

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



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Dallas BA's Industry Investors for 2021



BRIEFLY

Congratulations to Dallas BA members who were honored recently with the Texas Association of Builders 2021 Presidential Distinguished Service Awards:

- Frank Murphy, Wynne/Jackson
- James Rodriguez, Fox Energy Specialists
- Greg Harwell, Slates Harwell
- Bush, Rudnicki, Shelton

The Dallas BA Education Committee is developing new local certifications that will provide pathways for those just entering the industry and those who have decades of experience. The projected completion date is the end of the second quarter of 2022.

The certifications will provide required core classes and additional flexible continuing education classes, selected by the individual.

The committee is also developing a certification that will focus on advanced classes.

Direct questions and comments to Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com or 214-615-3881.

Association offices will be closed Dec. 23, 24, 30 and 31.

Periodicals Postage Paid at Plano, TX, and Additional Offices

Navy veteran Luisa Velez surprised with groundbreaking for mortgage-free home

The Dallas BA joined with Operation FINALLY HOME to surprise U.S. Navy Hospital Corpsman Third Class Luisa Velez with the news that she and her son will be moving into a custom-built, mortgage-free home in Irving. Other project partners in attendance to welcome her home included Builder Captain Winston Custom Homes, the Dallas BA's Dallas Division and the City of Irving, who donated the lot.

The Nov. 12 event drew a large crowd that included neighbors, dignitaries and supporters of the project.

Velez was under the impression she was being invited to attend an interview with a potential builder who was considering building a home for a veteran and that she was one of many who were being considered. In actuality, she had already been selected by Operation FINALLY HOME as the recipient. Once she arrived at the lot and it dawned on her that she was to receive a life-changing gift, she quickly became overwhelmed with emotion.

Velez comes from a long lineage of military men, and shortly after turning 18, she became the first female in her family to enlist.

After boot camp, Velez learned that she experiences severe motion sickness. This discovery changed the trajectory of her career in the Navy, but she was as eager to pivot her efforts to the medical battalion.

During her first deployment to Iraq in 2003, Velez worked in a mobile surgical unit, taking incoming patients and stabilizing them before they were transported to the ship or hospital. The start of the war brought many sleepless nights due to missile bombings and mortar attacks among other uncertainties.

In 2004, Velez was deployed to Iraq for a second time. During this deployment, Velez and her platoon were stationed at a fixed camp where

the hospital was housed inside a larger building. The first three weeks of her deployment went smoothly and without much activity, until the hospital building was struck during mortar attacks. This was the first time they lost a Marine and it was devastating for Velez. This and other experiences overseas led Velez to return from deployment with severe post-traumatic stress disorder (PTSD).

For her service, Velez was recognized with a Navy and Marine Corps Achievement Medal, Presidential Unity Citation, National Defense Service Medal and Global War on Terrorism Expeditionary Medal, along with other accolades.

Receiving the home was the shock of her life, Velez said. "I never thought being in the service was glamorous. I never did it for accolades," she said.

"The outcome is this opportunity, now. And once again the military has done me a great service. Everybody that is participating in this, in my book, is one of the best people in the world."

She currently resides with her son in Duncanville. They enjoy drawing, painting, crocheting, swimming and fishing together, as well as spending time with family in the area.

The home was designed by Scott Roberts with Creative Architects and is the eighth project the Dallas Builders Association has partnered with Operation FINALLY HOME. Many Association members came together to make this dream come true for an American Hero.

Stay tuned for announcements for upcoming events which will include a notes of love and dedication ceremony. The City of Irving has donated the two adjacent lots next to the Velez family project.

If you are interested in contributing to a build, please contact Sheena Beaver at dallasbuilders.com.

Higher lumber tariffs likely to impact housing

Amidst a market defined by rampant inflation and material shortages, builders should now prepare for duties (tariffs) on Canadian lumber to double from 8.99 to 18.32 percent.

While relatively few boards of Canadian lumber find their way to North Texas, the move by the U.S. Commerce Department is likely to have negative impacts across the market since Canadian lumber comprises around 25% of overall supply.

According to Random Lengths, a leading information source for the wood products industry, Canadian producers may try to send as much lumber across the border as they can before the higher duties kick in.

"We'll ship as much as we can across the border ahead of time, but that's about it," one producer said.

Other producers are taking a wait and see approach to see if the Com-

merce Department follows through with the higher tariff and how expected challenges to the duty play out. NAHB has repeatedly appealed to Commerce Secretary Gina M. Raimondo and President Biden most recently sent the letter, linked here, urging the Administration to hold off on the tariff hike and to resolve a yearslong lumber dispute with Canada.

Canadian markets will likely feel the impact as well. They do not consume nearly as much lumber as they produce, due to reliance on exports to the U.S. and their options to ship product elsewhere is encumbered by ongoing impediments in the global supply chain.

The Dallas BA continues to convey concerns about material pricing and availability to its local Congressional delegation and will keep members apprised of the Commerce Department's final decision, which was expected in late November.



A Big Surprise for Luisa Velez & Spencer

(Above) Dallas BA, City of Irving and Operation FINALLY HOME representatives join together with U.S. Navy Hospital Corpsman Third Class Luisa Velez and her son Spencer for the official groundbreaking ceremony for the family's new home.

Additional photos courtesy of Scott Roberts, Creative Architects, can be found inside.

President's Message

What a year! 2021 saw equal parts success and challenge. Our industry continued to navigate the impacts of COVID-19, along with the ongoing building materials and labor shortages, all while experiencing record-breaking activity. We picked ourselves up after the catastrophic February freeze and quickly turned our efforts to fundraising and rebuilding our beloved headquarters. We returned to in-person gatherings, including a tremendous McSAM Awards, ARC Awards and State of the Industry Summit. Most recently, we helped provide a mortgage-free home to a veteran through our partnership with Operation FINALLY HOME. Please join me in thanking our fantastic staff for rising to every challenge, answering every call and not missing a beat!

I could not be more proud of our Association's resilience this past year. I want to thank each and every member for your continued and unwavering support of the Dallas Builders Association and our mission to provide safe, quality, affordable housing for all. It is my great honor and privilege to represent the many men and women of our industry and build on our strong momentum in 2022.

Looking ahead, let's work together, embrace change and open new doors. Let's give thanks for the freedom and opportunities we enjoy in our region, state and country and to all those who serve to protect it. Let's slow down, count our blessings and make time for family, friends, colleagues and those in need.

From the entire Pieper family, please have a safe and happy holiday season and a prosperous new year!

Andrew Pieper
Dallas BA President





Board Planning Retreat Was Oct. 29

During the Association’s annual Leadership Retreat directors broke the ice with a competition that included answering questions on Dallas BA trivia. Congratulations to the winning team of Jason Wight, Corson & Cramer; Stephen Puckett, Prosperity Bank; Jake Murillo, V Luxury Homes; Tom Sadler, Tom Sadler and Associates; Donny Mack, Mack Professionals/ Beaver Builders; Brian Dench, LandDesign; and Jerry Sanders, Plains-Capital Bank.

Construction Monitor The Ultimate Lead Source www.constructionmonitor.com				Dallas Metro Building Permit Summary Year-to-Date 11/10/2021			
Residential	Permits	Value	Units	Builder	Homes	Value	
Single Family Homes	35,168	\$9,929,244,204	35397	1 D R Horton	2076	\$475,716,762	
Duplexes & Twin Homes	270	\$55,045,467	540	2 Bloomfield Homes	1261	\$389,153,804	
Apartments & Condos	641	\$2,686,452,793	36232	3 First Texas Homes	1028	\$376,959,969	
Mobile Homes	3	\$273,600	0	4 Highland Homes	1011	\$328,196,786	
Other Residential Structures	845	\$40,378,517	9	5 D R Horton Custom	1580	\$315,340,124	
Swimming Pools & Spas	6,529	\$265,723,454	3	6 David Weekley	567	\$208,364,576	
Garages & Carports	272	\$66,248,582	1	7 TSHH LLC	618	\$208,349,215	
Res Rmdl, Addn, Int Fin	4,971	\$327,747,315	0	8 D R Horton Express-	829	\$202,277,317	
Reroof Residential	1,434	\$62,813,705	0	9 Lennar Homes	811	\$183,927,399	
Total Residential Const	50,133	\$13,433,928,704	72,182	10 D R Horton Homes	678	\$181,831,175	
Dallas Metro Building Permit Summary Week 45 - 11/04/21 to 11/10/21 (permits over \$20,000)				11 K Hovnanian Homes	550	\$174,584,500	
Residential	Permits	Value	Units	12 Mill Homes	486	\$156,402,342	
Single Family Homes	980	\$283,535,872	980	13 Toll Brothers Inc	311	\$152,180,889	
Demolition	24	\$104,630	0	14 Drees Custom Homes	407	\$134,019,379	
Grading & Dust	3	\$20,000	0	15 Ashton Woods Homes	468	\$132,812,143	
Footings & Foundation	151	\$1,083,443	0	16 Pulte Group	538	\$131,947,303	
Duplexes & Twin Homes	8	\$1,016,800	16	17 Gehan Homes	481	\$118,112,236	
Apartments & Condos	18	\$81,009,319	894	18 Meritage Homes of	426	\$102,913,471	
Other Residential Structures	37	\$3,193,055	0	19 Lennar Homes	336	\$97,952,665	
Swimming Pools & Spas	202	\$5,965,718	0	20 LGI Homes	501	\$85,574,890	
Garages & Carports	27	\$562,872	0	21 History Maker Homes	391	\$84,098,850	
Res Rmdl, Addn, Int Fin	105	\$4,094,422	0	22 American Legend	379	\$89,481,324	
Reroof Residential	28	\$1,319,201	0	23 Shaddock Homes	282	\$86,648,013	
Total Residential Const	1,583	\$381,925,376	1,890	24 MHI Partnership	256	\$85,003,125	
				25 Darling Homes of	208	\$81,045,173	
				26 Meritage Homes	329	\$80,972,211	
				27 Robson Ranch	219	\$75,716,513	
				28 Pulte Homes Of	295	\$73,967,827	
				29 Landon Homes	164	\$73,212,615	
				30 Trendmaker Homes	230	\$71,591,946	
				31 Grand Homes	168	\$69,847,433	
				32 Southgate Homes	172	\$68,517,282	
				33 D R Horton	349	\$64,304,094	
				34 Perry Homes	180	\$62,428,106	
				35 Trophy Signature	244	\$59,847,233	
				36 History Maker Homes	223	\$57,570,568	
				37 Sandlin Custom	191	\$56,568,208	

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BARCIE VILCHES, Editor

The HomeFront

-Gov't Affairs News and Info

Across Dallas BA Service Area, It Has Been a Busy Time on Regulatory Front

Last month’s Home Front included an update on the Association’s advocacy efforts related to the City of Dallas’ realignment strategy for their Department of Development Services, now going by a new name, Sustainable Development and Construction.

Dallas BA had already raised concerns about the department’s process and delays builders were facing in getting permits approved.

Dallas BA has seen success in advocating that the city consider the use of a private provider to help with delays in processing permits. In recent weeks, that tool, as well as addressing other department needs has gotten more agenda time at city council meetings and briefings.

Language that would authorize the building official to implement and define a private provider model was recently brought before the city council. The ordinance also included an amendment regarding permit timelines, including expiration of an incomplete permit and extensions. Council has sought further clarification and the item should make its way back on the agenda in December.

Dallas BA has also been asked to offer input on a proposed ordinance for vacant lot registration as well. A presentation given during an early November city council briefing discussed proposed amendments to Chapter 48, the city’s regulation that includes code compliance for vacant buildings.

The proposed plan would make three tiers of registration available to property owners. The first being a “voluntary” registration. As discussed, the registration would be free for those who chose to sign up and city staff indicates the benefit would be quicker communication regarding dumping, litter and unkept yards, and other unsightly issues that can lead to a notice of violation. This would be with the hope that early communication could lead to a resolution before a notice of violation is issued.

However, the presentation also discussed two other tiers of registration that would be required based on the number of non-complied violations in a six-month period. This could also include the introduction of monitoring fees. The city indicates its goal is to increase the quality of life via faster voluntary compliance.

Builders in Denton should be aware of possible fee changes. Dallas BA was notified that the city council may hold a discussion on changes to impact fees and park fees. The city’s park dedication and fee-in-lieu ordinance has

not been amended since its inception. The discussion will include increasing the park development fee. Due to engineering and land development, park development fees can be costly.

The roadway and other impact fees have not been changed since 2016, when Dallas BA was successful in advocating for those fees to be implemented at a lower rate than studied. With significant growth continuing in Denton County, it is important that the city’s leaders not increase fees to a level that would not only price family’s out of their option of a home, but also hurt Denton’s ability to be competitive with surrounding areas.

It is expected that the city council will hear reports from staff in early December. Depending on how the Council views the issue, they could offer staff instruction as to how to proceed.

As mentioned last month, McKinney is drafting updates to their development standards. Members who develop and build in McKinney, or develop in the city’s ETJ, should visit McKinney’s website for its development update at www.newcodemckinney.com. Members who have concerns or recommendations related to land uses or development standards are urged to contact Dallas BA’s Director of Government Affairs.

Early November saw Texans vote to approve eight state constitutional amendments. Two of the amendments were of interest to residential development. Proposition 2 authorizes a county to finance the development or redevelopment of transportation or infrastructure in unproductive and underdeveloped areas of the county.

Proposition 8 expands property tax homestead exemption for surviving spouses of service members by clarifying the exemption applies to those who were killed or fatally wounded in the line of duty.

Dallas BA also monitored another election earlier this year. As Jake Ellzey won a special election to fill the seat of the late Congressman Ron Wright in Congressional District 6, a special election was held for his vacated Texas House District 10 seat. Brian Harrison won that special election and is now a

David Lehde
Director of
Government
Affairs



member of the Texas House. If the name sounds familiar, it is because Brian is the son of Ed Harrison, a past president of the Dallas BA. Representative Harrison brings with him a wealth of policy experience.

At the federal level, members should take note of a couple of efforts by NAHB.

NAHB has published a toolkit for the residential construction industry to help companies that meet the employee minimum of OSHA’s vaccination and testing rule. OSHA issued the “Vaccination and Testing Emergency Standard” on Nov. 5 that requires employers with more than 100 employees to mandate vaccinations or weekly Covid-19 tests to attend work. The toolkit can be found at: www.nahb.org/advocacy/public-toolkits/covid-19-vaccination-and-testing-emergency-temporary-standard-toolkit.

Members who think they may be subject to the rule should review the information. Some provisions of the rule could be enforced by Dec. 6.

On Nov. 15, NAHB filed a petition for review in the U.S. Court of Appeals for the D.C. Circuit, asking the court to examine OSHA’s vaccine and testing emergency rule. NAHB does not believe that OSHA has the authority to issue the emergency temporary standard.

In early October, NAHB sent a letter to President Biden, once again urging the Administration to address lumber prices and supply chain challenges related to all building materials. NAHB also urged the White House to return to the negotiating table with Canada and work for a new softwood lumber agreement to provide relief from tariffs on lumber shipments into the U.S.

Dallas BA has voiced our concerns about material pricing and availability, as well as labor needs, to our area’s Congressional delegation and will continue to follow up on the issue.

Members who have questions about these or other regulatory issues should contact the Association’s Director of Government Affairs.

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Well-attended Nov. 10 State of the Industry Summit addresses development, Congressional challenges

*By Phil Crone
Executive Officer*

The Dallas BA's Nov. 10 State of the Industry Summit, presented by Hotchkiss Insurance Agency, addressed many of the key concerns facing the housing industry. The well-attended event filled nearly all 125 seats at Venue Forty|50 in Addison.

The first segment focused on land development issues in a panel discussion that featured Kevin Lazares with Forestar Group, TJ Moore with ECM Development, Dallas BA Past President Frank Murphy with Wynne Jackson and Dallas BA President Andrew Pieper with Hillwood Communities.

The discussion largely centered on the factors contributing to a historic shortage of lots and land under development.

Lot supply in the region is currently only around 12 months and is expected to dip into the single digits for month's supply in the coming months.

This will be, by far, the lowest level seen since that index was measured and the ramifications will define our market throughout 2022.

Panelists noted that global supply chain problems and the ongoing labor shortage, especially for truck drivers, is encumbering their ability to bring new communities online.

That said, they are finding efficiencies working on special districts and in some cities that provide certainty in standards and regulatory outcomes.

They also noted that residents are showing a preference for smaller lots due to lower upfront cost and maintenance, provided that open space and outdoor amenities are readily available in their community.

The group also discussed the need to supply lots for custom builders and the unique challenges associated with that.

NAHB Vice President of Government Affairs Lake Coulson rounded out the program with an inside look at the

housing-related negotiations contributing to the infrastructure bill, which had not yet become law at the time of the Summit.

Coulson mentioned that NAHB was broadly supportive of the need to improve our "hard infrastructure" (roads, bridges, etc), but had several concerns as the bill made its way through the legislative process.

Those included an attempted push towards federal code mandates that would encumber or eliminate entirely the ability to amend building codes at the state or local level.

Coulson said that many measures that will harm the housing industry are

in the "Build Back Better" package currently being discussed on Capitol Hill so NAHB's work is far from done.

In order to leave on a positive note, Lake drew some comparisons and contrasts between Texas and California, the other state he is specifically assigned to monitor.

This year was the first time that the Dallas BA held two State of the Industry Summits. The first was a virtual event back in March. Plans for 2022 call for two in-person events, likely in March and November once more. Watch Punch List and the calendar of events at DallasBuilders.org for details in the coming months.



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State of the Industry Summit Panelists

Industry experts who spoke at the Nov. 10 State of the Industry Summit presented by Hotchkiss Insurance Agency addressed many of the key concerns facing the housing industry today. From left are Frank Murphy, Wynne/Jackson; NAHB Vice President of Government Affairs Lake Coulson; Dallas BA Executive Officer Phil Crone; Kevin Lazares, Forestar Group; and Dallas BA President Andrew Pieper, Hillwood Communities. Unavailable for photo: T.J. Moore, ECM Development.



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Community comes together to build home for American Hero



Luisa Velez with son Spencer were surprised to learn they will be getting a custom built, mortgage-free home in Irving.



U.S. Navy Hospital Corpsman Third Class Luisa Velez served two tours of duty in Iraq.



Dallas BA Executive Officer, Builder Captain Matt Walls and veteran Luisa Velez



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Nov. 1 Golf Outing at Brookhaven Country Club was a sellout!



- Masters Course:**
- 1st Place: Blake Piro, Kyle Peterson, Clark Lundy, Trey Curtis
 - 2nd Place: Charles Henriquez, Luke Morrow, Josh Lindsay, Wes Lindsay
 - 3rd Place: Dennis Burkhardt, Adam Howell, Ilan Cloud, Ralph Brooks
 - Closest to the Pin: Landon Lindsay
 - Longest Drive: Bryce Hudson

- Champs Course:**
- 1st Place: Sebastian Moore, Bart Graves, Paul Reuland, Bo Chovanetz
 - 2nd Place: Mark Stuart, Justin Mason, Chris Hankinson, Michael Schaefer
 - 3rd Place: Craig Cobb, James Walters, Judd Baker, Aaron Mosser
 - Closest to the Pin: David Kay
 - Longest Drive: Bo Chovanetz

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See complete contact information on all Association members at DallasBuilders.org.

Corradi hosts Nov. 18 Spike Night After Hours at Lava Cantina



Frank and Gail Murphy with Wynne/Jackson win the big Builder Jackpot worth \$900!



Some of the Association's top Spikes are recognized: Bob Cresswell, Cresswell Builders; Jerry Carter, Jerry Carter Homes; Donnie Evans, Altura Homes; Barbara Bynum, and John Bynum, John P. Bynum Construction.



Chris Clay with 2-10 Home Buyers Warranty wins a Corradi luggage bag.



Kash Patel with Solana wins a Dallas Cowboys hat.



Tiffany Acree with StrucSure Home Warranty wins a \$50 Lava Cantina gift card.



Robert Salgado with Kane Title wins a \$25 Lava Cantina gift card.



Adam Lingenfelter with Lingenfelter Custom Homes wins a Hilti laser.



Amanda McIntire with Highland Homes wins a Hilti laser.



John Bynum with John P. Bynum Construction wins a Hilti laser.



Megan Anderson with Strong Group wins a Hilti laser.



Donnie Evans with Altura Homes wins a Maglite flashlight.



Jake Murillo with V Luxury Homes wins a Corradi luggage bag.



Jeff Dworkin with JLD Custom Homes wins a Corradi luggage bag.



Barbara Bynum With John P. Bynum Construction wins a Corradi luggage bag.



Bob Cresswell with Cresswell Homes wins a Hilti laser.



Mark Dann with Highland Classic Homes is the cash door prize winner.



Guest Ian Contreras with Telecom Technicians wins a \$25 Lava Cantina gift card.

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