

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXVIII

No. 9

September 2021

Dallas BA's Industry Investors for 2021



BRIEFLY

Members interested in serving on an NAHB committee or council board of trustees in 2022 can apply now through Oct. 31. NAHB committees and councils meet during the Spring and Fall Leadership Meetings and at the International Builders' Show to discuss legislative and regulatory news, business updates, and other issues of importance to NAHB members and the broader industry. Their role is to make informed recommendations to the NAHB Board of Directors on matters of policy. The application can be found at NAHB.org/NAHB-Community/Leadership-and-Committees

The 2021-23 Texas Association of Builders Residential Construction Contract revisions, now available for purchase and download by builder members, constitute some of the most significant changes in more than a decade. Details can be found inside this issue.

September is National Associate Member Appreciation Month!

The Home Builder is also available online at DallasBuilders.org/publications. You'll find the current month's issue, as well as archived issues.

Pieper, Porizek, Lingenfelter, Smith, Puckett to be installed at Sept. 25 ceremonies

Andrew Pieper of Hillwood Communities will be installed as the president of the Dallas Builders Association Sept. 25 during ceremonies held at The Texas Barn at Circle T Ranch. The annual Installation of Leadership is presented in partnership with Hillwood Communities and StrucSure Home Warranty.

John Porizek of M/I Homes of DFW, LLC will become the first vice president.

Adam Lingenfelter of Lingenfelter Custom Homes is the new officer on the ladder, serving as vice president/secretary.

Phil Smith of FACETS Appliances, Kitchens & Baths has been re-elected as associate vice president, and Stephen Puckett of Prosperity Bank returns as treasurer.

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

TV personality and spokesperson Amy Vanderroef will serve as mistress of ceremonies.

Installation ceremonies will also feature a hosted cocktail reception, valet parking and a photo booth.

Tickets are \$150 per person and can be purchased at DallasBuilders.org. Tables of eight are available.

Being sworn into office will be the 2021-2022 Board of Directors. These

include Cole Baker, BMC; Chris Clay, 2-10 Home Buyers Warranty; Jonathan Correa, Divino Homes; Joshua Correa, Divino Homes; Russell Daniels, Bush Rudnicki Shelton; Jim Falgout, James L. Falgout, PC; Tag Gilkeson, Tag & Associates; Dave Hambley, Lee Lighting; Tim Lansford, Luxury Homes of Texas; Gregory Loudon, GOLOUDON, Richard Miller, Richard Miller Custom Homes; Pat Nagler, PrimeLending; Greg Paschall, Richardson Ready Electric; Matt Walls, Winston Homes; and Brian Webster, KWA Construction.

Appointed directors include builders Dennis Jaglinski, Trendmaker Homes; Jake Murillo, V Luxury Homes; and Jerry Parks, Traditional Classic Homes. President-Elect Pieper will announce several associate appointees in coming weeks.

Additionally, the presidents of Dallas BA divisions and chairman of its council will serve on the Board. These are Joshua Correa, Divino Homes, Dallas Division; Doug Bowerman, Affiliated Bank, Metro East Division; and Kenny Hammons, Trinsic Residential Builders, LLC, Multifamily Builders Council.

Chairs of certain committees will also serve on the Board. These are Michael Turner, Classic Urban Homes, Communications; Joshua Correa, Divino Homes, Education; Matt Robinson, BGE Inc., HOMEPAK; Justin Webb, Altura Homes, Membership; Justin Webb, Altura Homes, Nominating; John Porizek, Volume Builders; and Rane Pearson, Bray Real Estate Group, Young Professionals.

The Association's Honored Life Directors and Past Presidents are permanent members of the Board.

Partnership opportunities are available starting at \$500. Contact Misty Varsalone at 214-615-5012 or Misty.Varsalone@dallasbuilders.com.



President-Elect Andrew Pieper
Hillwood Communities



1st Vice President-Elect John
Porizek, M/I Homes of DFW



Vice President/Secretary-Elect
Adam Lingenfelter
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Winners announced in 2021 ARC Awards

The Dallas Builders Association (Dallas BA) has announced winners in its 2021 ARC Awards, held Aug. 14 at Vouv Dallas and presented in partnership with Ferguson Bath, Kitchen & Lighting Gallery. The ARC Awards are held to recognize building excellence by associate members, remodelers and custom builder members of the Association.

Winners were named in 67 categories including Best New Home, Best Development, Best Landscape Architecture, Project Manager of the Year, Subcontractor of the Year and Remodeler of the Year.

Dallas BA Executive Officer Phil Crone praised ARC Awards finalists for their innovation and optimism during a year beset with obstacles: material price increases, supply chain challenges, an ongoing labor shortage and city permitting difficulties. "The response of Dallas BA members has been nothing short of extraordinary," he said.

Elite Remodeling was honored as the Remodeler of the Year in the 2021 ARC Awards. Julio Ramirez of Classic Urban Homes was named Project Manager of the Year. Teresa Williams of KJ Custom Screens & Outdoor Living is the Subcontractor of the Year. Best Development honors went to Haciendas by Oaxaca Interests.

TV personality and spokesperson Amy Vanderroef served as the mistress of ceremonies.

The awards were judged by industry professionals outside the North Texas housing market: David Lesser, Windstar Homes, Tampa, FL; Paul Mahony, KGA Studio Architects, Denver, CO; Lisa Morris, BMG Advertising, Newport Beach, CA; and Renee Self Gibbons, Chameleon Design, Costa Mesa, CA.

A complete list of winners and photos of the event can be found at DallasBuilders.org.



Rembert Custom Homes was a big winner at the 2021 ARC Awards with first place nods in 10 categories. To view a complete list of winners and photos of the event, visit DallasBuilders.org. See page 5 for more photos.

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Dallas BA recommends specific reforms for Dallas permitting

Problems with the City of Dallas’s permitting system have been well documented both in its root causes as well as the impact on the city’s builders and economic growth. Since the start of the pandemic the overall metroplex has increased permitting by 27%. Fort Worth is up 30% and Dallas is down by 14%. Had Dallas permitted at the same rate as the rest of the region, the city would have 750 more homes and \$336 million more in tax base.

As the mayor and city council outline their 2021-22 budget, permitting along with public safety are identified as key priorities in their “back to basics” approach. In several meetings last month city leaders have echoed the industry’s frustration and the encumbrance on the city’s ability to grow, but few definitive solutions have emerged.

“We’re all really good at bemoaning the problem, now it is time for the harder part which is identifying specifically how to fix it and having the will to see it through,” said Dallas BA Executive Officer Phil Crone. “For example, some have proposed privatization as a solution, but does that mean blowing up the entire department or a tailored approach? I think a targeted approach can achieve drastic change without drastic consequences.”

On Aug. 13, the Dallas BA recommended several specific reforms to the city’s Development Services Department in a memo linked to this story on DallasBuilders.org. These reforms include establishing a direct third-party plan review and prescreen option for single-family residential new construction and remodeling and providing every applicant with helpful customer service such that questions are answered in one business day.

The Association also called for the city to reconstitute the online permitting system. The program, called ProjectDox, has created countless frustrations for applicants and city staff. A replacement system should be implemented with user experience, on both sides of the counter, being the top priority.

Additional recommendations include implementation of key performance indicators, expansion of the self-certification initiative already authorized by the city council, permanently filling the chief building official position and elevating the standing of the Development Advisory Committee. “Each of these things are very reasonable requests that would go a long way in getting Development Services back

on track,” Crone said. “We’re eager to work with city leaders and staff on these long-overdue reforms.”

On Aug. 25 Mayor Pro Tem Chad West reiterated the Dallas BA’s concerns and asked city staff in a memo for specific timelines and solutions both long term and short term for permit applicants experiencing excessive delays. Another reason for optimism is the arrival of Will Munding as Executive in Residence for Development Services. Will has an impressive background in the private sector and has been charged with quickly implementing long-overdue changes.

This is a rapidly evolving issue. Check Punch List and Dallas BA social media feeds often for updates.

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Chris Chorn selected as Master CGP Designee of the Month

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Chris Chorn began his residential construction industry career in a unique way. Before becoming the senior construction manager for Starside Custom Builders, he was a senior associate for a Big 4 accounting firm, and received his MBA from the Acton School of Business. He received his undergraduate degree in accounting from Texas Tech University. Following his public accountant work, he built homes for an award-winning national builder and eventually landed at Starside, a luxury builder primarily building in Collin and Denton Counties.

Chris’s experience as a CPA-helps him bring an analytical approach to homebuilding, working closely with experienced trade partners to facilitate the building process in a seamless manner.

Chris maintains the Graduate Master Builder (GMB) and Master Certified Green Professional (MCGP), Certified Graduate Builder (CGB) and Certified Green Professional (CGP) designations with the National Association of Home Builders, staying at the forefront of high-performance building technology.

How do you market your designation? I feature my designations proudly on our company website, along with the NAHB directory.

What does your designation add to your business? It adds trust with our customers. Texas doesn’t require any sort of license for general contracting, so being able to point to strong designations from a national authority like the NAHB really sets us apart from some others.

How do your customers respond to your designation? It is universally positive. They might not mention it upfront, but it usually comes out at some point during the build process that they saw the designation on the website and researched it and came away impressed with our dedication to continuing education in the industry.

Why did you select this designation? Since I changed careers from public accounting, I knew I would need to do something to catch up with my peers who entered the industry early on. This allowed me to point to something besides years of experience as a sign that I take this profession seriously and want to do everything possible to make it a positive experience for our customers.

Do you volunteer or do civic duties? Honestly, with a young family (3- and 5-year-old girls) I haven’t been



Chris Chorn, CGB, CGP, MCGP, GMB

volunteering as much as I should. We are volunteering with our daughter’s elementary school but hope to add more things to the list to instill a sense of contribution and gratitude for our children.

How did you get started in this business? I got my MBA in Austin at a school that David Weekley’s daughter Robin was in charge of at the time. After working for my brother-in-law’s cabinet and pallet company throughout high school, I always knew I’d like to get in to the construction industry, and she really helped to kickstart my career down that path.

What do you like most about the industry? My favorite part about the industry is the relationships. I love working with small business owners and sharing in their success when they have a record year or grow in size or are able to retire after a long successful career.

Working with customers is also always an honor because this is almost always their biggest purchase they’ve made in their lifetime. It can be a very emotional process, and my job is to be a reassuring sound board and to try to anticipate things they might not be thinking of from a building performance perspective. Customers often rely on us as builders to know what new products they should be using, and that’s an important responsibility that I don’t take lightly.

What advice would you give to someone new starting out? Use any downtime you have to improve your knowledge. There is so much great content online and through the Dallas BA classes, as well as from more experienced builders. Most people in this industry are more than happy to give back through mentoring, so seek them out and ask questions – it could save you a lot of money one day!

What are some of your favorite hobbies? Golf, fishing, skiing, and spending time with my family.

Upcoming Classes: Sept. & Oct.

Presented by 

2021 Energy Codes – The Good, The Bad, and The Ugly – Building a Better House - September 22

Expert James Rodriguez of Fox Energy Specialists decodes what to expect in the upcoming IECC updates and when the new regulations take charge. This class will be available both virtually and in person. Location TBD, lunch is not included.

The published version of the 2021 International Energy Conservation Code (IECC) was released earlier this year and is now under review by many municipalities across the metroplex. This edition of the IECC has many significant changes when compared to previous editions currently enforced across the State of Texas (i.e., 2015, 2018 IECC). Even if adopted with local amendments, builders will still need to plan for substantial impacts to their current energy packages.

- Topics to be covered:
- Climate Zone Changes affecting DFW
 - Mandatory Requirements of the 2021 IECC
 - Building Envelope Changes
 - Mechanical System Changes
 - Prescriptive Path
 - Performance Path
 - ERI Path
 - State Approved Alternative Paths (i.e., HB 3215, ENERGY STAR)
 - North Texas Local Amendments

Series partners: DuPont, Texas Builders Resource Group and Samsung Builder Services.

2021-2023 TAB Contracts Class - September 30

The Bush Rudnicki Shelton Law Firm will offer guidance on the latest 2021-2023 Texas Association of Builders contracts package. The new contracts being released include immense changes that reflect the outcome of the last legislative session.

Significant modifications have been made to Disclosure Provisions, Materials Escalation Clause, Termination by Builder Procedures, Arbitration Provisions, Insurance Requirements, Definition of Construction Costs among others.

Please note: The class information is specific to Builders but Associate members may attend. Builder Nonmembers may attend, however, you must be a member to purchase the contracts package through TAB.

Time: 10:00 am - 12:00 pm
Location: TBD

Hiring & Retaining Top Talent - Building a Better Business - October 6

Especially today, hiring the best is a must. Join Rich Allen as he uncovers how to set yourself apart from your competition through your hiring practices. This class will teach you the critical elements of powerful hiring and retention strategy.

Prior to becoming a small business advisor in 2007, he was an officer in the U.S. Army and held executive positions with both Texas Instruments and Pella Corporation. Rich holds a B.S. in accounting from Arizona State University and an M.B.A. in international business from UT Dallas.
Class Time: 10:00 am - 11:00 am
Cost: \$25 Member / Non-Member: \$35

Virtual Certification Class: Construction Contracts and Law (CGB, CGR) - October 7

Protect your business against legal problems with well-written contracts. Many construction or remodeling companies are too small to hire full-time legal staff, so it’s important to understand basic contract law. This course provides a step-by-step explanation of how contracts sustain positive customer and supplier relations, provide for resolution of disputes and minimize the risk of litigation.

You will learn about mandatory and optional provisions, warranties and arbitration procedures. Special emphasis is given to troubleshooting contracts for detrimental provisions.

Upon graduation of this course, participants will be able to:

- Describe elements, benefits and interpretation principles of contracts.
- Describe contracts recommended for builders and remodelers (sales agreements, construction contracts, remodeling contracts, warranties and subcontractor agreements), including mandatory and optional provisions.
- Identify additional resources related to construction law.
- Explain how contracts sustain positive customer and supplier relations, provide for resolution of disputes and minimize the risk of litigation.

This course qualifies for:
6.0 CE for AIBD
6 CE for all NAHB Certifications except HCCP

Instructor: Tag Gilkeson, CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, Master CGP, Master CSP with Tag & Associates, LLC

Time: 9:00 am - 4:00 pm
Location: Interactive Zoom Classroom (register at dallasbuilders.org)
Cost: \$199/member \$299/non member

CAPS Virtual Classes: Register For All 3 For A Discount - October 14, 21, 28

Expand your portfolio in just three classes by becoming a nationally recognized Certified Aging-in-Place Specialist. Get the technical, business management and customer service skills essential to competing in the fastest-growing segment of the residential remodeling industry: home modifications for the aging-in-place market.

Millions of Americans are living longer and more active lives. Because they are embracing newly found and changing lifestyles, they need to revitalize their home environment. Developing the skills to interact with this market can help you grow your business dramatically.

Thursday, October 14 – CAPS I – Marketing & Communicating with the Aging-In-Place Client (CAPS, CGA, MASTER CSP)

Thursday, October 21 – CAPS II – Design Concepts for Livable Homes and Aging-In-Place (CAPS)

Thursday, October 28 – CAPS III – Details & Solutions for Livable Homes and Aging-In-Place (CAPS)

Class one instructor: Donny Mack, CAPS, CGP, CGR, GMB, with Beaver Builders/Mac Professionals.

NAHB honors the top national instructors with the distinction of Master Instructor, Donny is one of 12 individuals who have earned this title. He has been remodeling homes for over 35 years and building new homes for over 20 years.

Donny’s company, Beaver Builders, has performed remodeling projects from basic bath remodels to whole house renovations and built homes from the low \$90’s to \$1 million plus. His commercial projects range from pharmaceutical clean rooms to hospital renovations.

Donny’s formal education includes an associate’s degree in science from Frank Phillips Jr. College, a B.B.A. in strategical management from the University of North Texas, and two years of marketing courses from Texas Tech University.

Class two instructor: Tim Lansford, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM with Blast Seminars & Luxury Homes of Texas

Tim Lansford is a veteran homebuilder, remodeler and real estate broker with 25+ years in the industry. He has over three decades of applied leadership experience spanning multiple industries. Tim is a speaker at residential construction industry events, including The International Builders’ Show®. He also conducts regular educational sessions for the National Association of Home Builders.

Class three instructor: Tag Gilkeson, CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, Master CGP, Master CSP with Tag & Associates, LLC

Tag Gilkeson has been in the real estate and construction industry for over 20 years. He has focused on increasing his skills through education for the last two decades. This has culminated with him having completed three college degrees that include two within the industry: construction management and architectural drafting and design. Tag also has attained more certification through NAHB than anyone in the country, 11 in total. A past ARC Awards winner, he designs homes in all price ranges and various square footages with his largest exceeding 15,000 square feet.

Hurricane Ida: How to help relief efforts

Hurricane Ida made landfall late last month near Port Fourchon, La., as a category 4 hurricane, bringing estimated wind speeds of 150 mph and devastating flooding to communities throughout Louisiana and Mississippi.

In response, NAHB is working closely with state and local home builder associations in the region to meet the needs of members who are affected by storms and to provide resources to help them rebuild.

For those looking to support the relief effort, the Louisiana Home Builders Association established the Louisiana Home Builders Disaster Relief Fund (LHDRF) to assist communities and citizens within the impacted areas to recover and rebuild. The fund:

- Provides disaster relief assistance to home builders in areas declared by the federal government or the State of Louisiana to be Disaster Areas to allow them to stay in business and begin to rebuild these areas;
- Assists communities and citizens

located in these Disaster Areas in rebuilding efforts; and,

■ Educates citizens about proper recovery and rebuilding procedures and the prevention of contractor fraud.

Donations are being accepted through the Louisiana Home Builders Disaster Relief Fund website, with credit cards or checks accepted. All donations are tax-deductible.

The American Red Cross is also accepting donations.

Other resources include:
Louisiana Governor’s Office of Homeland Security and Emergency Preparedness: 225-925-7500;
Mississippi Emergency Management Agency: 601-933-6362;
Department of Justice, Disaster Fraud Hotline: 866-720-5721;
Federal Emergency Management Agency: 800-621-FEMA.
For more information visit NAHB.org/Advocacy/Industry-Issues/Emergency-Preparedness-and-Response/Disaster-Recovery.



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2021 ARC Awards Winners Announced

Visit ARCAwardsEntries.com for a full list of winners and to view all photos.



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☒ Definition of Construction Costs


The Texas Residential Construction Contracts reflect the most recent legislative changes affecting the homebuilding industry in Texas.

Purchase online at **TexasBuilders.org**

You must be an **ACTIVE BUILDER MEMBER** to purchase the contracts. The 2019-2021 contracts will no longer be available after August 31, 2021.

 info@TexasBuilders.org

 www.TexasBuilders.org

 313 East 12th Street, Ste. 210 Austin, TX 78701

New construction contracts essential for builder members

Protection offered by TAB’s Residential Contracts Package is more important than ever due to supply chain upheaval, rising material costs and evolving court precedent. The 2021-23 contract revisions, now available for purchase and download by builder members, constitute some of the most significant changes in more than a decade.

These modifications include:

- Disclosure Provisions;
- Materials Escalation Clause;
- Termination by Builder Procedures;
- Arbitration Provisions;
- Insurance Requirements; and
- Definition of Construction Costs.


“If you don’t use these contracts in these uncertain times, odds are you are not adequately protecting your business,” said Dallas BA Executive Officer Phil Crone.

“Courts in major markets such as ours are becoming less favorable. Also, plaintiff’s attorneys are trying to involve homeowners’ children in personal injury claims in order to sidestep arbitration,” he added.

TAB’s Residential Contracts Package is available for \$399.99 (plus tax). This purchase covers any subsequent updates that may occur between now and Aug. 31, 2023.


Visit TexasBuilders.org to secure your copy.

The Bush Rudnicki Shelton Law Firm will offer guidance on the latest contracts package during a workshop presented by the Dallas BA in partnership with StrucSure Home Warranty. The session will be held Thursday, Sept. 30, from 10 a.m. to 12 p.m. To register, visit the calendar at DallasBuilders.org.



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9:00am Registration

10:00am Shotgun Start

Partnership Opportunities Available

Visit DallasBuilders.org for Details.

September is National Associate Member Appreciation Month

Since 1981, September has been designated as National Associate Member Appreciation Month — an annual celebration of Associate member contributions to the Association and to the home building industry in general.

“The insight and expertise of our Associates is helping builders transcend today’s supply chain challenges,” said Dallas BA Executive Officer Phil Crone. “Their individual ability to elevate our entire industry has never been more important.”

For many Associate members, visibility and networking are keys to a successful business. Joining a community such as the Dallas Builders Association opens the doors to make those connections and increases business opportunities that service and trade professionals would otherwise not have, especially when working with home builders.

The Dallas BA comprises more than 1,100 Builder and Associate members who work hard every day to make the home building industry the best that it can be. There are more than 140,000 members in the National Association of Home Builders Federation. This community allows Associate members to be a part of that mission and have their voices heard on issues that matter most.

With the Dallas BA, there are many ways for Associate members to bring recognition to their business through the people they meet and the events they attend.

One of the top reasons to join the Association is networking with other industry professionals, customers and suppliers. Getting others to know your name, what you do and what you can offer them, is only going to help your business grow.

Membership in the Dallas BA fosters personal relationships that lead to professional ones. Being an Associate member exposes you to different people from not only your own field, but others from the home building community.

Getting involved with the Association has allowed many Associates to form great relationships that alone would have been worth joining, but most of them tend to lead to business opportunities as well.

Associate members should check out the many opportunities to promote their businesses and get together with other housing professionals by browsing through both the Marketing Guide and the Calendar of Events found on DallasBuilders.org.

HUGE

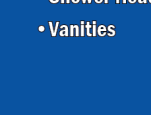
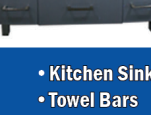


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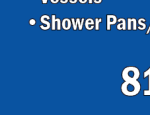



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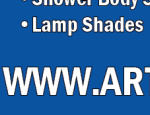



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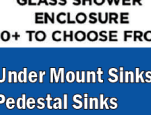


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	ASSOCIATES	
Corp Custom Homes Paul Corp 972-921-8445 BUILDERS - RESIDENTIAL	ALL Pro Stairs & Railing Jeremy Dodd SECURITY/SAFETY/ ACCESSIBILITY	Warner Robinson LLC Bruce Warner 816-291-4989 PROFESSIONAL SERVICES
Forestar Group Kevin Lazares 817-769-1860 BUILDERS - LAND DEVELOPER	Church Foundation Repair David Chenault 713-468-8400 FOUNDATIONS	AFFILIATES
Shreve Land Constructors Trevor Squibb 469-331-8324 BUILDERS - MULTIFAMILY	C&C Slab Leaks & Plumbing Pete Noonan 972-287-2354 PLUMBING Spike: Preston Kirkham, Edward Jones	Forestar Group Stephen Brim 214-676-2180 BUILDERS - LAND DEVELOPER
Southern Development &Construction, LLC Dustin Jordan 214-435-9417 BUILDERS - RESIDENTIAL Spike: Ed Harrison, Harrison Homes	Sublime George DiGianni 214-802-3816 FINANCIAL SERVICES Spike: Jeff Dworkin, JLD Custom Homes	Forestar Group Clayton Kendall 214-632-8237 BUILDERS - LAND DEVELOPER
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