

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVII

No. 8

August 2020

Dallas BA's Industry Investors for 2020



BRIEFLY

The ARC Awards, which recognize excellence for associates, remodelers and custom builders, has been postponed until August 2021. The official Call for Entries is expected to be made in May. Projects completed in the previous three years will be eligible for award consideration.

The Multifamily Builders Council annual golf tournament has been rescheduled to 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 Dallas BA COVID-19 Response Kit is a comprehensive resource that provides guidance for job sites of all sizes, model homes, record keeping and videos in English and Spanish. It is based on resources developed by the Construction Industry Safety Coalition and directives issued by Gov. Abbott. The toolkit is just one part of the Dallas BA's efforts to keep housing essential during the pandemic. It is available at DallasBuilders.org/covid-19.

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

Presented by James Hardie Building Products

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

The Dallas area continues to see exceptional job growth and corresponding housing demand. Builders are struggling to keep prices attainable and housing available to a majority of potential buyers. Meanwhile, the impact of the COVID-19 pandemic and the 2020 election and its implications add additional uncertainty.

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

impacting the housing industry.

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

Following his presentation will be an All-Star Panel of experts on labor availability, land prices, the mortgage market/banking and materials who will discuss overall market trends.

Panelists include:

- Housing market analyst Paige Shipp;
- Paul Evans, national vice president, BMC;

■ Craig Johnson, director of architecture/construction programs, Collin College;

■ Steve Otto, vice president of member sales with the Federal Home Loan Bank, and

■ Jeffrey Edens, regional sales manager of James Hardie Building Products.

The State of the Industry Summit will be held on Thursday, Sept. 3, from 9 until 11:30 a.m. via Zoom.

Register for the Summit at the Calendar on DallasBuilders.org. Passes are \$25 for members and \$35 for non-members. Webinar log-in credentials will be provided upon registration.



Lake Coulson

ALL STAR PANEL OF INDUSTRY EXPERTS



Paige Shipp



Paul Evans



Steve Otto



Craig Johnson



Jeffrey Edens

Become a Certified Aging-in-Place Specialist

Expand your consumer base by becoming a Certified Aging-in-Place Specialist. As the population matures homeowners need change. NAHB developed the Certified Aging-In-Place Specialist (CAPS) program in collaboration with Home Innovation Research Labs, NAHB 50+ Housing Council, and AARP to address these changing needs.

CAPS I - Marketing & Commu-

nication with the Aging In Place Client – Sept. 16, 2020

CAPS II – Design Concepts for Livable Homes and Aging in Place – Sept. 17, 2020

CAPS III – Details & Solutions for Livable Homes and Aging In Place – Sept. 18, 2020

Register for all three days for \$500 or register for individual courses for

\$199 each. Courses will be offered in a virtual format; attendees must register at least 48 hours in advance. Register online at www.dallasbuilders.org.

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

CAPS classes are made possible by education title partner StrucSure Home

Warranty and series partners Tag & Associates, LLC and 84 Lumber. Their commitment to the industry's education is vital to the Association's education program.

Details on each of the three classes can be found on page 4 of this issue. Or visit DallasBuilders.org. Contact Sheena Beaver at sheena.beaver@dallasbuilders.com for information.



VIRTUAL
August 27

Presented by



STRUCSURE
HOME WARRANTY

The 2020 McSAM Awards, which will be presented by StrucSure Home Warranty, marks the 41st Anniversary of the event. This year's gala has become a virtual event, beginning at 3 p.m. on Thursday, Aug. 27.

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.

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 McSAMAwards.com.

Winners will be announced by on-air personality Amy Vanderloef will via a live stream broadcast.

She is best known for her role as the Emmy-nominated host on WFAA's *Good Morning Texas* and on-air personality on the Rodney Anderson Show on News Talk Radio 1190 AM.

"While we will miss seeing ev-

eryone in person, we are thrilled to have an alternate means of celebrating all of the talented people and product that make Dallas/Ft. Worth the thriving market it is," stress McSAM Awards Co-Chairs Chris Hartley, K. Hovnanian Homes, and Nikki James, Ashton Woods.

Virtual event passes are now available for \$25 by visiting McSAM-Awards.com.

If you have purchased tickets for the in-person event, a staff member will be in contact to offer ticketing and/or refund options.



Amy Vanderloef

Milestone Anniversaries



Tom Jeter, far right, and the Acme Brick crew have been members of the Dallas BA for 55 years



Dallas Plumbing celebrates 45 years of consecutive membership with the Dallas BA. From left are John Pockrus, (in the bed of truck); Mike Campbell, Cindy Downs, Vice President; and Mark Snyder.



Past President Ed Harrison of Harrison Homes shows off the Milestone Award he recently received marking 35 years of continuous membership in the Dallas Builders Association.



Frisco Wholesale Lumber, represented by James Kennemer and Jeff Wunderlick, has also received a 35-year Milestone Anniversary award.



Ken Stone and Robert Lemke of Ready Cable proudly display their Milestone Anniversary Award depicting 25 years of continuous membership in the Association.



Jerry Parks of Traditional Classic Homes has been a member of the Dallas BA for 25 years.

Milestones Presented by:




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

THE HOME BUILDER

DallasBuilders ASSOCIATION

www.DallasBuilders.org



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

BARCIE VILCHES, Editor



The HomeFront

-Gov't Affairs News and Info

Some Regulatory Remindin'

Dallas BA Continues Advocacy for Important and Successful Housing Program

Last month we updated you on Dallas BA's virtual meetings that were held with our area's delegation from the U.S. House of Representatives. One of the key issues we raised was the importance of strengthening the Low Income Housing Tax Credit (LIHTC) program.

Rental affordability is a challenge for residents at various earning levels, not just those in the lowest brackets. More than one in four renters spends more than half of their monthly income on rent. Without federal assistance, it is financially infeasible to construct new, unsubsidized rental units that even new teachers, police officers and firefighters, as well as retirees, can afford.

To address the challenge, President Reagan and Congress created the LIHTC in the Tax Reform Act of 1986. The program brings private capital to the housing industry with an extremely low default rate, and has been one of the most successful housing programs in our nation's history.

One of the key tools in the LIHTC is a 30 percent subsidy, which has a 4 percent floating credit rate that is determined by a formula based on how much it costs the government to borrow money.

Because it is tied to federal borrowing rates, when recent COVID fiscal policies were implemented to stabilize the economy, the 4 percent credit rate hit an all time low. In June, the rate reached a record low of 3.07 percent, a reduction of nearly 25 percent of equity that goes into a 4 percent LIHTC project. In short, the ability to complete such a project is significantly impacted, reducing the amount of needed rental units.

In June, Dallas BA asked our members of Congress to establish a minimum 4 percent credit floor. In late July, we asked those Congressional members to

sign on to a bi-partisan letter from Representatives Suzan DelBene (D – WA) and Jackie Walorski (R-IN).

The letter urges Speaker Pelosi and Minority Leader McCarthy to move forward with legislative fixes that would enact a minimum 4 percent Housing Credit rate, provide additional basis boosts that allow these developments to access additional equity and allow developments to access that Housing Credit by lowering the bond financing threshold.

Builders Are Not Required to Disclose Home Construction or Sales Costs to Obtain Permits.

Dallas BA reminds residential builders that municipalities may not consider the value of a residential dwelling or the cost of constructing or improving a residential dwelling when determining the amount of a building permit or inspection fee required in connection with the dwelling's construction or improvement. The prohibition became state law after the passage of HB 852 in the Texas Legislature in 2019.

Furthermore, a municipality may not require the disclosure of information related to the value of or cost of constructing or improving a residential dwelling as the condition for obtaining a building permit, except as required by the Federal Emergency Management Agency for participation in the National Flood Insurance Program.

HB 852 was priority legislation for the Dallas BA and the Texas Association of Builders during the 86th Texas Legislature.

Permit and inspection fees are defined by Texas law as user fees, meaning they are to be proportional to the operating costs of the services for which the fee is charged. In this case, those services are the building inspector's time to perform required safety inspections on the home and directly

related administrative costs.

Basing the fees on how expensive the home is can take it beyond that scope and, when combined with other regulatory fees, directly impacts the consumer by making housing less affordable.

Builders Should Continue to Focus on Efforts to Prevent Infections on Jobsites and in Model Homes.

Dallas BA reminds builders to remain vigilant in their efforts to prevent infections on the jobsite. It is always a good time to visit Dallas BA's COVID-19 Resource Page at <https://dallasbuilders.org/covid19/>.

The page includes employer resources such as a comprehensive jobsite toolkit and information on Governor Abbott's executive order mandating face coverings or masks when inside a commercial entity or other building space that is open to the public.

There is also a link to the Governor's resources on re-opening the state. Also included in the Dallas BA Resource Kit are The Construction Industry Safety Coalition Guidelines for COVID-19 Exposure Prevention and Preparedness.

Now is a good time to review the procedures you've established in recent months and ensure you are sticking to protocol. We cannot emphasize enough the importance to maintain social distancing and sanitation measures to protect our workforce. The COVID-19 Resource Page includes a link to purchase hand sanitizer. Dallas BA continues to offer this to members while supplies last.

The website also offers an important video explaining why we do what we do. The pandemic has highlighted how important our industry is. Homes have now taken on the added duty of classroom, work space and recreation facility. And with so many not having access to attainable housing due to economic challenges, the ability of our industry to provide homes has never been more important. That is why it is essential to remain vigilant and do what you can to ensure jobsite safety.

One more reminder: Be sure and take some time for you and your loved ones. Turn off the news and focus on what matters.



David Lehde
Director of
Government
Affairs



Ready Cable Inc.

817.379.6553

**Post Tension Materials
Rebar & Lumber**

"Building your success one square foot at a time"

www.readycable.net

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



ENERGY RATER



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

Programs We Service:



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



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



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



All From an Independent Third Party!

That means unbiased recommendations, not influenced by product suppliers.

Builders earn money with Member Rebate Program each quarter

Builder and remodeler members can earn money for products they are already buying through the TAB Member Rebate Program. Over 70% of members who participated in this statewide program last year received more in rebates than they paid in annual dues. Last quarter, 13 Dallas BA members used the Rebate Program and report rebates totaling almost \$7,000.

Jeff Dworkin of JLD Custom

Homes says the program is the “easiest money you can get each quarter by simply being a Dallas BA member and filling out one easy report.” Participation is free and easy. All builder members are eligible. Sign up today to start adding money back to your bottom line. Associate members who supply or install any of the 50+ manufacturer brands in the program can

register to be listed in the Directory with a link to its website. This benefit reminds builders and remodelers that it’s good to do business with another member. The next claiming period deadline is Friday, Aug. 28, for all residential projects completed between April 1 and June 30 2020. For more information and to register for this simple program, visit HBArebates.com/TAB.

Website advertising packages help drive traffic to members

The Dallas BA’s expanded website advertising packages, double the number of pages on which member ads appear. Advertising is available on both the member website, DallasBuilders.org, and the award-winning consumer-centric DallasBuilders.com. Last year both the National Association of Home Builders and the Texas Association of Builders bestowed the honors on DallasBuilders.com. As the trusted source for residential building news and information, the Dallas Builders Association is a valuable resource for both consumers and other industry professionals seeking products and services in their area. Thousands of people visit these two websites each month. On DallasBuilders.com there is the Executive Package with member ads appearing on the Home Page, Advanced Member Search, By Neighborhood Map Search and the News & Events page.

These are among the top 10 viewed pages each month. The newly formatted Executive Package also now includes featured ads on Our Members, Building Process, Contact Us and the FAQ pages. The Executive Package is \$1,200 per year and is best suited for builders, developers and other members who market to consumers. A limited number of slots are available. Advertising on the Association’s member website, DallasBuilders.org, is best suited for associate members who market to builders. The Premier package is \$1,100 per year. Ads appear on these top pages: Calendar, Members Only Login, Find Members and the Blog. An added bonus is that any ads on the Blog landing page also show up on every individual Blog post. This package also includes ads on the Member Benefits, About Us, Contact Us and Marketing Materials (Marketing Guide and logos) pages.

Both the Executive and the Premier ad packages include priority placement and an upgraded listing in the online member directory, a \$200 value. If you want increased exposure but aren’t ready to place an ad, purchase an upgraded listing featuring logo, photo, video, business description, priority placement and link to your website. You can also choose to simply add a live link from your membership listing to your company’s website for only \$100 per year. Please contact Creative and Marketing Coordinator Holly Pemberton at Holly.Pemberton@DallasBuilders.com or 214-624-3176 for more information on package options and availability. Builders and remodelers are also reminded to update their profiles to include information on cities built in, price range and other information that allows consumers to find them on the DallasBuilders.com search feature.



Please Share Dallas BA's New Video!
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 Rsource Page on DallasBuilders.org.

Construction Monitor				Dallas Metro Single Family Builders Year-to-Date 07/22/2020		
Dallas Metro Building Permit Summary Year-to-Date 07/22/2020				Builder	Homes	Value
Residential	Permits	Value	Units	1 D R Horton	1355	\$266,786,416
	Single Family Homes	16,884	\$4,612,895,617	2 First Texas Homes	571	\$214,028,263
	Duplexes & Twin Homes	70	\$19,344,253	3 Bloomfield Homes	624	\$176,994,699
	Apartments & Condos	155	\$1,624,696,446	4 Highland Homes	600	\$174,289,372
	Other Residential Structures	378	\$22,219,676	5 D R Horton Custom	774	\$126,891,863
	Swimming Pools & Spas	3,149	\$125,346,875	6 Lennar Homes	575	\$119,827,644
	Garages & Carports	146	\$36,000,758	7 D R Horton	462	\$119,473,519
	Res Rmld, Addn, Int Fin	2,477	\$176,364,538	8 David Weekley	256	\$85,662,285
	Reroof Residential	814	\$42,666,352	9 Gehan Homes	302	\$79,925,664
	Total Residential Const	24,073	\$6,659,534,848	10 American Legend	269	\$77,653,078
				11 M/I Homes	254	\$72,965,694
				12 K Hovnanian Homes	217	\$69,761,364
Week 30 - 07/16/20 to 07/22/20 (permits over \$20,000)				13 Toll Brothers Inc	131	\$68,856,081
Residential	Permits	Value	Units	14 TSHH LLC	211	\$66,092,995
	Single Family Homes	698	\$218,120,003	15 Meritage Homes	302	\$66,692,770
	Demolition	10	\$33,800	16 Darling Homes of	174	\$64,692,312
	Grading & Dust	1	\$20,000	17 History Maker Homes	224	\$58,788,789
	Footing & Foundation	37	\$276,664	18 Beazer Homes	178	\$56,572,513
	Duplexes & Twin Homes	1	\$257,655	19 Hallmark Land	155	\$56,117,835
	Apartments & Condos	3	\$57,053,372	20 Drees Custom Homes	158	\$55,157,718
	Other Residential Structures	12	\$567,236	21 Pulte Homes	274	\$54,284,160
	Swimming Pools & Spas	227	\$8,774,940	22 Landon Homes	126	\$54,279,570
	Garages & Carports	16	\$609,300	23 Impression Homes	239	\$50,111,595
	Res Rmld, Addn, Int Fin	65	\$3,727,433	24 CB Jeni Homes	203	\$45,522,743
	Reroof Residential	38	\$1,294,470	25 Meritage Homes of	123	\$38,824,225
	Total Residential Const	1,108	\$290,734,848	26 Sandlin Custom	108	\$37,684,113
Week 30 - 07/16/20 to 07/22/20 (permits over \$20,000)				27 Ashton Woods Homes	123	\$34,450,379
Residential	Permits	Value	Units	28 Lennar Homes	96	\$33,860,349
	Single Family Homes	698	\$218,120,003	29 Shaddock Caldwell	6	\$32,371,140
	Demolition	10	\$33,800	30 LGI Homes	160	\$32,313,096
	Grading & Dust	1	\$20,000	31 MHI Partnership	101	\$32,260,604
	Footing & Foundation	37	\$276,664	32 Perry Homes	102	\$31,661,818
	Duplexes & Twin Homes	1	\$257,655	33 Shaddock Homes	84	\$30,746,164
	Apartments & Condos	3	\$57,053,372	34 Trendmaker Homes	96	\$30,235,152
	Other Residential Structures	12	\$567,236	35 Landon Homes LP	83	\$27,594,025
	Swimming Pools & Spas	227	\$8,774,940			
	Garages & Carports	16	\$609,300			
	Res Rmld, Addn, Int Fin	65	\$3,727,433			
	Reroof Residential	38	\$1,294,470			
	Total Residential Const	1,108	\$290,734,848			

STATE of the INDUSTRY SUMMIT

DallasBuilders ASSOCIATION

SEPTEMBER 3, 2020

9:00am - 11:30am Virtual Program
A webinar link will be emailed upon registration

The 2020 State of the Industry Summit will feature experts on the biggest challenges facing the DFW residential construction market.

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

Following, an All-Star panel of experts will offer insight on labor availability, land prices, material pricing and overall market trends.

NAHB UPDATE

Lake Coulson
Vice President of Government Affairs
National Association of Home Builders

ALL-STAR PANEL

Craig Johnson
Collin College
Director Architecture Construction Programs

Paul Evans
BMC
National Vice President

Paige Shipp
CDC Real Estate

Jeff Edens
James Hardie
Regional Sales Leader

Steve Otto
Federal Home
Loan Bank Vice President of Member Sales

PRESENTED BY:

JamesHardie

Register now at www.DallasBuilders.org

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

ADVENT

AIR CONDITIONING INC.

"We're the Comfortable Solution!"

TACLA001216C

972-221-4373 WWW.ADVENTAIR.COM

STRUCSURE

HOME WARRANTY

ALL WARRANTIES ARE NOT CREATED EQUAL.

war·ran·ty noun \ 'wôr-ən-tē, 'wâr-
A representation, especially in writing, made by a seller or company to a purchaser of a product or service that a **refund, repair, or replacement** will be made if the product or service proves defective or unsatisfactory, especially within a given time period.

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

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

INSURANCE BACKING BY **LLOYD'S**

NAHB StrucSure Home Warranty is a proud member of the National Association of Home Builders

Stuart Margol Named August GMR Designee of the Month

Presented by 

The Dallas Builders Association Education Committee has selected Stuart Margol, CGB, GMB, CGR, GMR, CGP, Master CGP, as the Designee of the month.

He holds the prestigious honor of being one of only 13 people in the entire state of Texas who has the GMR designation.

Of the 13 designations the National Association of Home Builders (NAHB) offers, the Graduate Master Remodeler (GMR) designation is considered ultra-exclusive, above and beyond others. What makes this one difficult to obtain is that you must hold an active Certified Graduate Remodeler (CGR) designation for five years prior to applying for a GMR designation. This one qualification is why there are so few within the NAHB organization and even fewer in the state of Texas.

He also holds another distinction that will forever prevail. Stuart was the first builder or remodeler in the state who was able to attain the trifecta. He achieved the Master distinction as a builder, a remodeler and as a green professional. He does not take the honor lightly, proudly displaying the designations on his website, business cards, signs, email signatures and even the vehicles he drives.

“These designations allow us to stand out in our field and lets potential customers know we are the best of the best,” he says.

As one of the most visible and accessible leaders in the remodeling industry, Margol has worked hard to demonstrate high standards to the residential construction industry. He served on the Dallas BA Board of Directors and was president of the Custom Builders and Remodelers Council for eight years.

He was the first contractor in Texas to twice win the prestigious National Contractor of the Year award from NARI and he is a three-time recipient of the NARI-Dallas Chapter’s Contractor of the Year.

Remodeling Magazine chose Stuart Margol Companies for the Big 50 Remodeling Award in recognition of the company’s outstanding reputation for integrity and quality performance.

Stuart Margol Companies specializing in the design and construction of beautiful room additions, remodeled rooms, and complete home designs/remodels.

“Our staff takes the time to understand our clients’ needs and design projects to work efficiently for each lifestyle,” Margol says. Projects include small upgrades to complete home renovations. Stuart believes his company’s success is due to satisfied customers who tell their family and friends about his work.



Stuart enjoys instructing for several unique sports. He is an active scuba diving and snow skiing instructor throughout the year; however, his real passion happens behind the wheel of a race car competing in open circuit road tracks. What this industry has provided him more than anything is the freedom to do the things he enjoys while still being able to make an impact.

— Written by: Tag Gilkeson, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM

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 – August & September

Presented in partnership with 

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.

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-member

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.

By completing this course, 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/member \$299/non member

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/member; \$299/non-member

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.

By completing this course, 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 relative to a projects budget and urgency.

Date: September 18, 2020

Time: 9:00 am - 3:00 pm

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

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



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



PROVIDING PROTECTION IN A WORLD OF UNKNOWNNS



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

CALL US TODAY AT 972.512.7700 OR VISIT HIALLC.COM

PROUD MEMBER:  BUILDER AGENT NETWORK

info@nortexfoundation.com
www.nortexfoundation.com

CONCRETE EXPERTS



FRASERCON.COM

DALLASBUILDERS.ORG
for complete contact infor-
mation on these
new members.

972-783-4660

Hargrave and Hargrave Inc.
myHomedia Builder Services



<https://dallasbuilders.org/calendar/>

STICK IT WHERE THE SUN SHINES.



Solarbord Radiant Barrier roof sheathing reduces the cost of heating and cooling a home. Using **heat-reflecting foil** laminated onto our OSB, Solarbord stops up to 97% of the sun's radiant energy before it can penetrate the attic space. When you stick Solarbord where the sun shines, your attic can be up to 30 degrees cooler. And a cooler attic means a cooler house. Use Solarbord, your customers will thank you.

SEND RADIANT HEAT BACK WHERE IT CAME FROM

LEARN MORE AT NORBORD.COM/SOLARBORD