

THE HOME BUILDER

Dallas Builders ASSOCIATION

www.DallasBuilders.org



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Dallas BA's Industry Investors for 2020



BRIEFLY

Spikes in positive coronavirus cases and hospitalizations in the state of Texas prompted the Texas Association of Builders' (TAB) Senior Leadership to make the difficult decision to cancel the 2020 Sunbelt Builders Show™ that were slated for July 14-17 at the Gaylord Texan in Grapevine.

"Even though this is disappointing, we are already looking forward to hosting our 20th anniversary show next year in conjunction with TAB's 75th anniversary in Dallas," said TAB's executive director Scott Norman.

TAB staff will be developing plans to carry out select Sunbelt sessions and important association business, which will be announced as they are finalized.

The residential construction industry is an essential service and will continue to lead the economy forward. The Sunbelt committee will now turn their attention to the 2021 Show on July 13-16 at the Hilton Anatole in Dallas.

TAB also encourages each individual and jobsite to do their part in trying to slow the spread of COVID-19.

Visit the Dallas BA's resource page at DallasBuilders.org/covid19/.

A time for vigilance

By Phil Crone, Executive Officer

The rise in COVID-19 cases reminds us of two things: 1) the virus is still out there preying on human instinct; and 2) the health and economic challenges left in its wake are long from over.

Some are calling it a "second wave" or a "resurgence." Truth is, it never left and it continues to burn through communities.

Now is a time for vigilance. It's not time to be scared out of your wits. It is time to be scared into them.

Remember, the Dallas BA has prepared you for this. Our COVID-19 Resource Page has the latest information on Governor Abbott's and local officials' response to the virus.

Armed with that information, your next step should be to review the procedures you've established over the last few months.

Ask yourself, "Have I stuck to my protocols or have we gotten a little lax?" Also, "What do we do if, heaven forbid, someone on our team contracts COVID-19 or has close contact with a confirmed-positive individual?" Finally, "What sort of recording and reporting obligations do we have to OSHA or other entities?"

Guidance on these questions and more can be found in the Dallas BA's

COVID-19 Response Kit. Available on DallasBuilders.org, it is free for all members.

The Construction Industry Safety Coalition Guidelines for COVID-19 Exposure Prevention and Preparedness are also included in the Association's Resource Kit as are links to jobsite posters and helpful videos in English and Spanish. These can be quickly downloaded and customized to your company.

The Guidelines also cover the important role masks and sanitization can play in keeping a safe jobsite. The Dallas BA will continue to supply these items and offer them for sale through the calendar page on DallasBuilders.org.

Finally, the website now also includes a new video explaining why we do what we do. Our industry has never been more important than it is right now. Homes are the one constant in our lives; they are sanctuaries for our families and loved ones. However, so many of our neighbors do not have access to attainable housing due to economic upheaval and longstanding inequity. That is why housing is essential and our vigilance and diligence is needed to ensure that we continue to work safely and professionally.



Members are encouraged to share the Dallas BA's new video illustrating the ways that housing is safe, essential and professional. Find it on the COVID-19 Resource Page on DallasBuilders.org.



McSAM Awards is Aug. 29

The 2020 McSAM Awards, which will be presented by StrucSure Home Warranty, marks the 41st Anniversary of the event. This year's gala will be held on Saturday, Aug. 29. It is currently scheduled to be held at the Westin Galleria Dallas; however, changes will be made as circumstances demand.

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.

He is a keynote speaker and leadership trainer for businesses and organizations of all sizes. Quinn is a U.S. Olympian in the sport of bobsled and competed at the 2014 Winter Olympics in Sochi, Russia. He is also a former pro football player spending time with the NFL's Buffalo Bills, Green Bay Packers and Saskatchewan Roughriders of the CFL.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas Build-

ers 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.



Johnny Quinn is the third person ever to have both played in the NFL and to have competed in the Winter Olympics.



ARC Awards set for November 14 at Vouy Presented by Ferguson Kitchen, Bath & Lighting Gallery

Entries will soon open for the 2020 ARC Awards, which recognize excellence for associates, remodelers and custom builders.

This year's gala, presented by Ferguson Bath, Kitchen and Lighting Gallery, is scheduled for Nov. 14 at Vouy in Dallas. A hosted cocktail reception will kick off the black-tie event.

ARC Awards partnerships will range from \$500 for a Silver Partner to \$2,000 for a Platinum Partner.

Watch ARCAwardsEntries.com for details.

Categories are:

- Best Addition
- Best Kitchen Remodel

- Best Bathroom Remodel
- Best Dining Room Remodel
- Best Primary Suite Remodel
- Best Whole-House Renovation
- Best Architectural Design/Modern
- Best Architectural Design/Traditional
- Best Curb Appeal
- Best Dining Room
- Best Interior Entry/Foyer
- Best Kitchen
- Best Living Room
- Best Primary Suite
- Best New Home
- Best Closet
- Best Landscape Architecture
- Best Overall Interior Design
- Best Conceptual Design

- Best Media Room
- Best Outdoor Living Space
- Best Showroom
- Best Study/Office
- Best Swimming Pool
- Best Unique "Other" Room
- Best Wine Room
- Best Website
- Best Unique Product Application by an Associate
- Best Interior Design
- Associate of the Year (by nomination only)
- Vendor/Supplier or Building Service Provider of the Year
- Project Manager of the Year
- Remodeler of the Year
- Custom Builder of the Year



Presented by



Nominations sought for 2021 Board of Directors

Each year the Dallas BA searches the ranks of its members to find those who want to take an active role in the leadership of the Association and the evolution of the home building industry in the area.

The Association Board of Directors is selected by the membership in an election at the end of each summer. This is accomplished through a series of steps that will first seek out interested candidates, then affirm their willingness to become a leader, not just a Board member.

Once the Nominating Committee completes the review of the interested candidates, it then prepares recommendations and the ballot.

If you are interested, or know someone who is, now is the time to let the Nominating Committee know. Alan Hoffmann of Hoffmann Homes is chairman of the committee this year. Deadline to nominate is July 24 at 9 a.m.

Expectations of a Director

Each director is elected for a one-year term, starting around Oct. 1. He/she is expected:

1. To attend the Board of Directors Retreat;
2. To attend the Installation of Leadership;
3. To attend the monthly Board meetings;
4. To attend all Dallas BA general functions;
5. To invest in HOMEPAC of the Dallas Builders Association;
6. To take an active role in the committee structure of the Dallas BA;
7. To be active in recruiting new members; and
8. To support the special events of the Dallas BA.

Express your interest or make a nomination by emailing Sheena Beaver at sheena.beaver@dallasbuilders.com. Please put "2021 BOD Nomination" in the subject line and include the following three items:

1. Any active NAHB certifications you currently hold;
2. Involvement with the Dallas BA; and
3. Please note if you are eligible to be considered as an Honored Life Director. According to the Dallas BA bylaws, the Board may elect Honored Life Directors upon nomination for the position by the Nominating Committee. The member shall have:
 - Served as a Director for at least seven (7) years.
 - Served at least one (1) year as Chairman or President of a Committee, Council or Division or in an elected or appointed position in public office.
 - Met all Board of Directors attendance requirements for at least seven (7) years.
 - Made extraordinary contributions to the home building industry or the community.
 - Obtained a professional education certification.
 - Invested in HOMEPAC of Greater Dallas for at least seven (7) years.



Challenging Times Not Stopping Dallas BA Advocacy

David Lehde
Director of
Government
Affairs



The Dallas Builders Association has continued a steady pace of industry advocacy during the pandemic, even though we have faced the challenges of social distancing and restricted physical access to local, state and federal government offices. With the virtual world being the new city hall, the Association had an active June.

On the local front, the continued consideration of master plans has joined the fray along with fees and development processes.

Dallas BA partnered with other real estate industry associations in raising concern over proposed increases to fees for lane and sidewalk closures in the right-of-way in the City of Dallas.

Dallas BA, along with MetroTex, TEXO and The Real Estate Council (TREC), submitted our concerns in a June 22 letter to the Dallas City Council opposing and stressing "the ramification of implementing new fees that add to the cost of development, particularly during an economic collapse and subsequent recovery."

The industry associations cited how our members are already incentivized to meet structured development timelines, mitigate the impact of the traveling public, and remove barricades as soon as possible.

We also noted how some delays are not the fault of the developer, urging specific language to be added to the ordinance that ensures any lost time caused by City of Dallas process related delays not be used in the calculation of fees. Inspection scheduling and miscommunication between departments were cited as issues that should not be held against the builder.

The associations voiced our appreciation for the ordinance's exemptions of certain residential roads and the grandfathering of closures permitted before Oct. 1, 2020.

The Dallas City Plan Commission on June 18 began the process to update to the ForwardDallas Comprehensive Land use Plan. The 10-year plan for land use acts as a "vision to guide city actions." The update will integrate other citywide planning efforts that impact land use and development. The discussion will include the need for flexibility and the challenge of housing affordability. Dallas BA has been in communication with the city and will seek to participate in the update.

As mentioned in last month's column, the Association weighed in on Dallas' Comprehensive Climate Action Plan (CECAP). As the city released a draft we offered our concerns about

several provisions that are vague enough to be problematic. Items such as infrastructure for solar products and electric vehicle charging appear to be introduced in a manner that would lead to relatively soon to be drafted ordinances mandating their installation in newly constructed homes, regardless of the preference of the home buyer. There are also concepts that interfere with or add costs related to the choice of appliances, as well as those that could encumber real estate transactions or lead to costly retro commissioning in a housing market where affordability is already a challenge.

The Denton City Council has recently begun consideration for updates to the city's urban forest master plan. The plan can influence future ordinances, as well as how any reforestation funds are spent. The Dallas Builders Association has now weighed in for a second time. We first offered input during a survey of stakeholders last year and most recently with members of the city council.

Dallas BA stressed to the city council the importance of a balanced approach that avoids any negative impact on property owners and future home buyers, while also fully recognizing the significant contribution residential development has on the city's canopy and tree stock. The 2016 Denton State of the Urban Forest report cited that the single-family residential land use class had the highest level of individual canopy coverage for the city. In fact, the report pointed out that growth and development of, what was previously agricultural land, significantly increased canopy cover.

As Texas is still discovering the full duration and magnitude of the economic impact from COVID-19, it is important that municipalities and counties keep in mind the impact that any current or future regulation can have on the ability for working families to attain a home.

Along with outreach to area municipalities, Dallas BA had our major federal advocacy event in June. Breaking from our normal in-person meetings in Washington, D.C. or in congressional districts here in the region, Dallas BA hosted virtual meetings with members of our service area's delegation from the U.S. House of Representatives.

The meetings were part of our 2020 Legislative Conference in coordination with NAHB. The annual event was moved to virtual and teleconference formats as we do our part to find safe and effective ways to bring the housing industry's concerns to our nation's deci-

sion makers. Discussing how residential construction is well positioned to respond to demand and be an economic driver as the nation emerges from distancing requirements, members and staff from the Dallas BA, along with members of the Greater Fort Worth BA, asked our U.S. Representatives to make regulatory considerations to help keep home building on track during this challenging economy.

The need to expand and ease access to the Paycheck Protection Program, fund career and technical education and prevent federal overreach in energy codes were among the issues discussed.

On June 22, the "Navigable Waters Protection Rule" (WOTUS), which is the Trump Administration's new definition of the "waters of the United States (WOTUS) became effective in every state except Colorado.

As expected, there had been attempts to block the rule in federal court. However, after Judge Seeborg of the North District of California denied the request, the rule was cleared for implementation. For Colorado, a preliminary injunction has been issued and the state is considering its own wetland permitting program. But in Texas and the rest of the country, builders and developers will be afforded benefits of the NWPR.

The NWPR puts in place a WOTUS definition that more faithfully implements the Clean Water Act (CWA), protecting important water bodies such as traditional navigable waters and territorial seas. It also corrects the dangerous overreach of the previous 2015 WOTUS definition by excluding most isolated water bodies on private property, "ephemeral" waters that form only in response to rain and most ditches.

Dallas BA has played a key advocacy role on this policy in recent years. We hosted the former administrator for the Environmental Protection Agency in 2017 for a policy roundtable to give direct feedback from home builders and developers affected by the 2015 WOTUS Rule. In September of 2019, Dallas BA hosted EPA Region 6 Administrator Ken McQueen, who announced the Environmental Protection Agency and Department of the Army's finalization of the repeal of the problematic 2015 "waters of the United States" rule.

As we continue to traverse some yet uncharted waters in the nation's recovery from COVID 19, Dallas BA will continue to be a regulatory voice for our members.

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders			
Year-to-Date 06/17/2020				Year-to-Date 06/17/2020			
Residential	Permits	Value	Units	Builder	Homes	Value	Units
Single Family Homes	13,747	\$3,783,573,874	13747	1 D R Horton	1208	\$237,385,716	
Duplexes & Twin Homes	45	\$12,043,443	90	2 First Texas Homes	462	\$174,365,413	
Apartments & Condos	147	\$1,534,603,114	16554	3 Highland Homes	510	\$150,318,284	
Other Residential Structures	303	\$17,945,490	0	4 Bloomfield Homes	506	\$144,150,574	
Swimming Pools & Spas	2,286	\$91,690,797	1	5 D R Horton Custom	688	\$195,298,896	
Garages & Carports	108	\$33,957,656	0	6 Lennar Homes	423	\$95,653,847	
Res Rm'd, Addn, Int Fin	2,126	\$148,314,948	0	7 D R Horton	334	\$85,125,233	
Reroof Residential	652	\$33,879,177	0	8 David Weekley	228	\$76,206,781	
Total Residential Const	19,414	\$6,664,609,216	30,282	9 Galvan Homes	258	\$69,565,554	

Dallas Metro Building Permit Summary				Dallas Metro Single Family Builders			
Week 25 - 06/11/20 to 06/17/20 (permits over \$20,000)				Year-to-Date 06/17/2020			
Residential	Permits	Value	Units	Builder	Homes	Value	Units
Single Family Homes	545	\$159,578,157	545	10 American Legend	228	\$67,174,884	
Demolition	28	\$89,889	0	11 M/I Homes	224	\$66,218,867	
Grading & Dust	1	\$20,000	0	12 K Houston Homes	190	\$61,159,951	
Footing & Foundation	61	\$244,770	0	13 Darling Homes of	155	\$59,130,527	
Apartments & Condos	4	\$1,414,077	125	14 Toll Brothers Inc	99	\$53,320,234	
Other Residential Structures	10	\$303,950	0	15 Pulse Homes	253	\$51,462,160	
Swimming Pools & Spas	197	\$8,827,261	0	16 Weaver Homes	154	\$50,051,147	
Garages & Carports	2	\$87,782	0	17 History Maker Homes	187	\$49,909,562	
Res Rm'd, Addn, Int Fin	91	\$4,110,284	0	18 Hallmark Land	144	\$49,920,883	
Reroof Residential	39	\$1,542,563	0	19 Meritage Homes	223	\$49,882,816	
				20 TSHH LLC	167	\$49,405,700	
				21 Dress Custom Homes	138	\$48,742,160	
				22 Ingression Homes	186	\$39,638,812	
				23 Landon Homes	87	\$37,381,670	
				24 CB Jerrit Homes	150	\$33,351,643	
				25 Meritage Homes of	106	\$31,802,876	
				26 Sandlin Custom	90	\$31,519,959	
				27 Shaddock Homes	77	\$28,951,739	
				28 M/I Partnership	87	\$27,561,168	
				29 Trademaker Homes	84	\$26,981,708	
				30 Lennar Homes	77	\$26,468,620	
				31 Landon Homes LP	78	\$25,671,485	
				32 Perry Homes	84	\$25,551,548	
				33 Ashton Woods Homes	88	\$25,524,152	
				34 LGI Homes	118	\$24,633,293	
				35 Pulse Group	82	\$24,100,513	



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BARCIE VILCHES, Editor

NOW ACCEPTING SUBMISSIONS



HOME OF THE WEEK

Feature Dates
Aug 9 - Oct 4

Taking entries now!

Get your home featured in The Dallas Morning News, front page of DallasBuilders.com and all of the Dallas BA Social Media.
This service is FREE to Dallas BA builder members.

INTERESTED? Contact Holly Pemberton at 214-624-3176 or holly.pemberton@dallasbuilders.com

Dallas BA toolkit proving to be valuable resource for members

The Dallas BA's COVID-19 Response Kit continues to be a valuable resource for members during the current pandemic. This comprehensive resource provides guidance for job sites of all sizes, model homes, record keeping and informative videos in English and Spanish.

This response kit is based on resources developed by the Construction Industry Safety Coalition and direc-

tives issued by Governor Abbott.

The Dallas BA strongly recommends that all builders and remodeling contractors implement these recommendations for COVID-19 exposure prevention and preparedness or an equivalent plan.

The document was compiled by leading industry trade groups representing all facets of construction. They include common sense social distanc-

ing and sanitization measures shown to mitigate the spread of COVID-19.

The toolkit is just one part of the Dallas BA's efforts to keep housing essential and keep members in business during the pandemic.

The Association also has jobsite hand sanitizer and KN95 face masks available to members. Visit the calendar at DallasBuilders.org to place an order for curbside pickup.

Get the most out of your profile in online Dallas BA Member Directory

Builders and associates alike can maximize their exposure by keeping their online directory profile up to date.

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 a search tool that allows visitors to find builders and remodelers by location, price and architectural style.

Builders and remodelers can get the greatest benefit out of this 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 6,000 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.

Associates and land developers can take advantage of these enhancements on their listings on DallasBuilders.org for a fee of \$200 per year.

Both builders and associates can see their online directory traffic through their member portal. To access this information, log into your Dallas Builders portal and select Referral Report (YTD).

This will open a new tab with a chart. Click on the second tab called "Referrals By Type."

Note: Not every profile will have all the same options. Only Associates paying for an Enhanced Listing and Builder profiles will have all options.

The system lists "referrals," which is when a member listing is either displayed (impression) or interacted with (lead).

"Impressions" occur when someone is scrolling through the directory and your listing is "seen."

"Leads" occur when someone stops on your directory listing and clicks anything. For example, someone may click the company name to pull up the directory listing in a new tab or the Facebook icon on your listing.

Contact staff at info@dallasbuilders.com or 972-931-4840 for assistance.

COVID-19 Response Kit
Version 1.1

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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.

The 2017-2019 subscription expired August 31, 2019. Purchase online at TexasBuilders.org.



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PROUD MEMBER: BUILDER AGENT NETWORK

Scott Roberts Named July CGP Designee of the Month

Presented by **DUPONT**

Since joining the Dallas Builders Association in 1987, Scott Roberts is well known and well respected. He is always willing to donate his time and talents to help further the construction industry and those in need.

His work has been recognized with many awards. He has served as a judge for design competitions, spoken at seminars, written articles for magazines and has been an active leader in the Association and the City of Garland.

Scott established Creative Architects in 1982 amid the savings and loan crash. Since then his work has included about 2,500 new homes, remodels, multifamily housing offices and recreational, religious, hospitality and retail spaces. In 2001 Creative Architects specialized in assisted living and independent living projects. With this unique emphasis coupled with Scott's passion for civic duty and philanthropy, he has completed multiple projects to help combat-wounded veterans and their families through the Dallas BA's partnership with Operation FINALLY HOME and Patriot PAWS.

Scott's dedication to keep learning about the ever-changing field of construction and the role energy efficiency plays has been demonstrated through his work to obtain and annually renew the Certified Green Professional designation. Annual renewal requires ongoing continuing education. He also holds a Certified Aging-in-Place Specialist designation from the National Association of Home Builders.

His education plays a key role in the metroplex, where he has served the City of Garland as the chairman of the Planning Commission and the Capital Improvements Commission for the last 12 years. Scott also serves in various chair, vice chair and member roles for the City of Garland Central Area Plan Implementation Committee, the North Garland Area Plan Implementation Committee, the Garland Multifamily Zoning Review Committee and the Garland Charter Review Board 2018.

Over the course of his 44 years in the industry he has accumulated dozens of awards, most notably being named a Dallas BA Honored Life Director and the Clyde Anderson As-

sociate of the Year. Scott has garnered various ARC Awards, has been named to *D Home Magazine's* inaugural list of "50 Best Dallas" Architects" and was the recipient of the 2018 Preservation Dallas Achievement Award.

When Scott is not chairing or serving on numerous boards, committees and councils within the Dallas Builders Association he enjoys athletic activities such as Moo Duk Kwan Taekwondo and has so far achieved a red belt, which is one step away from a black belt. At the age of 63 he completed a 70.3 mile half Ironman Triathlon, where he swam 1.2 miles, biked 56 miles and ran a half marathon of 13.1 miles. Scott is also an avid photographer and videographer. His talents are limitless.

How do you market your designation?

I highlight my CGP and CAPS designations on my web page – see attached screenshot I also work the designations into conversations with clients. I did that just Monday when explaining how construction has changed in terms of energy to a client who wants to build his first home in 20 years. I touted my Certified Green Professional credentials and education.

What does your designation add to your business?

The designation adds credibility and illustrates my efforts to keep current in today's changing world of home building.

How do your customers respond to your designation?

My clients appreciate the knowledge and give a knowing/impressed nod when I explain what being a CGP means.

Why did you select this designation?

I have always had a quest for knowledge in the architectural energy efficiency field. I even studied earth sheltered design in the 70s. I like to stay one step ahead of the codes and market. CGP was an easy choice.

What additional philanthropic endeavors do you support?

I am active in and donate to the Christina Grimmie Foundation, which helps families after tragedies. As one of their mottos says, "After the headlines



are gone, who is left? The families."

How did you get started in this business? What got you into the industry?

Since I was in junior high I wanted to be a veterinarian or architect. Architect won out. I had worked for a residential architect for a couple of years before going back to commercial design work. The savings and loan crash of the mid-80s resulted in me starting my firm and concentrating on residential. I've never looked back.

What do you like most about the industry?

I love the work, individual clients and the builders. While the awards are nice, the best award is that call or note from a happy homeowner saying how much they love their home.

What advice can you give to someone new starting out?

If you are starting out my advice is to never stop learning. You can learn from everyone and anyone. Learn through classes, talking to builders, talking to the trades and others. One of the best places for all three is the Dallas Builders Association or your local association.

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

Upcoming classes – July & August

Presented in partnership with **STRUCSURE**

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 year-long 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.

Risk Management & Insurance for Building (CGR, GMB, GMR) Certification Virtual Class - July 21

Today's builders face a liability insurance crisis. Coverage has become scarce, expensive and restrictive. In this environment, builders must use comprehensive risk management strategies to reduce construction risks and other exposures. From overarching principles to practical solutions on obtaining the most competitive insurance quotes, this course gives builders the tools needed to manage their risk.

Graduates of this course will be able to:

- Grasp and apply insurance terminology;
 - Use non-insurance risk management strategies;
 - Recognize the basics of the types of insurance coverage needed; and
 - Structure company insurance and risk management programs with help from brokers and counsel.
- Date:** July 21, 2020
Time: 9:00 am - 3:00 pm
Cost: \$199/mem; \$299/non-mem

Basics of Building (CGA, CGP, Master CSP) Certification Virtual Course - July 23

The basics of building is a must-attend class for anyone new to the construction industry and those who want to expand their knowledge in order to better communicate with builders about the construction 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 or Certified Sales Professional designation.

Date: July 23, 2020
Time: 9:00 am - 3:00 pm
Cost: \$199/mem; \$299/non-mem

Estimating and Scheduling (CGB, CGR, CGA) Certification Virtual Course - August 4

Being offered in a virtual format, attendees must register at least 48 in advance.

The ability to effectively prepare for a project is vital to the success of any business. Project preparation consists of multiple processes that work together and, when performed effectively, enable you to increase your efficiency,

achieve greater client satisfaction, enhance team and vendor relationships and protect profitability. This course provides the knowledge and skills to perform two of the critical processes in project preparation: estimating costs and creating the schedule to complete the project.

Graduates will be able to:
Illustrate how estimating and scheduling work together to effectively set up the project.

- Identify the fundamentals of estimating to identify the costs (not the selling price);
 - Use spreadsheets and packaged estimating systems;
 - Identify the fundamentals of scheduling;
 - Illustrate the schedule as a key communication tool.
- Date:** August 4, 2020
Time: 9:00 am - 3:00 pm
Cost: \$199/mem; \$299/non-mem

Marketing & Sales for Building Professionals (CGA, CGB, CGR) – Certification Virtual Course - August 11

The days of "build it or remodel it and they will buy" are a thing of the past. Today, customers are both demanding and selective and, thanks to the world of technology, they are very well educated. So how do you stand out from the crowd and make your brand relevant?

This course will provide an overview of the many types of marketing and sales tools available today to help build a unique brand and a positive reputation so you can engage and motivate potential customers, clients and referral partners to choose your product or remodeling services.

- Graduates will be able to:
- Identify social media and emerging technology to enhance marketing;
 - Describe time-tested and cutting-edge tactics to increase the effectiveness of advertising, promotions and public relations;
 - Identify a variety of methods to generate and qualify sales leads;
 - Describe positive strategies to gain the agreement and close the sale; and
 - Describe follow through techniques that lead to great referrals
- Date:** August 4, 2020
Time: 9:00 am - 3:00 pm
Cost: \$199/mem; \$299/non-mem

Project Management (CGB, CGR) Certification Virtual Course - August 19

Learn project management concepts and strategies designed to help increase professional value and the value you bring to your company and customers. This course will teach the basics of successful project management. A successful project is one that is built on time, on budget, and to the customer's satisfaction. The course explains the role of project managers during each phase of a project, including the pre-construction, construction, and post-construction phases. Project management tools and effective management of trade contractors will also be discussed.

- Graduates will be able to:
- Explain the basics of successful project management;
 - Execute the pre-construction project management functions and responsibilities;
 - Implement the tools available for efficient project management;
 - Manage trade contractors effectively;
 - Perform project management duties during the project; and
 - Complete the duties and responsibilities of post-project management.
- Date:** August 19, 2020
Time: 9:00 am - 3:00 pm
Cost: \$199/mem; \$299/non-mem

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