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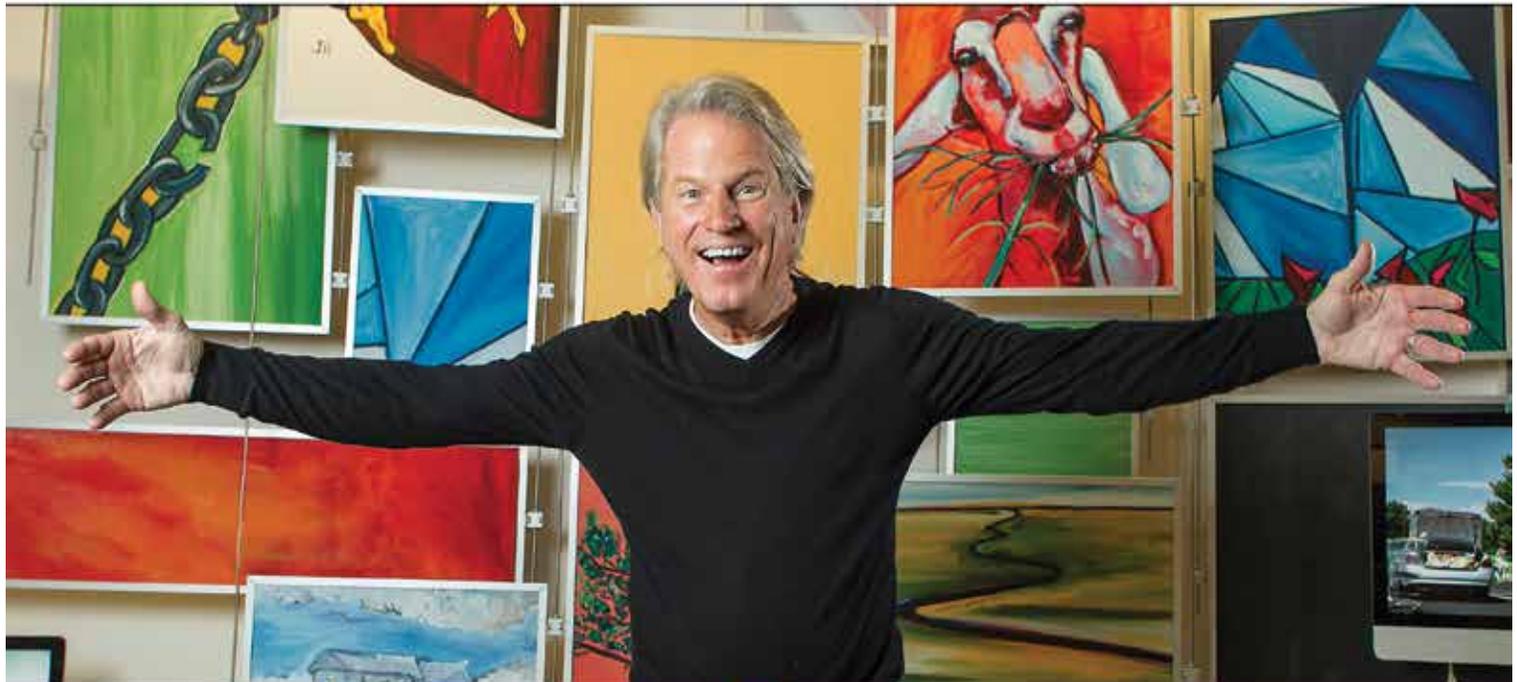
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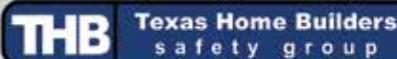
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Justin MacDonald

With 2018 underway, there are several topics that our association will focus on over the next year. Two of the most important will be our membership drive and our government relations agenda for the interim. This issue also updates you on the Texas economy after Hurricane Harvey.

As I wrote in my first column, I'll be addressing current topics from the past few weeks.

What was the biggest take away from the International Builders' Show®?

For me, the biggest take away from this year's event was hearing about the wins that NAHB had regarding the new tax reform bill that was passed into law at the end of 2017. We had many tangible accomplishments, such as retaining the Mortgage Interest Deduction, deductibility of State and Local Property Taxes, maintaining the Capital Gains Exclusion on the sale of a primary residence, keeping the Business Interest Deduction, and retention of the Private Activity Bond Program. But we also had a major intangible accomplishment of raising the profile of NAHB and the housing industry in general. NAHB members and staff were present on Capitol Hill during the debate, and were available to several national media outlets. Watching NAHB's CEO Jerry Howard on CNBC in the middle of the day to talk about how important the home building industry is to the U.S. economy was one of the highlights of that discussion.

For more information about what the new tax law means for our country, go to nahb.org/taxreform. There is a great one-page document

there that summarizes the key changes that matter most to our industry. And of course, consult your tax professional to get advice that specifically addresses your unique circumstances.

Talk about the 2018 Membership Drive that kicks off with training workshops in April.

Our membership numbers do not reflect the fact that we are the strongest housing market in the nation. As an association, we must strive to meet the needs of our members. Being driven by membership, our local associations must focus on increasing our numbers, and hopefully, with the assistance of The Oliver Group we'll be able to surpass the 12,000 mark by year's end. In order to achieve this goal, we must be committed to the number one driving force of any successful organization, selling a valuable product that your target audience is better off having and at a fair price. What makes the "selling" of the association a more difficult task than the sale of a tangible item is that once the product is sold, we must continue to sell its value and its worth. The best way that I know of to measure the value of a product is through its active use. Using the association as a model, the best way to measure its worth is by active participation in meetings, events and activities at your local HBA and at TAB.

I encourage each of you to explore exactly what TAB has to offer. Get out there and get involved and I can guarantee that you will experience firsthand the value your fellow TAB members have seen through involvement in the Texas Association of Builders.

With the new tax laws, how will this affect the home building industry, specifically multifamily?

One of the biggest changes included in the new tax law is the treatment of pass-through income for small businesses. A large number of our members are LLCs and S-Corporations with only a few owners (many are one owner). The new law allows for special treatment of up to 20 percent of the income of these entities, and appears to be more favorable to our small business members than previous law. Our members need to consult their tax professionals to be sure they are taking full advantage of these new tax savings.

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Specifically for the multifamily builders, there are changes in the depreciation rules that allow the owners of multifamily buildings to elect to take their depreciation over either 27.5 years or 30 years, depending on how they choose to deduct their business loan interest. Again, members should consult with their tax professionals to get more information on this and to be sure they are utilizing this deduction to the fullest extent possible.

What will the government relations team be eyeing at the Capitol during the interim?

TAB's government relations team will be vigilant and engaged at the Capitol, during all the interim hearings. We must be alert to the hearings related to disaster recovery in the wake of Hurricane Harvey. Many communities are still struggling to rebuild, and we need to be proactive in finding constructive ways to help in those efforts while being mindful of guarding against additional regulations that increase costs without any measurable impact on the safety and resiliency of structures.

As I wrap up, I encourage each of our members to attend our Winter Board Meetings and the HOMEPAAC Fundraiser at Topgolf in Austin March 21-23. You can register for the meetings, reserve your hotel room at the Driskill and a spot at Topgolf by visiting TAB's website at TexasBuilders.org. Remember that TAB exists because of members like you and for members like you. Let's make it bigger and better in 2018. ■



M. Scott Norman, Jr.

It has been six months since Hurricane Harvey devastated much of coastal Texas, traveling 350 miles from west to east, from Rockport and Port Aransas through Houston to Port Arthur, and was responsible for flooding that occurred 100 miles inland into Fayette County. Although county and city officials and the citizens who were affected by the storm have expressed frustration about the time that it was taking to receive federal and state assistance to help residents recover, we are now seeing that the rebuilding process is well under way.

This issue of *Texas Builder* contains updates on the state of the state post-Harvey, including a Q&A with John Sharp, who is leading the Governor's Commission to Rebuild Texas, as well as an economic forecast as Texas continues to recover from the physical, emotional and economic impact of the hurricane.

Texas and the nation continue to experience a critical shortage of skilled construction workers, and the immediate need to grow our industry's workforce will continue to be a priority for the Texas Association of Builders and our local home builders associations. There is good news. Thanks to the hard work of passionate TAB members in several HBAs, construction

Updates and What's Upcoming

trades programs have been enhanced or added to the curriculums in high schools and community colleges across the state over the last couple of years.

I am pleased to announce the latest success story in this regard. The Deep East Texas Association of Builders, under the leadership of DETAB president Steve Bolt, has formed a partnership with Angelina College and other stakeholders in the Lufkin area, and a new construction trades school will hold its first classes at the college in the fall of 2018. Congratulations to DETAB members and other community leaders for your efforts to make this happen.

I also want to thank the members of the Heart of Texas BA and the HBA of San Angelo as well as the career and technology educators and administrators from the Waco ISD and Howard College-San Angelo who met to share their experience and expertise with Angelina College President Michael Simons and a dozen representatives from DETAB and Lufkin-area ISDs. This grassroots movement and the willingness of those who have been involved in building construction trades programs from the ground up will continue to gain momentum, and I applaud everyone who has been a part of these efforts throughout Texas. Together, we are making a difference!

In April and May of this year, TAB and our HBAs will be focusing on the DIRECTDrive Membership Drive facilitated by Rob and Kate Oliver. At the time of this writing, 20 of our 27 local associations are participating in the drive, and training workshops will be held across the state during the month of April. The membership drive will be held May 23 – 24. For more information, please see the On Council column on page 20.

Your government relations team continues to be actively involved at the State Capitol

by attending and testifying at Senate and House committee hearings and working one-on-one with our Senators and Representatives to continue to educate them on the multitude of issues affecting the Texas residential construction and land development industry. TAB is involved in or monitoring dozens of interim charges identified by the Lt. Governor and the Speaker of the House. A result of the hearings on interim charges will be to help shape the various legislative agendas for the 86th Texas Legislature that will convene in January 2019. As always, we appreciate our volunteer members who share their expertise with both the TAB team and our elected officials as these issues are addressed and debated.

To wrap up, I want to remind you to place two important events on your calendar. TAB's winter committee and board meetings will be held March 21 – 23 at the Driskill Hotel in Austin. Our discounted room block fills up quickly, so make your Driskill Hotel reservations today. And, please register for the meetings at TexasBuilders.org under Calendar of Events. TAB's summer meetings will be held August 7 – 10 and the Sunbelt Builders Show™ August 8 – 9 at the Hilton Anatole Dallas. We will let you know when the room block at the Anatole as well as Sunbelt registration are open.

If you are interested in becoming involved in workforce development efforts, the legislative process and/or the governance of your association, please don't hesitate to contact TAB. We welcome your participation, and our successes are a group effort. There's a place for every member who wants to become actively involved.

I hope that you have a great spring, and I look forward to seeing you in Austin at our meetings in March! ■

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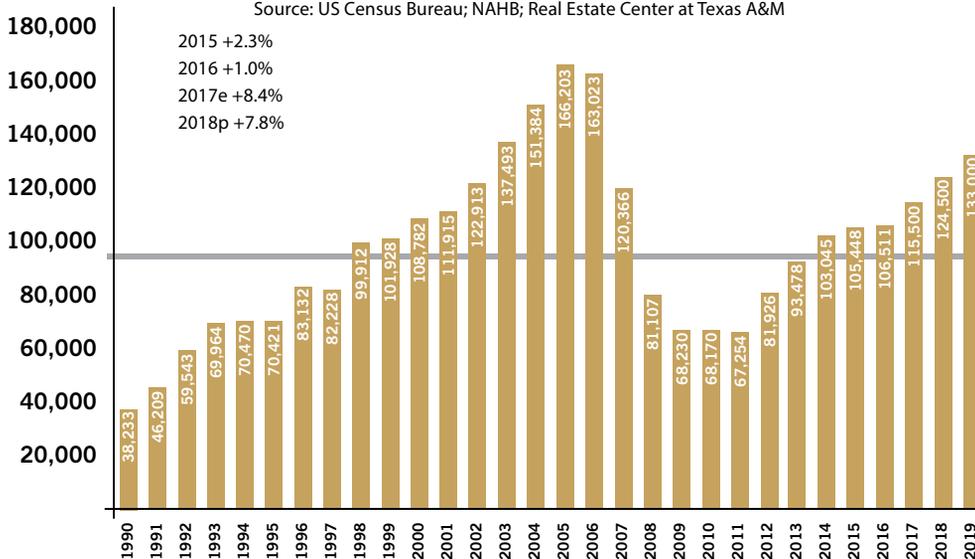
ECONOMIC OUTLOOK 2018: MAINTAINING THE MOMENTUM

Mary Lou Jay

Texas SF Building Permits

1991-2016 Average 95,529/year

Source: US Census Bureau; NAHB; Real Estate Center at Texas A&M



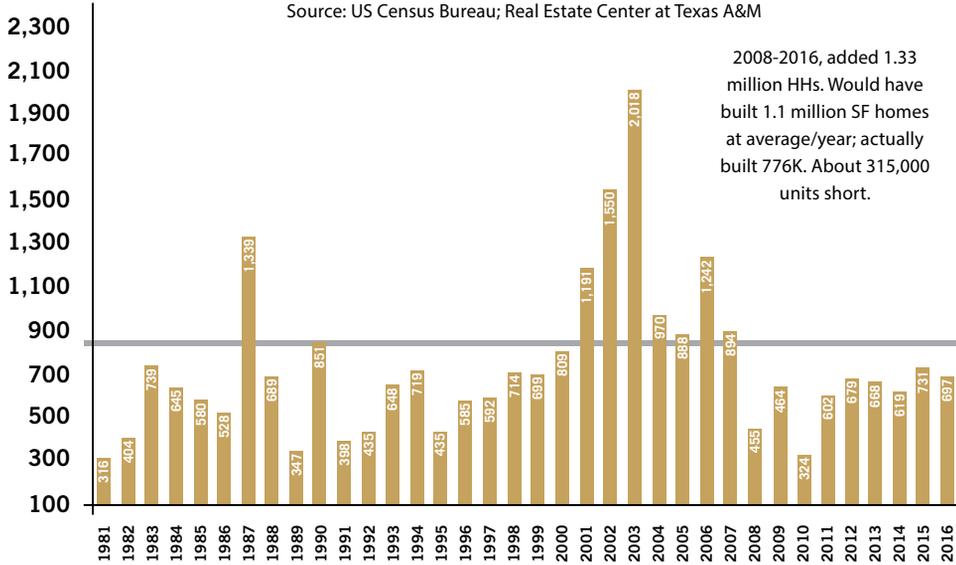
After a good year in 2017, Texas home builders should be able to look forward to more of the same in 2018.

“Texas again led the country in residential construction in 2017,” said James Gaines, chief economist, Real Estate Center at Texas A&M University. “Houston and Dallas, in that order, led in terms of single family building permits for the fourth or fifth year in a row.”

The San Antonio and Austin markets were also very strong in 2017 due to continued robust job growth during the year, according to Eldon Rude, principal at 360° Real Estate Analytics, who tracks real estate

Texas SF Building Permits per 1,000 New Households

1995-2015 Average 820/year
 Source: US Census Bureau; Real Estate Center at Texas A&M



Prices Still Climbing

House prices have risen sharply since 2011, going up about 52 percent, according to Gaines. The 7.2 percent annual average rate of increase during the past six years is unlikely to change in 2018.

“Increasing home prices have been driven primarily by an in supply/demand forces where we have had more demand for housing than we’ve had the capacity to supply. Since it appears we are going to have another strong year in terms of economic growth, I see no real let up in that imbalance, especially in the lower price points below \$300,000,” said Rude.

markets and trends, primarily in the Central Texas area.

The demand for new housing throughout the state continues to be fed by the large number of people moving in. Texas added nearly 400,000 people between July 2016 and July 2017, on top of the 440,000 the previous year. “While about 50 percent of that number is a natural increase from the number of births over deaths, the other 50 percent are people who are moving here from another country or another state,” said Gaines.

A record-setting year for existing home sales also contributed to demand for new homes, since people who sell their previous home are often looking to move up to a new home.

Based on data from single-family home permits, Gaines estimates that builders produced more than 115,000 new homes last year. That’s a good showing, considering the long-term average number of new homes built each year, starting with 1990, is 95,900. But Gaines points out that the industry has not rebounded to the peak it enjoyed in 2005-2006, when home builders permitted more than 166,000 new homes.

That positive trend should continue. “All signs point to the global, U.S. and Texas

economies remaining strong in 2018, and that will certainly lead to strong demand for housing,” Rude said.

Although Texas’ population growth may be somewhat smaller in 2018—perhaps in the 380,000 range—there will still be enough new people moving in to keep the demand for new homes high, Gaines said. In addition, population, employment and income are on pace to increase in 2018, meaning more people should be able to afford new houses.

“I’m projecting total single-family permitting in the neighborhood of 124,500, about 9,000 units (8 percent) more than in 2017. I think that 2019 will be up, too,” Gaines added.

Multifamily construction, on the other hand, may fall off. The market has been strong for many years, but now vacancy rates are going up slightly, occupancy rates are going down and rents are not increasing at the same pace that they did four or five years ago. “The financial side, the lenders and investment funds who made capital available to apartment developers, have backed off somewhat because they have gotten nervous about over-supply,” Gaines added.

Other factors pushing up prices include the increasing cost of land and entitlements. The situation with land is further complicated by the dramatic reduction over the last few years in third party developers for new home lots. “It is still difficult—not impossible, but difficult—for the third-party land developers to find the debt capital to convert raw land into developable lots,” said Gaines. “Because of the Dodd-Frank Act, regulators are looking over the shoulders of the regional and community banks that have been the primary funders for these kinds of developments.” The equity requirement for developers has gone up; instead of 15 to 20 percent equity, they’re now required to have 30 to 40 percent equity, or more. Most developers don’t have that kind of capital.

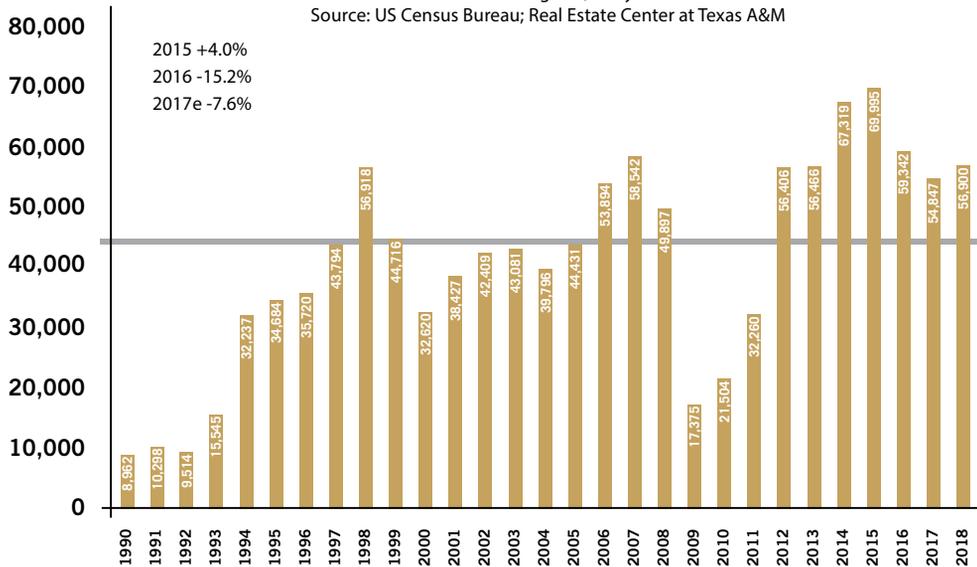
The lack of third-party developers has shifted the business paradigm in Texas during the past eight years, Gaines added. “Now our major land developers are the major building companies like Lennar, DR Horton and Pulte, because they have to have developable land to sell their products.”

That situation has created a challenge for small-to-medium size builders. “They don’t have the financial wherewithal to also develop the land, because land development is a risky business. The cost

Texas MF Building Permits

1990-2014 Average 34,368/year

Source: US Census Bureau; Real Estate Center at Texas A&M



is all up front and all the revenue is at the back end. So it has been difficult for them,” Gaines said. Despite this problem these builders, especially those located in the suburbs of the major cities, are holding their own because the demand for new homes is so high. They may specialize in infill lots, or work with major builders who are willing to sell them some of the lots in their older planned developments and subdivisions.

With fewer young people entering the construction industry and the older workers retiring, home builders are facing pricing pressures on another front. “A major challenge for home builders not only in Austin but throughout the country is the absence of adequate skilled labor. More expensive labor means longer construction times, which also costs the builders more. That ultimately ends up in the price of the home,” Rude said.

“It used to be that if a home builder needed framers, they could get a crew of seven or eight guys. Now they are getting a crew of two or three,” Gaines added. Subcontractors also have more crowded schedules. “If you miss your date for getting concrete poured, it might be two to three weeks before you can reschedule.”

The repair work necessitated by Hurricane Harvey has contributed to this shortage, since some subcontractors are choosing to concentrate on home repair and remodeling work in this area instead of new home construction.

Catering to New Buyers’ Demographics

In the past few years, home builders have had a difficult time trying to accommodate buyers’ requests for new homes in the \$200,000 to \$300,000 range. But Gaines said he has now seen more builders trying to address this need. “The builders are acquiring land further out from the city centers and getting the land developed at a per lot cost that makes sense for building houses in that price range.” These areas have higher density, with perhaps six or seven lots per developable acre, for example, instead of five. While this may work for builders and buyers, communities may not be happy with this solution; they would usually like to see fewer homes per acre rather than more.

Home builders are also seeing more interest in new homes from Gen Ys. “The Millennials are a major cohort and

several key factors, such as marrying later, delaying starting a family and postponing the decision to buy a home, resulted in this group remaining on the sidelines for the first part of the recovery. But now that Millennials have entered their home buying years, they are having a big impact on the market. As they see their friends buying, their confidence to act is increasing,” said Rude.

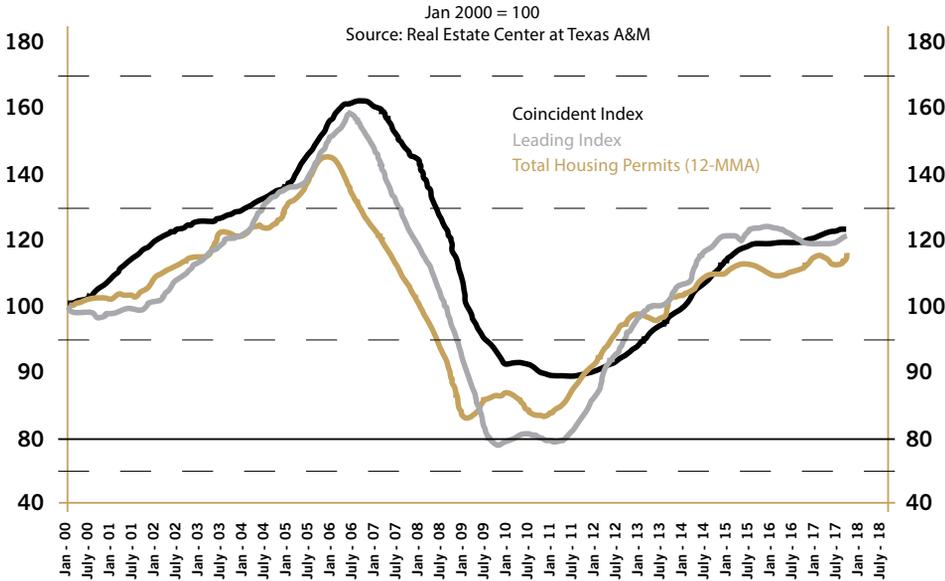
But many of these new home buyers are not like the traditional buyers of the past. “What’s different now, because of the changing workforce, is Millennials’ desire to have urban amenities, and we’re certainly seeing this in the Austin market. Buyers want to be connected and be close to urban centers where live, work and play is an option. Many of them want to live in the cities if they can, especially where you have concentrations of employment near downtown,” he added. “In Austin, for example, Google, Facebook and other tech companies have expanded their workforces downtown significantly, leading to the emergence of more office, retail, restaurants, apartments and condominiums that are easily accessible for the people who want to work and live downtown.”

All of those factors are changing the way that builders look at their products and their communities, Rude said. For example, young people who have children approaching school age may decide to move to a suburb to get into better schools. But builders and developers in those areas are trying to accommodate the Millennial’s preferences by offering more urban amenities in those suburban communities.

Future Impacts

While Rude and Gaines are both optimistic about 2018, they caution that the situation could change if there is some disruption to the economy that affects the course of this long growth cycle.

Texas Residential Construction Leading and Coincident Indexes



"A shock to the economy will be a shock to confidence, and people stop buying if they don't feel confident about their jobs and their financial situations. We've seen it in previous periods of recession and we will see it again," said Rude.

One unknown going into 2018 is the effect that the new tax law's \$10,000 limit on mortgage interest and property taxes might have. Gaines believes that this deduction has never been a decider in a new home purchase. If it does have an impact, however, it will most likely be to buyers of homes in the \$350,000 - \$375,000 and up range, since their interest and tax bills would be more likely to be over the \$10,000 limit.

Mortgage rates are also likely to rise, since the Fed has already announced that it will bump short term interest rates up at least three times in the coming year. Gaines anticipates that the increase will be .25 percent each time.

"By the end of the year, but not for the whole year, the 30-year mortgage rate might reach the 4.5 percent level or maybe a little better," he said. "That's still low by historic standards, and still a very attractive rate." However, the anticipation

of continued rate increases could induce some buyers who have been on the sidelines to make their new home purchase this year.

"History has shown that predictable moderate increases in interest rates do not significantly impact the housing market if home prices are going up, wages are going up and consumer confidence is still high," said Rude. "If something happened to cause a sudden sharp spike in those rates, however, that would likely have a negative impact on the demand for new housing, at least initially.

At some point, the economic recovery and expansion that started nine years ago will have to slow down. Will that be in 2019? "No one has that good of a crystal ball," said Rude. "Those working in the industry and those who study it all know that at some point in time this will change. I tell my clients that it's much easier to plan for the future than it is to predict it. So I always urge them not to lose sight of the fundamentals."

That's a good approach, even if the new home market does continue to be as good as expected during the remainder of 2018 and into early 2019. ■

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TRUMP

Signs Tax Bill into Law

President Trump signed into law landmark tax reform legislation.

“NAHB commends President Trump and members of Congress for their hard work and dedication in crafting this once-in-a-generation overhaul of the nation’s tax code,” said NAHB Chairman Granger MacDonald. “Providing tax relief for hard-working families and creating a more favorable tax climate for small business will make the economy more vibrant and competitive. In turn, this will boost the housing sector, which represents roughly one-sixth of the U.S. economy. Housing not only equals jobs, but jobs mean more demand for housing. For every house that is built, three temporary and one permanent job is created.”

Throughout the tax reform debate, NAHB and its grassroots efforts were at the forefront of the legislative process. NAHB held several meetings with House Ways and Means Committee Chairman Kevin Brady, along with other committee members and staff, while builders engaged with key House and Senate lawmakers in their home districts and at their offices on Capitol Hill.

Thanks to the efforts of the entire Federation, NAHB achieved significant victories on the real estate exception to the business interest deduction, second

homes, private activity bonds, the capital exclusion, and many other provisions.

Under the new law, the majority of taxpayers will receive a tax cut, including working class homeowners and renters, small business owners and our members who are engaged in all aspects of the residential construction sector. Lower tax rates will spur job and economic growth, and that is good for housing.

Here is an overview of the Tax Cuts and Jobs Act, with all changes taking effect for the tax year starting Jan. 1, 2018:

- **Mortgage interest deduction.** Retains the mortgage interest deduction and the deduction for second homes, but reduces the mortgage interest cap from \$1 million to \$750,000.
- **State and local property taxes.** Allows taxpayers to deduct up to \$10,000 of state and local taxes, including property taxes and the choice of income or sales taxes.
- **Capital gains exclusion.** Maintains existing law that allows homeowners to exclude up to \$250,000 (or \$500,000 for married couples) in capital gains on the profit from the sale of a home if they have lived in the house for two of the last five years.
- **HELOC.** Eliminates the deduction for interest on home equity loans.
- **Private activity bonds.** Retains private activity bonds (PABs), which will enable the

Low Income Housing Tax Credit to maintain its effectiveness as the most indispensable tool for the production of affordable housing. Without PABs, we would face the loss of more than 788,000 affordable rental units over the next decade.

- **Alternative Minimum Tax.** Eliminates the Alternative Minimum Tax (AMT) for corporations and increases the AMT exemption amounts and phase-out thresholds for individuals.
- **Individual tax brackets.** Retains seven tax brackets, with rates ranging from 10 percent to 37 percent. This will provide tax relief for individuals and small businesses and represents a tax cut for most taxpayers.
- **Estate tax.** Doubles the estate tax exemption.
- **Carried interest.** Retains existing carried interest rules, but assets must be held for three years.
- **Pass-through deduction.** Allows most taxpayers with pass-through income to deduct 20 percent of that income based on wages or on wages plus a capital element.
- **Business interest deduction.** Provides the taxpayer a choice of making a one-time election for a deduction limited to 30 percent of adjusted gross income; or for real estate, a 100 percent deduction for business interest, but with certain trade offs.
- **Like-kind exchanges.** Preserves the benefit for real estate investors to make tax-free exchanges of property, commonly referred to as “like-kind” exchanges.
- **Multifamily depreciation.** Gives the taxpayer the choice of taking 27.5- or 30-year depreciation, depending on how they elect to treat their business interest.
- **Individual tax provision sunsets.** Almost all individual tax elements – mortgage interest, state and local property taxes, individual brackets, etc. – expire at the end of 2025. Unless Congress acts, starting in 2026 these modifications will revert back to the tax code as it existed in 2017.

Be sure to check with your tax professional regarding details on the new tax law. The above items are offered as general descriptions only and do not constitute tax or legal advice. ■



Bryce Daniel,
TAB Membership Committee Chairman

Growing Membership is Our Number One Priority This Year!

another \$25,000 to this initiative. This \$75,000 will be used to help off-set the costs associated with hiring Rob and Kate Oliver (The Oliver Group) to train our members on the DIRECTDrive approach to membership recruitment and retention.

In 2007, TAB hired the Oliver Group to hold training workshops and work with the local HBAs on the membership drive days. The results were phenomenal. Statewide, we increased our membership by 24 percent! We became 14,000 members strong and the second largest home builders association in the country. A trade association of this size, consisting of industry professionals from every area of the state gives us tremendous clout at the Texas Capitol, before state regulatory agencies, at the county commissioners' courts, at city halls and other local bodies that oversee our industry.

When the recession began in December 2007 and ended in 2009, we saw a decline in our membership numbers. Normal attrition in an association is expected and easily overcome, but the recession hit our association hard, and we have not recovered. For the last several years, TAB's membership has hovered around 9,500.

As I mentioned earlier in this column, we are building more homes – both single and multifamily – than any other state in the country, and with hundreds of new residents moving to Texas every day we will need to continue to keep up the pace to house our citizens. If every builder in the State of Texas were a member, we would once again find ourselves in the enviable position of proving that the individuals who are a part of our industry are committed to working together toward a common goal: to ensure that the citizens of the State of Texas have access to quality, affordable housing.

I want to stress the importance of growing our associate membership. Our product and service suppliers are also industry professionals, and are important in helping our association meet our goals. Together, our builder and associate members serve as the voice of housing in Texas.

So, that brings me back to the DIRECTDrive membership drive. I am asking each and every one of you to commit to participating in the training workshop in your area and, more importantly, to showing up at your local home builders association May 23 and/or 24 to give at least two hours of your time to recruit new members. The trainings will provide you with all the tools you need to have a successful drive. And, although it is not realistic that every member will attend a training workshop, your HBA staff and leadership will help you use the DIRECTDrive method to assist your HBA in growing its membership.

I am honored to be the 2018 chairman of the Texas Association of Builders Membership Committee, and I am committed to attending at least one training workshop, spending as much time as I can at my local HBA recruiting members over the two-day drive, and serving as your head cheerleader as we work together to grow and strengthen our association.

There is strength in numbers, and I challenge each and every one of you to be a part of this effort! For more information about your local HBA's training workshop and membership drive, please contact your local HBA executive officer or the Texas Association of Builders. ■

Aaron "Bryce" Daniel currently serves as the volunteer chair of TAB's Membership Committee. He is the owner of Aaron Daniel Homes of West Texas, LLC in Lubbock, Texas.

Membership is the life-blood of the Texas Association of Builders and its 27 local home builders associations across the state. A strong, vibrant membership has a powerful impact on the association's goals. These include advocating for or against legislation, raising awareness and educating the public on the residential construction and land development industry, and promoting the value of a strong housing industry and its economic impact to the Texas economy, to name a few!

Every year, TAB and the local HBAs hold a statewide membership drive. In recent years, the drives have not significantly improved our numbers statewide, although a few local HBAs have held very successful drives. For several years, Texas has led the nation in housing starts – we have the strongest housing market in the nation – but those numbers are not reflected in TAB's membership numbers.

Last year, the Texas Association of Builders was awarded a \$50,000 grant from the National Association of Home Builders to hold a membership drive facilitated by an outside membership marketing group. In order to receive the grant, TAB committed

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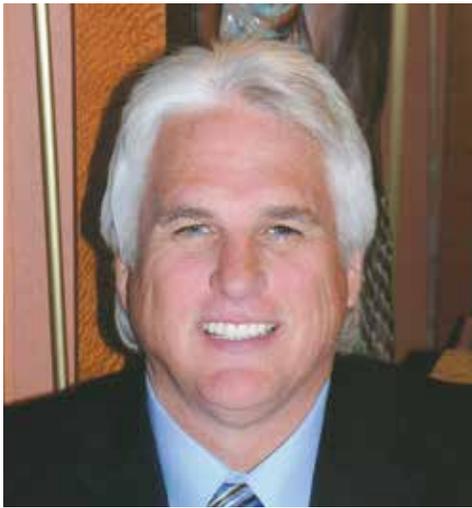
Without HOME PAC's active political participation, decisions affecting the future of the residential construction and development industry will be influenced by outside interests and activist groups, many of whom represent interests directly opposed to our own. It is only through the voluntary contributions of our members that HOME PAC can help preserve a positive political climate for the home building and land development industry in Texas.



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Gene Lantrip,
HOME PAC Board of Trustees Chair



NEW Year, NEW HOME PAC Goals!

Primary election season is here! TAB fully understands that now is the time to maintain the year-round obligation to educate our elected officials about the home building industry. With half the Texas Senators and all of the Texas House of Representatives up for reelection, it is time to make sure you vote for the most qualified person to represent your needs. Texans now have a stronger voice than ever. These elected officials represent

your hometown, your school districts, and your businesses. Get out and vote!

To remain vigilant and current on election news, and to receive important voting reminders, be sure to sign up for alerts through the TAB Advocacy & Action Center at www.TexasBuilders.org or on TAB's Facebook page under the "Take Action" tab. Important election dates are in the box.

We are also excited to unveil the 2018 HOME PAC pin. The blue and golden saw blade represents the fact that Texas continues to lead the nation in housing starts and housing affordability. The "TAB '18" that is engraved on the saw blade represents your association's continuing efforts to accurately represent the well-being of your business in the residential construction and development industry.

Wearing the pin proudly represents your dedication to your industry, to your association, and to your state.

Buy a HOME PAC pin from your local home builders association and wear it proudly. Purchasing a pin through your local HBA will also help it meet its 2018 HOME PAC goal.

TAB is ready for the new 2018 HOME PAC goals! HOME PAC funds are used to help elect candidates to office who are committed to meeting the housing needs of Texans. Fundraising is critical to having a successful PAC and it starts at the local level. Each association has a new 2018 HOME PAC goal which is based on the membership numbers and multiplied by \$25. With election season in full swing, it's time to focus on fundraising for HOME PAC so that once again, we can continue to exceed our annual goal and represent the Texas home building industry.

Through hard work and the dedication of members and local home builder associations, HOME PAC was able to meet 123 percent of the 2017 fundraising goal. The 18 local associations who met or exceeded their 2017 goal will be

2018 Important Election Dates

Primary Election
Tuesday, March 6, 2018

Primary Runoff Election
Tuesday, May 22, 2018

Last Day to Register to Vote for the General Election
Tuesday, October 9, 2018

General Election
November 6, 2018



THANK YOU!

NAHB Chairman Granger MacDonald

The state of Texas and the nation, owes a debt of gratitude to Granger MacDonald, a Kerrville native Texan who has been a Texas-based builder and developer with 40 years of experience in the home building industry. MacDonald was the 2017 Chairman of the National Association of Home Builders, but he has been active in the NAHB leadership structure at the local, state, and national levels throughout his career. Having served on the NAHB Board of Directors for more than 30 years and being elected president of the Texas Association of Builders in 2010, he has been a major part of the building industry for many years. Thank you for your distinguished service as 2017 Chairman of the National Association of Home Builders. Your efforts to preserve and promote the American Dream will be your legacy and leave a lasting effect on future home buyers and the building industry nationwide.



presented with a plaque at the upcoming Winter Board of Directors Meeting.

Also coming up at the Winter Meetings, there will be an opportunity for you to contribute to HOMEPAC by showing off your golfing skills. HOMEPAC is sponsoring an evening at Topgolf – an event that was a resounding success before, and was heavily solicited as a return fundraiser. The event will benefit HOMEPAC, so invite some friends for what will surely be an enjoyable night. Be sure to see the ad for the Topgolf Fundraiser on page 32 of this *Texas Builder* edition.

Congratulations to all HBAs that exceeded their 2017 HOMEPAC goals. ■

For more information, or to contribute to HOMEPAC, please visit www.texasbuilders.org/government-affairs/HOMEPAC.

Gene Lantrip is the volunteer chair of HOMEPAC, the political action committee of the Texas Association of Builders. He is the owner of Lantrip's Custom Homes.

CONGRATULATIONS to the Local Associations that met 100% of their HOMEPAC Goals!

%	ASSOCIATION
409%	El Paso Association of Builders
281%	Big Country Home Builders Association
220%	Permian Basin Builders Association
206%	Deep East Texas Association of Builders
190%	Home Builders Association of San Angelo
171%	West Texas Home Builders Association
156%	North Texas Home Builders Association
154%	Dallas Builders Association
140%	Tyler Area Builders Association
125%	Hill Country Builders Association
117%	Home Builders Association of Grayson, Fannin & Cooke Counties
116%	Temple Area Home Builders Association
113%	Greater Fort Worth Builders Association
111%	Texas Panhandle Builders Association
103%	Greater Brazos Valley Builders Association
103%	Builders Association of Victoria
100%	East Texas Builders Association
100%	Greater Houston Builders Association



John Sharp, Commissioner,
Governor's Commission to Rebuild Texas

First and foremost, congratulations on being selected by Governor Greg Abbott to chair the Commission to Rebuild Texas following Hurricane Harvey that devastated the Texas coast in August 2017. As background for our readers, please explain the role and responsibilities you have leading this commission.

The commission has taken a “bottoms up” approach to the recovery, making sure the mayors and county judges, who are making the decisions for their local constituents, are aware of the federal requirements to getting aid.

Governor Abbott stated, “We need to rebuild Texas ahead of schedule, under budget and with a friendly smile of constant consumer service.” How are you and the commission assessing Harvey-affected communities and advocating for them at the state and federal levels?

Instead of spending millions on consultants, as some states did in past storms, the commission has employed the Texas A&M System’s network of county agents and our government relations staff to communicate

the needs of local officials to state and federal authorities. Our county agents are able to help their neighbors in the communities where they live and work and provide an invaluable service to the state.

While you served in the Texas Senate and Texas House of Representatives, your district was coastal. What are some of the challenges for your district’s communities in preparing for natural disasters along the Gulf Coast?

No one has witnessed a storm like Harvey in North America, given the size and duration of the storm, as well as the immense area damaged, either by historic flooding or high winds. The Governor has stressed that, as much as possible, we future-proof new or repaired structures to lessen the impact of future events.

Following Hurricane Harvey, there have been thousands of volunteers helping in the recovery effort. Yet, with a critical shortage of skilled construction labor, how is the commission going to provide to the impacted communities a solution to the lack of workers to help rebuild Texas?

Any potential labor shortage is created by the immense size of the storm. I think we can eventually help with workforce training through the Texas A&M Engineering Extension Service.

Counties across Texas have ample land-use and flood plain authority, although proper implementation and enforcement are necessary. What is the commission looking to do to limit government while ensuring that home and business owners are safe but not burdened by over-reaching regulations?

It will be up to local officials and the Legislature to strike the balance between

those competing interests, but the Commission will compile the findings of its experts on best practices for the Legislature’s consideration.

With Governor Abbott splitting the long-term recovery efforts between the General Land Office and the commission, how much of the money will be allocated to home building and repair versus infrastructure repair and building?

The General Land Office and FEMA are in charge of temporary and permanent housing solutions, while the commission is focused on public infrastructure, such as schools, civic buildings, roads, etc. It is too early to know how the money will be split because we are still awaiting more appropriations from Congress.

In 2005 you were appointed by then Governor Rick Perry to chair the Texas Tax Reform Commission, which fought to replace the corporate franchise tax. How does that experience of chairing a 24-member panel help you in your recent appointment to chair the Harvey rebuilding effort?

Any large-scale effort like this creates a need for people to set aside their differences and work together. I’ve been that in every major project I’ve undertaken in my public career.

You are familiar with all government levels, the intricacies of state finance and the needs of communities following disasters. How are you approaching federal funding agencies and the State Legislature in trying to cut through red tape to expedite the recovery process from a budgetary perspective?

My greatest ally has been Gov. Greg Abbott, who has quickly and decisively responded when regulations or other impediments were slowing the recovery response.

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Hurricane Harvey was one of the largest catastrophes in Texas history. What can the commission do to work with mayors and county officials to receive the assistance they need quickly and effectively while ensuring that the use of public funds is efficient and responsible?

Communications is key. We've used the Texas A&M System's network of county agents to stay in daily contact with local officials, getting answers to their questions and responding to their needs as quickly as possible. The commission also has had a series of meetings across the region, including many with the Governor. Finally, local officials submitted a list of their public infrastructure needs – initially \$61 billion — that the Governor and I delivered to our

Congressional delegation and members of the Administration. We continue to make our case for more federal funding.

Since being appointed to lead the Governor's Commission to Rebuild Texas, you've been outspoken on certain insurance companies and land practices. How can the commission and other groups begin to work toward a positive solution as the recovery operation continues in 2018?

When I hear of someone trying to take advantage of storm victims, I refer it to the Attorney General for investigation. The governor has given me a large megaphone and I haven't hesitated to use it when I think a problem isn't being addressed. ■

BIOGRAPHY

John Sharp

Chancellor, The Texas A&M University System

As Chancellor of The Texas A&M University System, John Sharp leads one of the nation's largest university systems, including 11 universities and seven state agencies. He has served in this position since September 6, 2011.

Chancellor Sharp has spent more than three decades in public service.

He earned a bachelor's degree in political science from Texas A&M University in 1972, where he was student body president and a member of the Corps staff of the Corps of Cadets. Upon graduation, he was commissioned as a second lieutenant in the United States Army Reserves. In 1976, while working full-time with the Legislative Budget Board in Austin, Sharp received a master's degree in public administration from Southwest Texas State University.

In 1978, he was elected to the Texas House of Representatives and was named "Outstanding Freshman" by *Texas Monthly*. He won a seat in the Texas Senate in 1982, where he served on the powerful Senate Finance Committee, and was elected to the Texas Railroad Commission in 1986. He was elected state comptroller in 1990 and re-elected in 1994.

Chancellor Sharp has been married to Charlotte Han of Austin since 1978. They have a son, Spencer; a daughter-in-law, Brigitte; and a daughter, Victoria.



Dan Markson
The NRP Group

FLATS AT BIG TEX: BUILT OFF HISTORY WITH UNIQUE MODERN SPACES

By Jessica Hovel

THE NRP GROUP
WWW.NRPGROUP.COM

Local HBA Affiliation:
Greater San Antonio BA

Featured Project:
Flats at Big Tex

Project Location:
San Antonio, TX

Senior Vice President:
Dan Markson

Every project starts with a vision. In the case of Star Award-winning Flats at Big Tex, the vision started with a Starbucks.

As Dan Markson, the Senior Vice President of the national developer NRP Group, explained, "I was out with my business partner, J. David Heller, and he had a vision as we were driving of a Starbucks floating down to the corner of this street. Now, we didn't want to build a Starbucks, but he realized that community inviting

hotspots were popping up in the neighborhood, and that we could benefit from those and really make something happen there."

Dan credits J. David Hall and several others, including his friend and local developer, James Lifshutz, and Charlie Lloyd, of having a vision of how the area could be transformed into the progressive development community now known as Flats at Big Tex. NRP worked right alongside their lenders and investors for a year before the



historical building on the site in a bright pastel color. It caught the attention of a lot of people, including Dan, who went with James for a hardhat tour of the area. “We were up on the roof and I said to James, ‘Just picture a two-sided street with buildings on both sides,’ and he said to me, ‘I have some drawings for you to look at,’ and it took off from there.”

Dan again credits everyone involved with the Flats at Big Tex for seeing things that weren’t there yet, and gives credit to James, whom he says pushed the envelope of what could be done there.

Flats at Big Tex is located on the banks of the San Antonio River and features unique spaces that range from affordable studio apartments to upscale townhomes. This range is deliberate, as Dan wanted to have a unique space for anyone who showed up, “More unique spaces are in higher demand.” He explains that it used to be that everyone, himself included, had the same dream home - a split style ranch with a wrought iron staircase, beige walls, red brick exterior, evergreen bushes out front, white roof, and a four-door blue and white Chevy Impala in the driveway. “It’s not like that anymore. The more unique the space is, the higher in demand it is nowadays.”

“To quote my dear friend James’ late father Bernard Lifshutz, who was one of the great urban pioneers for San Antonio, ‘You can rent 10 of anything.’ That’s the basis of modern apartments here at the Flats. Renters these days want unique spaces.”

This mindset has made the Flats at Big Tex successful because people aren’t paying for the beige apartment with the same floorplan as those next to them. The people who live in the spaces are paying for the different view, different angled walls, different units entirely than those next to them. They aren’t paying for the same unit; they are paying for their own unique space they call home.

Flats at Big Tex delivers the new dream with 30 different unit types, and spaces for a wide range of budgets. There are brightly colored, angled walls, different island styles in every kitchen, and different countertop styles in the master bathrooms. Each space is tailored to the unique individual who lives there. “We wanted unique spaces to fit the higher demand for them. People aren’t realizing that the target market is Millennials and Empty Nesters, and both of them are looking for that special space that isn’t the same as the person’s next door.”

With those two groups as the target markets, it brings about diverse income band opportunities. The Flats at Big Tex offers an environment of diversification that makes the building vibrant. Empty Nesters can read their Teddy Roosevelt biographies on the roof by the pool in peace in the afternoon, and then go to the common area and enjoy a party with the Millennials in the building in the evening. “We need to pay attention to including a diverse band of incomes in unit types. That was one of the secrets for the Flats at Big Tex. Someone can hang out in a studio who has a lower income, and they can

closing to create the project. “I don’t ever remember working with the lenders and investors at the beginning of the planning process. But since it was such an iconic site in San Antonio we wanted them all involved from inception. You’re told not to let the foxes in the henhouse, as it were, but it payed off immensely for us and the process of working right beside them was really great.”

Charlie had previously assembled nine acres and painted the front of a



live in the same place as a townhouse renter with a family and higher income. It makes for a very cool environment."

Dan laughs it off that the construction process had only the small challenges of the railroad, the river, and a small cleanup process. "But other than that it was easy."

"The proximity to the railroad and the river were issues early on. We had to buy the street from Union Pacific, who was very cooperative, so that they couldn't potentially park their train cars there. We were the first development to build near the new San Antonio river walk, and they had to work out ways to ensure water wouldn't pond up on the trails that were put in earlier." This included having to change some of the elevation around the river and walkways and move the trails around a little, but the end result is a great view and easy access to the river from the Flats at Big Tex.

There was also the small project of cleaning up the different things on the site that were leftovers from the industrial times. The Big Tex Granary was opened in 1917, and although

"Flats at Big Tex delivers the new dream with 30 different unit types, and spaces for a wide range of budgets. There are brightly colored, angled walls, different island styles in every kitchen, and different countertop styles in the master bathrooms. Each space is tailored to the unique individual who lives there."

it's been closed for decades, an award winning environmental clean-up team was brought in to ensure the area was up to the current safety code. With the historical background, along with several historical neighborhoods surrounding the property, NRP had to keep in line with the Historic District's standards. Dan credits the construction superintendent, Mark Green, with keeping the site very safe for everyone involved.

The construction crews, which included Dan Hall, Casey Cornwall, Phil Brown, and Dustin Thick were phenomenally good sports about everything and kept the site on track and safe. Along with the living areas, a garage, a podium, and five other buildings were constructed on the site.

Dan is proudest of the authentic features that go with the historic building. "We put modern amenities in an authentic neighborhood setting and built off of

the history of the neighborhood." Inside everyone's closet, bathrooms, and kitchen, they create a person. Every different unit someone walks into at the Flats at Big Tex has different kinds of coffee, shoes, soaps, and different decoration aesthetics that make every resident their own person. People walk in and can say, "Yeah, this is who I am." Brand authenticity to the person who lives there was one of the revolving points NRP wanted to hit home while building the Flats at Big Tex.

When the project was completed, Dan wanted to ensure the Flats would be their own unique community. "I didn't want people to say 'Yeah, I live right off the highway on the corner next to the Super Depot behind the Quick Tacos.' That's not the internal imagery of people these days. I wanted people to be able to say, 'Yeah, I live in Southtown on the river in Big Tex.'"

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Susan Wright,
Government Relations Committee Chair



As the new Chair of the TAB Government Relations Committee (GRC), I enter 2018 humbled and excited about the honor to lead this vital committee into the next regular session which will convene in January of 2019. As you may know, the GRC sets policy for our Association and stays abreast of the numerous legislative and regulatory issues that impact our industry. As you can imagine, the range of issues is extensive and requires a great deal of time on the part of both members and TAB staff. I look forward to this challenge and understand the importance of protecting our industry and keeping housing affordable across our great state.

The Texas Legislature is currently in its “interim” period, meaning we are in between Texas’ regular legislative sessions, which begin in January of odd numbered years and last for 140 days. During the interim, state agencies generally pass new rules based on recently enacted legislation, and pursue their regular regulatory business. The interim also allows Legislative members to return home and remain ac-

tive in their respective districts. Furthermore, the interim allows the Legislature to study policy issues in depth through committee hearings, without filing bills and enacting legislation.

As part of that study process, the Lieutenant Governor and Speaker of the House release “interim charges,” or topics, for the Senate and House to review. In October, Lieutenant Governor Dan Patrick and the Texas House of Representatives Speaker Joe Straus released the interim charges for the Senate and House Committees. Through those charges, committees are instructed to review and issue recommendations before the start of the Texas Legislature in January 2019, and will conduct hearings and solicit testimony from interested parties on these issues. Typically, the recommendations made by the committees are a good indication of what legislation will be filed during the next session. With the tragic incidence of Hurricane Harvey in August, there have been numerous charges revolving around Harvey, as well as many important issues facing the home building industry.

Your TAB government relations team and lobbyists will monitor, testify and interact with the committees on various topics, and remain engaged throughout the process and into the next legislative session. With the breadth of issues that affect our industry, you can be sure that the team will remain busy for the remainder of this interim. The following is a shortened list of some of the more important interim charges that will be closely monitored by the GRC and your TAB staff.

SENATE

Agriculture, Water & Rural Affairs Committee

- **Regulatory Framework of Groundwater Conservation Districts and River Authorities:** Study and make recommendations on the regulatory framework for managing groundwater in Texas to ensure that private property rights are being sufficiently protected. Study the role of river authorities and groundwater conservation districts including the state's oversight role of their operations and fees imposed.

- **Study and make recommendations on how to move forward with water infrastructure projects** in the State Water Plan that will help mitigate floods through flood control, diversion, and storage projects. Evaluate plans for a possible third reservoir in addition to Addicks and Barker to control and alleviate additional flooding in the region. Additionally, review the current status of reservoir projects in Texas. Examine opportunities for coordination between federal and state agencies to develop flood mitigation infrastructure, and the ongoing maintenance and restoration of critical dam infrastructure.

Business & Commerce Committee

- **Licensing and Fees:** Review licensing requirements and fees imposed on entities within the committee's jurisdiction. Make recommendations for state licenses and fees that should be reduced, repealed or transitioned to private-sector enforcement.
- **Study infrastructure security and energy restoration post weather events.** Identify ways state government entities can help utilities more effectively stage pre-hurricane mobilization crews for managing resources before an event.
- **Examine state mortgage requirements** regarding the notification of home buyers on their need for flood insurance in flood plains and flood pool areas and make recommendations on how to better inform consumers.

Intergovernmental Relations Committee

- **ETJ Limitations and Notice:** Review the existing regulatory authority granted to home-rule municipalities within the extraterritorial jurisdiction (ETJ), including practices used by cities to expand ETJ boundaries, and whether

proper notification is provided to property owners added to a city's ETJ following an annexation proceeding. Determine the limitations that need to be placed on a city's authority within the ETJ to better protect the private property rights of individuals and landowners, and ways to notify individuals of the impact of being within a city's ETJ. Develop a statewide rule and minimum requirements for such notifications.

- **Housing Affordability:** Examine issues that impact housing affordability, including the effect of local government taxes, fees, and mandates. Evaluate the cost of purchasing a single-family residence in different parts of the state, factoring in the impact of local rules and regulations, to identify matters of policy with the greatest influence, and identify ways to increase transparency and awareness prior to the adoption of costly local ordinances or orders.
- **Special Purpose Districts Bond Reform:** Study the state agency review of tax exempt bonds issued by special purpose districts and public improvement districts used to finance water and sewer infrastructure in new residential and commercial developments. Examine the disparities that exist between the feasibility review of water and sewer bonds backed by property-based assessments and those backed by ad valorem taxes, and make recommendations that ensure the continued stability of the Texas tax-exempt bond market by requiring all districts to undergo appropriate reviews prior to issuance.

Select Committee on Property Tax Reform

- **Tax Rate and Appraisal Reform:** Evaluate the effective tax rate and rollback tax rate calculations and identify

modifications that would yield a rollback process that is meaningful for local governments and for citizens. Evaluate whether the current rollback election trigger serves modern objectives.

HOUSE

House Committee Business & Industry

- **Evaluate the adequacy of the workforce** currently available to the industries responsible for rebuilding the state's key infrastructure as well as residential and commercial properties damaged by Hurricane Harvey. Specifically, examine the labor needs within the construction industry and skilled trades and determine if local or state licensing requirements and regulations are an unnecessary barrier to the ongoing success of post-Harvey recovery. (Joint charge with the House Committee on Licensing & Administrative Procedures.)
- **Review all existing law concerning consumer rights and protections,** including but not limited to statutes that address deceptive practices, landlord/tenant agreements, and homeowner/contractor disputes. Determine whether the provisions offer adequate guidance and protections in disaster and recovery situations.
- **Monitor the status of the Texas workers' compensation system,** including existing policies on compounded pharmaceuticals and designated doctor assessments. Review recent trends in employer participation in the system.

House Committee on Defense & Veterans Affairs

- **Assess ways the State of Texas can further aid federal military installations** and their communities to

minimize the negative consequences of a Base Realignment and Closure round by the federal government.

House Committee on Economic & Small Business Development

- **Evaluate the ongoing and long-term workforce needs** of the state's businesses and industries. Determine whether state resources are adequate to address shortages and assist with closing existing or future gaps in workforce readiness and skills to ensure the continued economic security and success of the state.

House Committee on Insurance

- **Examine the effect of Hurricane Harvey** on the insurance market in Texas. Include an evaluation of the status of the

Texas Windstorm Insurance Association and Texas FAIR Plan Association, and of the impact of Harvey on the ability of these residual markets to achieve their statutory goals and meet the needs of their policyholders. Examine possible gaps and vulnerabilities in insurance coverage brought to light by Harvey and recommend ways to address these issues.

House Committee on Special Purpose Districts

- **Evaluate the impact of Hurricane Harvey on residential communities** within special purpose districts and districts' capacity to respond. Review the role and adequacy of the districts in emergency preparedness and response. Make recommendations for strengthening districts' emergency operations.

- **Review the statutes and procedures** related to state approval and oversight of water district bonds that finance utility, infrastructure, and other projects. Identify opportunities for improving the state's oversight of bond issuance and make recommendations for statutory changes.
- **Investigate the feasibility of dissolving special purpose districts** and determine if there are criteria that would make dissolution acceptable. Make recommendations for codifying the dissolution requirements and procedures. ■

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.

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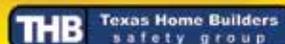
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McCOY'S BUILDING SUPPLY

Supports its Communities and Employees in the Wake of Hurricane Harvey

Karen Knudsen

McCoy's Building Supply has always been an active partner and sponsor of many organizations throughout the state of Texas, including Habitat for Humanity, Boy Scouts, FFA, 4H, and Operation FINALLY HOME. Their partnerships and community involvement revolve around helping people stay in the homes that they are in, as well as helping provide shelter for those don't have homes. From small projects like building a wheelchair ramp onto a home, to large projects like a 27-acre housing project for the chronically homeless, McCoy's has been there to donate supplies and help support those in need.

As Hurricane Harvey approached the coast of Texas this past August, McCoy's Building Supply was preparing to respond to the needs of victims, first responders,

and volunteers in affected areas. MJ Toops, McCoy's Digital Marketing-Communications Specialist, was pleasantly surprised at McCoy's reaction time to the storm. "The urgency and how quickly our teams were able to react was impressive to me. As soon as we knew these things were starting to happen, we were putting plans in place to help out people as much as we could," she said. Meagan McCoy Jones, Executive Vice President and Chief Operating Officer for McCoy's Building Supply, explains how they prepared for people's initial needs as Hurricane Harvey went through. "The storm seemed to have formed so quickly and so strongly. We have a whole pragmatic action plan that got initiated Thursday, and by Thursday night, trucks, RVs, fuel, ice, and water were all traveling to be staged a little north of Corpus. We were at the office Saturday night and Sunday morning packing up food

and lunches so that Sunday we could take people food." All of these efforts came from the work of volunteers who were eager to help out in any way that they could.

In the initial aftermath of the storm, many McCoy's locations helped out by gathering cleaning supplies and donating them in McCoy's yellow five-gallon buckets. The employees wanted to help out in any way that they could and didn't want the need for cleaning supplies to go overlooked. Jones shared, "I know that's a smaller donation in a way, but it was something that different stores were trying to do as quickly as possible because with Harvey there was an urgent need to have something to start cleaning up the mud and mold."

McCoy's Building Supply also wanted to help their clients and the communities



affected in a more long-term way that corresponded with their company mission of housing assistance, so they put together and advertised a discount plan for customers. Jones said, "If you walk in off the street, it doesn't matter if you are a professional builder or just a person who had a house flooded and you're in a situation, and you say, 'I've been affected by Hurricane Harvey,' you automatically get a discounted price. It's possible that that got taken advantage of, but we made this choice because it's a horrible decision to not do something to avoid being taken advantage of when it's at the expense of so many people who really need it."

In addition to discounting supplies, McCoy's is helping their customers who have lines of credit to pay back by giving them the time they need to get their affairs in order with insurance claims before worrying about paying them back for materials. "We were able to take things case-by-case to make decisions about how do we make sure we are giving you, the customer, the time you need to get your affairs in order, knowing that things

can just take a while. When you're a private and family owned business, it makes it pretty easy to do that. I believe that we are at our best taking care of the people we are closest to, and it's not necessarily in flashy ways; it's taking things one at a time to figure out how do we get you what you need," Jones said.

Another small way McCoy's helped out Hurricane Harvey victims was by providing storage space for supplies that came in all the way from Delaware. The Home Builders Association of Delaware gathered enough donations to fill two 26-foot box trucks that were then driven to the Brazos Valley by Two Men and a Truck, who volunteered to make the delivery. Jones said they were happy to help with the donations and that it was a no-brainer to offer their warehouse space. "A bunch of people in Delaware had gathered together products that they wanted to donate and had arranged for those products to be received. So, we staged them at one of our yards where they could be coordinated and shipped out to victims. In that way, that's not a big

deal for us. You know we have the storage space and the man power to unload the donations, but it's nice to be able to be helpful. Sometimes the logistics is what makes something complicated."

Internally, McCoy's made sure to take care of their employees that were impacted by Hurricane Harvey. 14 of their store locations and 137 employees were impacted by the hurricane. The biggest way McCoy's was able to help its employees was through the Dennis P. McCoy Employee Crisis Fund, a 501(3)(c) operated by McCoy's employees. The crisis fund raises money largely from employees, family members, and a few outside sources, is managed by employees, and provides grant money to employees during times of emergency or financial need. The fund gave out over \$230,000 to the 137 McCoy's employees affected by Hurricane Harvey. The grant money allowed people to buy basics like food and clothing, get a short-term apartment, buy new equipment, or anything else they needed to get by during the aftermath of the storm. The employees managing the fund had to, in a short amount of time,

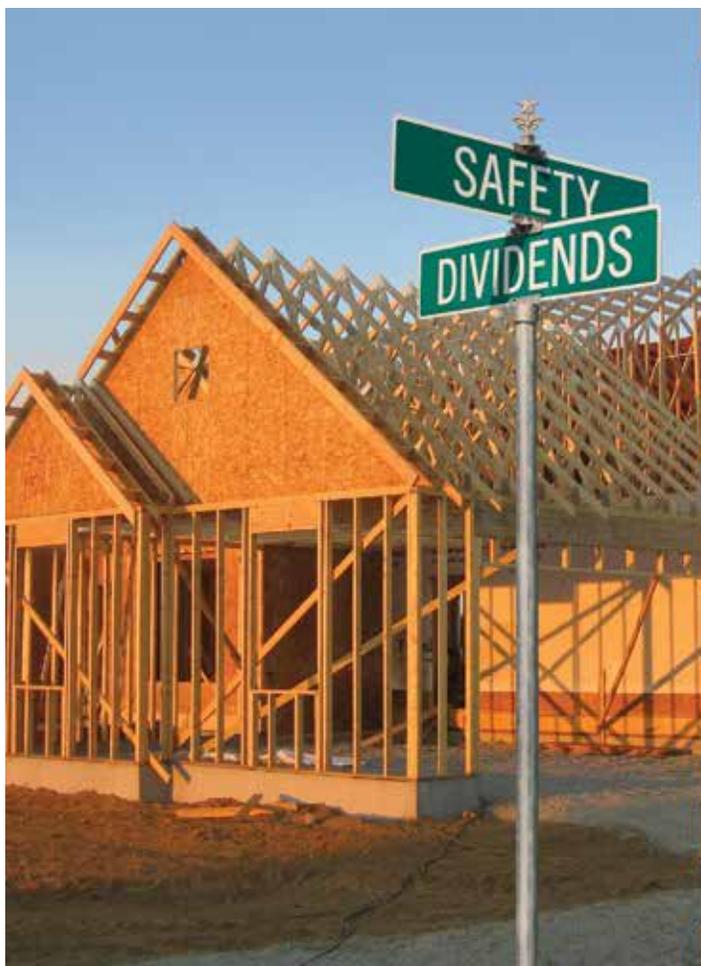
reconfigure the application process to allow for the large number of people who needed assistance. Jones shares, "I give my biggest and deepest appreciation to how quickly they were able to respond to that group of people."

They also allowed their employees to have a line of credit at McCoy's with no interest or payments required until this February to purchase materials, at cost, for their own repairs. Additionally, McCoy's arranged for each employee affected to have two people assigned specifically to them to help them through the aftermath of the hurricane. One person was for walking people through applying with Red Cross money, applying with FEMA, and finding local sources of physical and emotional support. The other person was there as a friend to check in on them at least once

a week. Meagan Jones expresses how important supporting their team members is for McCoy's. "Sometimes you cannot do anything about the circumstances that you're in, but we wholeheartedly believe that no one should be alone in their circumstances. The biggest priority for us at McCoy's was how do we make sure not a single team member feels alone. I'm grateful and glad that we had a bunch of people raise their hands and say, 'I want to help. I want to call. I want to stay connected. I want to send gift cards.' They wanted to serve that need."

In 2017, McCoy's Building Supply was recognized with a Texas Treasure Business Award from the Texas Historical Commission and was honored with an award from Operation FINALLY HOME for their long-term partnership. They've

also received recognition from Habitat for Humanity for their long-term partnership. McCoy's Building Supply celebrated their 90th anniversary this past year. A fourth generation company, McCoy's has evolved from a roofing supply company in the strictly retail business to a full-blown building supply company that has equal parts sales to retail customers, trades people and contractors, and independent builders. Meagan McCoy Jones has loved the business all her life and has worked at McCoy's in some fashion since the age of 10. As a member of the Texas Association of Builders (TAB), Jones appreciates TAB's advocacy efforts and actively takes advantage of networking opportunities to stay connected with her industry fellows. She currently serves on the TAB Executive Committee and has enjoyed being a part of an association that works hard to solve industry problems. ■



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L-R: Eloy Saucedo, UTSA Student, Trevor Whitney, GSABA staff, Edgar Rojas, UTSA Student, Jose Valenzuela, UTSA Student, Ernesto Perez, UTSA Student, Fernando Mallari, UTSA Student, Devin Crayton, UTSA Student.

UTSA Wins NAHB 2017 Outstanding Student Chapter of the Year

The University of Texas-San Antonio (UTSA) Student Chapter was named 2017 Outstanding Student Chapter of the Year at the International Builders' Show® (IBS) in Orlando, Fla., in January! In its first year of existence, UTSA was recognized as the best among 142 Chapters nationwide, representing 4,230 students in construction-related degree programs at 2- and 4-year colleges. The UTSA Student Chapter is supported by the Greater San Antonio Builders Association (GSABA).

GSABA launched a campaign to completely re-think student chapters in 2017. In March, the association held its first career fair, which drew 75 students from UTSA and St. Philip's College. A month later, GSABA partnered with 84 Lumber, Builders FirstSource and McCoy's Building Supply to hold a playhouse design/build competition

that gave UTSA construction students hands-on experience. One of the three student-built playhouses was donated to the Battered Women's and Children's Shelter in San Antonio. The competition also served as a kick-off event for a NAHB student chapter, where 40 student members were recruited. In May, the student chapter volunteered over 100 hours at the 2017 GSABA Parade of Homes. In October, UTSA NAHB Student Chapter spearheaded a Hurricane Harvey relief effort by replacing a roof for a family in need in Aransas Pass, Texas using 100 percent donated materials from GSABA, TAMKO, Southern Shingles, and Bondoc Roofing. In the Fall, GSABA members mentored the young professionals for the IBS Residential Construction Management Competition in Orlando, Fla. In its first competition, the UTSA team placed 25th out of 35 competing 4-year programs.



There was a record turnout for the NAHB Construction Codes and Standards Committee Meeting chaired by Texas' Chip Dence, a member of the Builders Association of Victoria. This was Dence's final meeting as chairman.

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Region D NAHB's Young Professional of the Year

Amy Marie Lopez, Greater San Antonio Builders Association

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Fredericksburg High School Building Trades Students Won NAHB/IBS Best In American Living Award

The Hill Country Builders Association (HCBA) Wine Country Division trades committee broke the news to eager Fredericksburg High School (FHS) building trades students after returning home from the NAHB International Builders Show®, congratulating them on winning NAHB's 'Best In American Living Award' for Casa Über Alles.

HCBA Wine Country trades committee chair, Richard Laughlin, is currently working with other career training programs around the state to launch similar tiny house building programs. Laughlin explains, "It's truly humbling to work with such dedicated students. These kids come early and stay late after school to help with each step of building the house. They will soon see their efforts turn into a beautiful 576 sq. ft. home that will go up for auction at the end of the school year."

"We look forward to continuing to partner with FHS and other local area high schools with similar trades education projects. The building industry needs more young people in the workforce, and these kids certainly have a bright future in the building trades," says Jen Rome, Executive Director for the HCBA. "Our hope is some of these students will continue to pursue a career in building and construction following graduation." To make a materials or monetary donation to the HCBA Building Trades program, contact the Hill Country Builders Association at (830) 798-2266.



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Ted Dinerstein (1932-2018)

Texas Housing Hall of Honor Inductee, Theodore (Ted) Hubert Dinerstein passed away in Houston, Texas on January 23, 2018. Dinerstein, 85, was one of five prestigious Texas Association of Builders members inducted into

the 2009 class. He co-founded Houston-based Dinerstein Cos., which develops multifamily and student housing communities, 1955 with his brother, Bill. He also had served as president of the Greater Houston Builders Association, was elected to the National Housing Center Hall of Fame and named GHBA Builder of the Year. Ted graduated from Texas A&M University and served in the United States Air Force. Ted is survived by his wife, Lorraine, and his two sons, Tom and Jack Caltagirone.



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