS

TEXAS ASSOCIATION OF BUILDERS IS HERE TO HELP PROTECT YOU!

The 2019-2021 Texas Residential Construction Contracts reflect the most recent legislative changes affecting the home-building industry in Texas. Overall, more than 50 enhancements have been made to the various contracts and agreements, including arbitration procedures, latent defect claim issues, code compliance matters and attorney's fees.

Here are a few eye-catching updates that will be included in the 2019-2021 contracts package.

- ▶ New Flood Notice Requirements.
- ▶ New Homeowner Maintenance Form.
- ▶ New Job Rules Addendum to the Independent Contractor Form.
- ▶ Updated Express Home Warranty that reflects current building practices and updated standards.

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John Todd Named May CGR Designee of the Month

Presented by 

John Todd, owner of Elite Remodeling, stresses that he believes in education from the top down. His Elite team collectively holds 14 certifications. John invests in his staff; their professional development is a priority to him, and in turn the 50 plus clients he serves each year reap the benefits.

In November 2004, Todd acquired Elite Remodeling. He then re-engineered Elite from a discount remodeler to a full service value added remodeler. Elite has also retrofitted their showroom and design center from a tile shop into a state-of-the-art facility with full kitchens, bathrooms and a variety of custom cabinetry. Elite's primary projects consist of remodeling kitchens, bathrooms and room additions.

John Todd and his team are active in various local organizations. In fact, he joined the Dallas Builders Association prior to completing the acquisition of Elite. Currently, he is an Honored Life Director of the Dallas BA and has previously served as chairman of the Remodelers Council, the Education Committee and the ARC Committee.

John has been a member of the National Association of Home Builders Remodelers Board of Trustees since 2017. Elite is also active in the National Kitchen and Bath Association, where John has chaired the Builder Remodeler Advisory Committee and served on the Finance Committee. Elite is committed to education and every member of the Elite team has at least one NAHB

accreditation.

Elite Remodeling has been selected as Remodeler of the Year in the Association's ARC Awards in 2008, 2009, 2011, 2013 and 2016. John was the recipient of the 2018 Hugh Prather Award, the highest honor bestowed by the Dallas BA.

He spent a number of years within the telecom and software industries, holding executive level positions with IBM, MCI and Sprint. He also spent six years with the U.S. Army, attaining the rank of captain. John holds a B.S. degree in economics from Missouri State University. He and his wife DeDe reside in Gunter, where they enjoy golf and travel when they're not creating a client's dream project.

How do you market your certifications? We include them on each of our marketing pieces. Our website, business cards, email signature blocks, newsletters and downloadable documents from our website. We promote that Elite is the only North Dallas remodeler who has certified remodelers, certified designers and Aging-in-Place Specialists ON BOARD.

What does your certification add to your business? Credibility. It demonstrates that we are not just a "Chuck in the truck" contractor, but one who values education and improving ourselves across the board.

How do your customers respond to your certifications? They generally ask what does the alphabet soup mean? That gives our team a great opportunity to discuss education and its importance to our business.

Why did you select this certifica-

tion? NAHB has 140,000 members; carrying a national certification helps separate you from the field. The process of the Professional Remodeler Experience Profile (PREP) examination along with the classes and the networking, really grew my professional skills and also my business. Every team member on staff has at least one professional designation. In total we hold 17 professional designations across NAHB, NARI, NKBA and the EPA.

Do you volunteer or have civic duties? Absolutely, we give back in a couple ways. First, we took on three key charities in our market: Genesis Women's Shelter, City House and Frisco Family Services. When one of our customers returns a customer satisfaction sheet, we donate money to each on a rotating quarterly basis. Additionally we helped City House install a grease trap a few years back. Last year we built a new kitchen for Frisco Family Services so the staff could use their facility for fundraisers, etc. Our biggest give-back was a couple of years ago, when I met a disabled Vietnam veteran who was having trouble using his master bath. He wanted us to remodel the tub/shower to create a bigger, more accessible shower for him. He had already applied to the VA and was going to receive their contribution to help offset the cost. I then huddled with my team and we decided to build him an entirely new master bathroom, fully accessible at no cost. We reached out to our business partners and everyone helped us from tile, granite, lighting,



paint, glass, plumbing accessories. The homeowner was thrilled and had tears in his eyes when we turned the bathroom over to him. Afterwards he handed us the VA check and we politely said "no thank you."

What do you like most about the industry? Being able to transform someone's living space into a more functional and a cosmetically improved perspective. We really do change lives, especially with our Certified Aging-in-Place (CAPS) projects.

Advice you may give to someone new starting out? I'd recommend they get involved and pay it forward. I actually joined the Dallas BA before I completed my purchase of Elite and it was the best move I ever made.

What is something unique that people don't know about you? I've lived in Austria, Taiwan and five years in Alaska.

To learn how to become a Certified Professional or to find out about other educational opportunities, contact Sheena Beaver at sheena.beaver@dallasbuilders.com.

Milestone Anniversaries

Milestones denote continuous Dallas BA membership.

55 Years
Acme Brick

15 Years
Dan Fette Builders, Inc.
Lone Star Framing & Construction
Nowak & Stauch, PLLC

10 Years
Scott Sandlin Homes

5 Years
Adolphus Homes
J.W. Homes, LLC
Malarkey Roofing Products
Mishler Builders, Inc.
The CORE Team - USA Mortgage



McSAM Awards Partners



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HOME WARRANTY

Acme Brick

Anderson Hanson Blanton

Ashton Woods Homes

Bravas

BSB Design

D&R Signs

Dallas Morning News

Daltile

David Weekley Homes

DFW Builder Guide

FS Builder Resources

Grand Homes

Hillwood Communities

HomesUSA

Identitec

Je Design Group

Lee Lighting

Matthews Southwest

Neighborhood

Management

Opendoor

Risland Homes

Runway Proptech

Sales Solve Everything

Southwestern Carpets

Texas Counter Fitters

Trendmaker Homes

Trinity Falls/Johnson

Development

Trinity Stairs

Velocio Mortgage

Mike Mishler is CGB Designee of the Month for April

Presented by 

Experienced builders can be even better with the Certified Graduate Builder (CGB) educational certification. They learn to sharpen their business management skills and better understand today's home building industry.

CGB courses focus on effective management in the office and the job site, examining all stages of new home construction while covering advanced topics such as scheduling, estimating, job cost procedures, accounting principles and basic contract law.

When NAHB surveyed CGB certification holders, the Association found that their revenues were significantly higher than companies of the same size but without CGB leadership at the helm. That's because the home builders who seek the CGB are dedicated to their craft and to growing their business, and that is even more evident by their commitment to continuing education.

The April CGB Designee is Mike Mishler, owner of Mishler Builders, Inc. Mike is a transplant to the housing industry and the Great State of Texas. He is originally from Indiana, where he studied to be a Certified Radiological Technician directly out of high school.

Six years into his medical career he asked a fellow church member, who was a contractor, if he was hiring. The answer was a resounding, "No." Even though the contractor wasn't hiring, Mike took the initiative to take a week's vacation

from his current job and work with the construction crew for free. At the end of the week Mike was hired.

Fast forward after working for several construction and development companies in Indiana, Mike moved to Texas in 1983 to manage a large condominium project in Rockwall. By the mid-1980s, he started his own company building a mix of single-family residential, multifamily and commercial projects. Today, the company's main focus is building new custom homes with award-winning results.

A proud testament to a reputation for outstanding work combined with exceptional customer service, many of Mishler Builders' clients are referrals from satisfied repeat customers.

Mishler Builders is an exceptional team of dedicated professionals who will assist in the planning, designing, engineering and construction of new custom homes, remodeling projects or even commercial endeavors.

Mike is a widely respected industry leader, having served as president of the Dallas Builders Association as well as holding many leadership positions within the Dallas BA, Texas Association of Builders and National Association of Home Builders.

He was also on the Board of Directors of HomeAid/HomeBuilders Care, the official charity of the association which builds transitional housing for the homeless.

Mike's volunteer and industry efforts don't stop when the workday is done. He has been on the Rockwall Chamber of Commerce Board for over 16 years, serving as president twice.

He has served on the Rockwall Historic Preservation Advisory Board and is currently on the Board for Rockwall Meals on Wheels.

Mishler Builders recently served as Builder Captain for a mortgage-free home for a disabled U.S. veteran through Operation FINALLY HOME and served as co-captain on a home for Patriot PAWS, a service dog training facility in Rockwall.

Mike's long legacy of philanthropic devotion earned him the Dallas Builders Association's highest honor in 2013, the Hugh Prather Award. The award was named for the Association's first president, Hugh Prather, in hopes that his principles would serve as a guide for future generations of builders. It is not meant to be simply a "Builder of the Year," but something more that reflects credit to the building industry.

Mishler Builders help clients "step out of the box" and create homes and businesses with impeccable design and quality. Mike is a builder with the values of heartland America — a 30-year track record of unsurpassed quality, a constant eye on improvement and a proven reputation of excellence with clients. The company's stamp of architectural excellence is found throughout the finest communities of Rockwall and cities throughout the East Texas area.

What do you like most about the industry? Creating dreams for folks. Their homes. I enjoy giving ideas from 35 years in the business that they suddenly see and love. Mostly to make their home be very functional for



them. I don't like hallways. We try to use every square foot for something useful. We are good friends with almost all our clients when we finish, which makes me feel good.

What is some advice you would give to someone new starting out in the housing industry? If you are new to the industry, I think the best thing you can do is start out framing homes, so you understand how they are built from the ground up. I can't imagine starting out in this industry not knowing how to frame a home yourself. Then after getting started, get all the education you can and keep up with the changes.

What does your Certified Graduate Builder certification add to your business? Credibility. It may not come up in conversation that much, but the CGB designation makes others keenly aware that I have taken additional classes to further my knowledge of the industry as a whole and to specialize in areas I am strong in.

NEW MEMBERS

BUILDERS

Alco Homes, LLC dba Alco Homes
Francisco Silveira
972-672-2406
BUILDERS - RESIDENTIAL
Spike: Mark Alexander, Alexander Hunt
Distinct Homes

Building Element
Osman Hussain
630-936-6191
BUILDERS - RESIDENTIAL

Drew Walling Custom Homes
Drew Walling
214-718-3739
BUILDERS - RESIDENTIAL

Gary Dean Construction, LLC
Gary Dean
972-403-8108
BUILDERS - RESIDENTIAL
Spike: Michael Turner, Classic Urban
Homes

Integrity Custom
Edward Carel
214-982-1430
BUILDERS - RESIDENTIAL

SUSTAINING ASSOCIATE

First Service Residential
Mary McDonald
214-451-5406
PROFESSIONAL SERVICES
Spike: Andrew Pieper, Hillwood Com-
munities

ASSOCIATES

Freedom Iron Doors LLC.
Mika Crenshaw
972-445-3667
DOORS

Inspired Stone Creations, Inc
Greg Adams
214-490-2130
KITCHEN
Spike: Fraun Delafield, Allied Stone

Maid to Clean
Felisha Tonihka
903-413-0091
CLEANING/RESTORATION/
MAINTENANCE

Ox Engineered Products
Diane Judah
703-623-7280
SITE PREPARATION/
MANAGEMENT
Spike: Kevin McLain, DuPont

Renaissance Precast Inc
Melissa Rieman
214-675-1800
PROFESSIONAL SERVICES

The Shirt Locker
Justin Ingram
972-905-6911
MARKETING/PROMOTIONAL
SERVICES
Spike: Michael Turner, Classic Urban
Homes

VeneCAD
Maikel Yanez
817-901-0362
DESIGN/ARCHITECTURAL
SERVICES

AFFILIATES

First Service Residential
Patrick Droesh
214-451-5401
PROFESSIONAL SERVICES
Spike: Andrew Pieper, Hillwood
Communities

First Service Residential
Tanya Mendenhall
214-533-1112
PROFESSIONAL SERVICES
Spike: Andrew Pieper, Hillwood
Communities

First Service Residential
Kaite Ward
214-451-5400
PROFESSIONAL SERVICES
Spike: Andrew Pieper, Hillwood
Communities

Pulte Group
Dan Whetstone
919-632-5655
BUILDERS - RESIDENTIAL

VeneCAD
Alyse Yanez
817-901-0357
DESIGN/ARCHITECTURAL
SERVICES

New Member Welcome

Find out how Dallas BA membership can benefit your business at the May 12 New Member Welcome.

Virtually network via Zoom with the Association's newest members and learn about the great benefits and member discounts available to you.

Enjoy the virtual meeting with Dallas BA Ambassadors as they provide insight on how to get involved and make the most of your membership.

The session begins at 9 a.m.

Welcome



and wraps up at 10:30 a.m.

This is open to new members, longtime members and everyone in between!

It is free to attend, but advance reservations are requested to make sure the link for the meeting is sent to each registered person.

Register on the calendar of events at DallasBuilders.org.

Special thanks to 2020 Year-long Membership Partner StrucSure Home Warranty and Meeting Partner Texas Builders Resource Group.

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