

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVII

No. 9

September 2020

Dallas BA's Industry Investors for 2020



BRIEFLY

The annual Dallas Builders Open presented by BRAVAS and Fox Energy Specialists will be held Monday, Nov. 2, at Brookhaven Country Club. Tee off will be at 10 a.m. for the more than 280 golfers expected to play. Take this opportunity to market directly to the decision makers of Dallas' premier building companies. Partnership opportunities range from \$3,000 to be a Dinner Partner to \$250 to be a Golf Flag Partner. All partnerships are limited. Visit the Calendar at DallasBuilders.org for details.

The Multifamily Builders Council annual golf tournament presented by Atmos Energy will be held Oct. 16 at the Courses at Watters Creek. This event is subject to change and will follow current COVID-19 mandates by the state and the golf course. To partner for this event or to register a golf team visit the Calendar at DallasBuilders.org.

The Home of the Week program offers builder members more than \$2,000 in free advertising in *The Dallas Morning News* (print and online), as well as on DallasBuilders.com and social media outlets. Contact holly.pemberton@dallasbuilders.com to learn more.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Mitchell, Pieper, Porizek, Puckett to be installed at Sept. 24 virtual ceremony

Matt Mitchell, CAPS, CGB, CGP, CSB, GMB, CSP, MCGP, of James Andrews Custom Homes will be installed as the president of the Dallas Builders Association Sept. 24 during virtual ceremonies. The annual Installation of Leadership is presented in partnership with StrucSure Home Warranty.

Andrew Pieper of Hillwood Communities will become the first vice president.

John Porizek of M/I Homes of DFW, LLC is the new officer on the ladder, serving as vice president/secretary.

Stephen Puckett of Prosperity Bank returns as treasurer.

The Installation of Leadership will be pre-recorded and presented at 4 p.m. on Thursday, Sept. 24. Details can be found at DallasBuilders.org.

The event will also feature presentation of some of the Dallas BA's most prestigious awards. The Hugh Prather Trophy is given annually to the builder, remodeler or developer member who has done the most for the betterment of the community and the industry. The Clyde Anderson Associate of the Year Award recognizes an associate member's contributions to and support of the Dallas Builders Association. The Shorty Howard Trophy goes to the year's top membership recruiter. The Designee of the Year recognizing an individual who continues to pursue knowledge will also be honored.

Being sworn into office will be the 2020-2021 Board of Directors. These include Cole Baker, BMC; Reggie Barnes, Acme Brick; Doug Bowerman, Affiliated Bank; Joshua Correa, Divino Homes; Russell Daniels, Bush Rudnicki Shelton; Mark Dann, Highland Classic Homes; Tag Gilkeson, Tag & Associates; Dave Hambley, Lee Lighting;

Dennis Jaglinski, Trendmaker Homes; Tim Lansford, Luxury Homes of Texas; Adam Lingenfelter, Lingenfelter Custom Homes; Pat Nagler, PrimeLending; Kelly Reynolds, Keen Homes; Phil Smith, FACETS Appliances, Kitchens & Baths; Danny Stanphill, DuPont; Matt Walls, Winston Homes; and Brian Webster, KWA Construction;

Appointed directors include; Jonathan Correa, Divino Homes; Ronnie Cunyus, First National Bank Mortgage; Jim Falgout, James L. Falgout, PC; and Poonam Patel, Urban Loop Studio, LLC.

Additionally, the presidents of Dallas BA divisions and chairman of its council will serve on the Board. These are Richard Miller, Richard Miller Custom Homes; Dallas Division; Greg Paschall, Intex Electrical Contractors, Metro East Division; Matt Eytcheson, BMC, Metro North Division; and Rene Grossman, Nationwide Gutter LLC, Multifamily Builders Council.

Chairs of certain committees will also serve on the Board. These are Michael Turner, Classic Urban Homes, Communications; Josh Correa, Divino Homes, Education; Donnie Evans, Altura Homes, HOMEPAC; Justin Webb, Altura Homes, Membership; Matt Robinson, BGE Inc., Nominating; Chris Clay, 2-10 Home Buyers Warranty, Spike; John Porizek, Volume Builders; and Rane Pearson, Bray Real Estate Group, Young Professionals.

The Association's Honored Life Directors and Past Presidents are permanent members of the Board. Two members have been elected Honored Life Director this year: Kelly Hoodwin, Altura Homes; and Jim White, BMC.

Partnership opportunities are available. Contact Misty Varsalone at 214-615-5012.



Matt Mitchell
President-Elect



Andrew Pieper
1st Vice President-Elect



John Porizek
Vice President/Secretary-Elect



Stephen Puckett
Treasurer-Elect

New Operation FINALLY HOME project coming soon

The Dallas BA is starting to plan its next Operation FINALLY HOME project in partnership with the City of Irving. The city recently agreed to donate three more lots that will eventually become home to deserving combat wounded veterans and their families.

Jake Murillo with V Luxury Homes was the first to step forward to build on one of the lots. "It is with great honor that V Luxury Homes has been selected as the next home builder for Operation FINALLY HOME," said Murillo. "I'm excited to get started!"

Plans are underway for a virtual town hall event. The town hall is needed to secure donations for the project.

"Home is more important now than ever," said Dallas BA Executive Officer Phil Crone. "I'm grateful to Jake for stepping up and to the City of Irving for being such a tremendous partner. With continued support from our members, we'll build the American Dream that our veterans fight to preserve and protect on our behalf."

Look for information on the town hall and other OFH milestone events in *Punch List*.



OPERATION
FINALLY HOME
HONORING HEROES WITH HOMES

McSAM Awards announces winners

The Dallas Builders Association has announced winners of its 41st Annual McSAM Awards, presented Aug. 27 in partnership with StrucSure Home Warranty. The McSAM Awards are held each spring to recognize "maximum creativity in sales and marketing." More than 400 entries were received this year, and winners were named in 63 categories.

On-air personality Amy Vanderoef announced the winners in a live stream broadcast.

In the industry-judged awards, M/I Homes - DFW was named the McSAM Builder of the Year; Hillwood Communities was named Developer of the Year and Ladera Highland Village by Integrity Group was named Neighborhood of the Year. Industry experts from around the country including builders, architects, interior designers and new home marketing professionals judged the awards.

Other winners include:

- Home of the Year – The Lynwood at Pecan Square 40s by Highland Homes;
- Master Planned Community of the Year – Wildridge by Ashlar Development (Under 1,500 Rooftops) and Inspiration by Huffines Communities (Over 1,500 Rooftops);
- Active Adult Home of the Year – The Casina at Ladera Highland Village by Integrity Group;
- Multifamily Community of the Year – Trinity Union by Tonti Properties;
- Builder Project Manager of the Year – Cody Bailey, Ashton Woods; and
- Marketing Professional of the Year – Courtney Weinkam with M/I Homes.

A complete list of McSAM Awards winners is on page 3 of this issues. Or view the winners flipbook at McSAM-Awards.com

Members earn Spike awards




Congratulations to Donnie Evans of Altura Homes (left) who has reached the 250-Spike level, and Matt Walls of Winston Homes, who has surpassed 75 Spikes. Spike credits are earned by recruiting and retaining Dallas BA members. For information on how to get started, contact Director of Membership Coleman Yates at coleman.yates@dallasbuilders.com.

<div> <div> <div>Construction Monitor</div> <div>The Ultimate Lead Source</div> </div> <div> <div>www.constructionmonitor.com</div> </div> </div>				<div> <div>Dallas Metro</div> <div>Single Family Builders</div> <div>Year-to-Date 08/19/2020</div> </div>		
<div> <div>Dallas Metro Building Permit Summary</div> <div>Year-to-Date 08/19/2020</div> </div>				Builder	Homes	Value
Residential	Permits	Value	Units			
Single Family Homes	18,821	\$5,112,893,513	18816	1 D R Horton	1412	\$276,123,835
Duplexes & Twin Homes	79	\$21,453,487	158	2 First Texas Homes	689	\$259,124,573
Apartments & Condos	163	\$1,665,288,242	18511	3 Bloomfield Homes	707	\$200,162,819
Other Residential Structures	431	\$24,281,760	0	4 Highland Homes	665	\$189,487,540
Swimming Pools & Spas	3,677	\$144,237,496	1	5 D R Horton Custom	828	\$134,539,863
Garages & Carports	160	\$36,602,371	0	6 Lennar Homes	645	\$133,584,393
Res Rmdl, Addn, Int Fin	2,735	\$189,836,238	0	7 D R Horton	473	\$123,318,336
Reroof Residential	933	\$47,157,385	0	8 David Weekley	314	\$103,541,683
Total Residential Const	26,999	\$7,241,750,016	37,486	9 Gehan Homes	359	\$92,762,155
Week 34 - 08/13/20 to 08/19/20 (permits over \$20,000)						
Residential	Permits	Value	Units			
Single Family Homes	525	\$131,168,318	520	10 American Legend	287	\$81,913,591
Demolition	10	\$6,296	0	11 K Hovnanian Homes	257	\$80,938,534
Grading & Dust	2	\$0	0	12 M/I Homes	284	\$80,836,355
Footing & Foundation	49	\$175,420	0	13 Toll Brothers Inc	149	\$74,080,209
Duplexes & Twin Homes	5	\$1,094,832	10	14 TSHH LLC	232	\$74,010,465
Apartments & Condos	3	\$7,091,796	78	15 Meritage Homes	326	\$70,617,201
Other Residential Structures	30	\$685,500	0	16 History Maker Homes	277	\$70,177,928
Swimming Pools & Spas	181	\$6,085,290	0	17 Hallmark Land	185	\$67,825,809
Garages & Carports	1	\$50,000	0	18 Drees Custom Homes	199	\$67,441,487
Res Rmdl, Addn, Int Fin	78	\$3,271,734	0	19 Darling Homes of	182	\$67,313,802
Reroof Residential	31	\$812,607	0	20 Pulte Homes	317	\$62,593,342
Total Residential Const	915	\$150,441,792	608	21 Beazer Homes	187	\$59,393,383
				22 Impression Homes	268	\$55,711,602
				23 Landon Homes	131	\$55,279,570
				24 CB Jeni Homes	227	\$50,569,154
				25 LGI Homes	208	\$41,476,897
				26 Ashton Woods Homes	147	\$41,354,977
				27 Sandlin Custom	118	\$40,278,747
				28 Meritage Homes of	125	\$39,525,225
				29 MHI Partnership	114	\$36,212,792
				30 Shaddock Caldwell	8	\$35,048,793
				31 Pulte Group	119	\$34,980,552
				32 Lennar Homes	99	\$34,573,504
				33 Perry Homes	109	\$34,147,292
				34 Trendmaker Homes	109	\$33,786,768
				35 Shaddock Homes	89	\$32,002,029



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BARCIE VILCHES, Editor



The HomeFront

-Gov't Affairs News and Info

Regulatory Environment Shows Need for Member Participation

As Texas, and the U.S., come through the COVID-19 pandemic, it is important to realize that homes are more important now than ever before. A bright spot for the economy has been residential development and construction. With the housing sector’s potential for growth comes needed job growth and revenues for local communities. So it is equally important to advocate for a regulatory environment that does not encumber residential development and construction.

Dallas BA Weighs In on Heath Tree Ordinance

The Dallas BA on Aug. 4 submitted public comments to the City of Heath’s Planning and Zoning Commission regarding the city’s proposed amendments to its tree preservation and mitigation ordinances. Dallas BA cited concerns about how Heath defines a “protected tree,” and recommended clarifying language regarding property owner protections and required tree planting credits, as well as exceptions, be added to the ordinance.

In its letter, the Dallas BA recommended a more reasonable definition for what qualifies as a “protected tree.” Heath already has one of the more restrictive ordinances in the area with trees qualifying as protected at about 9 inches, even if they are species that are not on the city’s prescribed planting list. The proposed amendments considered by the city would reduce the measurement to 3 caliper inches at diameter breast height (dbh). Such a measurement does not consider that replacement trees would grow well beyond 3 inches relatively quickly.

Dallas BA urged the city to align its species classification for a “protected tree” with its qualified tree list. The Association offered that if a tree species is not determined to meet planting standards, then charging it the same value of mitigation as trees on the qualified tree list is far from balanced. Dallas BA also offered concerns that trees that are considered nuisance species were listed as protected.

As it has with other municipalities, Dallas BA urged Heath to include language that references credits for replacement trees, as required by state law. In 2017, during the 85th Texas Legislature, Dallas BA teamed up with TAB to advocate for needed property owner protections via HB 7. The legislation amended the Texas Local Government Code (sect.

212.905) to require municipalities to apply a credit of at least 50 percent (40 percent for commercial projects) of the fee assessed from removing a tree on a residential development if the owner plants a qualified tree.

Dallas BA also cited the need for Heath’s ordinance to align with state law regarding the exemption HB 7 provides to existing one-family or two-family dwellings that is a person’s residence. In those cases, state law exempts property owners from being required to pay a tree mitigation fee when the tree is less than 10 inches in diameter at the point of the truck 4.5 feet above the ground (4.5 dbh). The Association also recommended the addition of language that offers a buildable area exception that recognizes the realities of construction. Dallas BA also submitted a letter to the Heath City Council ahead of their Aug. 25 hearing on the ordinance.

Dallas BA understands the desires for tree preservation ordinances. And while many species of trees could impact residential property value, it is important for related ordinances to be balanced, with a focus of canopy quality over quantity.

Home Builders Sound the Alarm on Lumber Prices

At a national level, the increase in lumber prices continues to be a significant concern. With residential construction leading the economy, material supply has tightened due to demand. According to NAHB, shortages in lumber have resulted in an 80 percent increase in lumber prices since mid-April. And this means an increase to home prices during a time when the U.S. deals with the need to produce homes that working families can afford.

The NAHB on Aug. 7 continued its advocacy on the need for relief in lumber costs via a letter to President Trump. NAHB is urging the White House to urge domestic lumber producers to ramp up production. The letter also recommended the U.S. return to the negotiating table with Canada to achieve a new softwood lumber agree-

David Lehde
 Director of
 Government
 Affairs

ment and end tariffs averaging more than 20 percent on Canadian lumber shipments to the U.S.

Needed: Member Participation in Association Advocacy

Member participation in monthly Government Relations Committee meetings, meetings with area officials and as a resource on regulatory policy affecting our industry is always appreciated. To grow a regulatory environment that recognizes the benefit of home building and remodeling, we also need member participation HOMEPAC of Greater Dallas.

HOMEPAC of Greater Dallas, the political action committee for the Dallas Builders Association, is an essential part of the advocacy program at the Association. Dallas BA advocacy has seen big victories at both the local and state government levels. A big part of that stems from the support that can be offered to area candidates and incumbents who understand the importance of, and relationship between housing and a good economy.

Due to COVID-19, we now face a larger than normal November election season. Municipal elections that were scheduled for May were postponed until this fall. Cities that are key markets for residential development and construction will be holding elections for important city council seats at the same time important county and state races are in play during the November general election. It is important that those elected to serve understand the need for a regulatory environment that does not encumber home building and other businesses.

Dallas BA members, who have questions about Association advocacy efforts, including HOMEPAC of Greater Dallas, can visit <https://dallasbuilders.org/advocacy/> or contact the Director of Government Affairs at David.Lehde@DallasBuilders.com.

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Chloe Dodd
M/I Homes
Sales Professional of the Year – community with an average sales price under \$300,000
Ryan Scott
Trendmaker Homes
Sales Professional of the Year – community with an average sales price between \$300,000 & \$400,000
Steven Harvey
CB JENI Homes
Sales Professional of the Year – community with an average sales price between \$400,000 & \$500,000
Tyree Taylor
Beazer Homes
Sales Professional of the Year – community with an average sales price between \$500,000 & \$600,000
Brittany Murphy
Meritage Homes
Sales Professional of the Year – community with an average sales price over \$600,000
Stephanie Morgan
Normandy Homes
Online Sales Counselor or Team of the Year
Sydney Wybert and Melissa Fort
Trendmaker Homes
Sales Manager/Director of the Year
Ingrid Prince
Trendmaker Homes
Marketing Professional of the Year
Courtney Weinkam
M/I Homes
Builder Project Manager of the Year
Cody Bailey
Ashton Woods
Developer Project Manager of the Year
Brian Hunnicutt
Green Brick Partners
Builder Designer of the Year
Jennifer Ekmark
Ashton Woods
Customer Service/Warranty Professional of the Year
Noah Marshall
CB JENI Homes
Purchasing Manager or Team of the Year
CB JENI & Normandy Homes
Lifestyle Director of the Year
Dee Davidson
Hillwood Communities
Best Logo
Ladera Active Adult Life
Integrity Group
Designed by Xxiibrands
Best Graphic Continuity
Union Park
Hillwood Communities
Designed by Schaefer Advertising
Best Brochure – Developer
Union Park by Hillwood
Hillwood Communities
Designed by Schaefer Advertising
Best Brochure – Builder
Northaven – Spring Series
Meritage Homes
Designed by Elevated Plans
Best Print Ad
Union Park
Hillwood Communities
Designed by Schaefer Advertising
Best Radio
Union Park
Hillwood Communities
Created by Schaefer Advertising
Best Video by an Associate
Texas Counter Fitters
Produced by M3 Films, LLC
Best Video by a Developer
Inspiration
Huffines Communities
Best Billboard
Wildridge
Ashlar Development
Designed by Love Advertising
Best Community Signage
Union Park by Hillwood
Hillwood Communities
Designed by Schaefer Advertising

Best Community Entry Feature
Waterbrook
Terra Manna
Designed by MESA Design Group
Best Digital Media Campaign
Pecan Square
Hillwood Communities
Designed by Strada Advertising/Schaefer Advertising
Best Social Media Campaign
David Weekley Homes
Best Website – Associate
Texas Counter Fitters
Designed by Pixl Production
Best Website – Builder
Ashton Woods
Best Website – Developer
Union Park
Hillwood Communities
Designed by Schaefer Advertising
Best Special Event/Promotion – Public
Trophy Club Founders Club
CB JENI Homes
Designed by Lewis & Partners
Best Special Event/Promotion – Realtor/Brokers
The Tribute Natural Habitat Promotion
Matthews Southwest
Designed by Anderson Hanson Blanton
Best Lifestyle Annual Program
Trinity Falls
Johnson Development
Designed by CCMC
Best Overall Advertising Program
Union Park
Hillwood Communities
Designed by Schaefer Advertising
Best Sales Office – Multifamily
Trinity Union
Tonti Properties
CBG Building Company
Best Sales Office or Welcome Center
Legacy Gardens
Risland Homes
Designed by BSB Architects
Best Design Center
Studio M Design Center
Meritage Homes
Designed by Benson Hlavaty Architects/Quest Design & Fabrication, LLC
Best Showroom
Texas Counter Fitters
Best Community Amenity – Multifamily Community
Trinity Union
Tonti Properties
CBG Building Company
Best Community Amenity – Master Planned Community
Club Inspiration
Huffines Communities
Best Interior Merchandising – sales price under \$300,000
Pecan Square 40s – The Lynnwood
Highland Homes
Merchandised by IBB Design
Best Interior Merchandising – sales price between \$300,000 & \$400,000
Country Club Estates – The Catherine
Grand Homes
Merchandised by JE Design Group, Inc.
Best Interior Merchandising – sales price between \$400,000 & \$500,000
The Terraces of Las Colinas – The Camborne
David Weekley Homes
Merchandised by Kathy Andrews Interiors, Inc.
Best Interior Merchandising – sales price between \$500,000 & \$600,000
Heritage Ridge Estates – Grand Heritage
Grand Homes
Merchandised by JE Design Group, Inc.

Best Interior Merchandising – sales price over \$600,000
Estates at Pleasant Valley – The Grand Estate
Grand Homes
Merchandised by JE Design Group, Inc.
Best Interior Merchandising – Active Adult – Age Targeted or Age Qualified
Ladera Highland Village – The Casina
Integrity Group
Merchandised by Builders Design
Best Architectural Design – sales price under \$300,000
Pecan Square 40s – The Lynnwood
Highland Homes
Best Architectural Design – sales price between \$300,000 & \$400,000
Pecan Square – The Bluebonnet
David Weekley Homes
Best Architectural Design – sales price between \$400,000 & \$500,000
Frisco Hills – The Grand Heritage
Grand Homes
Designed by JE Design Group, Inc.
Best Architectural Design – sales price between \$500,000 & \$600,000
Lake Forest
Grand Homes
Designed by JE Design Group, Inc.
Best Architectural Design – sales price over \$600,000
Whitestone Estates – The Grand
Whitestone
Grand Homes
Designed by John Lively & Associates
Best Architectural Design – Patio Home
Winnetka Bungalows – The Wood-hurst
Centre Living Homes
Best Architectural Design – Attached Home – Condo or Townhome
Pecan Square – The Lancaster
Designed by BSB Design
Best Architectural Design – Active Adult – Age Targeted or Age Qualified
Ladera Highland Village – The Casina
Integrity Group
Best Design Series
Winnetka Bungalows – Winnetka Estates
Centre Living Homes
Best Architectural Design – Multifamily Community – Apartment or Condominium
Trinity Union
Tonti Properties
CBG Building Company
Home of the Year
Pecan Square 40s – The Lynnwood
Highland Homes
Active Adult Home of the Year
Ladera Highland Village – The Casina
Integrity Group
Builder of the Year
M/I Homes - DFW
Developer of the Year
Hillwood Communities
Builder Neighborhood of the Year
Ladera Highland Village
Integrity Group
Master Planned Community of the Year – Under 1,500 Rooftops
Wildridge
Ashlar Development
Designed by Love Advertising/Kimley-Horn
Master Planned Community of the Year – Over 1,500 Rooftops
Inspiration
Huffines Communities
Multifamily Community of the Year – Apartment or Condominium
Trinity Union
Tonti Properties
CBG Building Company

McSAM Awards PARTNERS



Allied Stone

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Ashton Woods Homes

BRAVAS

D&R Signs

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David Weekley Homes

DFW Builder Guide

Hillwood Communities

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Development

Trinity Stairs



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Upcoming classes – September & October

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The Dallas BA Education Committee has been working hard to ensure learning opportunities continue to be offered to the membership. Traditional in-person learning has pivoted to on-line platforms for the time being. In the future the Association looks forward to offering a hybrid of educational opportunities. The Dallas BA education calendar is regularly updated with new upcoming classes, webinars and On Demand videos.

The following courses are 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.

Classes are offered in a virtual format via Zoom; attendees must register at dallasbuilders.org at least 48 hours in advance.

CAPS I - Marketing & Communication with the Aging In Place Client - Certification Virtual Course - September 16

This course will benefit builders, remodelers and allied professionals that serve the aging in place market, including occupational therapists, real estate professionals and trade contractors as well as academics.

This course equips participants with the knowledge and tools to effectively market and sell services to the aging-in-place (AIP) market.

Participants will be able to:

- Identify access points and marketing opportunities within targeted AIP market segments.

- Explain how allied professionals can collaborate effectively to serve a targeted AIP market.

- Identify common challenges of functioning in a real-world environment for the AIP population.

- Enhance the client consulting process with effective needs assessment and communication techniques.

Date: September 16, 2020

Time: 9:00 am - 3:00 pm

Cost: \$199/mem \$299/non-mem

CAPS II - Design Concepts for Livable Homes and Aging in Place - Certification Virtual Course - September 17

This course enables participants to identify common challenges and understand attractive design concepts that create a safe and comfortable environment for clients who want to age in place (AIP) as well as individuals who have a condition that requires home modifications or equipment.

By completing this course, participants will be able to:

- Identify special considerations for estimating, scheduling and executing livable home and AIP jobs while the client is in residence.

- Identify legal and contractual considerations for building professionals providing livable home and AIP design solutions for residential clients.

- Describe the categories of design and how they relate and apply to the three AIP market segments.

- Describe specific design concepts for the livable home and AIP client. The course presents various methods and techniques for modifying home design, from the perspective of new construction and retrofitting.

Date: September 17, 2020

Time: 9:00 am - 3:00 pm

Cost: \$199 mem; \$299/non-mem

CAPS III - Details and Solutions for Livable Homes and Aging in Place - Certification Virtual Course - September 18

This course builds on the CAPS I & II courses (which are prerequisites) by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to use when creating livable spaces in which to age in place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.

Class participants will be able to:

- Create comprehensive designs for aging in place projects.

- Become familiar with available innovative and specialized products.

- Practice design and installation for key components of in AIP home design.

- Implement techniques of budget integration into design and product selection

- Identify common missteps for design and installation of AIP solutions.

- Review and apply solutions for common single-room modifications cases

- Identify common installation considerations for modifications of a specified space.

- Prioritize solutions in a whole house multi-generational case study while being compliant with budgetary constraints with consideration given to phased construction application.

- Prioritize individual tasks rela-

tive to a projects budget and urgency.

Date: September 18, 2020

Time: 9:00 am - 3:00 pm

Cost: \$199/mem \$299/non- mem

TAKE ALL THREE CAPS COURSES FOR \$500/MEMBERS, \$800/NONMEMBER.

Business Job Costing & Accounting (CGA, CGB, CGR) Certification Virtual Course - October 6

Your company’s success is based on managing your finances effectively. This course provides you with the basics of financial planning, budgeting, construction business accounting, job cost systems and financing options so you can track and analyze the cost of goods, overhead and individual job costs as well as communicate about them effectively. Topics include accounting terminology, a chart of accounts, types of records and reports to be maintained and loan products that can provide financing alternatives.

Graduate of this course will be able to:

- Define concepts and terminology basic to construction business accounting.

- Describe the value and use of common financial reports in measuring business performance, job cost accounting and variance analysis.

- Identify the essentials of operating capital funding methods.

- Identify common construction and permanent mortgage products and the relative builder/client positions.

- Recognize the differences between active and passive income endeavors.

- Access templates for a personal budget, a company budget, a chart of accounts, an income statement and balance sheet reports.

Date: October 6, 2020

Time: 9:00 am - 3:00 pm

Cost: \$199/mem \$299/non-mem

Advanced High Performance: Project Management (CGA, GMB, GMR, Master CGP and Master CSP) - October 14

Boost production efficiency and customer satisfaction by learning how to integrate high performance practices and certifications (National Green Building Standard, LEED, etc.) into a streamlined project management process. Combining Project Management Institute concepts with the “whole house” approach to building, this course identifies important systems, documents and communication strategies.

It is highly recommended that the High Performance for Building Professionals course be taken prior to this, or that an attendee has a basic understanding of green certification programs and how they work. This course can be taken in its entirety or you may choose to take one to four different modules focused on a specific high performance topic.

Graduates will be able to:

- Describe how project management processes apply to green builders, remodelers and developers.

- Integrate certification to the ICC/ASHRAE 700-2015 National Green Building Standard™ into project management processes.

- Use green project management to increase operational efficiency and improve the bottom line.

- Identify ways to decrease the potential liabilities associated with green building.

Date: October 14, 2020

Time: 9:00 am - 3:00 pm

Cost: \$199/mem \$299/non-mem



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