

TEXAS BUILDER

SEPT/OCT 2017



16
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30
Government Relations
Inside the 85th Legislative Session

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Brent Snyder
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David Harbin
President - Texas Region



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FEATURES

16

2017 Sunbelt Builders Show™

An Energizing Show

30

Government Relations

Inside the 85th Legislative Session

39

Star Awards 2017

Best in Texas Announced

09

President's Commentary

A Look Back at the 2017
Sunbelt Builders Show™

10

Executive Director's Message

It's Been a Busy Summer
for Your Association

12

On Council

Revised 2017-2019
TAB Contracts

14

HOME PAC
and the FUNdango
Winners are...

20

Builder Profile

Robert Wood, Builder and
Philanthropist of Lubbock, TX

24

Featured Project

The Hampton
@ Canal's at Grand Park
Frisco, TX

48

Lonestar Newsmakers

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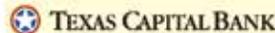
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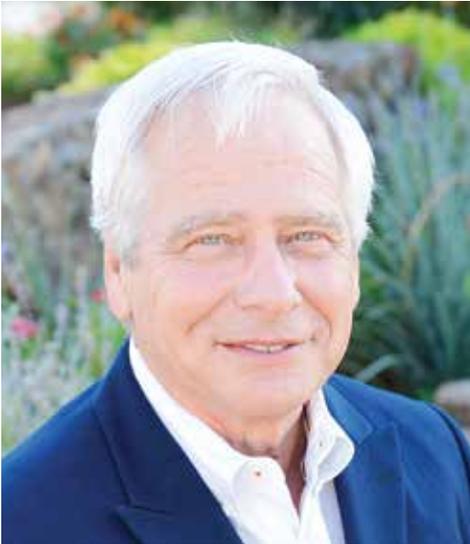
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By Rick McGuire

A Look Back at the 2017 Sunbelt Builders Show™

entrepreneur Nate Holzapfel on Thursday. Both were very entertaining and provided valuable tips on how to engage your customers and build your business. This was one of the best pair of speakers Sunbelt has provided in recent memory.

Off the show floor, we celebrated leaders in the home building industry! We handed out belt buckles and medals at FUNdango, followed by prestigious crystal at the Star Awards, honoring Texas' best.

In its fourth year, the Statewide Washers Tournament continues to be a smashing success. This year 18 HBA teams advanced to the state finals, while 21 teams paired up to participate in buy-in play, which raised funds for HOME PAC. Taking the State belt buckles for the second consecutive year was Billy West and Zach Pitts of the Greater Brazos Valley Builders Association. The winners of the buy-in tournament were Brady Wetz, with Wetz Insurance Group, and Adrian Balderas, with A. B. Builders from the HBA of San Angelo.

More than 180 trophies and four Grand Awards were handed out during the 2017 Star Awards. I personally got to announce the winners of the Texas Association of Builders Excellence under 45 Award winners, who are among the individuals that will be our industry future leaders. Congratulations again to Courtney Black, D'Ann Brown, Henry Hantz, and John McKinney.

Friday's Board of Directors meeting concluded the week. National Association of Home Builders (NAHB) Chairman Granger MacDonald addressed the filled ballroom on top government affairs issues. It was also announced that Chip Dence, owner of the East End Builders and Lumber Company and member of the Builders Association of Victoria, would be inducted into the Texas Housing Hall of Honor along with Michael Moore of Ironstone Development and Greater San Antonio Builders Association member. The duo will be inducted into the Hall of Honor on Nov. 17 at the JW Marriott in Austin.

I want to thank everyone who participated in our 2017 summer meetings and Sunbelt Builders Show™. From the HOME PAC FUNdango and Statewide Washers Tournament to the Board of Directors meeting, the week was filled with opportunities to network, participate in education sessions, learn from keynote speakers, and get up-to-date on association news. All this happened in August on the grounds of first-year host Hilton Anatole Dallas.

The resort did an amazing job hosting our members and attendees. Hopefully, everyone got a chance to see the largest hotel art collection in the U.S., which is housed inside the Anatole (over 1,000 pieces), along with the refreshing JadeWaters Park. I personally didn't get the chance to float down the lazy river, but it looked refreshing. I spent the majority of my time with the Sunbelt and TAB's Senior Leadership teams.

Once again, the Sunbelt Team sold out the trade show floor. For the first time in recent years, the trade show floor provided an exhibitor education area as well as allowed in-booth demos, giving attendees hands on experience. The Show also showcased six educational speakers with topics ranging from emerging trends in colors and designs to an overview of the upcoming 2017-19 Texas Residential Construction Contracts Package.

The opening keynote speaker was former Dallas Cowboy and Ring of Honor (2015) inductee Darren Woodson on Wednesday, followed by

2017 TAB Senior Officers

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*Tim Jackson, Tim Jackson Custom Homes, Inc.
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The Texas Executive Officers Council held their yearly two-day Professional Development Seminar, and 22 of 28 local EO's attended. TAB's senior officers and I had the opportunity to attend, and I fully appreciate the value of our EOs from across the state participating in the seminar where they share ideas and hear from speakers whose expertise will help us move our local HBAs forward. Thank you, local HBA leadership, for allowing your executives to attend.

The week's activities and events would not have been possible without our sponsors. On behalf of the leadership and staff of the Texas Association of Builders, I want to thank every representative of our sponsoring companies for your support. Members, as you read this issue of *Texas Builder Magazine*, please take the time to make note of the companies that invested in us.

This year's Sunbelt Builders Show™ Committee, under the stewardship of co-chairs Tiffany Acree and Donnie Evans, did a fantastic job. I also want to thank the TAB staff for implementing the vision of the committee to make this year's Show another success.

To all of our 2017 attendees, sponsors and exhibitors, **thank you** for supporting the Texas Association of Builders and the Sunbelt Builders Show™! ■



By M. Scott Norman, Jr.

- ✓ Sunbelt Builders Show™
- ✓ TAB's summer meetings
- ✓ TAB's 2017 – 2019 Texas Residential Construction Contracts Package ready for purchase
- ✓ 1st Called Special Session of the 85th Texas Legislature

These are only a few of the many completed events and initiatives that have kept TAB's volunteer members and staff busy this summer.

I want to thank everyone who joined us at the Hilton Anatole Dallas the first week in August for the Texas Association of Builders' summer committee and board meetings and the 17th annual Sunbelt Builders Show™. This issue of *Texas Builder* brings you highlights of the week's events at the Show including the always-packed Government Relations Committee meeting, where we brought TAB members up-to-date on the activities at the State Capitol, and the Board of Director's meeting where the 2017 Texas Housing Hall of Honor inductees were announced.

This year's Hall of Honor class includes Chip Dence and Michael Moore. These individuals will be inducted during TAB's Excellence in Leadership Dinner on Nov. 17 at the JW Marriott in Downtown Austin.

It's Been a Busy Summer for Your Association

This is the first time that the Show has been held at the Hilton Anatole Dallas. In addition to experiencing the new JadeWaters Park, our attendees had the opportunity to see the most fascinating collection of art and historical artifacts ever assembled in any hotel. Between TAB meetings, the trade show, our special events, visiting with old friends and building new relationships, plus all that the hotel has to offer, it was a very busy and productive week! We will return to the Hilton Anatole Dallas August 8 – 9, for the 2018 Sunbelt Builders Show™. Mark your calendars now!

The 2017 Show hosted a variety of great speakers. Former Dallas Cowboy Darren Woodson, our Opening Session speaker, gave an inspiring presentation on accepting change, and Nate Holzapfel, who struck a deal on ABC TV's "Shark Tank," motivated the General Session audience by sharing his experiences to grow a business and build relationships. The Education Sessions on the trade show floor provided industry-specific information on everything from new design trends to mechanic's lien laws to an overview of TAB's new construction contracts package. All of these presentations can be viewed on YouTube.com by searching "Texas Builders."

Over 2,300 attendees walked the trade show floor to talk with representatives from more than 200 companies to learn about and see the latest and most innovative products and services available to the residential construction industry. I want to thank all of our exhibitors and attendees for supporting the Sunbelt Builders Show™. This is the best opportunity for building professionals to do a year's worth of business in two informative and action-packed days.

The special events provided other venues from which attendees could network with their peers from across the state. These included the HOME PAC FUNDango and 4th Annual Statewide Washers Championship, the Young Professionals Get Together,

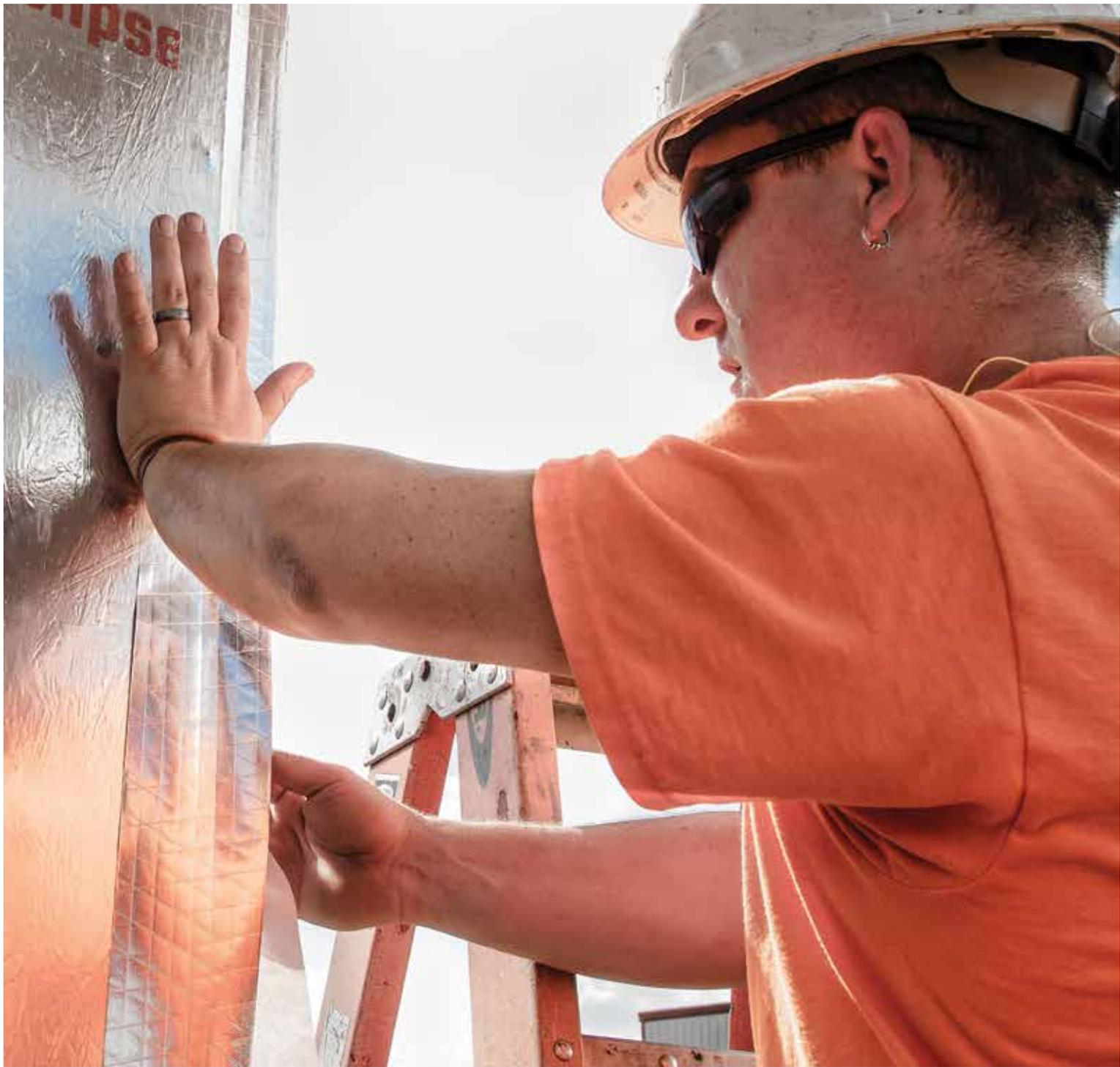
and the Star Awards and presentation of the Excellence under 45 Awards. All of these events have become staples at the Show, and each gets better every year. Congratulations to everyone who won an award, and thank you to all who attended.

I also want to thank the Sunbelt Builders Show™ Presenting Sponsors whose support is vital to the success of the Show: Builders Insurance Group administered by Builder Agent Network, Morrison Supply Company, StrucSure Home Warranty and our Opening Session Sponsor Great American Insurance Group. We appreciate your commitment to the residential building industry, the Texas Association of Builders, and the Show. Finally, the entire membership of TAB owes a debt of gratitude to the Sunbelt Builders Show™ Committee Co-Chairs, Tiffany Acree and Donnie Evans. The many volunteer hours they put into directing our members and staff certainly were evident during the great week in Dallas. Thank you!

In addition to the activities in conjunction with Sunbelt, TAB's summer meetings were held throughout the week. As I have said many times, we welcome and encourage member engagement in the governance of your association. We very much appreciate everyone who attended the committee and board meetings and who take part in setting the agenda and goals for the Texas Association of Builders.

Last, but definitely not least, I want to remind you that TAB's 2017 – 2019 Texas Residential Construction Contracts Package subscription is now available to builder members of the association. The new contracts package includes numerous changes and updates that continue to make them the best Texas Residential Construction and Remodeling Package available. You can purchase the updated contracts at TexasBuilders.org.

I hope all of you had a great summer. Here's to a busy and productive fall! ■



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REVISED

2017-2019 TAB CONTRACTS

By James Rudnicki, Contracts Committee Member

With another legislative session under our belts, it's that time of the biennium when TAB updates its residential construction contracts package (which includes all related addenda and agreements) to reflect legislative changes, case law, new regulatory requirements, and updated contract principles. The contracts package is a tremendous value for builders, a great benefit for TAB members, and a significant revenue generator for TAB and the local HBAs. And unlike other national and state packages, the TAB contracts package includes legislatively mandated requirements particular to Texas, the absence of which could result in dire consequences for your business. Buy the contracts package that complies with Texas law.

By purchasing a two year subscription for only \$399.99 plus tax, you gain the peace of mind that normally comes with several thousand dollars in legal fees. Available only to builder/remodeler members of the Texas Association of Builders, TAB's contracts package subscription is your blueprint for typical construction and remodeling transactions in the State of Texas and includes any needed updates that may occur during the 2017 to 2019 cycle.

In addition to addressing new legislatively mandated notice requirements for homes built near military installations, many additions and improvements have

been made to the 2017-2019 package, which include: warranty limitations on foreclosures and rental properties, clarification of applicable code standards and builder obligations, recovery of attorney's fees for builders in disputes with homeowners, a technology disclaimer for smart homes, revisions to the independent contractor agreements, and many additional improvements to protect your business. The end result is that the contracts are more clear and comprehensive than ever. Additionally, the Change Review Group, which is tasked with updating the Express Home Warranty, has amended that important document to better reflect current building practices.

Once again, the Contracts Committee and Change Review Group members should be commended for doing an outstanding job in updating the contracts and express home warranty in a timely manner in order to deliver the new package by September 1st. I'd like to take this opportunity to discuss the importance of adhering to the user agreement all members agree upon when purchasing the contracts. This agreement requires that you will not use, modify, change, alter, reproduce, assign, transfer, copy, or otherwise distribute the contract documents for any purpose other than in connection with a transaction or proposed transaction to which you are or may be a party. Apart from serving as a valuable member benefit at an

outstanding price, the contracts produce much needed revenue to both your local home builder association and TAB. By becoming a member of your local HBA and TAB, you have consciously taken the step to raise the bar for our industry. I ask that you honor that commitment and keep this bar high by not violating the user agreement. Violating the agreement results in a loss of much needed revenue to your local home building association and TAB.

To purchase the updated 2017-19 contracts package, please visit www.texasbuilders.org/membership/tab-contracts-package.html; act now to get the package for only \$399.99 plus tax. With 10 residential construction/remodeling contracts, as well as the more than 50 related addenda and subcontractor agreements, the package is a fantastic value to members and one of the many great member benefits of our organization. As always, the subscription includes any needed updates that may occur during the two year cycle.

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The current 2015-17 subscription **expired August 31, 2017.**

www.TexasBuilders.org



By Susan Wright, HOME PAC Chairman



And the FUNdango WINNERS ARE...



1st

Billy West, Zach Pitts of Greater Brazos Valley BA



2nd

Mason Brown, Matt Maldonado of HBA of San Angelo



3rd

Terry Schade, Benny Cason of Coastal Bend HBA



The Fourth Annual HOME PAC FUNdango was full of good times and laughter as two washers tournaments were held along with the return of the popular dunking booth. The event was held on the grounds of the Hilton Anatole in Dallas during the week of the Sunbelt Builders Show™ with over 300 people participating in the festivities.

The weather could not have been more perfect for the outdoor event. With a freshly cut lawn, ice-cold beverages, and delicious Mexican food, there were loads of fun-filled games for guests and their families to enjoy.

Two different washers tournaments were held during FUNdango: a buy-in tournament, in which participants did not have to place in a previous local HBA tournament, and the state championship

tournament that was made up of teams of two players who had won their local HBA tournament therefore qualifying for the title of TAB State Champions.

This year, 18 teams representing HBAs played in the statewide championship tournament and 21 teams participated in the buy-in tournament. We'd like to congratulate those teams representing HBAs for making it all the way to the 2017 state finals in Dallas.

Without further ado, the 2017 TAB State Champions are Billy West and Zach Pitts of the Greater Brazos Valley Builders Association. These two-time winning champions were presented with TAB State Champion belt buckles provided by TrusJoist by Weyerhaeuser along with the traveling trophy that will go to their HBA until next year's FUNdango. The winners of the FUNdango buy-in tournament, benefitting



HOME PAC, were Brady Wetz, with Wetz Insurance Group, and Adrian Balderas, with A B Builders and HBA of San Angelo.

As for the dunking booth, just a few of the TAB senior officers and staff were successfully drenched, including First Vice President Justin MacDonald, Vice President/Secretary Robert Wood, and General Counsel Ned Muñoz. Thank you to these volunteers for helping raise even more funds for HOME PAC.

While FUNdango is known for its entertainment, games, and social networking, proceeds from the event go to an important cause, HOME PAC – the political arm of TAB. Now that the Texas legislative session has come to an end, it's important that HOME PAC is well-funded for the upcoming campaign season. Contributing to HOME PAC gives TAB the ability to support pro-housing candidates running for office.

To donate to HOME PAC, please visit www.TexasBuilders.org. ■

Susan Wright is the volunteer HOME PAC Trustees Chair, the political action committee of TAB. She is the owner of Susan Wright & Associates, a real estate development and community association consulting firm.

2017 HBA CHAMPIONSHIP TEAMS

Jordan Lamar & Cole Hord	BA of Greater Fort Worth
Nic Taylor & Abraham Franco	BA of Victoria
Wyatt Walton & Wes Liles	Big Country HBA
Terry Schade & Benny Cason	Coastal Bend HBA
Frank Murphy & Will Gray	Dallas BA
Steve Bolt & Rick Renfro	DETAB
Jimi Sutton & Patrick Kindle	East Texas BA
Billy West & Zach Pitts	Greater Brazos Valley BA
Grant Dodson & Scott Whisenant	Greater San Antonio BA
Chase Kohlhoff & Glenn Brown	HBA of Greater Austin
Heath Henderson & Brandon Salinas	HBA of Greater New Braunfels
Mason Brown & Matthew Maldonado	HBA of San Angelo
Ryan Coker & Paul Cavezza	Heart of Texas BA
Colby Duke & Ross Conner	Hill Country BA
Courtney Black & Amy Crawford	Permian Basin BA
Brad Turner & Scott Kiella	Temple Area BA
Curtis Clader & Esteban Ramirez	Tyler Area BA
Craig Ray & Brent Sawyer	West Texas HBA



A N E N E R G I Z I N G S H O W

The 17th Sunbelt Builders Show™ closed its doors on another successful two-day event on Aug. 3rd inside the Hilton Anatole Dallas. More than 200 exhibitors and 3,200 attendees registered for the show with a specific goal in mind – to build and better their businesses.

The Show opened with ballroom seats filled in anticipation of former Dallas Cowboy Darren Woodson, who was the Show's keynote speaker on Wednesday. Woodson, a three-time Super Bowl champion and now ESPN analyst, inspired the attendees with a lesson on "Accepting Change." From his experiences on and off the football field, he provided several valuable keys to running any business successfully. His biggest take away from football were his lessons on commitment. Woodson stressed four levels of commitment that are applicable to both professional and personal lives and are easily identifiable. They are Existent, Compliant, Committed, and Compelled. The audience was sold on "Accepting Change" and left the ballroom invigorated.

Twenty-four hours later, Nate Holzapfel was tasked with energizing the crowd for the second consecutive day. He took the stage to engage with audience members on "Building. Business. Relationships." Holzapfel is most famously known for his appearance on ABC's hit show "Shark Tank," where he blew

away all the sharks on deck with his work ethic, common-sense approach, and sales savviness. He gave an open and honest discussion on what needs to happen for businesses to start selling to millennials in this age of digital disruption. Holzapfel says the solution to this problem boils down to one thing: stop trying to figure out how to solve your own business problems, and start solving your customers'. He provided three tips on how to move forward with millennial-mindset customers. First, make them the star of your show. Second, you have to love people and, finally, never make it about price.

Regardless of whether you came to the Show to walk the expo hall, take in the education sessions, or listen to the keynote speakers, you left energized and feeling confident in the future of the home building industry.

We want to thank our Presenting Sponsors: Builders Insurance Group administered by Builder Agent Network, Morrison Supply Company, and StrucSure Home Warranty as well as Great American Insurance Group for its Opening Session sponsorship. We also would like to extend a special Thank You to all the sponsors listed on page 19 and our exhibitors. Without everyone's support, Sunbelt would not be possible. ■







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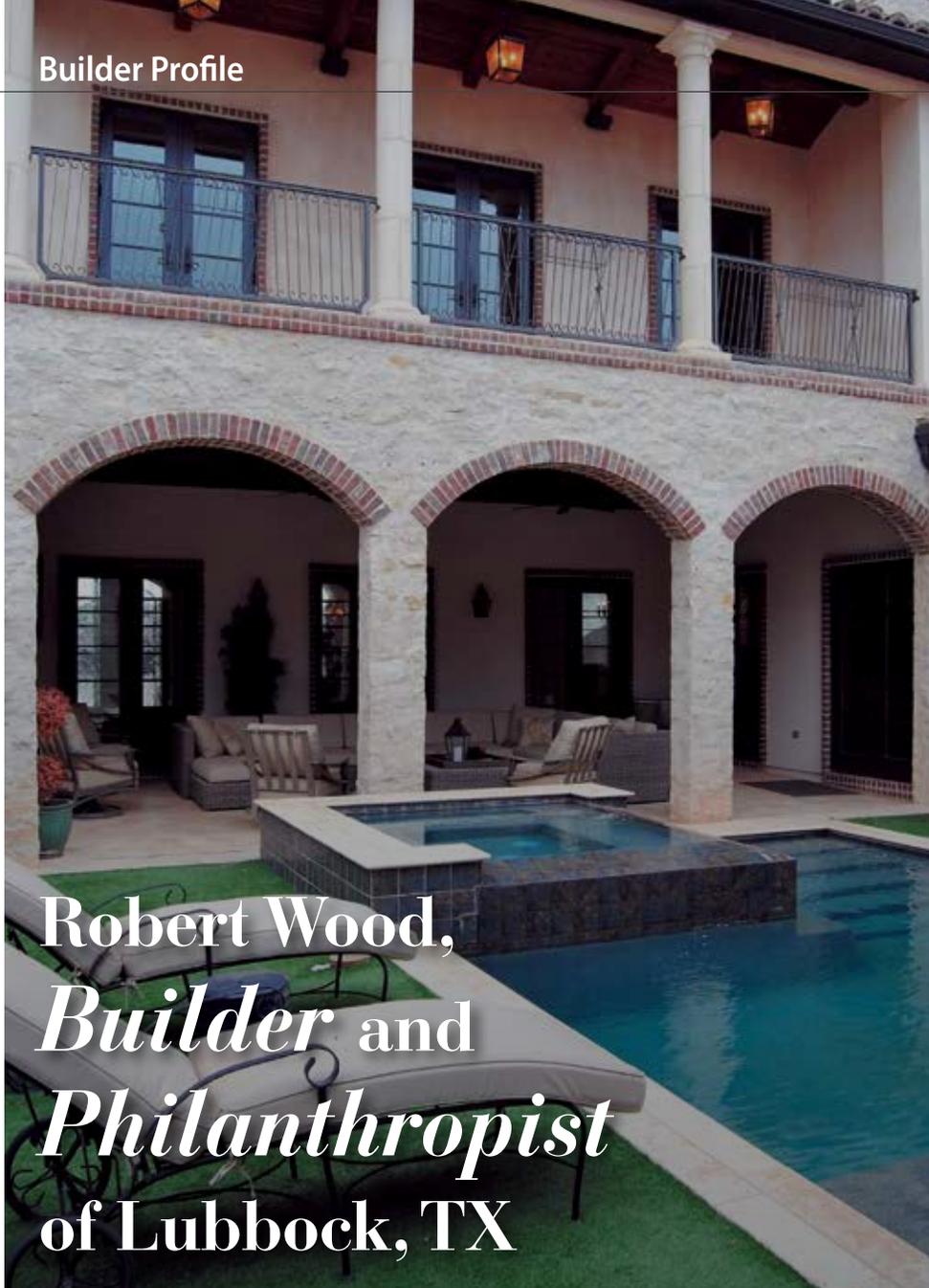


SHOW BAGS



MEDIA





Robert Wood, *Builder* and *Philanthropist* of Lubbock, TX

By Karen Knudsen



Robert Wood, a Lubbock native and owner of Custom Homes by Robert Wood, has been a part of the construction business in Lubbock, TX since 1978. He started out in lumber supply, selling plywood and finish supplies, while also doing cabinetry and trim work. In the early 90s, he started building

houses on the side for himself or for his friends, but not for the purpose of turning a profit. He worked in the supply and cabinetry industries up until 2002, when he suddenly found himself unemployed. From there, he figured out a way to get into the building business and started Custom Homes by Robert Wood. "That's what I've always wanted to do. I got in there from a backwards way, but I got there," said Robert.



It took a few years for Custom Homes by Robert Wood to evolve into the well-known business it is today. "We started out in the custom business, but we weren't known enough for what we needed to be doing. We had the opportunity to build duplexes and worked our way through a 3-year period where that's all we did, building only a few houses along the way," Robert said. From 2002-2005, they built over 400 duplexes. Then, in 2006, Custom Homes by Robert Wood entered back into the custom home building industry with a very successful Parade of Homes (POH). Robert stated, "We just kind of stepped out into Lubbock with probably the most successful POH in the state. People all over the state want to know how we do our parade and why it works as well as it does." From there, it didn't take long for the company to establish a reputation for homes of superior craftsmanship and design.

Custom Homes by Robert Wood has come a long way since its inception. Robert has a full-time office manager who works directly with clients on design and product selection. The company



"We take the time to get out there and spend time with the client and make the house what they want it to be, not what we want it to be."

has its own master electrician and small electrical department. Robert also has his own cabinet shop, where he continues to put his experience in custom cabinetry to work. "As long as we have time to build them, we build our own cabinets."

Robert and his team are involved in all aspects of the construction business, but their main focus is new construction in the Lubbock area. "We've kind of shied away from the remodel a little bit," Robert said. "We did a lot of remodels, and we will continue to do some. We just pick and choose our remodels now. Our main business is large, custom homes, and we'll also build a few medium prospect houses along the way." They build high quality homes, typically around the one million dollar mark, and specialize in kitchens, owing to Robert's experience in the cabinet industry. They also take great pride in their elegant master baths, many of which include soaking tubs and walk-in showers.

In the past couple of years, Custom Homes by Robert Wood has also added development to the list of construction

services they offer, meeting a goal Robert had set forth for his company. "We are now developing land and putting lots on the ground and selling to other builders for the purpose of them putting some houses on it," Robert said. He wants to continue to expand that part of his business in the future. "The long-term plan for my business is to develop land to sell to other builders."

As a custom builder, Robert focuses on building homes specific and unique to each individual client. He states, "Our motto is 'Building Custom Homes One Dream at a Time.' We're known for being the guys that will take the time to draw you a plan and put it on the ground like you want it. Rather than saying, 'this is what you're going to get' and 'these are the colors you get to pick,' we take the time to get out there and spend time with the client and make the house what they want it to be, not what we want it to be." From start to finish, Robert is there to personally communicate with clients and to oversee every aspect of the homebuilding process.

In order to keep himself available to all his clients, Robert limits the number of projects they take on. He comments, "We try not to build over eight homes at a time so that I have time to get to the jobs each day and make sure that they're going like I want them to go." The top priority of Robert and his company is building superior homes, focusing on the details to deliver a home exactly the way a client envisions it. This is one of the most important aspects of the way Custom

Homes by Robert Wood functions. "I think what makes our company unique is the fact that we do take the time from start to finish to spend the time to meet with you personally," Robert said.

One of the aspects of Robert's company that makes him most proud is their customer satisfaction and retention. "Our favorite part of our job is to see the customers at the end of the day, and they don't have a lot of bad things to say about us. I feel like we are doing a good job on that," he said. Robert has three or four clients that he has worked with as many as three times, proving that he and his team are great at creating and maintaining relationships. He gives a lot of the credit to his right-hand man, Jerry Vance, who has been with Robert since 2002. Jerry also spends a lot of time with the clients and has built up his own reputation within the company. Robert shares, "When we're done with a house, the customer will tell another potential client, 'Well as long as Robert's got Jerry, that's who you want to pick.'" When a client chooses Custom Homes by Robert Wood, they're not getting only one experienced builder, but a whole team of valuable and knowledgeable professionals.

In addition to customer satisfaction, Robert believes their honesty is what sets him and his company apart from others. "Our specialty and what makes us unique is that we are as honest as we can be from day one, and we do the best we can to make sure everybody's on the same page," he said. They will sometimes miss jobs because they are realistic about



the financial costs of building a custom, quality home, but that doesn't deter them from being candid with potential clients. Robert believes clients deserve to know what it's really going to take to build the home of their dreams.

When he's not working and visiting jobsites, Robert spends a lot of time working with non-profit organizations including: Make-A-Wish® Foundation, March of Dimes®, High Point Village, and Homes for Heroes®. As the 2011 President of the West Texas Home Builders Association (WTHBA), Robert is credited as the founder of Lubbock Homes for Heroes and was president of the association in 2012. Robert has really enjoyed being a part of such a worthy organization. "It's the least we could do. It's a cool deal. Our motto is 'They pay for their house on the battlefield.'" So far, Lubbock Homes for Heroes has built five, totally debt free homes for local veterans who have been wounded while serving, giving them a hand up in return for their service and sacrifice. In 2011, Robert

received the honor of being named the "Philanthropist of Texas" by the Texas Association of Builders (TAB) for his work with the Homes for Heroes organization.

Robert has continued to be active in his community and the state of Texas. He and his wife, Candy, a gourmet

chef, participate in various nonprofits by auctioning off meals at fundraisers. Sometimes, they travel to cities like Austin and host a meal with a volunteer chef, but usually, they will host auctioned-off meals in their own home, cooking for and serving the guests themselves. The meal is a special evening for eight people and typically includes live music, wine pairings, and an open bar. "It's a good way for us to give back in our philanthropy efforts and get other people involved. We'll have a little spiel in regards to the nonprofit that the meal was auctioned off for to make our guests aware of what they paid for and to thank them for supporting the cause," Robert said. "That's one of the ways in which we've found our niche of being able to help."

Cooking is a favorite hobby of Robert and Candy, but they also spend a lot of time with their two daughters and four grandkids. "We're really close, we spend a lot of time together just doing stuff," Robert said. They also like to travel when they get the chance.



Robert is also a very active member of his associations, participating in many different leadership roles on the local and state levels. In addition to serving as the 2011 President of the WTHBA, Robert served as Area Vice President and Membership Chair of TAB in 2013 and recently finished up as the TAB PAC Chair. He is currently the 1st Vice President of the association, meaning that in 2019, he will become the President of TAB. "The reason that I stay involved in TAB is because they help keep housing affordable and to give back to the industry that has given to us," Robert commented.

As an active member and leader, Robert recognizes the necessity of the

association to the building industry and applauds its lobbying efforts. "I like to preach that it's a great cause and a great effort, and without those efforts, housing costs in Texas would be at least 40% higher. That's our biggest effort in TAB, and that's really all we are and all that we're about - keeping housing affordable." A lot of that credit goes to the staff at TAB, according to Robert. "Our staff at TAB, led by Scott Norman, have done an amazing job at hiring people that are highly skilled at what they're doing. I think our staff at TAB is number one at what they do."

Robert has also been working to encourage younger members to be an active part of the association. "I've

really been pushing hard for younger people to get involved at the young professional level so that we can get a younger mentality and get leaders who will last longer. We need new, innovative thought processes on how to keep our industry alive and keep our association strong," he said.

Some advice Robert has for members is to get involved with your local association: "The reason that you want to be involved at your local association is to have an input and to have a voice in what you're trying to accomplish. If you want a voice, you need to be involved and stay involved." ■





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THE HAMPTON @ Canal's at Grand Park

By Jessica Hovel

SOUTHGATE HOMES
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Local HBA Affiliation:
Dallas Builders Association

Feature Project:
The Hampton @ Canal's
at Grand Park

Project Location:
Frisco, TX

Owner:
Jay Hankla

Jay Hankla, President of Southgate Homes, started his 20 years in the building industry working for an appliance, cabinet, and remodeling business. He was getting ready to move on with a career in financial analysis when a friend offered Jay a job at his family's building company in Dallas. It was then that Jay realized his passion for the building industry, "It's really fascinating [for me] to deal with the people, emotions, engineering, financial, and creative aspect. It's a lot of fun, and it's never the same day

for me; it's not just about punching the clock and making doughnuts."

He contributes working with the friend's family business as the solid foundation of knowledge that prepared him for his financial partnership with the real estate company Green Brick Partners, "I was fortunate enough to lock arms with Green Brick. They are a very sophisticated group with a tremendous amount of home builder knowledge and capital for home building; they really understand the industry. If I had



met them when I started out, I wouldn't have been prepared for them."

Since the partnership with Green Brick, Jay has assembled an award-winning team for Southgate who have all helped with their vision and have contributed to the success of Southgate. "It's a great group that has a lot of input with purchasing, marketing, and plan development." Several of the model homes they've built have won multiple architectural awards year after year. The Hampton Model in the Canals at Grand Park took home four coveted awards at the 2016 Star Awards - Best Architectural Design, Best New Custom Home, Best Interior Design, and Best Kitchen.

The Canals at Grand Park in West Frisco is a unique, 152-acre, master-planned, architectural diverse community with all of the amenities home buyers dream about.

Green Brick and the developer, Arcadia Realty, knew Southgate would be a great fit due to their characteristic architectural designs, stylish home features, and desirable floor plans. "The developer [of Canals] was really interested in us and what we did, so we moved forward from there," Jay explained.

Southgate Homes utilizes a boutique approach to home building with customizable floor plans and authentic architecture inspired around Craftsman, Southern Plantation, Texana Farmhouse, European Romantic, and Mediterranean. "Fortunately for us, it was stuff we were already doing. Canals really has a unique look and feel from the other homes in Frisco." Canals designed their community around that niche, and strove to be more than the cookie cutter brick stone Texas homes that

the area is used to seeing. There's a character to each home; each one has a different feel that pulls people to them.

Jay immediately recognized that Canals was a fit for Southgate and received positive response for thinking outside of the architectural box. "Sometimes you go into a neighborhood and do some cool stuff and [your style] is not always what people will understand and give you credit for." In Texas, where ranch style brick homes are the normal, going in to Canals Jay knew people would appreciate what Southgate was trying to accomplish architecturally. Southgate's tagline, after all, is "modern luxury with nostalgic touches."

Southgate's model home at Canals, The Hampton, is indicative all on its own. A one-of-a-kind detached Casita (complete one bedroom apartment) over the garage had received a special zoning permit given to the subdivision, which others don't allow. "As we were getting started, Arcadia Realty approached us and mentioned we were the only builder taking advantage of this special zoning. They said to me, 'We can't make you do it, but we'd really love to see a casita/granny flat over the detached garage.' Now, if someone says something like that to me I'm going to be like, 'hey watch this,' and knock their socks off." The completed Casita became a distinctive feature point for the home which included a living room,



bedroom and bath, as well as a full kitchen for total privacy and convenience. With this feature point in mind, Jay and his team shifted the concept of The Hampton from being competitively priced to marketing the features of their model. To their surprise, the Casita turned out to be not just a marketing feature, but a great value and selling point. The base price of the Hampton model without the Casita was \$769,000; Southgate has averaged \$900,000 per plan in the subdivision, and it has outsold all of their other home plans for the community.

The Hampton model home styling inside and out is a refreshing change from what is typically seen in the area. There is Craftsman elevation with prominent front gables, and the varying materials give it tremendous presence. "It looks really edgy for when it was built." There are four bedrooms, four and a half bathrooms, two stories, a three car garage, and lots of other space to meet any homeowner's needs. The hidden bookcase in the study goes into the Master Suite which is a neat feature that makes the home stand out further.

One of the obstacles Southgate faced as a newer builder was the enormous amount of competition in the Frisco market. As a new builder, Southgate knew they couldn't go into the Canals and do the same thing other builders were doing. Originally, Jay envisioned doing a Tudor

style for the subdivision, but "we zigged at the last minute and chose Craftsman instead. [A few people] didn't think Craftsman would be accepted in the area. Our group wanted to mix it up and do something different to stand out against what our competition was doing in the area." Because of this decision, even with the higher price tag for the subdivision, they've outpaced the direct competition on smaller lots with lower prices, which speaks volumes about their quality and details. Jay can't give enough credit to the architect, John Lively and Associates, the builder group that he works with on a day to day basis for input, and designers for all their hard work to make their homes something special.

Despite all his success with Southgate, and The Hampton at Canals, Jay refuses to put the credit squarely on his shoulders. "I've been very fortunate to have phenomenal co-workers and partner with Green Brick," he commented.

In addition, they credit great relationships with the real estate agency community, and timing has been a very large factor for them. Southgate was created as the industry started the upswing and things have grown exponentially from there. John Lively and his team have also had an immense influence on Southgate's individual style and success.

Canals at Grand Park broke ground in the spring of 2014. Homes started construction the following year. "We are now in the close-out phase," Jay explains, as there are a couple homes left to sell but a lot of building to finish up on. The lots and homes that have been sold now need to be completed on the building stage. The award winning Hampton has been put up for sale for \$1.19 million and has garnered a lot of attention on Southgate's social media pages. For Jay, it's been a great experience working in the community. "Canals is a multigenerational community and is on another level in terms of pricing because the community offers so many options." Indeed, Canals offers the whole spectrum of living spaces, from apartments and townhomes to rent, to traditional and luxury homes to buy. The community includes a range from starter families to assisted living and boasts a new form of urbanism with plenty of greenspace and activity centers available.

As a whole, Jay is honored to be a small fish in the big pond of home building in the Dallas/Fort Worth, Texas area. There is sincerity with his appreciation to the home building community, the Texas Association of Builders, the city of Frisco, and everyone who has helped grow and contribute to Southgate's success in the area. ■

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TAKE A STAND AGAINST WIND DAMAGE

Designing a home to withstand the devastating forces of tornadoes and other high wind events starts with strong materials and good connection details. There is a common myth that all tornadoes are so strong that structural failure is imminent, no matter how well a building is constructed. The fact is, weaker tornadoes rated as EF-0, EF-1 and EF-2 by the National Weather Service statistically comprise 95 percent of all tornadoes. Homes in Texas may also be subject to the straight-line winds that occur in thunderstorms. When you use continuous wood structural panel sheathing and good connection details, you are building a home that has added strength to stand up to high winds.

Are you ready to take a stand?



Nine Steps To Wind-Resistant Construction

Nail roof sheathing with 8d ring shank or screw shank nails at 4 inches on center along the ends of the sheathing and at gable-end walls, and 6 inches on center along intermediate framing.

Tie gable-end walls back to the structure to strengthen the connection.

Sheath gable-end walls with wood structural panels.

Use a hurricane/seismic framing anchor attached on the exterior for the roof framing to wall connection.

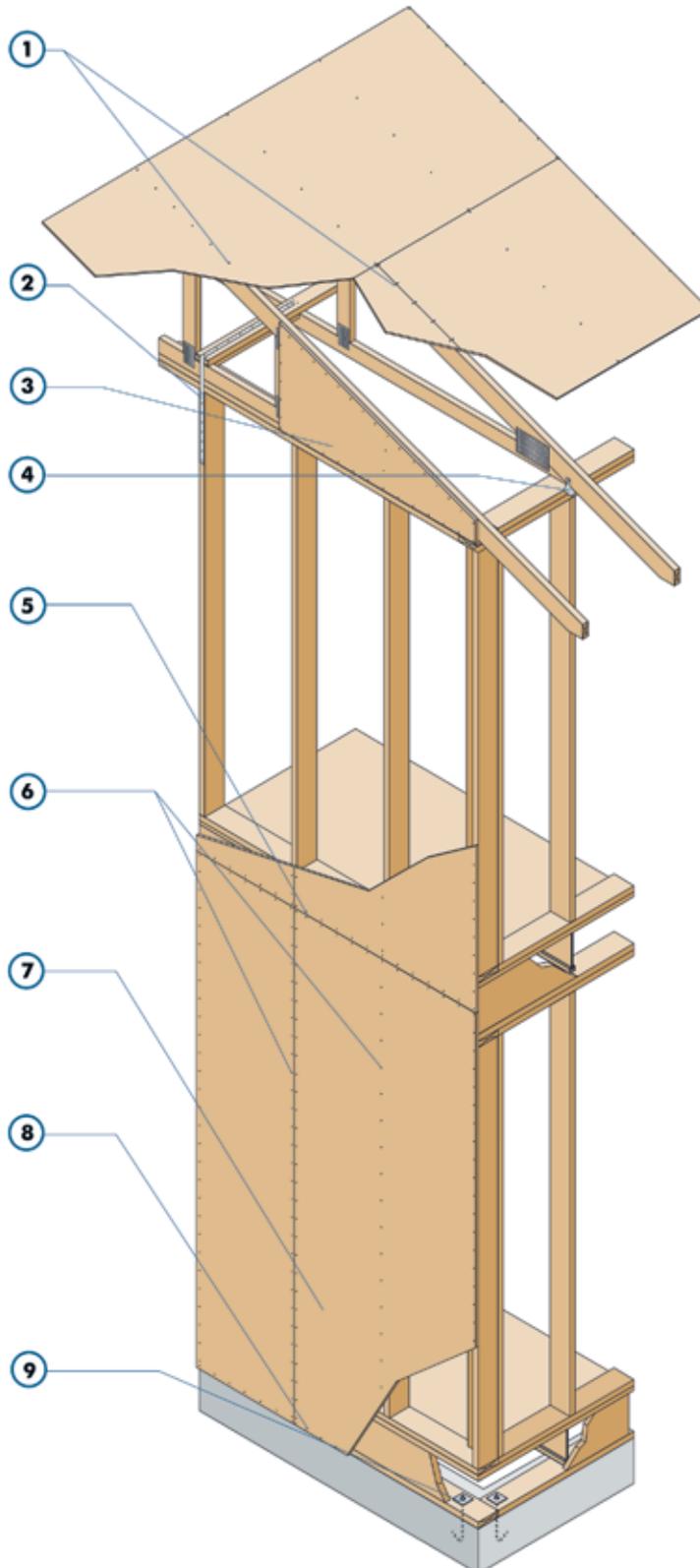
Nail upper-story sheathing and lower-story sheathing into common wood structural panel Rim Board® to provide lateral and uplift load continuity.

Nail wall sheathing with 8d common nails at 4 inches on center at end and edges of wood structural panels and 6 inches on center along intermediate framing.

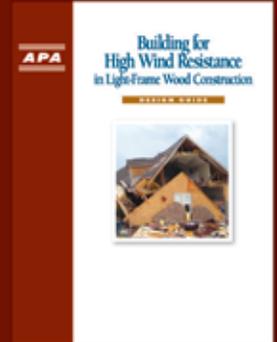
Continuously sheath all walls with wood structural panels including areas around openings for windows and doors.

Extend wood structural panel sheathing to lap the sill plate to strengthen the connection where uplift forces are transferred into the sill plate and into the foundation through the anchor bolts.

Space 1/2" anchor bolts 32 inches to 48 inches on center with 0.229" x 3" x 3" square plate.



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FORM M310



Texas Tornado Damage Assessment Report

FORM SP-1177

Describes damage from the Garland and Rowlett tornadoes in December 2015.



High Wind Damage Assessment

FORM SP-1182

Reports findings from straight-line wind event in Rockwall, Texas, in March 2017.

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Inside the 85th Legislative Session

By Felicia A. Wright, Associate Director of Legislative and Political Affairs

As the month of May came to an end, the Texas Legislature adjourned *sine die* bringing the 85th Regular Legislative Session to a close. The 140-day legislative session in Austin was quite a whirlwind, bringing forth a variety of issues to be debated by the elected body of the state. While not all issues directly affect the residential construction and development industry, like social issues regarding privacy, medical care and criminal penalties, many issues do in fact have positive or negative ramifications on how Texas home builders, remodelers and developers conduct business or affect the rights and budgets of Texas homeowners.

The regular session generated many proactive policies that will benefit the thriving home building industry in Texas. In just 140 days, TAB tracked, monitored and participated in the movement of over 1,200 legislative bills while productively working

with the Governor, Lieutenant Governor, Speaker of the House, all 181 state legislators and numerous state agencies on a wide variety of policy topics and TAB priority initiatives. All six TAB priority initiatives – including a ban on linkage fees, protecting developer's vested rights, and insurance coverage for career and technical education programs – passed the House and Senate chambers before being sent to the Governor's desk for final approval. In addition, 35 bills passed that TAB actively supported. Just as important, every bill that TAB opposed was either defeated or amended in the industry's favor during the 140-day session.

The Association's active involvement at the Capitol paired with the powerful grassroots support from its membership influenced the passage of bills that will preserve private property rights, increase access to career and technical education, outlaw linkage fees, address tree mitigation fees,

and reduce onerous regulations in Texas. Continue reading for an overview of TAB-supported bills that passed during the 85th Regular Legislative Session.

BUILDING A BETTER TEXAS

After the passage of certain bills during the 85th Regular Legislative Session, Texas now:

- ✓ Has the strongest vested development rights law in the U.S.
- ✓ Is the only state in the U.S. that prohibits linkage fees
- ✓ Is the only state in the U.S. that prohibits inclusionary zoning
- ✓ Is one of only two states that does not authorize county zoning

Although regular or special sessions come to an end, TAB's role in helping shape positive policy reforms never closes. During the interim and until the start of the 86th Legislative Session in January

2019, the TAB Government Affairs team will work to garner industry support from elected officials during the campaign season and research new ways to improve and protect the home builders and homeowners of Texas.

TAB-SUPPORTED BILLS THAT PASSED

* Denotes a TAB Priority Bill

City and County Authority, Development and Zoning

* **HB 1449 (Rep. Ron Simmons, R – Carrollton / Sen. Jane Nelson, R – Flower Mound):** Relating to prohibiting local governments from imposing certain fees on new construction.

WHAT THE BILL DOES: Prohibits a political subdivision from adopting or enforcing a regulation that imposes certain fees (like a linkage fee), charges or demands on new construction for the purpose of offsetting the cost or rent of any unit of residential housing. *Effective as of 5/29/17*

* **HB 2040 (Rep. Phil King, R – Weatherford / Sen. Robert Nichols, R – Jacksonville):** Relating to the building code standards for new residential construction in the unincorporated area of certain counties; affecting the prosecution of a criminal offense.

WHAT THE BILL DOES: Closes an existing gap in the county’s enforcement of code mandates and allows a county to use its current enforcement authority if a builder does not provide notice that the home shows compliance with the code. The bill also provides the builder with an affirmative defense if a failure to provide proper notice is due to a failure of the code inspector to provide the builder with proper documentation. *Effective 9/1/17*

Developers’ Vested Rights

* **HB 1704 (Rep. John Kuempel, R – Seguin / Sen. Joan Huffman, R – Houston):** Relating to the award of court costs and attorney’s fees in actions to determine the applicability of certain local government regulations.

WHAT THE BILL DOES: Strengthens vested development rights for property owners by authorizing the recovery of legal fees by a prevailing party in vested rights actions. *Effective 5/29/17*

Property Taxes & Appraisal Districts

HB 150 (Rep. Cecil Bell, R – Magnolia / Sen. Brandon Creighton, R – Conroe): Relating to the exemption from ad valorem taxation of, and the deferral or abatement of ad valorem taxes on, certain residence homesteads.

WHAT THE BILL DOES: Expands the homestead exemption for partially disabled veterans. Currently, a partially disabled veteran is able to receive an exemption towards a portion of his or her property taxes on a home donated “at no cost” by a charitable organization, based on his or her veteran’s disability rating. This bill adds that a portion of the veteran’s property taxes can also be partially exempt if the home was paid for by the veteran at less than 50% of the good faith estimate of the market value at the time the home was donated by a charitable organization. (Also see HJR 21.) *Earliest effective date is 1/1/18, if approved by voters on 11/7/17*

HB 804 (Rep. Tony Dale, R – Cedar Park / Sen. Van Taylor, R – Plano): Relating to the entitlement of a lessee of property who is required to pay the ad valorem taxes on the property to receive notice of the appraised value of the property.

WHAT THE BILL DOES: Requires a property owner to send a copy of the notice of appraised value to a lessee who is contractually obligated to reimburse the property owner for taxes imposed on the property. The changes in the bill will ensure that lessees receive timely, fair notice of their leased property’s appraised value, better enabling lessees to protest those values. *Effective 9/1/17*

HB 1101 (Rep. Joe Pickett, D – El Paso / Sen. José Rodríguez, D – El Paso): Relating to the authority of the chief appraiser of an appraisal district to require a person to file a new application to confirm the person’s current qualification for the exemption from ad valorem taxation of the total appraised value of the residence homestead of a 100 percent disabled veteran.

WHAT THE BILL DOES: Prohibits a chief appraiser from requiring a disabled veteran with 100% disability rating and a 100% residence homestead exemption to file a new application to determine current qualifications if the person has a permanent total disability determined by the Department of Veterans Affairs. *Earliest effective date on 1/1/18*

HJR 21 (Rep. Cecil Bell, R – Magnolia / Sen. Brandon Creighton, R – Conroe): Proposing a constitutional amendment authorizing the legislature to provide for an exemption from ad valorem taxation of part of the market value of the residence homestead of a partially disabled veteran or the surviving spouse of a partially disabled veteran if the residence homestead was donated to the disabled veteran by a charitable organization for less than the market value of the residence homestead and harmonizing certain related provisions of the Texas Constitution. The implementing legislation is HB 150.

Session by Numbers

No. of Bills and Resolutions Filed: **10,672**
 No. of Bills and Resolutions Passed: **4,960 (46%)**
 No. of Bills Vetoed: **50**
 No. of TAB-Related Bills Tracked: **1,254**

No. of TAB Priority Bills: **6**
 No. of House and Senate Standing Committees: **38**
 No. of Committee Hearings Monitored by TAB Staff and Lobbyists: **495+**

No. of TAB Members Testified/Served as Witnesses in Committee: **41**
 No. of Grassroots Letters TAB Members Sent to Elected Officials: **400+**

No. of TAB Government Relations Task Forces and Councils: **5**
 No. of TAB Rally Day Attendees: **750**
 No. of Days in a Regular Session: **140**
 No. of Days in a Special Session: **30**

WHAT THE CONSTITUTIONAL AMENDMENT DOES: Authorizes property tax exemptions for certain partially disabled veterans or their surviving spouses whose homes were donated to them by charity for less than market value. *Election date on 11/7/17*

SB 1047 (Sen. Brandon Creighton, R – Conroe / Rep. Wayne Faircloth, R – Galveston):

Relating to installment payments of ad valorem taxes.

WHAT THE BILL DOES: Allows a person eligible to make property tax payments in installments to make payments in four equal installments if the person pays the first installment before the delinquency date and notifies the taxing unit that the person will pay in installments. Sets due dates for the second, third, and fourth installment payments. Provides that if the person pays the first installment before the first day of the first month after the delinquency date, no penalty or interest accrues on the payment. *Earliest effective date on 1/1/18*

SB 1767 (Sen. Dawn Buckingham, R – Lakeway / Rep. Drew Darby, R – San Angelo):

Relating to hearings and protests before appraisal review boards involving ad valorem tax determinations.

WHAT THE BILL DOES: Provides protections for property owners who choose to protest their property assessments by preventing additional increases in assessments without consent and guaranteeing an opportunity to respond to the evidence used to determine the value of their property. Limits the Appraisal Review Board (ARB) to a determination no greater than the amount of the appraised value of the protested property as it appears in the appraisal records, unless otherwise agreed by the owner and chief appraiser. Allows the property owner to present its case before or after the chief appraiser at the hearing. *Earliest effective date on 1/1/18*

SJR 1 (Sen. Donna Campbell, R – New Braunfels / Rep. Pat Fallon, R – Frisco):

Proposing a constitutional amendment to provide for an

exemption from ad valorem taxation of all or part of the market value of the residence homestead of a surviving spouse of a first responder killed in the line of duty.

WHAT THE CONSTITUTIONAL AMENDMENT DOES:

Authorizes the legislature to exempt all or part of the market value of the residence homestead of a first responder killed or fatally injured in the line of duty. Allows the surviving spouse to transfer the exemption to another homestead if the spouse has not remarried since the death of the first responder. The implementing legislation is SB 15. *Election date on 11/7/17*

Workforce Opportunities/Career and Technical Education

HB 136 (Rep. Cecil Bell R – Magnolia / Sen. Carlos Uresti, D – San Antonio):

Relating to inclusion of career and technology education and workforce training in the mission of public education.

WHAT THE BILL DOES: Includes Career and Technical Education (CTE) and workforce training into one of the objectives of the Texas Education Agency (TEA). Adds that the State Board of Education (SBOE), TEA and the TEA commissioner shall assist schools with providing CTE education and effective workforce opportunities to an objective of TEA. *Effective 6/1/17*

HB 257 (Rep. Ana Hernandez, D – Houston / Sen. Dawn Buckingham, R – Lakeway):

Relating to a report by the Texas Workforce Commission regarding the transition from military service to employment.

WHAT THE BILL DOES: Requires the Texas Workforce Commission (TWC) to work with the Texas Coordinating Council for Veterans Services to submit a report to the Legislature that identifies the five most common military occupational specialties, the transferable skills needed for employment, and certifications needed, if applicable. *Effective 9/1/17*

*** HB 639 (Rep. Doc Anderson, R – Waco / Sen. José Menéndez, D – San Antonio):**

Relating to authorizing the purchase of certain insurance coverage by public school districts for the benefit of businesses

DEFEATED!

Anti-Building Bills

Mechanic's, Contractor's or Material Man's Lien "Re-write"

TAB successfully defeated a bill that would have resulted in a significant shift from the basic principles of the Texas lien laws as those laws have operated for the past century. In essence, the bill would have shifted lien obligations to property owners who would have faced potentially unlimited liability.

Installation of Residential Fire Sprinkler Systems

Current law, as passed in 2009, prohibits cities from mandating fire sprinklers in new one or two-family homes. Proposed legislation would have allowed cities with less than 500,000 in population to hold an election to allow the city to mandate residential fire sprinklers and override existing state law.

City Zoning Outside of City Limits

TAB defeated an amendment to a municipal annexation bill that would have allowed cities to regulate land use in their extraterritorial jurisdictions, including zoning authority, within 5 miles of a military base, without providing city services and without a vote of the citizens of the area proposed to be annexed.

Increased County Authority

TAB defeated an onerous bill that would have authorized counties of 100,000 in population or more, and counties adjacent to them, zoning authority, other land use authority, and building standard oversight.

Mandatory Workers Compensation Bills

TAB worked hard to ensure burdensome provisions regarding mandatory workers compensation did not place unnecessary regulation and mandates on the home building industry.

and students participating in career or technology training programs and providing for immunity from liability of certain public school students participating in career and technology programs.

WHAT THE BILL DOES: Permits public schools to purchase certain insurance coverage for the benefit of businesses and students participating in career and technology programs and providing immunity from liability of certain public school students participating in CTE programs. *Effective 5/26/17*

HB 2010 (Rep. Greg Bonnen, R – Friendswood / Sen. Larry Taylor, R – Friendswood): Relating to providing workplace safety training information for use in the public school curriculum.

WHAT THE BILL DOES: Requires TEA to collect and provide information to a school district regarding workplace safety training as part of the curriculum, upon request of the district. *Effective 6/9/17*

HB 2729 (Rep. Eddie Lucio III, D – Brownsville / Sen. Borris Miles, D – Houston): Relating to an inventory of credentials and certificates that may be earned by a public high school student through a career and technology education program.

WHAT THE BILL DOES: Directs TEA, Texas Higher Education Coordinating Board (THECB) and TWC to post an inventory of credentials and certificates that may be earned by a public high school student through a CTE program. *Effective 6/9/17*

HB 2994 (Rep. Trent Ashby, R – Lufkin / Sen. Juan “Chuy” Hinojosa, D – McAllen): Relating to workforce continuing education offered by public junior colleges.

WHAT THE BILL DOES: Creates a workforce continuing education program at public junior colleges in order to better prepare adult students for employment. *Effective 9/1/17*

HB 3029 (Rep. John Frullo, R – Lubbock / Sen. John Whitmire, D – Houston): Relating to air conditioning and refrigeration contracting and the education and certification of air conditioning and refrigeration technicians.

WHAT THE BILL DOES: Creates a new air conditioning and refrigeration certification at the Texas Department of Licensing and Regulation (TDLR) called a technician certification. Allows a technician certification training program to be taught at public schools and public/private higher educational institutions, and allows for those hours to go toward the necessary practical experience for the formal technician certification. Allows technician certification holders to apply for full air conditioning and refrigeration contractor licenses. This is new and different from the existing technician registration. *Effective 9/1/7*

Texas, First State to Ban Linkage Fees

The 85th Legislative Session was momentous for the home building industry for a number of reasons but one standout was the passage of one contentious, yet necessary bill to ban linkage fees in Texas. As passed, House Bill (HB) 1449 effectively prohibits a political subdivision from adopting or enforcing any measure that imposes a fee on new construction for the purpose of offsetting the cost or rent of any unit of residential housing. When HB 1449 took effect on May 29, 2017 Texas became the first state in the country to ban linkage fees.

Linkage fees are imposed by cities in other states, such as California and Colorado, on new residential and commercial development projects to subsidize low- and moderate-income housing. Cities collect these fees to fund low-interest housing loans, grants and rent subsidies, for example. The notion is that new development attracts lower wage employees who can't afford market rate housing, and linkage fees “link” the need for affordable housing with the developers “responsible” for creating the need. The fee amount is usually calculated according to the number of square feet in affected structures and, like most fees, linkage fees would undoubtedly increase over time.

Increasing the cost of housing in an attempt to improve housing affordability within the city is counterintuitive. Ironically, instead of improving housing affordability, linkage fees increase the cost of housing for everyone, including low-income renters. It is no

coincidence that many of the states where linkage fees currently exist have some of the most expensive housing markets in the country.

For example, a linkage fee of only \$3 per square foot would have a drastically negative effect on a moderately sized 1,800 square foot entry-level home, resulting in a \$5,400 price increase and pricing tens of thousands of Texas households out of that home.

The success of the Texas economy depends in large part on the availability of reasonably-priced housing. Thus, it goes without saying that linkage fees are bad for Texas. By preventing an additional fee on the backs of housing and other construction, in a system already laden with burdensome fees and regulations, the passage of HB 1449 ensures that the Texas housing market will stay affordable and remain an economic driver of our great state.

Local HBA Spotlight: Almost all of the 28 local home builders associations and their members sent emails to their Representatives and Senators urging support of HB 1449. Those emails, letters and phone calls played a significant role in getting HB 1449 passed. The bill could have died many times due to the intricacies of the legislative process and to the cities’ strong opposition to the bill, yet the support from Association members and partner industries kept the bill moving towards enactment. Thank you to TAB’s local HBAs for your support on HB 1449.

HB 3049 (Rep. Ryan Guillen, D – Rio Grande City / Sen. Brandon Creighton, R – Conroe):

Relating to the number of hours of work experience required of a plumber's apprentice to take an examination for a plumber's license.

WHAT THE BILL DOES: Allows the Texas State Board of Plumbing Examiners to credit a plumber's apprentice who wishes to take a journeyman or tradesman plumber's exam with up to 250 hours of required work experience if the applicant has completed certain courses offered through a CTE program approved by SBOE. *Effective 5/29/17*

HB 3349 (Rep. Barbara Gervin-Hawkins, D – San Antonio / Sen. Van Taylor, R – Plano):

Relating to creating an abbreviated certification program and a certificate for trade and industrial workforce training.

WHAT THE BILL DOES: Creates an abbreviated educator certification program and certificate for trade and industrial workforce training. *Effective 6/15/17*

SB 2082 (Sen. Larry Taylor, R – Friendswood / Rep. Travis Clardy, R – Nacogdoches):

Relating to the work-study student mentorship program administered by the Texas Higher Education Coordinating Board (THECB).

WHAT THE BILL DOES: Expands the work-study student mentorship program administered

by the THECB in an effort to help the state meet certain higher education goals. *Effective 5/26/17*

SB 2105 (Sen. Borris Miles, D – Houston / Rep. Jarvis Johnson, D – Houston):

Relating to the requirement that the Texas Workforce Commission (TWC) provide certain employment information for secondary school students.

WHAT THE BILL DOES: Requires more TWC information to be shared with high school students, including CTE partnerships with business, and field-based learning opportunities for students. *Effective 9/1/17*

Special Districts

HB 294 (Rep. Armando Walle, D – Houston / Sen. Sylvia Garcia, D – Houston):

Relating to appointment of a receiver for a water or sewer utility.

WHAT THE BILL DOES: In an effort to address residential water quality or water loss issues, this bill expands the circumstances under which the Texas attorney general is required to bring suit for the appointment of a receiver to collect the assets and carry on the business of a water or sewer utility on certain requests. *Effective 9/1/17*

HB 2358 (Rep. Will Metcalf, R – Conroe / Sen. Lois Kolkhorst, R – Brenham):

Relating to eligible voters in a confirmation election for a conservation and reclamation district.

WHAT THE BILL DOES: Requires a voter in a qualification election for a Municipal Utility District (MUD) or other special district to not be a developer of property in the district, a relative of the developer, an employee of the developer, or to receive monetary consideration for their vote. Requires 30-day residence in the district prior to the date of the election. *Earliest effective date on 1/1/18*

SB 625 (Sen. Lois Kolkhorst, R – Brenham / Rep. Phil Stephenson, R – Wharton):

Relating to public access to financial and tax rate information of certain special purpose districts; imposing a civil penalty.

WHAT THE BILL DOES: Requires the Comptroller to create a Special Purpose District Information Database to include name of, board members, attorney representation, contact information, website, reports on revenue obligations, annual revenue, account balances, sales and use tax rate, and property tax rate of each special district. This information must be available to the public at no charge. *Effective 9/1/17*

State Water Plan

SB 1511 (Sen. Charles Perry, R – Lubbock / Rep. Four Price, R – Amarillo):

Relating to the state and regional water planning process and the funding of projects included in the state water plan.

FIRST CALLED SPECIAL SESSION

On June 6, Governor Abbott made a public statement that he intended to call a special session to address a list of legislative issues, including but not limited to property tax reform, school finance reform, and annexation reform. Nearly one month later on July 10, Governor Abbott filed a proclamation with the Secretary of

State to formally declare an extraordinary session of the 85th Legislature to commence at 10 a.m. on Tuesday, July 18, 2017.

A special session can last a maximum of 30 days and can only be declared by the Governor. The Governor of Texas can declare an unlimited amount of special sessions between regular legislative sessions, whether they are spread out or back-to-back, and add issues to the call at any time. The last time Texas had a special

session was in 2013, when former Governor Rick Perry called the Legislature back for three special sessions.

The first issue that was addressed by the Legislature during the special session was a Sunset Commission bill that extended the existence of five agencies that oversee medical practitioners. It was not until the Senate passed that Sunset bill that the Legislature could address the additional issues on the supplemental call.

WHAT THE BILL DOES: Expanding the rules of the State Water Plan, under the Texas Water Development Board (TWDB) to include information on projects from the preceding water plan that were of high priority and information about how the projects were implemented, or not implemented. Allows a regional water planning group to amend a water plan to include a feasible water management strategy. *Effective 9/1/17*

Housing and Community Development

*** HB 890 (Rep. Charlie Geren, R – Fort Worth / Sen. Craig Estes, R – Wichita Falls):** Relating to providing information to the public and to purchasers of real property regarding the impact of military installations.

WHAT THE BILL DOES: Adds a notice to the Texas Real Estate Commission (TREC) Seller’s Disclosure form stating that the property to be purchased may be located near a military installation. *Effective 9/1/17*

HB 1463 (Rep. John Smithee, R – Amarillo / Sen. Kel Seliger, R – Amarillo): Relating to procedures for actions alleging failure to comply with certain standards to accommodate persons with disabilities.

WHAT THE BILL DOES: Creates a notice and right to correct for alleged violations of Americans with Disabilities Act accessibility requirements. Attempts to stem the tide

of class action lawsuits against apartment complexes for alleged minimal violations. *Effective 9/1/17*

HB 3574 (Rep. Nicole Collier, D – Fort Worth / Sen. José Menéndez, D – San Antonio): Relating to the allocation of low income housing tax credits.

WHAT THE BILL DOES: Clarifies that the Texas Department of Housing and Community Affairs (TDHCA) can consider education quality as part of the threshold criteria, but not in the points system of the Qualified Action Plan (QAP) application. *Effective 9/1/17*

SB 873 (Sen. Brandon Creighton, R – Conroe / Rep. Jim Murphy, R – Houston): Relating to the authority and liability of owners and managers of apartment houses, manufactured home rental communities, condominiums, and multiple use facilities in charging tenants for sub metered and nonsubmetered master metered water and wastewater services.

WHAT THE BILL DOES: Clarifies the dispute process regarding tenant utility service at the Public Utilities Commissioner (PUC). Requires tenants to bring administrative actions prior to filing lawsuits regarding overcharge of utility services, which is intended to reduce the amount of class action lawsuits in this area against apartment complex owners. *Effective 6/1/17*

SB 1248 (Sen. Dawn Buckingham, R – Lakeway / Rep. Eddie Lucio III, D – Brownsville): Relating to municipal regulation of manufactured home communities.

WHAT THE BILL DOES: Protects the property rights of manufactured home community owners and their tenants by preventing cities from adopting discriminatory policies. For example, this bill prohibits cities from reducing the nonconforming use allowance for existing manufactured homes. *Effective 9/1/17*

Other

SB 807 (Sen. Brandon Creighton, R – Conroe / Rep. Paul Workman, R – Austin): Relating to choice of law and venue for certain construction contracts.

WHAT THE BILL DOES: Provides that, with certain exceptions, a provision in a construction contract or an agreement collateral to or affecting the construction contract that makes the dispute subject to another state’s law, litigation in the courts of another state, or arbitration in another state, is voidable by a party. Does not apply to a construction contract that provides for a loan and the party promising to perform work that is subject to the loan is doing so as part of the party’s agreement with the lender. *Effective 9/1/17*

The Governor added twenty items to the 85th First Called Special Session including, but not limited to, teacher pay increases, school vouchers, property tax reform, prohibiting city ordinances regulating trees on private property and limiting municipal annexation authority. Of the twenty issues, those of interest to the residential construction and development industry were property tax reform, annexation, tree regulations, expedited permitting, vested property rights, union dues, and school finance.

TAB’s Government Relations team worked with elected officials to ensure adequate information was provided on how these proposals could benefit the Texas housing industry and eliminate any potential unintended consequences.

The first called special session of the 85th Legislature came to an end on August 16. Eleven issues presented by the Governor successfully passed, including a bill that requires cities that impose tree mitigation fees for tree removal to give property owners credits for trees

planted and allows trees to be planted on a mutually agreed upon location by the city and the property owner. TAB worked extensively on this bill during the regular (SB 744) and special session (HB 7).

A property tax reform bill failed to pass during the special session and may be subject to another special session, at the Governor’s discretion.

Look for an in-depth review of the special session and the tree credit bill in the next edition of *Texas Builder*.

SB 1001 (Sen. Larry Taylor, R – Friendswood / Rep. Dennis Paul, R – Houston): Relating to vehicle safety inspections, including vehicles exempt from those inspections.

WHAT THE BILL DOES: Raises the gross weight of trailers exempt from vehicle inspection requirements from 4,500 to 7,500 pounds. *Effective 9/1/17*

SB 1955 (Sen. Bryan Hughes, R – Mineola / Rep. John Wray, R – Waxahachie): Relating to expunction of a notice of lis pendens.

WHAT THE BILL DOES: Clarifies the existing statute to ensure that purchasers of real property, lenders, title companies, and others are able to rely on an expungement of a lis pendens to determine whether or not to purchase, lend against, or insure the title of a given piece of property. *Effective 9/1/17*

SJR 60 (Sen. Kelly Hancock, R – North Richland Hills / Rep. Tan Parker, R – Flower Mound): Proposing a constitutional amendment establishing a lower amount for expenses that can be charged to a borrower and removing certain financing expense limitations for a home equity loan, establishing certain

authorized lenders to make a home equity loan, changing certain options for the refinancing of home equity loans, changing the threshold for an advance of a home equity line of credit, and allowing home equity loans on agricultural homesteads.

WHAT THE CONSTITUTIONAL AMENDMENT DOES: Redefines what is and is not included in the calculation of the cap on fees associated with a home equity loan. Allows for an alternative option in refinancing of a seasoned home equity loan with a purchase money loan into one loan with one rate and term. Allows farm and ranch property owners to acquire home-equity loans, while maintaining the agricultural valuation of their properties. Establishes a lower amount for expenses that can be charged to a borrower and removing certain financing expense limitations for a home equity loan, establishing certain authorized lenders to make a home equity loan, changing certain options for the refinancing of home equity loans, changing the threshold for an advance of a home equity line of credit, and allowing home equity loans on agricultural homesteads. *Election date on 11/7/17*

Why was the Tree Credit Bill Vetoed?

TAB has spent more than eight years trying to pass legislation that would limit or prevent onerous regulations on trees on purchased property. After years of working with stakeholders, cities and legislators, a tree credit bill finally passed during the 85th Legislative Session earlier this year.

Senate Bill (SB) 744 by Senator Lois Kolkhorst (Republican from Brenham) and Representative Dade Phelan (Republican from Port Neches) required cities that impose tree mitigation fees (there are about 77 Texas cities that have some type of tree ordinance) to give property owners credits for any trees planted on their property or in an area approved by the city.

Unfortunately, however, the bill did not become law. In June, Governor Greg Abbott vetoed SB 744.

In Governor Abbott's veto proclamation for SB 744, he said, "Cities telling landowners what

they can and cannot do with the trees in their own backyard is an assault on private property rights. . . I applaud the bill authors for their efforts, but I believe we can do better for private property owners in the upcoming special session."

The Governor added the topic of tree regulations to the call of the first called special session, which began on July 18. TAB engaged with the Legislature on this topic during the summer months of the special session. (At the time of printing, the special session had not yet ended. Look for an update on the outcome of the special session in the next edition of Texas Builder.)

Local HBA Spotlight: A special thank you to the Dallas Builders Association and the Greater Austin Home Builders Association, and its members, for their input, testimony, and endless support on the bill to address onerous tree mitigation fees.



Career & Technical Insurance Coverage

Great news for the many local Home Builder Associations across Texas that are working with their Independent School Districts (ISDs) on internships for high school career and technical education (CTE) courses: public schools can now purchase insurance coverage to protect students in CTE programs.

With the passage of House Bill (HB) 639 by Representatives Doc Anderson (R- Waco), Dan Huberty (R-Houston), Kyle Kacal (R-College Station) and Phil Stephenson (R-Wharton), school districts are now authorized to purchase insurance coverage for students participating in career or technology training programs to provide immunity from liability for participating businesses.

TAB and the Texas Builders Foundation support the expansion of access to career and technical education programs in Texas's public school system. Allowing ISDs the ability to purchase insurance to cover students in CTE and workforce training programs will lower barriers to home builder and associated businesses that want to offer off-site workplace opportunities to students.

TAB is proud to have been supportive of this passed legislation that will eliminate existing barriers to CTE programs and thus allow the benefits of CTE programs in public high schools to be fully implemented.

Local HBA Spotlight: The Greater Waco Advanced Manufacturing Academy (GWAMA) is an example of how successful a workforce training program can be once students have the access and schools have the insurance coverage needed. GWAMA is a successful workforce trades program that draws from 17 ISDs in the Waco, Texas area. The Heart of Texas Builders Association (HOTBA) recently partnered with GWAMA administrators to add a construction trades program in the fall of 2017.

HOTBA Past President Scott Bland worked tirelessly during the session to advocate for HB 639. His efforts on behalf of the future of the industry and public school students across the state is very much appreciated.

**TAB VOTER GUIDE:
NOVEMBER 2017 BALLOT**

Amendments to the Texas Constitution that were passed during the Regular Session require voter approval in order to become effective as law. During the upcoming November 7 election, there will be seven constitutional amendments on the ballot.

Proposition 1
(House Joint Resolution 21)

WHAT WILL BE ON THE BALLOT: "The constitutional amendment authorizing the Legislature to provide for an exemption from ad valorem taxation of part of the market value of the residence homestead of a partially disabled veteran or the surviving spouse of a partially disabled veteran if the residence homestead was donated to the disabled veteran by a charitable organization for less than the market value of the residence homestead and harmonizing certain related provisions of the Texas Constitution."

WHAT IT MEANS: It would authorize property tax exemptions for certain partially disabled veterans or their surviving spouse whose homes were donated to them by charity for less than market value. **TAB's Government Relations Committee Voted to Support HJR 21.**

Proposition 2
(Senate Joint Resolution 60)

WHAT WILL BE ON THE BALLOT: "The constitutional amendment to establish a lower amount for expenses that can be charged to a borrower and removing certain financing expense limitations for a

home equity loan, establishing certain authorized lenders to make a home equity loan, changing certain options for the refinancing for home equity loans, changing the threshold for an advance of a home equity line of credit, and allowing home equity loans on agricultural homesteads."

WHAT IT MEANS: This would ease restrictions on borrowing against home equity in Texas. **TAB's Government Relations Committee Voted to Support SJR 60.**

Proposition 3
(Senate Joint Resolution 34)

WHAT WILL BE ON THE BALLOT: "The constitutional amendment limiting the service of certain officeholders appointed by the governor and confirmed by the Senate after the expiration of the person's term of office."

WHAT IT MEANS: Unsalariated appointees whose terms have ended but who have not been replaced would serve only until the next legislative session has ended.

Proposition 4
(Senate Joint Resolution 6)

WHAT WILL BE ON THE BALLOT: "The constitutional amendment authorizing the Legislature to require a court to provide notice to the attorney general of a challenge to the constitutionality of a state statute and authorizing the Legislature to prescribe a waiting period before the court may enter a judgment holding the statute unconstitutional."

WHAT IT MEANS: This would require courts to notify the state attorney general of any constitutional challenges to state laws.

Proposition 5
(House Joint Resolution 100)

WHAT WILL BE ON THE BALLOT: "The constitutional amendment on professional sports teams' charitable foundations conducting charitable raffles."

WHAT IT MEANS: It would expand the definition of a "professional sports team," giving more team-connected foundations the ability to hold charitable raffles.

Proposition 6
(Senate Joint Resolution 1)

WHAT WILL BE ON THE BALLOT: "The constitutional amendment authorizing the Legislature to provide for an exemption from ad valorem taxation of all or part of the residence homestead of the surviving spouse of a first responder who is killed or fatally injured in the line of duty."

WHAT IT MEANS: This would give property tax exemptions to surviving spouses of first responders killed in the line of duty.

Proposition 7
(House Joint Resolution 37)

WHAT WILL BE ON THE BALLOT: "The constitutional amendment relating to legislative authority to permit credit unions and other financial institutions to award prizes by lot to promote savings."

WHAT IT MEANS: It would allow banks and other financial institutions to conduct promotional activities, such as raffles, to encourage savings. ■

For more information on what will be on the ballot and where to vote, visit VoteTexas.gov

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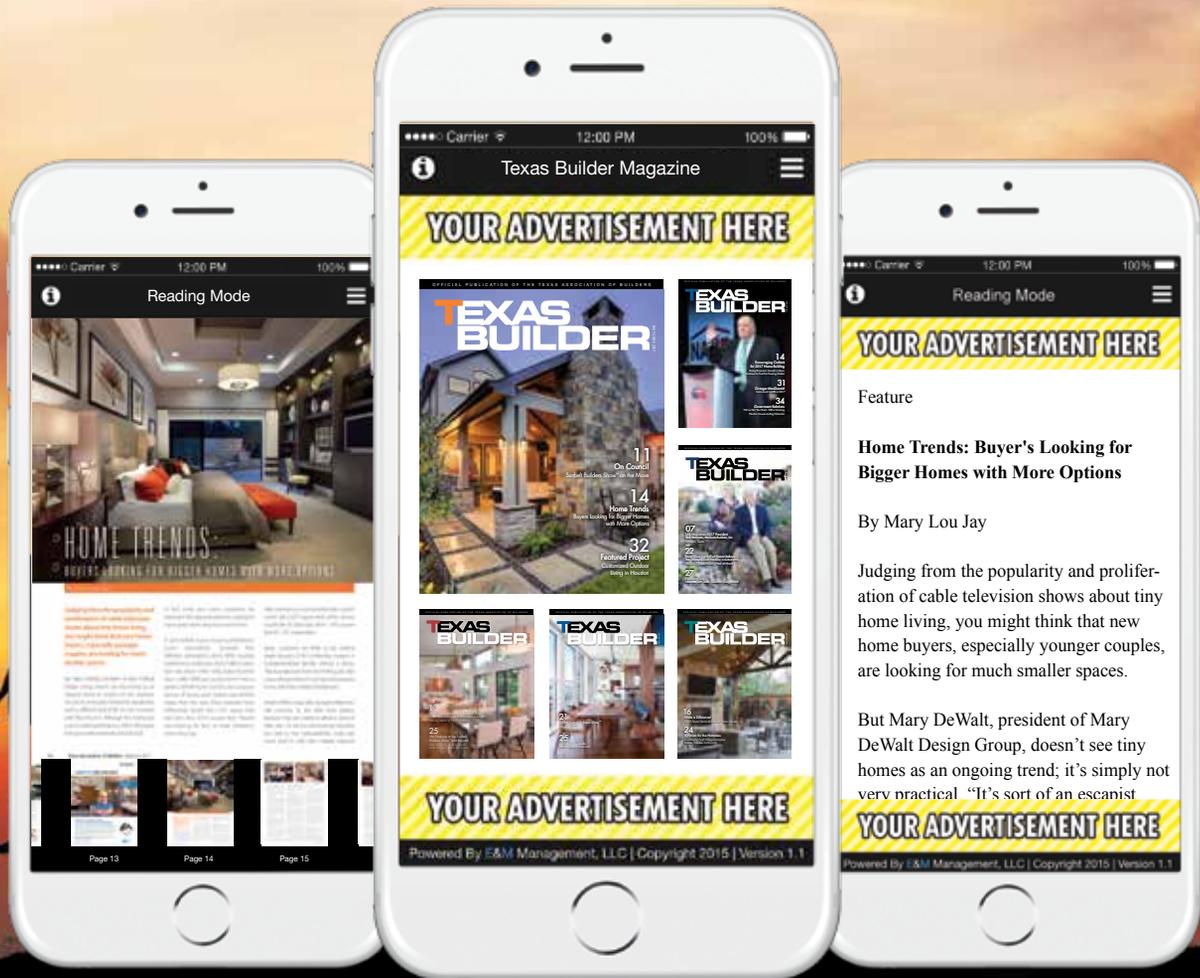
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2017 Star Awards

PRESENTED BY: TEXAS ASSOCIATION OF BUILDERS

2017 Grand Awards

Houston's On Point Custom Homes was the shining star of the **2017 Texas Star Awards.**

The Texas Association of Builders (TAB) announced and presented the 2017 Star Awards on Thursday, August 3 at the Hilton Anatole Dallas. The highly-coveted Star Awards are given annually in conjunction with the Sunbelt Builders Show™ to recognize excellence in all areas of the home building industry. More than 500 entries were submitted for consideration in the 2017 Star Awards. TAB holds the annual competition to showcase the outstanding work of builders, remodelers, architects, designers, and sales, marketing, and construction professionals in Texas.



Custom Builder of the Year
On Point Custom Homes
Houston, TX



Developer of the Year
Rise Communities
Katy, TX



Volume Builder of the Year
Mid Volume, Bella Vista Homes
San Antonio, TX



Volume Builder of the Year High Volume
Gehan Homes
Addison, TX

SPECIAL THANKS
to the Star Awards Masters of Ceremony

Beverly Koehn, GMB, CGA, CAPS, MIRM
Beverly Koehn & Associates Inc.

Jeff Hunt, CAPS, CGR, CGP, GMB, GMR
Heritage Construction

THANK YOU TO OUR 2017 STAR AWARDS JUDGES

Juli Goodhue, ASID
Bethune/Goodhue & Associates, Inc.
Denver, CO

Kelly Ritz
Stone Bridge Homes NW, LLC
Lake Oswego, OR

Rick Hjelm
Phase II General Contractor, Inc.
Seattle, WA

Sallie Sloan
ST Sloan Interior Design, ASID
Denver, CO

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HOMEBUILDER SERVICES



NATURAL GAS UTILITIES OF TEXAS

CUSTOM BUILDER

BEST MASTER BATHROOM

\$250K - \$500K

Rassette Homes
El Paso, TX

\$500K - \$750K

Vintage Estate Homes - New Braunfels
New Braunfels, TX



\$750K - \$1M

Classic Urban Homes
Dallas, TX

\$1M - \$2M

Image Homes, Ltd.
San Antonio, TX

\$2M and Over

Mike Hollaway Custom Homes
San Antonio, TX

BEST MASTER BEDROOM

\$250K - \$500K

On Point Custom Homes
Houston, TX

\$500K - \$750K

On Point Custom Homes
Houston, TX

\$750K - \$1M

On Point Custom Homes
Houston, TX



\$1M - \$2M

Laughlin Homes & Restoration, Inc.
Fredericksburg, TX

\$2M AND OVER

On Point Custom Homes
Houston, TX

BEST KITCHEN

\$250K - \$500K

Couto Homes Inc.
Granbury, TX

\$500K - \$750K

Hills of Texas Homes
Fredericksburg, TX

\$750K - \$1M

Classic Urban Homes
Dallas, TX



\$1M - \$2M

T. A. French Custom Builder
New Braunfels, TX

\$2M AND OVER

On Point Custom Homes
Houston, TX

BEST SPECIALTY ROOM

Jauregui Architecture Interiors Construction
Austin, TX

BEST OUTDOOR LIVING SPACE



\$250K - \$500K

Legacy DCS
Austin, TX

\$500K - \$750K

Vintage Estate Homes - New Braunfels
New Braunfels, TX

\$1M - \$2M

Image Homes, Ltd.
San Antonio, TX



OVER \$2M

Jauregui Architecture Interiors Construction
Austin, TX

BEST ARCHITECTURAL DESIGN

\$250K - \$500K

Couto Homes Inc.
Granbury, TX

\$500K - \$750K

Westbrook Renovations, LLC
Dallas, TX



\$750K - \$1M

Anderson Fine Homes
Lubbock, TX

\$1M - \$2M

Image Homes, Ltd.
San Antonio, TX



\$2M AND OVER

Mike Hollaway Custom Homes
San Antonio, TX

BEST ARCHITECTURAL DESIGN - ATTACHED HOME

\$250K - \$500K

On Point Custom Homes
Houston, TX

\$500K - \$750K

Novak Brothers
Georgetown, TX

BEST OVERALL INTERIOR DESIGN



▲ **\$250K - \$500K**
Couto Homes Inc.
Granbury, TX

\$500K - \$750K
Hills of Texas Homes
Fredericksburg, TX

\$750K - \$1M
On Point Custom Homes
Houston, TX

\$1M - \$2M
Image Homes, Ltd.
San Antonio, TX

\$2M AND OVER
Jauregui Architecture Interiors Construction
Austin, TX

\$250K - \$500K
On Point Custom Homes
Houston, TX

BEST NEW CUSTOM HOME

\$250K - \$500K
Couto Homes Inc.
Granbury, TX

\$500K - \$750K
Hills of Texas Homes
Fredericksburg, TX

\$750K - \$1M
Classic Urban Homes
Dallas, TX



▲ **\$1M - \$2M**
Image Homes, Ltd.
San Antonio, TX

OVER \$2M
On Point Custom Homes
Houston, TX

BEST 2016 PARADE OF HOMES® WINNER



▲ Hills of Texas Homes
Fredericksburg, TX

BEST EMAIL MESSAGE

SmartTouch Interactive & Loftech Homes
Austin, TX

BEST WEBSITE

Sterling Custom Homes
Austin, TX

BEST PRINT AD

David Wilkes Builders
Austin, TX

BEST DIRECT MAIL PIECE

David Wilkes Builders
Austin, TX

BEST SALES BROCHURE

David Wilkes Builders
Austin, TX

BEST ONLINE ADVERTISEMENT

SmartTouch Interactive & Monticello Homes
Austin, TX

BEST PROMOTIONAL VIDEO

On Point Custom Homes
Houston, TX

BEST SPECIAL PROMOTION

On Point Custom Homes
Houston, TX

BEST SOCIAL MEDIA MARKETING PROGRAM

On Point Custom Homes
Houston, TX

BEST SHOWROOM/SALES CENTER



▲ Sandcastle Homes
Houston, TX

MULTIFAMILY

BEST ARCHITECTURAL DESIGN



▲ Huffines Communities
Addison, TX

BEST OVERALL INTERIOR DESIGN OF A MODEL UNIT

Keaton Interiors
Dallas, TX

BEST OVERALL INTERIOR DESIGN FOR COMMUNITY SPACE



▲ Keaton Interiors
Dallas, TX

BEST MULTIFAMILY COMPLEX

Huffines Communities
Addison, TX

BEST MIXED-USE COMMUNITY

The Howard Hughes Corporation
The Woodlands, TX

BEST COMMUNITY SITE PLAN

Huffines Communities
Addison, TX

REMODELER

BEST BATHROOM RENOVATION

\$25K - \$50K
Keechi Creek Builders
Houston, TX



\$50K - \$100K
AP Builders and Eklektik Interiors
Houston, TX

\$100K - \$250K
Kasper Custom Remodeling
Dallas, TX

BEST KITCHEN RENOVATION

\$25K - \$50K
Laughlin Homes & Restoration, Inc.
Fredericksburg, TX

\$50K - \$100K
Laughlin Homes & Restoration, Inc.
Fredericksburg, TX



\$100K - \$250K
Chairma Design Group and
Charanza Contracting, Inc.
Houston, TX

BEST SPECIALTY ROOM

Keechi Creek Builders
Houston, TX

BEST OUTDOOR LIVING SPACE



\$50K - \$100K
Texas Custom Patios
Houston, TX

\$100K - \$250K
LBJ Construction
Houston, TX

BEST ADDITION



\$100K - \$250K
LBJ Construction
Houston, TX

\$250K - \$500K
Chairma Design Group and
Charanza Contracting, Inc.
Houston, TX

OVER \$500K
Craftsmanship By John, Inc.
Houston, TX

BEST WHOLE HOUSE RENOVATION

\$50K - \$100K
David Wilkes Builders
David Wilkes, TX

\$100K - \$250K
Traditional Classic Homes, LLC
Richardson, TX



\$250K - \$500K
RRS Design + Build, LLC
Lakeway, TX



\$500K - \$1M
Tahoe Custom Builders &
M.J.Wright Architects
North Richland Hills, TX

OVER \$1M
AP Builders and Eklektik Interiors
Houston, TX

BEST WHOLE HOUSE RENOVATION -
ATTACHED HOME

Under \$500K
Chairma Design Group and
Morning Star Builders
Houston, TX



OVER \$500K
Creative Custom Builders
San Antonio, TX

BEST HISTORIC RENOVATION

UNDER \$500K
Greymark Construction Company
Houston, TX

\$500K - \$1M
Laughlin Homes & Restoration, Inc.
Fredericksburg, TX



▲ **OVER \$1M**
RisherMartin Fine Homes
Austin, TX

BEST HISTORIC RENOVATION -
NON-PRIMARY RESIDENCE



▲ Eklektik Interiors on behalf of
Sullivan Contracting Services
Houston, TX

BEST HISTORICALLY SENSITIVE RENOVATION



▲ **\$100K - \$250K**
Greymark Construction Company
Houston, TX

OVER \$500K
Tahoe Custom Builders &
M.J.Wright Architects
North Richland Hills, TX

BEST WEBSITE

Laughlin Homes & Restoration, Inc.
Fredericksburg, TX

DEVELOPER

BEST OVERALL COMMUNITY
UP TO 20 ACRES



▲ The NRP Group
San Antonio, TX

BEST OVERALL COMMUNITY
20 ACRES OR MORE

Rise Communities, Meridiana
Katy, TX

BEST COMMUNITY CLUB HOUSE



▲ Taylor Morrison/Travisso
Austin, TX

BEST COMMUNITY AMENITY

Rough Hollow Lakeway
Lakeway, TX

BEST PRINT AD

Taylor Morrison/Travisso
Austin, TX

BEST DIRECT MAIL PIECE

The Howard Hughes Corporation
The Woodlands, TX

BEST SALES BROCHURE

Mischer Development
by Boe Creative Services
The Woodlands, TX

BEST ONLINE ADVERTISEMENT

The Howard Hughes Corporation
The Woodlands, TX

BEST TELEVISION COMMERCIAL

Rise Communities, Cane Island
Katy, TX

BEST PROMOTIONAL VIDEO

Rough Hollow Lakeway
Lakeway, TX

BEST EMAIL MESSAGE

The Howard Hughes Corporation
The Woodlands, TX

BEST SPECIAL PROMOTION

The Howard Hughes Corporation - Bridgeland
Cypress, TX

BEST SOCIAL MEDIA MARKETING PROGRAM

The Howard Hughes Corporation - Bridgeland
Cypress, TX

BEST WEBSITE

Rise Communities, Cane Island
Katy, TX

BEST SHOWROOM / SALES CENTER

Rough Hollow Lakeway
Lakeway, TX

VOLUME BUILDER

BEST PRODUCT DESIGN

\$250K - \$350K
Shea Homes
The Woodlands, TX

\$350K - \$500K
Shea Homes
The Woodlands, TX



▲ **\$500K - \$1M**
Shea Homes
The Woodlands, TX

OVER \$1M
Vintage Estate Homes - Austin
Austin, TX

BEST INTERIOR MERCHANDISING

\$250K - \$400K
Shea Homes
The Woodlands, TX

\$400K - \$500K
Shea Homes
The Woodlands, TX



▲ **\$500K - \$1M**
Karen Dietz Interiors
San Antonio, TX

BEST CUSTOM HOME



▲ **\$500K - \$1M**
Vintage Estate Homes - Austin
Austin, TX

BEST SALES BROCHURE

MainVue Homes
Plano, TX

BEST ONLINE ADVERTISEMENT

SmartTouch Interactive & Sitterle Homes
Austin, TX

BEST TELEVISION COMMERCIAL

Vintage Estate Homes - Austin
Austin, TX

BEST RADIO COMMERCIAL

Bella Vista Homes
San Antonio, TX

BEST PROMOTIONAL VIDEO

Sitterle Homes
San Antonio, TX

BEST EMAIL MESSAGE

Bella Vista Homes
San Antonio, TX

BEST SPECIAL PROMOTION

Sitterle Homes
San Antonio, TX

BEST SOCIAL MEDIA MARKETING PROGRAM

SmartTouch Interactive & Scott Felder Homes
Austin, TX

BEST WEBSITE

Princeton Classic Homes
by Boe Creative Services
The Woodlands, TX

BEST SHOWROOM/SALES CENTER



▲ MainVue Homes
Plano, TX

GENERAL

BEST BILLBOARD

Rise Communities, Cane Island
Katy, TX

BEST POOLSCAPE FOR A COMMUNITY



▲ Rough Hollow Lakeway
Lakeway, TX

BEST LANDSCAPE DESIGN



▲ The Howard Hughes Corporation
The Woodlands, TX

BEST SPECIAL PROJECT -
NON-PRIMARY RESIDENCE



▲ Wright-Built, LLC
Hawkins, TX

BEST POOLSCAPE - INDIVIDUAL RESIDENCE



▲ Jauregui Architecture Interiors Construction
Austin, TX

INDIVIDUAL ACHIEVEMENT

CONSTRUCTION MANAGER OF THE YEAR

Heath Henderson, Bella Vista Homes
San Antonio, TX

CONSTRUCTION SUPERINTENDENT
OF THE YEAR

Ray Sasser, Jauregui Architecture
Interiors Construction
Austin, TX

PROJECT MANAGER OF THE YEAR

Sue A. Blankenship, Huffines Communities
Addison, TX

MARKETING PROFESSIONAL OF THE YEAR

Amy Marie Lopez, RE/MAX Associates -
The Schrader Group
San Antonio, TX

REALTOR OF THE YEAR

Dayton Schrader, RE/MAX Associates -
The Schrader Group
San Antonio, TX

SALES MANAGER OF THE YEAR

Rodney Jordan, Sitterle Homes
San Antonio, TX

ON-SITE SALES PERSON OF THE YEAR

Melodie Monroe, Gehan Homes
Addison, TX

WARRANTY SERVICE PROFESSIONAL
OF THE YEAR

Hunter Stolte, David Wilkes Builders
Austin, TX

ASSOCIATE/TRADE PARTNER OF THE YEAR

Amy Marie Lopez, RE/MAX Associates -
The Schrader Group
San Antonio, TX

ASSOCIATE

BEST PRINT AD

Cambria
Houston, TX

BEST DIRECT MAIL PIECE

Cambria
Houston, TX

BEST SALES BROCHURE

Cambria
Houston, TX

BEST ONLINE ADVERTISEMENT

SmartTouch Interactive
Austin, TX

BEST PROMOTIONAL VIDEO

Cambria
Houston, TX

BEST EMAIL MESSAGE

SmartTouch Interactive
Austin, TX

BEST WEBSITE

Kent Moore Cabinets
Bryan, TX

BEST SHOWROOM / SALES CENTER

Kent Moore Cabinets -
New San Antonio Showroom
Bryan, TX



TEXAS ASSOCIATION OF BUILDERS

TAB's Fall Board Meetings

Thursday & Friday, Nov. 16-17, 2017
 JW Marriott Austin Downtown
 Register at TexasBuilders.org

Sponsors (as of August 24, 2017)







For sponsorship opportunities contact Angelica Stehling at Angelica@TexasBuilders.org or (512) 476-6346.

Excellence under 45 Award Winners

The Texas Association of Builders (TAB) honored four future leaders with an Excellence under 45 Award. Courtney M. Black, D'Ann Brown, Henry J. Hantz and John D. McKinney are to be commended for their commitment of time, energy and efforts to the growth and prosperity of the Texas building industry. Their unmatched enthusiasm and love for building, proves that the residential home building future is in good hands.



Courtney M. Black

Director of Marketing & Communications for Permian Homes
Local HBA: Permian Basin Builders Association

Black is currently the 2017 Permian Basin Builders Association President, the HOMEPAC committee chair and is on PBBA's Membership Committee.

After her performance at a recent career fair for Midland College, she was designated as the official PBBA Bob the Builder for community events. She won two dance-offs and posed for countless photo ops while wearing the PBBA's head-to-toe 'Bob' costume.



D'Ann Brown

Vice President of Sales for StrucSure Home Warranty
Local HBA: Greater Houston Builders Association

Brown was first exposed to the home building industry as a toddler in the 1970's as her parents were builders. She's watched them be successful and give back to this industry while growing up. When she had the opportunity to enter the home building industry and join StrucSure Home Warranty in 2001, she jumped at the chance. In order to grow and be successful, Brown knew she had to get involved with the local, state and national home builders associations. That she has done. There's not a better place to learn and give back than being an active member of the Home Builders Association. Brown's hard work has earned her the Vice President of Sales for the South Texas Region.



Henry J. Hantz

Marketing Development Representative for Atmos Energy
Local HBA: Permian Basin Builders Association

Hantz has consistently made great use of his time, effort, and talent toward the home building industry. He sees great value in volunteer work and continued professional development. Hantz has made a positive impact in the local community in an undeniable way. His contributions to organizations like the Permian Basin Home Builders Association reflect his dedication to service and showcases his strong character.



John D. McKinney

Owner of McKinney Homes LLC
Local HBA: Tyler Area Builders Association

McKinney currently serves as the Vice President of the Tyler Area Builders Association (TABA) which includes the responsibility of organizing the 2017 Parade of Homes. He also participates in TABA after hours Builders' Luncheons, fundraisers and Home Product Shows. In the past, McKinney served as TABA's Membership Committee Chairman and Finance Committee Chairman and participated in Government Relations Committee sponsored activities. He also serves as TAB's director and voting member for the Membership Committee. McKinney knows there's great value in participating in the Young Professionals Group, the Sunbelt Builders Show and most recently the Texas Association of Builders Rally Days in Austin. ■



Henry Hantz, D'Ann Brown, Courtney Black and John McKinney were winners of the 2017 Excellence under 45 Awards.

Thanks to McCoy's and Ferguson for sponsoring this event:



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For more information visit LPCorp.com/MadeInTexas

Dallas BA wins award for Best Education Program

The Dallas Builders Association has been recognized for its outstanding Energy Series with an Award of Excellence from the Executive Officers Council (EOC) of the National Association of Home Builders (NAHB).

“The Energy Series is the latest in a long line of award-winning education programs offered by our Association,” said Dallas BA President Michael Turner of Classic Urban Homes. “The knowledge gained through these classes helped my company navigate challenging new regulations at little to no added expense and allowed me to fine tune the building science techniques that go into each of my homes.”

The Energy Series empowered Dallas BA members by proactively educating them on changes to the Texas energy code and their specific impact on the Dallas-Fort Worth area. This innovative series went beyond code to cover the necessity for sound building science, informed sales techniques, and savvy investments in resource efficiency.

The Association Excellence Awards is an annual program designed to recognize the outstanding accomplishments of state and local home builders associations and executive officers in the field of association management. EOC membership is comprised of the staff executives who direct more than 700 NAHB-affiliated state and local home builders associations representing more than 140,000 home builders in communities across the United States. ■

For more information on the Dallas Builders Association go to www.dallasbuilders.com or contact Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com.

Bryan Rotary – Top 10 Business Performance Awards

The Greater Brazos Valley Builders Association is proud to recognize three members named in the 24th Annual Bryan Rotary Top 10 Business Performance Awards. The purpose of these awards is to recognize the Top 10 fastest-growing, small businesses in Brazos County for their achievement and for their significant economic impact on the Brazos Valley Community. ■

1. Rechargeable Battery Technology dba Exothermix
2. A Brush Above Services, LLC
3. The Barracks Construction Group, LLC
4. FrogSlayer, LLC
5. Zapalac Enterprises, LLC dba Ecozapp
6. America's Choice Roofing
7. Computers, Electronics, Office Etc.
8. Renner Chiropractic
9. Bombers Baseball, LP
10. Magruder Homes, LP



One of Nation's Largest Manufacturers of Residential Entry Doors, GlassCraft Door Company Marks 40th Year

GlassCraft Door Company, one of the nation's largest residential entry door manufacturers celebrates its 40th Year milestone. Founded in 1977 as a glass supply retail company,

GlassCraft has now grown into one of the country's Top Door Manufacturers with 185,000 sq. ft. facility and nationwide distribution. With focus on value, craftsmanship and innovation, GlassCraft designs and builds award-winning residential entry door products that are recognized in the fenestration industry both for excellence in quality and environmental responsibility. With 18 patents and multiple industry awards, GlassCraft continues its innovation with the release of its expanded line of FiberCraft composite doors this year, its patented DuraFinish finishing system, water-based BioFoam core, and Buffalo Forge ThermaPlus steel composite exterior doors.

“We are truly thankful to all our employees, customers and trade partners who have helped us reach this milestone,” GlassCraft President, John Plummer remarks. This year, as the company celebrates its 40th year mark, the company is set to release new products for its BarnCraft Rolling Doors & Hardware line and Buffalo Forge steel doors line. More new product innovation is set for release in 2018.

Email marketing@glasscraft.com for details or visit www.glasscraft.com



Ted Schlossman



Jean MacDonald

MacDonald & Schlossman Honored with NAHB's Exemplary Service to Home Building Awards

Two Texas Association of Builders (TAB) Housing Hall of Honor members were recognized at the 2017 NAHB Board of Directors Meeting in June. The national association honored Jean MacDonald and Ted Schlossman with 2017 Exemplary Service to Home Building Awards. These award winners are people who have made noteworthy contributions to housing and had a significant impact on the nation's home building industry.

Jean MacDonald, Austin, Texas | HBA of Greater Austin
 Ted Schlossman, Dallas, Texas | Dallas Builders Association

MacDonald was inducted into TAB's Hall of Honor in 2010, followed by Schlossman in 2011.

NAHB also bestowed upon Jerry Carter NAHB Senior Life Director honors, while Jeff Hunt, J.C. Calcote, Dan Bawden, K.C. Cox, Mike Dishberger and Barry Kahn earned NAHB Life Director status. ■

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Texas Panhandle Builders Association Golden Hammer Club

Some of the Texas Panhandle Builders Association (TPBA) Golden Hammer Club members had the opportunity to attend a golf trip in Albuquerque, NM. One of the perks of being a Golden Hammer Club member is being able to go on all-inclusive trips like this, paid by TPBA. Our guys had a nice dinner at Ruth's Chris restaurant and stayed and played golf at the Isleta Resort and Casino.

The Golden Hammer Club is exclusive to TPBA members that have met the Golden Hammer Club requirements. Builder Members need to use at least 75 percent of TPBA members on their jobs and Associates only need to recruit three new members annually. The Golden Hammer Club is a great way to recruit and retain TPBA Memberships. ■



Metro East Division Board members Dave Hambley, Greg Paschall, Doug Bowerman and Larry Baty gather with car show volunteers to take the traditional group photo to mark another successful event.

Metro East's Cars for CASA raises \$65,000+

The Metro East Division of the Dallas Builders Association hosted its 12th annual Cars for CASA car show May 24th, raising almost \$66,000 for Lone Star CASA. Through this annual event, Metro East has raised more than \$425,000 for CASA over the past 12 years.

CASA is a national volunteer movement whose purpose is to find community volunteers to act as a "voice in court" for abused and neglected children.

Cars for CASA has grown to become one of the most successful auto shows in North Texas. This year's show featured approximately 400 cars and trucks and attracted a crowd of 8,000. ■



L to R: Kendall Smith, Rooftec; Greg Madrey, Builders Post Tension; Greg Tomlinson, Builders Post Tension; Jennifer Mills, Ironwood Connection; Michael Pomerleau, Taylor Morrison; Jonathan White, Taylor Morrison; Caroline Noel, Taylor Morrison; Olivia Stanton, HomeAid; Torey Brown, HomeAid; Paige Shugart, HomeAid; Jeremy Linzer, Builders Post Tension and Bette Moser, HomeAid.

HomeAid's Project Playhouse Raises Over \$106,000 for the Homeless

Anticipation reached new heights at the drawing for HomeAid Houston's 11th annual Project Playhouse on July 19th during the Astros vs. Mariners game at Minute Maid Park. Ticket purchasers were eager to learn who would win HomeAid's 2017 Project Playhouse that was constructed by sister companies, Taylor Morrison and Darling Homes. Jonathan White, Taylor Morrison Houston division president, and Michael Pomerleau, Taylor Morrison senior superintendent who led playhouse construction, drew the winning ticket. Lori Buckner with Myrtle Cruz, Inc. will be bringing the playhouse home for her five year old son, Drew.

HomeAid Houston's 2017 Project Playhouse was a World Series performance this year as the event raised a total of \$106,625 for Houston's mission - to build new lives for homeless families and individuals through housing and community outreach.

Taylor Morrison and Darling Homes designed and constructed this year's playhouse, named "The All American Playhouse," with donated materials and labor from GHBA members. Their team created a star spangled design that included the American flag incorporated onto its exterior, a front porch, and Dutch style doors. The playhouse was fully loaded with amenities including air conditioning, a flat screen TV and gaming console, and child sized furniture and decor to match the theme.

HomeAid is a 501 c 3 charity of the Greater Houston Builders Association. The agency was started in 2003, and the first shelter was dedicated in 2005. Since then, 42 projects have been completed, adding over 437 beds and 12.6 million dollars in real estate construction and improvements to Houston's homeless community. Annually, HomeAid's projects serve over 5,000 homeless men, women, children, and veterans in Houston. ■

For more information on HomeAid Houston visit www.homeaidhouston.org or call 281-970-8970.

Texas Association of Builders Wins Two AEA Awards



The Texas Association of Builders (TAB) captured a pair Association Excellence Awards at the National Association of Builders (NAHB) Association Management Conference. TAB won for Best Community Service Project Conducted and Best Website. Winners in more than 130 categories were announced at the June NAHB Board of Directors Meeting.

The Texas Builders Foundation, the charitable arm of TAB, won top honors for **Best Community Service Project Conducted**. Beginning in 2016, members in 13 of our 28 local HBAs were actively working with their local school administrators to develop construction programs in their areas. From raising funds to purchasing materials to helping develop the courses, over half of those 13 HBAs are directly responsible for new construction trades programs that will begin teaching students in the fall of 2017 or the spring of 2018.

TAB's staff took on the challenge of rebuilding its outdated website. This project required a complete overhaul and the outcome resulted in winning **Best Website** accolades. TexasBuilders.com serves as the online front door to our membership and residential home building industry in Texas. This site is now responsive and can be viewed on various devices (phone, desktop, laptop and tablet). Our membership can also view informational videos and take advantage of purchasing the Texas Residential Construction Contracts Package and special event tickets online. Overall, the new website improved brand awareness and social media awareness for the Texas Association of Builders. ■



Now Available, Texas Builder App

Members can now easily access issues of Texas Builder Magazine from their mobile device with the new Texas Builder app. Readers can catch up on the latest news in the building industry by accessing current and past publications with a clean, user-friendly interface, anytime and anywhere!

The app is available for iOS and Android devices and will include the newest issue along with multiple years-worth of previous issues. You can also search "Texas Builder" in your device's app store. Once an issue is downloaded, it's saved in the app on your device and can be accessed in full reader-mode, even if you're not online. ■



GREATER BRAZOS VALLEY BUILDERS ASSOCIATION CELEBRATING 50 YEARS

CELEBRATING ITS 50TH ANNIVERSARY, the Bryan College Station Home Builders Association (BCSHBA) is a local, professional trade organization affiliated with the Texas Association of Builders and National Association of Home Builders, **chartered in 1967**, to promote and protect the building industry and its customers in Brazos, Burleson, Grimes, Leon, Madison, Robertson, Walker, and Washington counties.

The association had very humble beginnings with 15 Builder and 8 Associate members representing 6 counties around the Brazos Valley. In 2014, BCSHBA obtained an assumed

name certificate from the State of Texas for doing business as the **Greater Brazos Valley Builders Association (GBVBA)**. This better reflects the area in which members do business and the association represents. To date, they have 126 Builder and 166 Associate members representing eight counties in the Greater Brazos Valley.

The organization's mission is to cultivate a positive business environment in the building industry. Committed to responsible growth by providing citizens with safe, quality and cost effective housing while promoting a positive economic future for the counties the association serves.

GBVBA will hold a 50th Anniversary Gala in August for current members, past presidents, and executive staff along with State and National Officers and key staff. ■

For more information about GBVBA, contact Rosemarie Selman, Executive Officer at Info@gbvbuilders.org or call 979-696-0272.



GHBA Leadership Head to LegCon 2017 Five local members named NAHB Lifetime Directors

GHBA leadership and NAHB directors traveled to Washington, D.C. in June to attend NAHB's Midyear Board Meeting and Legislative Conference. During the trip, GHBA members met with nine congressional delegation offices to discuss a variety of home builder issues including the price of softwood lumber, the reauthorization of the National Flood Insurance Program, and the importance of preserving the mortgage interest deduction.

Also during the trip, the following GHBA members were recognized as NAHB Lifetime Directors: Dan Bawden, KC Cox, Mike Dishberger, Jeff Hunt, and Barry Kahn. Congratulations to these hardworking association members! ■

Land Tejas Sets Record for Lot Donations for GHBA Charity Project

There have been many outstanding milestones during the 37 year history of the Greater Houston Builders Association's Benefit Homes Project. Records continue to be broken by builders who recruit a growing list of vendors to donate materials and labor for construction of their Benefit Home. Sales continue to climb, and several Benefit Homes builders have donated construction management multiple times.

One huge achievement stands out. Since 1998, Land Tejas has donated 15 lots to the Benefit Homes Project. From the first lot in their Canyon Gate Community of Northpointe, to the most recent donated lot in their new



Land Tejas donates their first lot of 15 to the Benefit Homes Project in their Northpointe community. Total estimated lot value donated to the Benefit Homes Project is \$1,080,000.

community of Lago Mar, Land Tejas has been a constant within the Benefit Homes team. These lot donations have an estimated total value of a whopping \$1,080,000.

"This figure is a huge factor in why the GHBA's annual charity fundraiser has been so

successful," said Will Holder, chairman of the Project. "Al Brende, co-owner of Land Tejas, has shared the vision of the Benefit Homes Project for two decades. His generosity has served the Benefit Homes charities well, beginning with Texas Children's Cancer Center, the Alzheimer's Association, HomeAid Houston, and for the first time this year, Operation Finally Home. We can't thank Land Tejas enough."

Land Tejas donated their lot in Lago Mar for the construction of the 2017 Benefit Home by Westin Homes. Westin is donating construction management of their Carter III Plan. The home is well under construction and anticipated completion is late fall. ■

For more information on the Benefit Homes Project visit www.ghba.org or call 281-970-8970.



Texas Builders Foundation Fall 2017 Academic Scholarship Recipients Announced

The Texas Builders Foundation is proud to announce the recipients of its fall 2017 scholarship awards. Ten outstanding students were selected to receive the Texas Builders Foundation Scholarships:

- Elmer Chandomi, Laredo, Laredo Community College
- Ivan Chavez, Dallas, Lincoln College of Technology
- Isaac Hernandez, Chilton, Texas State Technical College-Waco
- Elijah Washington, Missouri City, University of Texas-San Antonio
- Javier Espinoza, Jr., Los Fresnos, Texas A&M University
- Santos Garcia, Venus, Hill College
- Austin Luchak, Houston, Texas A&M University
- Dakota Miller, Corsicana, Texas A&M University
- Brady Newman, Tyler, Blinn College-College Station
- Adolph Smith, Center, Texas State University

“On behalf of the Trustees, I want to thank the building community in Texas for its support of the Texas Builders Foundation and for the financial commitment that our industry is making in our future. It is an honor to help these young people realize their dream of a higher education, and we look forward to following their academic careers as they work toward entering the construction industry,” said Michael Biggerstaff, Chairman of the Texas Builders Foundation. ■

Dallas BA Remodelers Council to start project to provide service dogs for veterans



The Dallas Builders Association's Remodelers Council has taken on a project for Patriot PAWS project, to remodel a home that will be used to help acclimate veterans with their service dogs.

Headquartered in Rockwall, the mission of Patriot PAWS is to train and provide service dogs of the highest quality at no cost to disabled American veterans and others with mobile disabilities in order to help restore their physical and emotional independence.

A total of 203 dogs have entered the program since its inception in 2006, and there are now 49 dogs in the program. Presently, 72 service dogs have been placed with disabled individuals. The Patriot PAWS success rate for all placed service dogs is 60 percent compared to an industry standard of 10 percent.

Gregory Loudon with GOLOUDON will serve as builder captain for the \$130,000 project on behalf of the Remodelers Council. Material and labor donations are currently being sought.

A Texas Hold 'em poker tournament will be held Sept. 21 as a fundraiser for the project. For details, visit DallasBuilders.com. ■



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Texas Housing Hall of Honor



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Friday, Nov. 17, 2017
JW Marriott Austin Downtown

On November 17, the Texas Association of Builders will induct its 2017 class, install its 2018 officers and honor the 2017 "Of the Year" award winners. Tickets for the black-tie event can be purchased online at TexasBuilders.org.

For sponsorship opportunities contact Angelica Stehling at Angelica@TexasBuilders.org or (512) 476-6346.



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Troy Aikman Stars in New Television Commercials for Acme Brick Company.

Fort Worth, TX - Troy Aikman, former Dallas Cowboy quarterback and winning quarterback in three Super Bowls, is starring in a series of new commercials for Acme Brick Company. The relationship between Aikman and Acme Brick began in the early 1990's.

The new television campaign will begin in July and air across Acme's 14 state footprint in markets including D/FW, Houston, and San Antonio and will continue through 2016. In the first commercial, Troy decides to take the beauty and durability of Acme Brick to the next (inside) level and has a house full of furnishings crafted of Acme brick. A second commercial is planned for release in 2017.

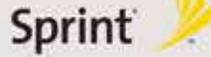
"Our relationship with Troy is great because we have a shared belief in quality and dependability. Troy brings the same professionalism to his role as Acme spokesperson that he did to his role as the Dallas Cowboys quarterback. We couldn't ask for a better person to represent Acme Brick," said Britt Stokes, Acme's Director of Marketing.

Acme Brick Company, the largest U.S. brick company, is a member of the Berkshire Hathaway family of companies headed by famed investor Warren Buffett. Acme was established on April 17, 1891.



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VISIT WWW.THANKAFRAMER.COM

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