

THE HOME BUILDER

DallasBuilders
ASSOCIATION

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VOLUME LXXII

No. 4

April 2025

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BRIEFLY

The Multifamily Builders Council will hold its next lunch meeting April 1 at Dallas BA office. A panel of developer representatives from JPI and Billingsley will provide insights. [Register](#).

The Association's next [New Member Welcome Breakfast](#) is scheduled for April 8. Learn how Dallas BA membership can benefit your business while networking with new members. Thank you to 2025 Yearlong Membership Partner StrucSure Home Warranty. Breakfast will be provided by Alphagraphics and Tom Sadler and Associates.

Registration is now open for the Dallas Open Golf Tournament May 19. Details inside.

McSAM Awards finalists announced

Finalists in the 2025 McSAM Awards have been announced and can be viewed [HERE](#).

This year's McSAM Awards presented by LP Building Solutions will be held on Saturday, April 26, at the Statler Hotel in Dallas.

Awards will be announced in over 80 categories, including a People's Choice Award for Builder of the Year.

A total of 531 entries were received this year, the largest number since 2008.

Additionally, over 60 Sales Achievement Awards will be presented in non-judged, volume-based categories ranging from \$5 million to over \$35 million.

Amy Vanderoef, Emmy-nominated TV host of Good Morning Texas, will serve as this year's Master of Ceremonies.

A graduate of the American Musical and Dramatic Academy in New York City, she began her performing career with the New York USO, entertaining U.S. military forces and veterans at military bases and hospitals. She has also performed for the U.S. Department of Defense, entertaining American Armed Forces stationed overseas in countries such as Bosnia, Macedonia, Iceland, Germany and Croatia.

Judges, selected from across the nation, represent various disciplines in new home sales and marketing and offer geographic diversity.

Partnership opportunities are available starting

at \$1,000 and going up to \$7,000. This is your chance to market directly to decision-makers, including volume builder CEOs, division presidents, custom builders, remodelers and sales and marketing professionals.

For partnership information, contact Jasmine

Streete, director of meetings and events, at the Dallas BA, at 214-615-5012.

Tickets to the black-tie gala are \$175 per person. Tables of 10 are available. Deadline to purchase tickets is April 12.

The Dallas Builders Association's annual McSAM

Awards recognizes excellence in sales and marketing. These prestigious awards are given to builders, remodelers, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements in the previous year.

PWB contributes to Collin College scholarship fund



Professional Women in Building representatives present a check for \$14,050 to Collin College for their scholarship fund, designed to support students within the construction field. The presentation was made March 7 at the annual Collin College Women in Construction event. From left are Dallas BA Executive Officer Gena Godinez; Cheri Weinhagen, Collin College Construction Management; Katie Youngblood, Taylor Morrison; PWB Chair Jeanine Jones, 2-10 Home Buyers Warranty; PWB Vice Chair Teresa Williams, KJ Custom Screens and Outdoor Living; Allie Perkins, Tim Jackson Custom Homes; Vickie Wattanapongwat, Preserve Custom Homes; Harriet Reisman Snyder, HRS Build; Courtney Dodd, Builders Capital; and Dallas BA Director of Meetings and Events Jasmine Streete. See story and more photos on [Page 10](#).



The HomeFront

Government Affairs News and Info

David Lehde
Director of
Government
Affairs



Dallas BA Offers Support for Priority Legislation in Austin

Priority legislation is being considered in the Texas Legislature that seeks to provide transparency, and reasonable notice and hearing timelines, as well as requiring that a sound majority vote of a governing authority be affirmed in order to impose a residential development and building moratorium or adopt or increase impact fees.

Senate Bill 1882 addresses moratoriums, while Senate Bill 1883 is focused on impact fees.

Dallas BA members and staff made their way to Austin on March 24, and again on March 27, joining members for other local HBAs and staff from the Texas Association of Builders in offering testimony before legislative committees in the Senate and House, respectively.

Moratoriums are draconian measures that not only prevent property owners from exercising their rights to use their land but also drive-up housing costs. Stalling the residential development process brings additional carrying costs and liabilities that increase the final price of a home.

Impact Fees also have a significant impact on the ability of families to afford a home.

When considering that \$20,000 in impact fees, which is not uncommon per home, can actually cost the home buyer more than \$45,000 when considering the cost to finance the difference in the fee from the time of pulling a permit to closing of the house, along with the interest paid over the life of a 30-year mortgage.

Dallas BA members and staff testified before the Senate Committee on Local Government on March 24.

Ryan Joyce of Michael Joyce Properties spoke on how moratoriums can impact residential development, as well as property owners planning for

their future. Frank Murphy of Wynne/Jackson spoke on the impact fee process and the need for transparency. Dallas BA's David Lehde testified on how both bills can benefit housing affordability.

SB 1882 requires cities to provide more reasonable notice and opportunities for input from citizens and stakeholders before going to the extreme choice of adopting a moratorium, an action that should only be used in times of necessity and emergency.

The proposed time offers the ability to seek clarifications on what is presented for justification of a moratorium. Under the current statute, questions or the need for clarification can go unanswered before a temporary moratorium automatically takes effect.

This legislation also specifies expiration limits on moratoriums and requires that a plan be provided to address purported shortages or public utility needs before a moratorium can be extended, both being provisions that state statute already affords the commercial development sector.

This would protect property owners from open-ended moratoriums that can and have occurred under the current process.

SB 1883 also seeks more transparency in the review and adoption process of impact fees.

Through better public notice, along with reasonable timelines for publication of a capital improvements plan and land use study, SB 1883 allows for more thoughtful input as well as the opportunity for both municipalities and stakeholders to be assured that projects and calculations related to the imposition of impact fees are actually proportional to new development, as well as considerate of housing affordability.



SB 1883 also provides a reasonable timeline before fees can increase.

Both SB 1882 and SB 1883 call for a sound majority vote by the governing authority, which is only fair given the significant increase impact fees and especially moratoriums, can have on home prices.

Both also recognize that residential developments can begin planning years before a plat is filed, this includes

purchase of the land and the process to underwrite for financing. Sudden halts in project development and increases in fees can affect the ability to provide the needed homes.

In a hearing before the House Committee on Land and Resource Management, held on March 27, Dallas BA's David Lehde testified in support of House Bill 2559, the companion legislation for SB 1882.

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

THE HOME BUILDER

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[BARCIE VILCHES](#), Editor



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Dallas BA members win gold at The Nationals

Dallas Builders Association members were among Gold Award winners at The Nationals presented by the National Sales and Marketing Council (NSMC).

The Nationals was held Feb. 25 at the Caesar's Palace Ballroom in Las Vegas and is the leading awards program in the homebuilding industry, honoring the top achievements in residential real estate and design.

Showcasing the most exciting trends in new homes sales and marketing along with 55+ Housing throughout North America, The Nationals honor the best in the building industry — including home builders, developers, associates, and consultants — for their determination, integrity, creativity and endurance. A diverse panel of industry professionals selected award winners from over 1,200 entries.

Dallas BA members Christopher Hartley of K. Hovnanian DFW Division and Taylor Humphrey of Pace-setter Homes were among judges for professional achievement categories.

Hillwood Communities was recognized with seven prestigious Gold Awards at The Nationals.

Pecan Square in Northlake, won for "Master-Planned Community of the Year." This honor underscores the exceptional planning, innovation, and vision that has gone into creating one of the most dynamic and thriving communities in the country. At complete buildout, the 1,200-acre community will include approximately 3,100 homes.

Hillwood's associate partner for the award-winning entries was Dallas BA member Anderson Hanson Blanton.

The six additional Gold Awards that Hillwood Communities was honored with include:

- Best Realtor/Broker Program for Dallas-Fort Worth
- Best Community Amenity for River Camp at Wolf Ranch in Georgetown
- Best Lifestyle Program for Pecan Square
- Best Signage for Pecan Square
- Best Website for Wolf Ranch
- Best Overall Advertising for Pecan Square

Association member Toll Brothers won Gold Awards in six categories, including:

- Best Landscape of a Model
- Best Interior Model Merchandising \$700,000 to \$800,000
- Best Interior Model Merchandising \$800,000 to \$1 Million

- Best Interior Model Merchandising Over \$1.5 Million
- Best Single-Family Detached Model Home Over 4,000 SF

- Community Amenity
- Other Gold Award winners were:

- Casey Gerwer, Homes by J. Anthony, Sales Professional of the Year-Custom

- Ashley Sloan, Tilson Homes (Katy), Rookie Sales Professional of the Year

- Tri Pointe Homes, Best Digital Marketing Campaign

"The Nationals' award winners set the standard for excellence in new home sales, marketing and design," said Tiffany George, chairperson of The Nationals.



Representatives of Hillwood Communities and their associate partner Anderson Hanson Blanton celebrate the company's seven Gold Awards at The Nationals Feb. 25 in Las Vegas.



DALLAS BUILDERS ASSOCIATION

McSAM²⁰²⁵ AWARDS

ONE NIGHT. ONE INDUSTRY.

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APRIL 26, 2025

TICKETS



Leadership Program kicks off in May!

Unlock your leadership potential—and bring someone with you!

The Dallas Builders Association's leadership program is set to launch May 21. This highly interactive academy provides a framework for participants to develop and enhance their leadership skills.

Participants will learn organizational management, how to improve communication skills, how to best motivate employees and how to be a better leader.

Why Join the Leadership Program?

- Learn from industry leaders and real-world case studies
- Network with top professionals in your field
- Develop essential leadership skills, including:
 - Leading Teams
 - Decision-Making
 - Emotional Intelligence
 - Spokesperson Training

- Communication
- Work-Life Balance
- Bargaining & Negotiation
- Motivation
- Access recommended books, articles, and case studies for deeper learning
- Apply what you learn immediately through interactive assignments and discussions

Program Overview

The Leadership Academy is designed to help builders, associates and affiliates advance their careers by developing and applying essential leadership skills.

Over eight months, participants will attend monthly sessions focusing on leadership principles and their practical application in daily business operations.

Each session runs from 10 a.m. to

3 p.m., with lunch provided.

The program is facilitated by Tim Lansford of Blast Seminars and Luxury Homes of Texas and will feature guest speakers throughout several sessions. Lansford is a veteran homebuilder, remodeler and real estate broker with over 25 years of experience leadership expertise across multiple industries.

Leadership Program Sessions & Topics

May 21 – Leading Teams

- Understand the stages of team development and how to lead teams through each phase.
- Manage and resolve conflicts constructively.
- Foster a culture of collaboration and inclusivity.

June 18 – Decision-Making & Problem Solving

- Apply critical thinking and creativity to solve complex problems.
- Use decision-making models to make informed choices.
- Evaluate decisions and learn from outcomes.

July 9 – Emotional Intelligence & Diversity

- Increase self-awareness to recognize strengths and areas for improvement.
- Develop strategies for regulating emotions in professional settings.
- Utilize empathy to enhance team dynamics.

August 13 – Spokesperson Training

- Develop and deliver key messages that resonate with target audiences.
- Handle media interviews confidently and respond to tough questions.
- Improve public speaking skills to engage and influence audiences.
- Learn crisis communication strategies for clear, compassionate messaging.
- Understand best practices for using social media as a spokesperson.

September 10 – Effective Communication

- Master verbal and non-verbal communication techniques.
- Develop active listening

skills to improve understanding and collaboration.

- Learn how to provide constructive feedback that motivates and supports team members.

October 8 – Work-Life Balance & Renewal

- Set boundaries and prioritize tasks to enhance personal well-being.
- Understand the impact of work-life balance on productivity and happiness.
- Recognize and address signs of stress in yourself and others.
- Develop a personal renewal plan that aligns with your values and career aspirations.

November 12 – Bargaining, Negotiation & Closing the Deal

- Learn how to prepare for negotiations with research and strategy development.
- Use a variety of bargaining techniques to influence outcomes.
- Recognize and counter negotiation tactics effectively.

December 10 – Motivation, Change Management & Leadership Wrap-Up

- Gain insights into major motivational theories and how they apply to leadership.
- Learn to craft and deliver messages that inspire and motivate teams through change.
- Develop strategies to build team resilience and adaptability.
- Understand how to design reward systems that drive desired behaviors.

Limited Spots Available; Enroll Today!

Participation is limited to 20 individuals. Enrollment deadline is April 25.

The fee is \$795 for Dallas BA members and \$995 for non-members. Returning leadership program participants are being offered an exclusive half-price enrollment or tuition of only \$150 if they sponsor a new participant. Contact [Gena Godinez](#) to receive a promo code for these discounts.

Thank you to Education Title Partner StrucSure Home Warranty for supporting the development of future industry leaders!

[Register for the Leadership Program.](#)

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Upcoming Classes

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Estimating and Scheduling: Dual NAHB Certificate Course - April 15

Graduates will receive a certificate for both Estimating and Scheduling through the National Association of Home Builders.

Donny Mack, CAPS, CGP, CGR, GMB, with Mack Professionals/Beaver Builders will be the instructor.

Time: 9 a.m. - 5 p.m.

Cost: \$299 member /\$499 non-member

Format: In-person or virtual

[Register for the Estimating and Scheduling Class.](#)

Wood and Vinyl Flooring Best Practices: Tips From an Industry Professional – Building a Better House Series - May 6

This class will offer best practices for flooring prep and installation for:

- Luxury Vinyl Plank and Tile;
- Solid Wood Flooring; and
- Engineered Wood Flooring.

Each module will cover such topics as jobsite readiness, jobsite in-

spection, moisture testing, acclimation requirements, substrate recommendations, installation recommendations, expansion space needed and common problems seen during an inspection.

Instructor for the class will be Timothy McCool, National Wood Flooring Certified Wood Flooring inspector.

McCool is also a certified inspector through the Institute for Floor Covering Inspectors International and the North American Laminate Flooring Association.

Time: 10 a.m. - 1 p.m.

Cost: \$35 member /\$45 non-member

Format: In-person only

[Register for the Wood and Vinyl Flooring Class.](#)

Fall Prevention in Residential Construction Training - May 8

The 4-hour seminar focuses on identifying fall hazards in residential construction, as well as, providing attendees an understanding of the OSHA fall protection regulations and safe work practices to prevent fall-related accidents.

Every year, approximately 300 construction workers die from fall-related accidents. These accidents are preventable with safety planning and training.

In partnership with the Job-Site Safety Institute (JSI) and National Housing Endowment (NHE), the National Association of Home Builders and Dallas BA are conducting this training seminar for builders, trade contractors, supervisors and workers.

Safety training expert Matt Murphy, president of SEE, Inc., will be the instructor.

Time: 9 a.m. - 1 p.m.

Cost: \$20 member /\$25 non-member

Format: In-person only

[Register for the Fall Prevention Class.](#)



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Today, we express our sincere gratitude to all those who have placed their trust in us—the builders within the Dallas Builders Association.

As we embark on the next quarter century, we raise a toast to the future. With FraserCon by your side, you can rely on our expertise and unwavering commitment to excellence. Together, let's build a stronger, more concrete future.

Jason Fraser
Founder



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**April 10
5:30-8pm**

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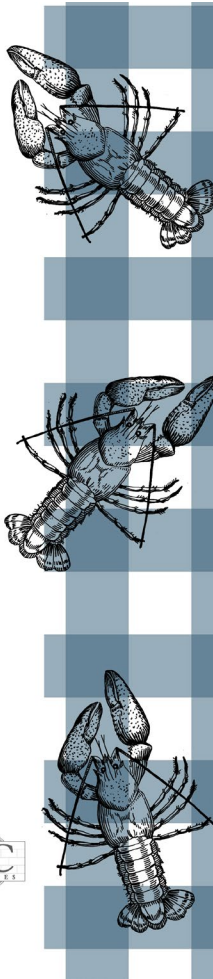
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Milestone Anniversaries

**Congratulations to these
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DBA Robbie Hale Homes

30 Years

Garden Design

20 Years

Andres Construction, LLC

15 Years

Sustainable Structures of Texas
Veranda Designer Homes

10 Years

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LLC

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McClintock Homes, LLC
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Pape-Dawson Engineers
Todd Bonneau Homes, LLC

5 Years

Alco Homes
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First Service Residential - Patrick
Droesh
First Service Residential - Katie
Ward
Pulte Group - Dan Whetstone

Milestones Presented by:



Speed Networking pairs builders with associates



*Kieran Townsend
and Phillip Cruz
with Realcognita
discuss their ser-
vices with Donny
Mack, Mack Profes-
sionals/Beaver
Builders.*

*Matt Mitchell of James
Andrews Custom
Homes visits with
Brandy Scott, Brandy
Scott Interiors.*



*Alterra Designs' Zack
Hayward and Flor
Flores meet with Tim
Lansford of Luxury
Homes of Texas.*



DallasBuilders
ASSOCIATION
Young Professionals

**Bowling Tournament
May 7**



**5:30pm Registration/Happy Hour
6:00pm Tournament**

**3805 Belt Line Rd.
Addison, TX 75001**

**Proceeds benefit the Dallas BA's Collin College
Scholarship Fund, which allows the next
generation of our industry to pursue a career
in construction.**

**Play as a team of 6 bowlers for \$300 or play as an
individual for \$40. Non-members \$50 per person.**

Register/Partner



Mike Mishler attains National Senior Life Delegate status; recognized at IBS



Mike Mishler and NAHB Third Vice Chair Bob Peterson

Dallas BA Past President Mike Mishler of Mishler Builders has achieved National Senior Life Delegate status and was recognized in February at the International Builders' Show Leadership Council meeting in Las Vegas.

NAHB Third Vice Chair Bob Peterson made the presentation.

National Association of Home Builder Senior Life Delegates are recognized for significant contributions to the association's leadership, awarded permanent voting rights and no continuing attendance requirements after achieving Life Delegate status with 10 years of attendance.

Rockwall builder Mishler has been a member of the Dallas Builders Association for more than 25 years.

He served as president in 2006. In 2013, he was awarded the prestigious Hugh Prather Trophy, the highest honor bestowed by the Association.

A widely respected industry leader, he is also a Life Director of the Texas Association of Builders. Mishler has served as president of the Dallas BA's Metro East Division and twice as chairman of the Rockwall Chamber of Commerce.

He started Mishler Builders, Inc., in the mid-1980s, building single-family residential, multifamily, remodeling and commercial projects, including Shenaniganz, a family entertainment facility. Today the company builds high-performance custom homes, does small to whole-house renovations and commercial projects.

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Dallas Division

Dallas City Council

District 11 Candidate Forum

Jeff Kitner
Chief Operating Officer
North Dallas Chamber of Commerce

Bill Roth
President
William Roth Company

Mona Elshenawy
Community and Government
Relations Professional

Thursday, April 3

11:30 a.m. - 1 p.m.

Maggiano's Little Italy at NorthPark Center
Builders: \$30 online, Associates: \$35 online,
\$40 non-members & walk ins

[Register By March 31 >>](#)

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Metro East Division hosts happy hour



Dallas BA President Kelly Hoodwin, Altura Homes; Treasurer Tom Sadler, Tom Sadler & Associates; Kendra Barnes, REHAU Construction



Kyle Tatum, Homebank Texas, Meredith & Ryan Joyce, Michael Joyce Properties



Metro East Division members enjoy a March 27 happy hour in Rockwall.



Metro East Division President Meredith Joyce presents door prize winner Randy Herman, 1-800 Water Damage, a Whistle Pig Bourbon gift box donated by REHAU Construction.



Tom Richards, T&D Construction, wins a gift basket donated by MJ Properties.



Peter Collins, The Home Depot, wins a Custom MJ Properties cutting board.



Jerry Carter, Jerry Carter Homes, wins a \$50 cash prize donated by Mishler Builders. Jerry donated his prize back to Lone Star CASA.



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Top Shot Handgun Challenge

May 1

The 3rd Annual Dallas Division Top Shot Handgun Challenge held at the Mission Ridge Range & Academy will host a field of 50 shooters to see who is the Top Shot!

Mission Ridge Range & Academy
4340 Mapleshade Ln.
Plano, TX 75093

\$50 per shooter

Includes range fees, targets, eyes & ears, food, and beverages.

Handguns will be available for use if needed, but ammo must be purchased through the facility. Shooters can bring their own handguns and ammo but cannot use any upgrades that assist in target accuracy (enhanced sights, laser sights, red dot sights, etc.).

5:30pm Registration
6:00pm Tournament
Reception to follow

Register

Denton County Builders Luncheon

Featuring



Rina Maloney, MPA
Grants and Economic Development
Program Manager
Denton County



Brittany Sotelo
Economic Development Director
City of Denton

April 23 | 11:30am-1:00pm

This will be the first meeting of the Denton County Builders Group. This event is open to Builders & Associates.

84 Lumber Company
3147 Jim Christal Rd.
Denton, TX 76207

Meeting Partners



Register

20th Anniversary Cars for CASA

Sunday, May 18, 2025

www.lonestarcasa.org

Car, Truck & Bike Show

**THE ROCKWALL
COURTHOUSE**

(I-30 to Hwy. 205, turn north and follow the signs)

Registration 10 am - 1:30pm

Awards at 4:00 pm

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May 19

9:00am Registration
10:00am Shotgun Start



Golfer Fees
\$150 individual
\$600 team



3333 Golfing Green Dr.,
Farmers Branch, TX

Don't golf? Be a partner! Set up a table at the tee box and network with the golfers as they come by.

Register or partner at
dallasbuilders.org/calendar

NEW MEMBERS

BUILDERS

A Henson Home
Taylor Henson
903-407-7848
BUILDERS - RESIDENTIAL
Spike: Nichelle Keithley,
Coldwell Banker Apex

Blue Amazon Homes LLC
Martin Muchemwa
214-897-5973
BUILDERS - RESIDENTIAL

Buquoi Custom Homes
Timothy Buquoi
214-300-1775
BUILDERS - RESIDENTIAL
Spike: Peter Shaddock Sr.,
The Shaddock Companies

Castro Residential
Jason Castro
310-347-6265
BUILDERS - RESIDENTIAL
Spike: Preston Johns, Axiom
Builders

Cornerstone Homes of Texas
Matt Baynham
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BUILDERS - RESIDENTIAL
Spike: Frank Murphy,
Wynne/Jackson Inc.

Memar Custom Homes, LLC
Michael Memar
469-888-9016
BUILDERS - RESIDENTIAL
Zach Armstrong, Prosperity
Bank

North Dallas Renovations
Kyle Smith
469-962-1990
BUILDERS - REMODELER

Proslat
Zachary Abaunza
469-607-0664
BUILDERS - REMODELER
Spike: Taylor Johnson,
Lifetime Concrete Coatings
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Southern Star Custom
Builders
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Debra Meers
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BUILDERS - LAND
DEVELOPER

The Realty Venture
Crysta Marquez
972-333-8098
BUILDERS - REMODELER

Web City Properties
Jordan D'Silva
214-886-7947
BUILDERS - RESIDENTIAL

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Amanda Myers
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Myers Construction, LLC

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Emilie Thalacker
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INSURANCE/WARRANTY
Spike: Landon Hood,
History Maker Homes

AFFILIATES/ADDITIONALS

Cornerstone Homes of Texas
Laura Baynham
214-532-7325
BUILDERS - RESIDENTIAL

North Dallas Renovations
Collin Bowen
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BUILDERS - REMODELER
Spike: Lindsay Leggett,
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PWB joins Women in Construction at Collin College

Members of the Association's Professional Women in Building Council participated March 7 in the annual Collin College Women in Construction event, which aims to inspire and connect emerging female professionals in the industry.

More than 35 PWB members also attended in support of the event, which drew currently enrolled students as well as established women leaders. The student demographic at Collin College is diverse, including both recent high school graduates and individuals transitioning into the construction industry as part of a career change.

PWB Vice Chair Teresa Williams gave an update on the council's Mentorship

Program in collaboration with Collin College and plans to do another semester starting in August.

Cheri Weinhausen, professor of construction management at Collin College, led the event, which featured several female guest speakers from the construction industry.

The Professional Women in Building Council presented a check for \$14,050 to Collin College for their scholarship fund, designed to support students within the construction field.

For the past two years, the PWB has proudly donated \$10,000 to Collin College. This year, they exceeded that amount and are committed to continuing this generous support in the years to come.

