

THE HOME BUILDER

Dallas Builders
ASSOCIATION

www.DallasBuilders.org



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Dallas BA's Industry Investors for 2020



Evans elected to TAB senior leadership

Dallas BA Past President Donnie Evans of Altura Homes was elected Vice President/Secretary of the Texas Association of Builders at TAB's Fall Board of Directors meeting on Nov. 13.

Evans, who is also a recipient of the Hugh Prather Trophy, the Dallas BA's highest honor, received support from several local HBAs across the state in addition to his own. Ultimately, the election turned out to be uncontested as two other candidates dropped out of the race.

Evans will be president of TAB in 2022-23, a term that coincides with a legislative session. "I'm honored to have another opportunity to give back to an industry that has given so much to me and my family," Evans said. "I'm ready to give my all to TAB over the next few years and I'm very grateful to everyone who has provided their trust and support."

TAB's Installation of Leadership ceremony is tentatively scheduled for February 2021. Evans joins Susan

Wright of Susan Wright & Associates in San Antonio, TAB's first woman president; Gene Lantrip of Lantrip's Custom Homes in Abilene, first vice president; and Brett Martin of Tilson Homes in Houston, treasurer. Randy Bowling of Tropicana Homes in El Paso is the immediate past president.

The state association also announced its 2020 Presidential Distinguished Service Award winners during the Fall Board meeting.

Honorees were recognized for having stepped up, showed true commitment and put the association first during these pandemic times. From the Dallas BA, Honored Life Director Tiffany Acree of StrucSure Home Warranty was named.

StrucSure is a Dallas BA Industry Investor and the title partner of the Association's Membership and Education programs.

In addition, Dallas BA members Heather Laminack of Ferrier Custom Homes and Ron Rohrbacher of Perry Homes were recognized.



The Texas Association of Builders installed its 2021 Senior Leadership team during its Fall Board of Directors meeting on Nov. 13 in Austin. From left: Randy Bowling, Brett Martin, Susan Wright, Gene Lantrip and Donnie Evans. Masks were worn and social distance was followed, except when taking photos.

BRIEFLY

The Texas Association of Builders' Contracts reflect the most recent legislative changes affecting the home building industry in Texas. Overall, more than 50 additions and enhancements have been made to the various contracts and agreements, including arbitration procedures, latent defect claim issues, code compliance matters and attorney's fees. Also, the fixed price contracts help protect you from rising lumber costs. They include a detailed escalation clause to address unforeseen increases in the price of various supplies, such as lumber. Visit TexasBuilders.org for details.

Dallas BA offices will be closed Dec. 24, 25, 31 and Jan. 1.

Builder and remodeler members are eligible to receive money back from dozens of housing industry product manufacturers through the TAB Member Rebate Program. Register for this membership benefit at hbarebates.com/TAB.html to start adding money back to your bottom line. Participation is free and easy. The average participant received over \$1,400 in rebates last year.

Update: Dallas BA's COVID-19 operations

As we look ahead to 2021, there is a great deal of optimism that life will start to look more normal by the middle of the year. I really hope that's the case for the Dallas Builders Association. I miss seeing you all and especially those small talk conversations that the sterile Zoom environment has largely rendered obsolete.

In the meantime though, the speed of the pandemic necessitates a balanced approach to our operations. In September, the Dallas BA Board moved to Phase 2 of our COVID-19 operations. What that means is that outdoor events and jobsite education classes are permitted. Indoor committee, education classes and division and council board meetings, up to 10 people total, are also permitted off-site (not at the Dallas BA office) so long as venue protocols are strictly adhered to and virtual access is provided to those

who do not wish to attend in person.

In early 2021, we hope to open the Dallas BA office for small meetings in our main conference room. Despite the love/hate relationship we have all developed with Zoom and other virtual platforms, they have proven to offer some convenience. More importantly, they provide access to those not comfortable meeting in person. Hybrid meetings, in-person with virtual access, will likely be a consistent feature early on next year.

We are also looking for partners next year who are willing to open their showrooms for an after hours event. If you are interested in hosting an open house, please contact us for more information.

Finally, be on the lookout for our 2021 Marketing Guide, which will have information on all planned events. Most everything we plan in

typical years should be able to move forward with only minor changes. The Marketing Guide and our calendar of events can be found on DallasBuilders.org.

I hope you have a very safe, healthy and happy holiday season.

Phil Crone, JD,
CGP, GSP
Executive
Officer



President's Holiday Message

What a year we have had! 2020 is one for the record books and I for one am glad to see it behind us. The great news is that there is a light at the end of the tunnel. Don't forget that challenging times like these require reflection so we can learn from them. Difficult times force us to adapt, to learn, to grow, to see the world in a different way, and these are all good things. Trying times steel us for future challenges including those challenges that are good things. Because of the pandemic, we well may be in for a period of dynamic growth for the next several years and we might be in better positions to deal with those stresses.

Do not forget to take the time with your friends and loved ones this Holiday Season, as we can never tell just how these opportunities can slip away. Thank you for your support in the Dallas BA. Your membership is critical to helping us all weather these storms and come out stronger on the other side. I can't tell you how thankful I am to the Association staff for their relentlessly hard work this year. Once again, a phenomenal job! I am thankful and grateful for the opportunity to serve you all and the Association in this year to come. I pray that God blesses you all richly in 2021 and beyond!

Matt Mitchell, President
Dallas Builders Association



Collin College Technical Campus

The Dallas Division Board recently toured the new Collin College Technical Campus with Craig Johnson, director of architecture/construction programs. There is no doubt that this top-notch facility will turn out some of the best and brightest contributors to the future of the housing industry.

Periodicals Postage Paid at Plano, TX, and Additional Offices



Elections, Regulations and You

There has been no shortage of activity on the advocacy front for the Dallas BA this fall.

in the City of Denton and all council member seats in the City of Dallas.

Elections

A heated November election has resulted in some big wins, along with the need to now monitor multiple runoff races. And that will take us into the spring 2021 municipal elections, which are already firing up. Meanwhile, the usual regulatory activity remains a priority.

Dallas Builders supported candidates performed well on Nov. 3. Of the 68 candidates listed in the Dallas Builders Voter Guide, 86 percent found victory. Two more candidates in hotly contested races are headed to runoffs.

Locally, a strong list of municipal, county and state candidates supported by HOME PAC of Greater Dallas made it through the very heated general election. Two of those, Mayoral candidate Gerard Hudspeth and Council Place 6 at Large candidate Jim Mann, are now headed to the Dec. 8 runoff election in Denton.

A strong majority of the Dallas BA and Texas Association of Builders favored state government candidates prevailed in our service area with 94 percent seeing election or re-election.

Dallas/Fort Worth area builders will continue to have their voices heard in the halls of Congress due to big wins by builder supported candidates. Senator John Cornyn will return and the region will again send builder friendly Texans to the U.S. House.

The Dallas area House delegation will include two new members: long-time Dallas BA friend Pat Fallon and Beth Van Duyne, who has recognized the importance of our Association weighing in on housing issues.

Fallon previously served in the Texas Senate and Van Duyne is a former Regional Administrator to the U.S. Department of Housing and Urban Development.

In addition to the multiple municipal runoff races that will be held on Dec. 8, eyes will also be on the special runoff election for Texas Senate District 30. Builder-supported Drew Springer, who currently serves as a State Representative, qualified for that runoff election where early voting begins on Dec. 9, with the final opportunity to vote being Dec. 19.

With the pandemic having moved 2020's municipal elections onto the November ballot, it will be a short turn around into the 2021 spring municipal elections. There will be key city council races on the ballot, including two races

Municipal Regulatory Issues

On the regulatory front, the City of Fate recently approved changes to its impact fees. Final approval was given in November. As previously reported by the Dallas BA, Fate recently updated their roadway, water and wastewater impact fees.

After hearing from the Association's staff and membership regarding our concerns about the impacts on housing attainability, Fate City Council instructed city staff to go with an option that would lessen the increase of fees assessed per home.

Upon final vote, the roadway impact fee was updated at an amount roughly \$2,000 less than what was in the city's original update.

As development increases around the Dallas/Fort Worth region, some cities have taken approaches that can seriously encumber the residential development sector's mission to provide needed homes.

In November, the Town of Argyle moved forward with a questionable moratorium to restrict all future new development applications such as zoning changes, SUPs, site plans, and plats. But it will not restrict submission of permits for properties or buildings that have already received plat and/or site plan approvals, unless changes such as zoning are requested. Dallas BA will continue to monitor this issue.

Obviously, the world of government and politics does not take many breaks. This is why a core mission of the Dallas Builders Association is advocacy.

David Lehde
Director of
Government
Affairs



While Association staff has the experience and knowledge to address policy, a key part of our effort is the involvement of our membership. We appreciate the participation of our members who provide needed resources, expertise and testimony.

HOME PAC of Greater Dallas

Another opportunity for member participation is through HOME PAC of Greater Dallas, the political action committee for the Dallas BA. The committee is an essential part of our advocacy program and helps support pro-housing candidates and incumbents for local and selected state offices.

As state and local laws and regulations become an ever-increasing presence in our day-to-day business, it is important that those making the regulatory decisions recognize the benefit home building has to the economy.

Without the ability to have our voice heard in the halls of government, decisions affecting the industry's future will be influenced by those who may not have our best interests in mind. In the world of regulatory affairs, if you are not at the table, you are on the menu.

HOME PAC of Greater Dallas offers an opportunity for Association members to have a significant impact on advocacy. For more information about Dallas BA's advocacy program, visit <https://dallasbuilders.org/advocacy/> or contact the Association's Director of Government Affairs.

Dallas Metro Building Permit Summary				Year-to-Date 11/11/2020	
Residential	Permits	Value	Units	Builder	Value
Single Family Homes	27,674	\$7,573,403,646	27,670	1 D R Horton	2,981 \$403,709,646
Duplexes & Twin Homes	104	\$27,282,994	208	2 Bloomfield Homes	1,196 \$349,234,088
Apartments & Condos	225	\$2,227,328,940	21,302	3 First Texas Homes	886 \$336,441,741
Other Residential Structures	627	\$25,142,387	0	4 Highland Homes	878 \$254,297,541
Swimming Pools & Spas	5,878	\$218,679,426	1	5 Lemar Homes	917 \$193,242,992
Garages & Carports	217	\$66,793,147	0	6 D R Horton	677 \$184,378,696
Res Rmld, Addn, Int Fin	3,831	\$259,471,588	0	7 D R Horton Custom	896 \$152,006,957
Reroof Residential	1,350	\$68,838,734	0	8 David Weekley	455 \$147,555,530
Total Residential Const	38,784	\$10,476,921,672	48,181	9 K Homebased Homes	434 \$138,338,680
				10 TDRH LLC	417 \$132,346,164
				11 Galvan Homes	534 \$131,234,473
				12 Dress Custom Homes	358 \$117,889,390
				13 M/I Homes	415 \$117,858,034
				14 Heritage Homes	521 \$116,524,864
				15 American Legend	413 \$115,387,771
				16 History Maker Homes	415 \$104,425,794
				17 Toll Brothers Inc	203 \$101,350,157
				18 Landon Homes	241 \$100,823,170
				19 Hallmark Land	253 \$82,498,525
				20 Ingression Homes	429 \$80,654,964
				21 Darling Homes of	342 \$84,395,027
				22 Lemar Homes	266 \$84,726,636
				23 LGI Homes	442 \$84,390,810
				24 Ashton Woods Homes	284 \$80,983,131
				25 CB Jeni Homes	353 \$79,666,688
				26 Beazer Homes	239 \$74,492,805
				27 Pulse Homes	361 \$73,454,283
				28 Heritage Homes of	219 \$68,775,182
				29 Pulse Group	198 \$68,379,165
				30 Sandlin Custom	169 \$68,157,860
				31 Truemaker Homes	172 \$65,828,167
				32 MHI Partnership	151 \$48,094,236
				33 Shaddock Homes	128 \$45,704,382
				34 Allora Homes Lp	202 \$44,830,130
				35 Unknown Builders	170 \$43,876,768

NAHB Vehicle Affinity Program ends Jan. 4

After four years of supporting NAHB, the FCA affinity program will finish at the end of 2020. The last day to take possession of a vehicle and receive the member discount will be Jan. 4, 2021. Make sure to take advantage of this incentive before it's gone.

Between Chrysler, Dodge, Jeep®, Ram, FIAT® and Alfa Romeo, there is a brand for everyone. NAHB members and their employees can combine this stackable \$500 cash allowance with most current retail incentives and choose an On The Job program allowance.

Plus, same household family members can receive a \$500 cash allowance, stackable with most local and national retail incentives, toward the purchase or the lease of a vehicle.

As a reminder, all Dallas BA members are also members of the Texas Association of Builders and the National Association of Builders.

NAHB member business owners and their employees can also receive On The Job program benefits. These benefits include, up to \$1,000 Com-

mercial Graphics Program Allowance, up to \$1,000 Commercial Equipment/Upfit Allowance, and up to \$1,000 Snow Plow Uplift

When you're ready to make a purchase or lease, follow these simple steps to ensure you'll receive all your member benefits:

1) Shop for eligible FCA US LLC vehicles online or at any Chrysler, Dodge, Jeep®, Ram, FIAT®, or Alfa Romeo dealership.

2) Working with the dealership salesperson, make your best deal – combine applicable local and national retail incentives and special programs.

3) Inform the dealer and show proof that you are an NAHB member, or that you are employed by or an immediate family member of a NAHB member to receive an additional NAHB \$500 member cash allowance. Simply print out the email you receive after completing the "Proof of Membership" form found at <https://www.nahb.org/other/forms/open/Proof-of-Membership-FCA> and take it to the dealership.

Cars for CASA Raises \$40K+ despite pandemic

The COVID-19 pandemic might have tapped the brakes on the Metro East Division's Cars for CASA this year, but by switching gears and thinking creatively, event planners managed to pull off the annual vintage car show in grand style.

More than 100 cars were entered for the cruise event, showcasing their

rides during a parade through Rockwall.

More than \$41,000 was raised for Lone Star CASA, an organization that works with the court system to advocate for abused and neglected children in Rockwall and Kaufman Counties.

Metro East has raised more than \$550,000 for the organization over the past 15 years.



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BARCIE VILCHES, Editor

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Association announces 2021 series of education classes

Presented in partnership with 

As we continue to adapt to ongoing global challenges so will the Dallas BA education program. Course offerings will be offered virtually, in-person or hybrid. Check details on class registration pages.

2021 offerings will consist of courses to gain certifications, multiple classes being held at member job sites, Building a Better Business classes to help members better run their day-to-day operations and financially strengthen their companies, and the nationally award-winning Building a Better House series, which will include new classes to help members keep up to date with building techniques and consumer trends, and the annual Dallas BA Leaders Program.

CERTIFICATION COURSES

Individuals looking to achieve a national certification will find 11 courses including updates to several courses. These courses allow industry professionals to earn and maintain national certifications. The Dallas BA is licensed through NAHB to offer a plethora of di-

verse courses allowing builders, trade partners and associates to gain knowledge and set themselves apart from the competition.

@PROJECT SITE SERIES

Gain hands-on insight at classes held on member job sites throughout the metroplex. This series will bring the classroom to reality with real-world tips and tricks while avoiding common traps. Learn proper installations, new methods and quality control.

BUILDING A BETTER BUSINESS SERIES

The Building a BETTER Business Series will help attendees gain effective business processes. The new year will see the concept taken to a new level by offering computer-based better business practices. Through this four-course series, instructors will explore how you can transform your business into a powerful, profit-generating machine by streamlining processes and learning new IT skills such as QuickBooks for builders and social

media engagement.

BUILDING A BETTER HOUSE SERIES

The Building a BETTER House Series will cover everything from concept to completion, teaching participants how to Build a Better House. Classes feature diverse instructors with hands-on learning. Topics cover every step in the building process from soils and foundations to interior design trends.

DALLAS BA LEADERS

DBA LEADERS is a yearlong program aimed at advancing industry leaders throughout the Dallas metroplex. Throughout the year, participants attend monthly sessions that focus on aiding participants to cultivate leadership traits and apply their knowledge to their daily business operations.

Class dates and times can be found at DallasBuilders.org or by contacting Sheena Beaver, Dallas BA Education Director, at sheena.beaver@dallasbuilders.com or 214-615-3881.



@Project Site Class: Remodeling During COVID-19

At the Oct. 29 What To Expect and How To Overcome class attendees listen as Education Chairman Joshua Correa, CSB, CAPS, CGB, CGR, CSP, GMB, of Divino Homes discusses how he overcame the challenges of permitting delays during COVID-19. Left to right: Eduardo Rodriguez, Julio Ramirez, Alejandra (AJ) Westfield, Jake Murillo and Kevin McLain. Divino Homes Head of Construction Jonathan Correa, CAPS, CSP, also detailed how this project incorporated old materials with new ones and how they mitigated trees too close to the foundation.

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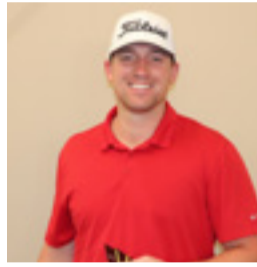
Champs Course

1st - Cindy Young, Mike Felker, Jeff Young, Luke Lane
2nd - Casey Weir, Bert Blair, Hunter Blair, Joe Moershell
3rd - Garrett Cockrell, Scott Hollars, Brian Showalter, Clay Barton
Dead Ass Last - Phil Smith, Xanica, Richard Miller, Jason Kelly



Masters Course

1st - James Watson, Donnie Evans, James Cook, Ty Spinella
2nd - Adam Howell, John Darby, Dennis Burkhart, Kim Phillips
3rd - Kelly Dykes, Kyle Joyce, Sam Knight, Chris Schmitt
Dead Ass Last - Jerry Carter, Donny Mack, Clint Mack



- Atmos Energy
- Hotchkiss Insurance Agency
- Builder Direct Sales Group
- Allied Stone
- Boise Cascade Company
- Vault Construction Group
- Ferguson Bath, Kitchen & Lighting
- Neighborhood Management
- Samsung Appliance
- MLAW Engineers
- Boston National Title
- Carpet Tech
- Altura Homes
- Burgess Construction Consultants
- Covert + Associates
- Daltile
- DPIS
- Electrolux Appliances
- Enterprise Plumbing of Texas
- Escalante Concrete
- FACETS Appliances, Kitchens, Baths
- First Floors Carpet One
- Independent Financial Mortgage
- James Hardie Building Products
- Kelly-Moore Paint Company
- Lee Lighting
- Meade Servicing Group
- Prosource Wholesale
- StazOn Roofing
- Texas Counter Fitters
- Texas Door & Trim
- USA Mortgage - Core Team
- Suncoast Post-Tension
- Yellow Rose Landscape
- 2-10 Home Buyers Warranty
- Acme Brick
- Barricade Building Products
- Elkay Manufacturing
- Exacta Land Surveyors
- RoyOMartin Lumber Company
- Woodtone
- Altura Homes
- Centricity
- Classic Urban Homes
- Intex Electric
- Meletio Lighting & Electrical
- Plains Capital



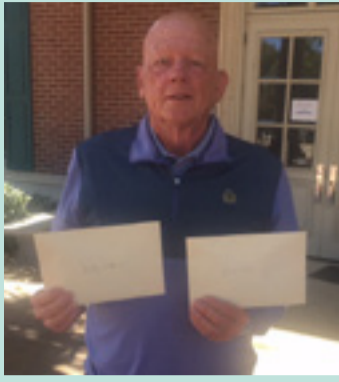
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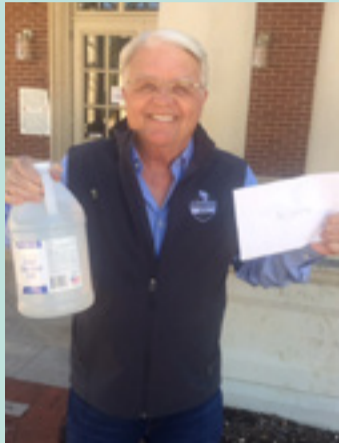
Dallas BA membership recruiters earn rewards



Donnie Evans with Altura Homes was among membership recruiters who recently received prizes for recruiting and retaining members. Donnie, who was the Association's top membership recruiter this year, earned \$600 in gift cards.



Greg Paschall with Intex Electric receives a gallon of hand sanitizer and a \$50 gift card.



Bob Cresswell with Cresswell Builders was awarded a gallon of hand sanitizer and a \$50 gift card.



John Bynum with John P. Bynum Construction earned a \$50 gift card for membership retention efforts.



Susie Moore with Centricity shows off the \$25 gift card she received in recognition of membership retention.

NEW MEMBERS

BUILDERS

Capital Renovations Group
Sherry Zuch
214-495-7200
BUILDERS - REMODELER
Spike: Jim Johnson, Jim Johnson Group

Fast Cash Offer, Inc
Andreas Anusavice
469-577-1767
BUILDERS - LAND DEVELOPER

Florence Jackson Homes
Phillip Jackson
214-708-9668
BUILDERS - RESIDENTIAL

Greystone Custom Builders
Chris Davis
214-475-7933
BUILDERS - RESIDENTIAL
Spike: Chris Clay, 2-10 Home Buyers Warranty

NET Capital Group
Luis Castillo
214-226-8986
BUILDERS - RESIDENTIAL

PR Development, Inc.
Paul Judy
972-810-0934
BUILDERS - RESIDENTIAL

Silverbilt Construction
Mitch Leathers
972-746-6333
BUILDERS - RESIDENTIAL

SUSTAINING ASSOCIATE

Old World Lumber Company
Ben Limes
214-714-4647
LUMBER/FRAMING/CARPENTRY

ASSOCIATES

2000 Helical Design & Manufacturing
Joseph Grommesh
972-446-8100
FOUNDATION

2nd 2 None Hauling & Tree Service
Andrea Johnson
903-701-5403
SITE PREPARATION/MGMT
Spike: T.W. Bailey, Bailey Family Builders

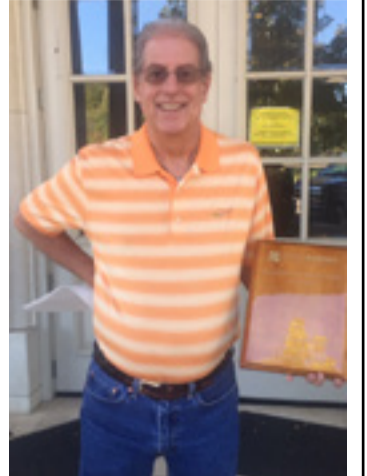
American Bath Group
John Klotz
214-801-6084
BATH

Callbox Storage
Taylor Stewart
214-681-2904
PROFESSIONAL SERVICES

AFFILIATES / ADDITIONALS
2000 Helical Design & Manufacturing
Leslie Cantu
214-799-6906
FOUNDATION

Samsung Appliance - Builder Channel
Rebecca Golsby
513-426-2077
KITCHEN

Milestone Anniversaries



Todd Park of Park Place Homes accepts a Milestone Award in recognition of 45 years of uninterrupted membership in the Dallas BA.

65 Years

Roffino Construction

35 Years

Trane Residential HVAC Supply

25 Years

Green Electronic Solutions
Woodmont Cabinetry

15 Years

B & J Custom Homes, Inc.

10 Years

Wine Cellar Specialists

5 Years

CandysDirt.com
Drees Custom Homes LP – Mike Jobe
Nortex Foundation Designs, Inc.
Tracy's Custom Home Designs
WellsFargo

Milestones Presented by:



IBSx Virtual Experience slated for Feb. 9-12

Imagine having the NAHB Builders' Show at your disposal, literally on demand on your laptop at home or even in your pocket on your phone while you're on the go, at work or wherever.

The IBSx Virtual Experience will introduce, showcase and display the must-have new products, tech and innovations that savvy builders, remodelers and other residential construction industry pros will want to include in their upcoming projects.

Experience new product launches and, live demos with the return of the High Performance Building Zone and on-demand education sessions and real-time Q&A with speakers, plus the option to stream sessions on your own time.

The opening ceremony will feature keynote speaker Mike Rowe, executive producer, host, best-selling author and CEO of the mikerowWORKS Foundation, a 501(c)(3) public charity that debunks myths and misperceptions about

the trades and helps close the skills gap.

Expo only registration is free for members. An all-access pass is only \$199 through Jan. 8. Full details are at BuildersShow.com.



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