

JULY/AUG 2021



TEXAS

Builder

Passive to Ultra-Efficient:
Renewables and the
Future of Home Design

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Coming Back Together!

by SUSAN WRIGHT, TAB President

The popular saying "You Don't Miss It Until It's Gone" has never seemed truer than this past year with the cancellation of the 2020 Sunbelt Builders Show™. We were all disheartened when the very difficult decision was made to cancel last year's Show and the Texas Association of Builders (TAB) summer meetings.

But we adapted, adjusted and overcame. With COVID-19 tapering down and vaccines now available, we are starting to see some form of a "new" normal established. I can't think of a better place to reconnect with industry friends and be introduced to new product lines than at the 20th Sunbelt Builders Show™. We are anxious to be back at the Hilton Anatole in Dallas on July 13–16 and thrilled that the Show will continue its strong reputation of being held at a family-friendly resort hotel.

The Sunbelt Committee Co-Chairs Tiffany Acree and Erin Wright, along with the TAB staff, have secured two outstanding keynote speakers in Kevin Brown and Bobby Bones. Brown is a motivational speaker and author that inspires and challenges people to show up every day and make a difference at work and in life. Sponsored by Great American Insurance Group, Brown opens the Show on Wednesday, July 14. Bones is Season 27 Champion of ABC's "Dancing with the Stars" and host of the number one country music radio show, "The Bobby Bones Show." He's scheduled for Thursday, July 15. Both speakers will take the stage inside the Chantilly Ballroom at 9:30 a.m.

The committee has made it a priority to provide a content-rich experience in an action-packed schedule while adhering to the necessary safety guidelines put in place by the hotel and CDC. Don't worry—after each morning's keynote speaker, we'll have plenty of time to walk the trade show floor and check out all the exhibit booths! In fact,

all education and demo sessions will be held on the Show floor so we can make the most of our time. Only the keynote speakers and social events will be a few steps away.

Highlights include everything from interesting topics such as "Create a Kick-Butt Marketing Plan," hosted by WordPlay LLC, and "Protect Your Business with TAB's Texas Residential Construction Contracts," by Don Shelton, Bush Rudnicki Shelton, PC. The contracts class has always been a favorite and heavily attended. I expect nothing less this year, especially following the 87th Legislative Session. This is your chance to learn about revisions to the contracts package and to talk with one of the attorneys who has been instrumental in the writing and updating of these forms.

Additionally, we will be bookending each day of the Show with social events. First will be the inaugural Texas Builders Foundation Golf Tournament on Monday, July 12 with opportunities for playing or volunteering! This event will be hosted at the prestigious Cowboys Golf Club in Grapevine, Texas. The following night will be the HOMEPAC Fundango and the 2021 Washers Tournament. That event is always fun for the entire family. On Wednesday night, you'll get to cut loose at the ever-popular Builders' Bash concert featuring Stoney LaRue. We will be handing out beautiful hardware to end the week at the 2021 Star Awards Reception and Presentations on July 15. As always, we'll be conducting our TAB summer committee and board of directors meetings that week.

The opportunities to network throughout the week are boundless. Events will focus on giving us the chance to make the most of our face time with our peers. The beautiful common area in the Anatole provides many places to conduct casual business meetings or informal get-togethers safely.

The Anatole is one of the most beautiful five-star resort hotels in Dallas. If you've never had the opportunity to see the Anatole, I have to tell you that this place will amaze you the moment you walk through the doors. In addition to its many amenities, it's also home to a 1,000 piece, one-of-a-kind art gallery and a 7-acre pool complex geared toward family enjoyment. The JadeWaters Pool Complex opened in 2016 and includes swim-up bars, a lazy river, cabanas and two 180-foot slides.

I strongly encourage you to take advantage of extremely discounted room rates currently being offered for Sunbelt attendees. I've already booked mine—have you? Room rates for the Show are \$195, and guests will have the choice to accept or decline a \$15 resort fee or pay for each inclusion a la carte. The \$15 resort fee includes self-parking for one car, guest room standard Wi-Fi, pool recreation, fitness center, two Starbucks drip coffees, kids-eat-free dinner options and toll and domestic calls. Discounted rooms are limited, so make your reservations now by going online to SunbeltBuildersShow.com.

Outside of the Anatole, you're just minutes from downtown Dallas. With plenty of self-parking for hotel guests, it's an easy place for day trippers to combine business and pleasure. This is the perfect setting to learn and become inspired by new ideas and the latest building products and services.

I encourage each of you to study the Sunbelt Builders Show™ special insert that's included in this issue of *Texas Builder*. Also, don't forget that June 18 is the early bird deadline for discounted social event tickets, select Show passes and discounted lodging. Start planning and book now! ★

Celebrating In-Person Meetings, Events and TAB's 75th Anniversary

by SCOTT NORMAN, TAB Executive Director



One of the challenges of writing an article for a magazine such as *Texas Builder* is having to do it so far in advance because of print deadlines. I am writing this column the week following TAB's Legislative Rally Day and winter committee and board meetings that were held in mid-April. I do, however, have quite a bit to share with you.

I am happy to report that Rally Day was very successful, although we didn't gather as usual on the steps of the Capitol prior to meeting with our elected officials in their offices. This year, some of our legislative meetings were at the Capitol, some met with our members at the Hyatt Regency and some of the meetings were conducted via Zoom as we continued to practice safety protocols including social distancing. This revised format did not hamper our efforts to deliver TAB's legislative agenda to your state senators and representatives, and I want to thank the many members who came to Austin to educate our policymakers on issues affecting our industry.

TAB's committee and board meetings were well-attended, and it was great to be able to meet **in person** to catch up with friends, renew acquaintances and make new contacts. Although we had a condensed meeting schedule, we were able to conduct the business of the association in one and a half very busy days. Over the last year, we learned that Zoom meetings can be effective, but there's nothing like face-to-face, in-person interaction with one's peers to ensure that every agenda item can be fully addressed and every member who wishes to be heard has that opportunity.

The next time we will be together in person is for TAB's summer meetings and the 20th Sunbelt Builders Show™ July 13-16 at the Hilton Anatole in Dallas. Because last year's Sunbelt Builders Show™ and this year's International

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MONDAY, JULY 12

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Builders Show were canceled, we are anticipating a great turnout in Dallas at this year's Show. Our exhibitors are excited to be able to meet with their clients — both old and new — and to show off their latest products and services. Attendees are looking forward to networking on the trade show floor, at the HOMEPAC FUNDango, the Builders' Bash and the Star Awards. Complete Show information can be found in this issue of *Texas Builder*.

I am proud to announce that the Texas Builders Foundation (TBF) is holding its first ever golf tournament on July 12 at the Cowboys Golf Club in Grapevine. More information can be found at TexasBuildersFoundation.org. If you are not able to participate in this year's TBF Open, we anticipate that this will become an annual event, so I hope you will support the Foundation's TBF Open in 2022.

TAB will hold its statewide membership drive Sept. 14-15. The Texas economy is strong — and remains the number one housing market in the country — so we should be able to substantially improve our membership numbers this year. If each member will commit to

growing TAB's membership, we can drastically increase the size of our association so that more people will be actively involved to serve on committees, attend association events and promote our industry. Please read the "On Council" article by TAB's Membership Committee Chairman John McKinney on page 22 for more information on our membership goals and initiatives.

I also want to remind you to plan on attending TAB's fall meetings. As you know, this year marks TAB's 75th anniversary, and we will be celebrating this milestone Tuesday through Thursday, Nov. 2-4 at the JW Marriott in downtown Austin. The Texas Housing Hall of Honor and Excellence in Leadership Dinner and Officer Installation will be held the evening of Nov. 3. We will have a lot of fun as we hold a three-day birthday party honoring the accomplishments of our members and the history of the Texas Association of Builders in November.

I hope you and your family have a **great** summer, and I look forward to seeing you in Dallas July 12-16! ★

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Passive to Ultra-Efficient: Renewables and the Future of Home Design

by KRISTIN ALLMAN, Contributing Editor

Whether you're looking to shave a few dollars off your utility bills or reap the benefits of long-term energy savings, there's an alternative powering option available for almost every home scenario — and builders and consumers alike are taking note.

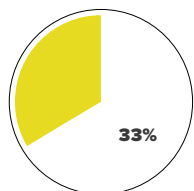
Enticed by the growing number of renewable energy innovations on the market, homebuyers are coming to the table with increased interest in net-zero living — that is, living in a home that produces as much energy as it consumes. According to a report published by the National Association of Home Builders (NAHB), more than one-third of single-family builders are building green homes, and nearly 100% of all homebuilders consider energy efficiency in at least some of the homes they build.¹

Before investing heavily in major renewable energy systems such as wind or solar, homebuilders recommend taking a scalpel to a home's blueprint, looking for minor upgrades that could reduce overall energy consumption. Heather Laminack of Ferrier Custom Homes suggests taking a hard look at three primary things before considering renewables

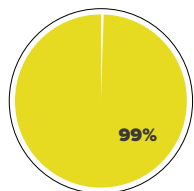
— design/home orientation, air tightness and insulation. "Sometimes they are not as sexy as solar panels or a wind turbine, but they are the foundation for making a home energy efficient so you are having to use as little renewables as possible. We need to discuss these foundational elements before we can even talk about renewables intelligently; otherwise, you could be spending more on renewables for what could be achieved with a lower-cost option." Ray Tonjes of Ray Tonjes Builder, Inc. agrees. A long-time advocate for green building, Tonjes says he always strives for net-zero design in his homes and admits that there are lots of ways to achieve it. "A lot of the efficient renewable programs really deal with the building envelope as being primary. There's all these things that you should be doing first before throwing solar panels up on the roof."

Tonjes says there's a national push toward electric-powered homes, and he's steered the majority of his projects away from natural gas and propane. He's also noticed a trend toward heat-pump hot water heaters. "I've got one in my own house, and that's what we've been putting in most of our projects," says Tonjes. "It's a really cost-effective

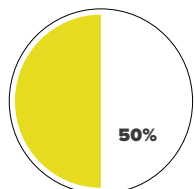
NAHB STATS



1/3 of single family builders build green homes.



Nearly 100% of all home-builders consider green energy efficiency in at least some of the homes they build.



1/2 of builders and remodelers rank renewable energy systems among their most frequently asked about home features.

device." Carefully considering sun intrusion and a home's orientation can also help offset energy costs in the hot Texas climate. "There's so much you can do before you invest in solar."

Texas' Dominant Renewable: Solar

Solar panels are a financial investment, and while costs have come down, many homebuyers are hesitant to take the plunge. To offset this hesitancy, many custom homebuilders plan for eventual installation with "solar-ready" home designs. Both Laminack and Tonjes build solar-ready homes with conduit installation and designated space in electrical panels for future integration. "If down the road homeowners have the opportunity to integrate solar, they already have the infrastructure set," Laminack says, and very few of her clients decline. "It gives them the flexibility, and it's a selling point to the next homeowner. What we're seeing is that as technology gets more efficient, the cost comes down and there's more competition in companies developing solar. We're optimistic it's around to stay." Tonjes agrees that solar readiness is the future of home design and, from a financial and logistical standpoint, it makes sense. "It saves so much time, aggravation and cost."

Rooftop photovoltaic solar panels draw power from the sun's rays which then can be converted into electricity to power homes. According to the Office of Energy Efficiency and Renewable Energy, there are logistical factors to consider for optimal performance. The shape and slope of the roof, along with its age and percentage of shade all contribute to solar panel efficiency. South-facing roofs

with a slope between 15 and 40 degrees work best, and the potential energy savings depend largely on whether these design criteria are met.² "Solar is best addressed in the design stage so we can plan for location, rooflines, plumbing considerations and electrical lines," explains Tonjes. "Overhangs, the orientation of the house and the roofline are all basic, common sense design elements we have to consider."

The Solar Energy Industries Association (SEIA) suggests homeowners interested in solar know the amount of energy they consume, measured in kilowatt-hours, and account for any changes that may affect usage such as the purchase of an electric vehicle.³ Laminack says about 80% of her homes are powered by solar, and her solar contractor uses software to run load calculations based on the number of people living in the home and what kinds of appliances are used. "All that information up front helps them [homebuyers] make informed decisions."

For the hot Texas climate, solar panels can be a great renewable energy source, but as Laminack explains, they require a large footprint, and especially in rural locations, there is significant variability in how electrical providers handle excess energy. Some providers offer a buyback program, which may not be the case for others. If a utility provider does not provide credit, "that can erode energy savings," says Laminack.

"Within the Austin Energy utility, you can back-feed your solar into the system, and they will pay you for it at the same rate as you pay to use electricity if you need it from that source," explains Tonjes. "They are very solar-friendly, but not all utilities are that way. We're seeing gradual acceptance with utilities, but the big thing to remember is that you have to plan your storage."

To store excess energy, homebuilders can integrate a battery backup into their home design, a feature Laminack offers to all her clients interested in solar. As Laminack explains, without backup storage, the excess energy produced goes back to the grid. The battery packs store excess energy that can be utilized before additional energy needs to be drawn from the grid. "We just built a wedding venue that's solar-powered. The client was on the fence about whether to do a backup battery pack, and she's definitely more interested in it now. It usually comes down to a payback for people. If you think you'll have a home for a long time, it's an easier decision to integrate it. A lot of times people want to live in a home





and experience what their utility bills will be like before making the decision to add it later.”

A promising innovation in this market is Tesla’s Powerwall, a backup battery that both Laminack and Tonjes recommend. “Especially if you are getting off the grid, you need some storage capability, and that’s what it provides,” says Tonjes. “The Tesla Powerwall is the go-to storage system. It’s really expensive, but it’s going to become pretty commonplace.” While other competitors have similar capacity, Laminack says Tesla’s model is what she most often prices out, but stresses that homeowners must have a plan in place for where it will be installed — a discussion best had during the home design stage.

Harnessing Wind Power

While not as popular in the Texas market as solar, wind can be a viable renewable energy option for consumers with enough land to spare. Laminack, who has incorporated wind into some of her projects, says having the right site is critical. Turbines must be located far from buildings or trees, and they have to be tall enough to capture straight-line winds. “If you factor those elements in, it’s a pretty specific project that it’s a good fit for,” she says. Consumers must also account for the noise factor and whether there are local regulations or homeowners’ association restrictions to contend with. “Solar panels are a little more low-profile. There are more variables with wind that prevent it from being a good fit for as many of our projects.”

Wind turbines, with aerodynamically designed blades, work by converting kinetic energy into the mechanical power required to produce electricity. Turbines require at least

1 acre of land, and the Wind Energy Technologies Office with the Office of Energy Efficiency and Renewable Energy recommends consumers consider community concerns such as visual aesthetics, sound, possible interference and impact to wildlife and nearby residents before committing to a wind energy system.⁴

Generators and the February Freeze

In light of the state’s devastating winter storms, homebuilders have seen a renewed interest in generators as a safety net against future catastrophe. “I think there’s going to be a lot of dialogue on lessons learned from the storms,” Tonjes contends. “So many people that had electric heat were vulnerable, and that’s why I think we’ll see more emergency generators as an option for people.” Laminack has also seen increased demand for generators, including a new variety of microgenerators powered by natural gas, in addition to whole house generators to offer protection in the event of future disasters. “People have a heightened awareness of it now because they needed it so much in February,” she admits.

Since the big freeze, demand for propane-fueled generators is also on the rise. As Tonjes explains, they are easy to accommodate in new construction, but they require combustion air and must be located on the outside of the home. “You can’t just leave them sitting out as a yard ornament, you have to have some kind of enclosure or protection.” These models must be incorporated during the initial home design phase.

Homebuilders can also plan for eventual electric vehicle purchases, and Laminack says she’s seen scenarios where electric cars can act as battery storage to power some things in the home. “That’s a cool option for people that have a net-zero home and also have an electric car.” In the same vein, according to a CNBC report, some Texas homeowners used their brand-new Ford F-150 hybrid pickup trucks as mobile generators during the storms. The vehicle’s onboard PowerBoost generator can provide up to 7.2 kilowatts of power.⁵ “If anything, this last year has taught us that we don’t know what to expect, and we just have to be prepared,” says Laminack. “People want to be resilient and self-sufficient.”

Heating Systems:

Geothermal Versus Air-Source

Heat pumps are another viable source of energy, and Laminack says she’s experienced growing interest in geothermal systems, though admits that they are by far the

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**— Heather Laminack,
Ferrier Custom Homes**

most expensive renewable option. “A standard heating/cooling system might be \$15,000, and if geothermal is \$30,000, it’s going to take a lot of time to recoup those savings.”

According to the U.S. Department of Energy, geothermal involves drilling down to tap into the earth’s energy; unlike the air temperature, the earth’s ground temperature remains relatively constant, and geothermal heat pumps work by exchanging heat through a ground heat exchanger. Geothermal heat pumps are quiet, low maintenance options that don’t require specific air temperatures to work properly. While not immediately noticeable, consumers should expect to see a return on investment in the form of energy savings within 10 years.⁶

In contrast, air source heat pumps utilize heat from the outside air for heating and hot water. Air source heat pump technology has advanced over the years with heat pumps providing up to three times the energy they consume.⁷

Potential Payback

For those interested in renewable energy sources, the decision to invest involves careful cost analysis. As Laminack explains, homebuyers should take the length of time they plan to live in a home into careful consideration. “Many of our clients are retiring, so they are more willing to invest up front and live in the home long enough to recoup the cost. If you have a younger family, it can be a different decision-making process altogether.”

The U.S. Department of Energy advises homebuyers to work with homebuilders to calculate their electricity needs, determine how their consumption may change over time, and whether smaller measures can be taken to improve efficiency before investing heavily in costly renewable systems.⁸ “The more specific information you can provide, the better,” says Laminack. “It really makes the decision black and white for people. The more you can frame the payback period, the more intelligent their decision will be.” ★

SOURCES

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Building with *Sterling* Quality

by VICTORIA LUING, Contributing Editor



FEATURED PROJECTS:
TEXAS HILL COUNTRY LAKEHOUSE
HILL COUNTRY CONTEMPORARY

LOCAL HBA AFFILIATION
• HBA of Greater Austin

STAR AWARDS 2020
• Best Architectural Design and Best Overall Interior Design (\$3M-\$5M): Texas Hill Country Lake House
• Best Living Room (\$750K-\$1M): Hill Country Contemporary



When we get into the latter part of our lives, we start to think about the changes we've put in place to alter the world. What have I done to leave my mark? When I'm gone, how will the work I've completed be an influence for others? Duke McDowell, owner of Sterling Custom Homes in Austin, Texas, has begun to think about the ways he can open more doors for others in the homebuilding industry. McDowell describes, "My passion is about teaching others to come into this industry and learn."

McDowell has been involved with the homebuilding industry since his early years and graduated from Texas Tech University with a construction engineering technology degree. He served on the Engineering Advisory board at Texas Tech and helped facilitate programs to give students practical experiences with homebuilding before sending them into the real world. After gaining extensive knowledge and skills building homes with his brother, and eventually working for a consulting company specializing in software, McDowell felt he had the understanding it took to create a solid business.

To share the knowledge he gained throughout his life and career, McDowell wrote the book "Building a Quality Custom Home." He explains, "That book was designed to help people consider the decision to build or buy

before they enter the process. It teaches people what questions to ask in order to have a positive [homebuilding] experience." His book contains facts, graphs, photos and even a quiz to determine if you have the right personality to build a custom home. "I tried to make it helpful for a homeowner to read this and know that not everything is going to be perfect. You're going to have your ups and downs during this process, but it's how you work with your builder, not how the builder works with you, that gets you through this."

THE PRE-PLAN

In 2020, Sterling Custom Homes won several Star Awards from the Texas Association of Builders (TAB). Their Texas Hill Country Lakehouse won Best Architectural Design and Best Overall Interior Design in the \$3 million to \$5 million range; their Hill Country Contemporary home won Best Living Room in the \$750,000 to \$1 million range. "It's gratifying to have industry professionals look at what you're producing and say it's unique. I'm humbled," McDowell says. Sterling Custom Homes has been meticulous throughout the years, building their reputation and being recognized for these awards and the detail in their homes. McDowell's website offers a step-by-step interactive display on every stage Sterling Custom Homes takes their clients through in their homebuilding process — from pre-plan, to construction to close.

Rather than consulting the builder and architect separately, Sterling Custom Homes works with their clients in conjunction with an architect and attends every meeting to ensure budgets and expectations are met. "Once the clients get the lot, we analyze the slope of the land, find the major trees and look at the sun orientation — this phase uncovers the best place to build the house," explains McDowell. When they understand the scope of the land, Sterling Custom Homes invites the customer to stand on the lot and imagine their future home. Do they want a swimming pool to lounge in or a

large area in the yard for kids to explore? Do they want a wrap-around front porch to sit on and enjoy sunrises, or do they like large trees and want to save them for future tire swings?

THE FINER DETAILS

When a client has envisaged their future house on the lot, Sterling Custom Homes takes their visions a step further. McDowell and the architect encourage the client to think of their criteria for the interior of the house. For example, this means discussing details on whether to incorporate two living rooms or one, four bedrooms or three (do those bedrooms have attached bathrooms?) and what other kind of rooms they're looking for. McDowell says they like to have their clients gather ideas and photos from past Sterling projects, or other homes they've been interested in, and place them in an "idea book" to help the builder and architect develop more thoughts on styles and features. Then the architect produces a one-fourth-inch scale drawing of the floor plan for the client to review, complete with miniature furniture cutouts provided by Sterling Custom Homes. "This is when you're beginning to pick up more detail on the home, like the vanities or where the appliances are. Reality is starting to show," says McDowell.

THE UPS OF WORKING WITH YOUR BUILDER

Every builder knows a project is nothing without trust, satisfaction and approval given by the client. Establishing those boundaries and expectations at the very beginning of the project and continuing to work with the client — explaining everything in detail and being transparent — throughout the entire process builds huge rapport. "When I started this company, the reason I always wanted to do right by people is because I knew those people would come back and build with me later," says McDowell.

In the case of the Texas Hill Country Lakehouse, this was the homeowners' second time building with Sterling Custom Homes.



This home won Star Awards for Best Architectural Design and Best Overall Interior Design. It's no wonder Sterling Custom Homes won in those categories: the aerial view of this home shows a paradisiacal oasis. The expansive two-story house is 8,518 square feet (indoor) and includes five bedrooms. A bunk room sleeps up to 12 people, the master bedroom has its own fitness center and the study comes with a covered terrace. There are six bathrooms, two powder rooms, a large game room, a three-car garage stall, and the best part ... a covered outdoor living area complete with a negative-edge pool, an al fresco kitchen with added wet-bar seating, a fire pit patio and an extensive overlooking view of Lake Travis.

"When I started this company, the reason I always wanted to do right by people is because I knew those people would come back and build with me later."

— **Duke McDowell, Sterling Custom Homes**

McDowell explains this house was designed with the homeowners' grandkids and family in mind. The homeowners used to host Young Life events and hope to continue

that tradition post-COVID-19, so the home "was meant to have a ton of bedrooms and bathrooms in case they had to house grandkids" or Young Life youth. McDowell's favorite area of the house, the outdoor living area, utilizes one of his preferred features: built-in, outdoor patio screen enclosures. With the push of a button, the entire outdoor living space (excluding the pool) becomes enclosed in a see-through, breathable screen. The screens allow everyone to enjoy outdoor air, leaving the 10-foot-tall slider doors connected to the great room open, and bugs from Lake Travis out.

To the left of this enclosure is the outside kitchen. "He [owner] loves to cook and grill for his family and Young Life youth," says McDowell. The grill area has counter space for at least six people and includes a swim-up bar, allowing swimmers to pause activity and sit on a pool stool to eat their hamburgers or sip a cold beverage. "The pool has a vanishing edge to look like it goes right into the lake," McDowell describes. Built by design, the slope of the outdoor space helps your eyes look toward the blue of the pool and lake, creating an illusion of endless water.

Complementing the idea of an oceanside home, one of the owners decorated the house with various aqua and turquoise-

colored artifacts. Throw pillows, wall tile, shelved knick-knacks and armchairs help this owner feel like she's relaxing on a beach in Florida.

ECHO, ECHO, ECHO

Helping homeowners feel tranquil and comfortable in their new house is the most vital aspect for a builder, and what better area to feel that way than the living room? Sterling Custom Homes' Star Award for Best Living Room in the Hill Country Contemporary house was entirely about adding that extra homey touch. Upon entering the living room, guests are enveloped in a two-story-tall room bathed in natural light. To the left of the front door is the formal dining space and kitchen, remaining exposed for entertaining purposes. The ceiling above your head (can you hear an echo?) was fashioned with interest pieces to soften the room by feeling modern and contemporary. If the family lounges on the furniture and feels a bit chilly, a gas fireplace sits in the middle of the room waiting to share its heat. Flanking each



side of the fireplace are shelves built in to the wall for trinkets, portraits or those plants you just can't seem to keep alive.

The owners' most prized possession, and the highlight of the room, is the grand piano sitting in an alcove to the right of the front door. Passed down through the family, the piano room was given special attention — with the ceiling at a more standard height and the walls drawn in. It may sound ordinary, but this space was specifically created to appear more private and allow the notes of the music to reverberate off the walls back into the pianists' ears. The absence of a door to the music zone, and the breadth of the living room, also grant smooth melody to observers' ears.

The Hill Country Contemporary house, similar to Texas Hill, incorporates 10-foot-tall

sliding doors that permit access to the outdoor patio, also screened. McDowell explains that when Sterling Custom Homes designs spaces with these sliders, they always try to include a secondary doorway into the house. "When you're on the patio grilling ... going in and out through sliders with steaks in your hand is awkward," he says. "A secondary door allows people to gain access to the space without having to access sliders each time they're on their patio."

If you're looking at the lot from the front or aerially, a golf course is behind and to the left of this house. To make the golf course visible through the back slider doors, Sterling Custom Homes added a unique twist to the floor plan. Literally. On the outside, the house is flush to the street, but "when you walk into the house, everything is turned at a 45-degree angle,"

McDowell says. "We angled the inside of the house toward the course, and you can't even tell once you enter the front door. If we didn't do that, you wouldn't be able to see the golf course."

BUILD STERLING STRONG

Working with families like these has always been a great joy to McDowell. "These were great clients, great people, and I just love them as homeowners," he says. Taking a piece of dirt, molding it, extending it into a finished product and teaching clients the ups of homebuilding is the Sterling Custom Homes' purpose. There's a reason so many people choose sterling silver as their choice of jewelry: It's beautiful, durable and more affordable than other options. Sterling Custom Homes can certainly live up to that name in the homebuilding industry. ★

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2021 IS IN FULL SWING

by **DONNIE EVANS**, HOME PAC Board of Trustees Chair

Redistricting has been pushed to the fall. What does this mean for the upcoming elections?

It means there will need to be a special session to draw the district lines and determine which seats will cover those districts. Once these have been determined, the state senators and representatives will begin campaigning. HOME PAC Trustees will then meet to make determinations on which candidates to support. We will be seeking out those who are pro-housing!

What impact will HOME PAC have?

All state senators and state representative seats will be up for election in May of 2022.

Normally the ballot only has one-half of the senators and all the representatives on the primary ballot. HOME PAC contributions will be even more important since there will be more candidates on the ballot.

How can you make an impact?

Be a HOME PAC supporter, and purchase your HOME PAC Key today. Even more importantly, talk with your fellow HBA members about the importance of HOME PAC, and challenge everyone in the homebuilding community to support HOME PAC.

What else can I do to support HOME PAC?

Purchase tickets for the HOME PAC FUNdango and the 2021 Washers Tournament that will be held during the Sunbelt Builders Show™ on Tuesday, July 13, at the Hilton Anatole in Dallas, Texas. The ticket price is a 100% contribution to HOME PAC. This year's theme will be a tailgating theme! Purchase tickets at www.SunbeltBuildersShow.com.

Submit your Live/Silent Auction items for the November HOME PAC Auction! Please send inquiries to Sloan@TexasBuilders.org. Purchase your 75th TAB Anniversary pin at www.TexasBuilders.org. ★

HOME PAC KEY LEVELS

Capitol Club	\$5,000 annually
Diamond Key	\$3,000 annually
Platinum Key	\$1,500 annually
Gold Key	\$1,000 annually
Silver Star	\$500 annually
Lone Star	\$250 annually



Donnie Evans currently serves as the volunteer chair of the HOME PAC Board of Trustees and is on TAB's Senior Leadership team as first vice president/secretary. He is a division president with Altura Homes, in Rockwall, Texas.

Congratulations to our top two HBAs on exceeding 200% of their HOME PAC goals:



Congratulations to Big Country HBA for exceeding their HOME PAC goal by 227%.



Greater Houston HBA finished second with 220% of their HOME PAC goal.

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MEMBERSHIP RECRUITMENT -

Yes! We Are Up to the Challenge!

by JOHN McKINNEY, Chairman, Membership Committee

What do you think of when you hear the word “member”? Does it bring to mind that being a member of an organization makes you feel included — that you are part of a group that works together to further the interests of like-minded individuals? When you were asked to join the home builders association, what made you say, “yes”? I ask these questions because, as we work to grow the membership of the Texas Association of Builders (TAB), it’s important to be able to share your “why I joined and continue to be a member” story with those you are trying to recruit (or retain) into the HBA family.

Everyone who is a member of an industry has a reason for having joined that profession. It may have been a calculated decision, or it may have been purely by happenstance. Regardless, the community of professionals that earns a living from their industry can make a huge difference collectively, and one of the most impactful ways to do that is by joining their industry’s professional association.

Membership in the HBA has been beneficial to me both professionally and personally and has provided me with the opportunity to support the association that is looking out for my industry and business. Without the work of the Texas Association of Builders, homebuilding might not have been declared an essential business by Gov. Greg Abbott. We were so fortunate that during the pandemic, we were able to continue to build homes. We could retain our clients and fulfill their dreams of homeownership, pay our trades and purchase materials and other goods that are necessary to completing our projects. This is just one of numerous examples as to why it’s important to be a member of this association.

As chairman of TAB’s Membership Committee, I want to work with each of you to ensure that our association continues to be influential and an economic driver, and that means we must grow our membership. We currently have a statewide membership of about 9,300 residential construction industry professionals. TAB will

hold its statewide membership drive Sept. 14-15, and I know that we will do extremely well during the drive. However, membership recruitment shouldn’t be a two-day event; we should work every day to support the industry that supports us, and that means making member recruitment an on-going activity.

My goal is to end 2021 with a 10% increase in membership. I am, however, challenging every HBA member to recruit at least one new member between now and the end of this year. Wouldn’t that be amazing? We would shatter every record for membership recruitment in the history of the National Association of Home Builders (NAHB) federation!

To put HBA membership numbers into perspective, here’s some food for thought. The North Carolina Home Builders Association is the largest HBA in the country with 14,205 members, which is 50% more than TAB; Texas is ranked second with 9,276 members. In 2020, Texas issued three times more housing permits than North Carolina (NAHB), and Texas also has three times the population of North Carolina (U.S. Census Bureau). Therefore, shouldn’t Texas—the number one homebuilding state in the nation—have the largest number of HBA members?

Remember my challenge for every member to recruit at least one new member this year? I know that’s a lofty goal, but if half of our members recruit at least one new member this year, we would end 2021 with almost 14,000 members. We can’t, however, depend upon a fellow member to grow our association. It is incumbent upon every one of us to recruit (and retain) HBA members. I know we are up to the challenge. Let’s do this! ★



John McKinney is the volunteer chairman of TAB's Membership Committee. He is the owner and project manager of McKinney Homes, based in Tyler, Texas. He and his wife, Lindsay, work as a team to build their clients' custom dream homes.



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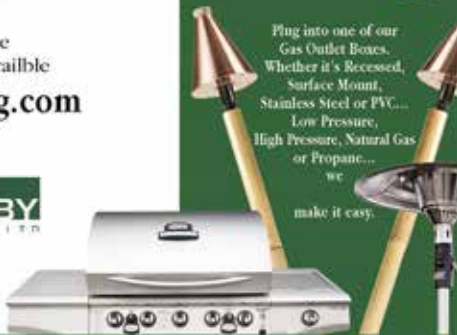


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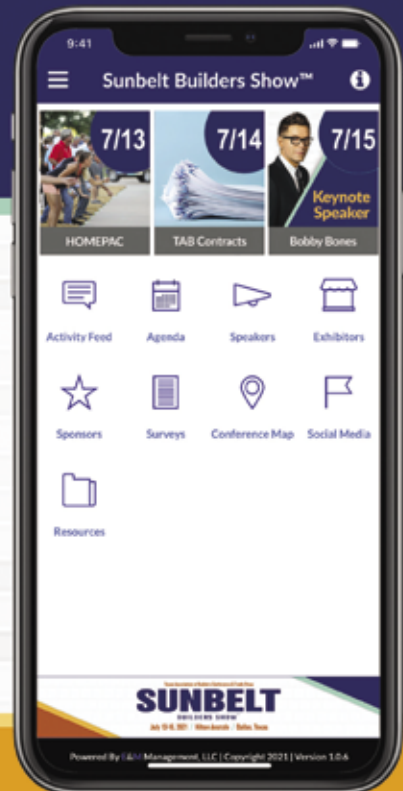
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75th Anniversary

DIAMOND JUBILEE, PART 4 (1986 – 2000)

by LORRAINE UREY, Texas Association of Builders

IN 2021, THE TEXAS ASSOCIATION OF BUILDERS IS CELEBRATING ITS 75th ANNIVERSARY WITH A SIX-PART “DIAMOND JUBILEE” SERIES HIGHLIGHTING SOME OF THE THOUSANDS OF MEMBERS AND HUNDREDS OF ACCOMPLISHMENTS OF THE ASSOCIATION. ALTHOUGH WE CANNOT PROVIDE AN ALL-ENCOMPASSING ACCOUNT OF TAB’S 75 YEARS AS THE VOICE OF HOUSING IN TEXAS, WE HOPE THAT YOU WILL ENJOY THESE SNAPSHOTS OF OUR HISTORY.

1986

Nash Phillips/Copus, Inc. of Austin received the Texas Award for Historic Preservation from the Texas Historical Commission in recognition of the developer’s unprecedented efforts to preserve significant

archeological sites in the Canyon Creek development in northwest Travis County. This is the first time that a development company has been honored by the commission.



IMPACT FEE BILL SIGNING, 1987

GOVERNOR SIGNS IMPACT FEE BILL—Attending the signing ceremonies were: (Standing, L. to R.) Bill Kitts, TAB Government Relations Committee Chairman; Sarah Swanson, TAB Staff Attorney; Senator Ray Farabee, Senate Sponsor; Lisa Anderson, Legislative Aide to Sen. Farabee; Trigg Forister, TAB President; Lyle A. Johansen, TAB Executive Vice President; Rep. Mike Millsap, House Sponsor; Joe Allen, Houston; Gary Gilley, Ft. Worth; and Walter Fisher, Austin; (Seated) Governor William P. Clements, Jr.



LADYBIRD JOHNSON, 1986

Ladybird Johnson presented the “Texas Award for Historic Preservation” to Clyde Copus, left, and Nash Phillips, right, during ceremonies at the Texas Historical Commission’s meeting on January 24.

In October, the annual convention, “Celebrating 40 Years With the Best Builders in Texas,” was held in Austin. Trigg Forister of Austin was installed as TAB’s 40th president. Guest speaker was Paul Burka, senior editor of Texas Monthly Magazine, and author of the Ten Best and Ten Worst in the Texas Legislature. The convention closed with a “Sesquicentennial Costume Party and Dance” (celebrating Texas’ 150th birthday). Members competed for prizes in Armadillo races and a costume contest.

1987

In May, Jesse Baker of San Antonio (1964 TAB president) and Herman Smith of Fort Worth (1974 TAB president) were inducted into the National Housing Hall of Fame in Washington, D.C. This is the highest honor a member can receive from NAHB for significant achievement in innovating or implementing housing opportunities for families and businesses. (Baker and

Smith were both inducted into the Texas Housing Hall of Honor in 2008.)

When the 70th Regular Legislative Session ended on June 1, all four of the bills initiated by TAB were successfully passed. TAB's Impact Fee Bill established guidelines which cities and other governmental units must follow when assessing and spending impact (capital recovery) fees. This is the first legislation in the nation limiting impact fees.

The Summer Housing Conference was held in El Paso with a trip to the dog races in Juarez, a western party and dance in addition to the TAB meetings. Door prizes included Tigra Indian pottery, Tony Lama Ostrich boots, Tony Lama Elephant Hide boots, a belt buckle, a Stetson Hat and framed prints by El Paso's Tom Lea, an American muralist, illustrator, artist, war correspondent, novelist and historian.



TOM LEA, 1987

1988

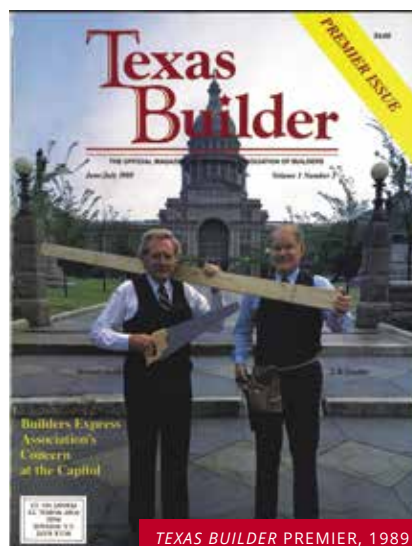
Liz Morgan of Dallas was installed as NAHB Auxiliary President. Her involvement in the association began in Longview with the East Texas Builders Association and continued with the Home and Apartment Builders Association of Metro Dallas. Liz and her husband, Don, became involved in homebuilding and general construction in 1972.



LIZ MORGAN, 1988

1989

TAB has published various newsletters and publications over the years. In 1989, the Association Planning Committee made the decision to publish *Texas Builder*, the Official Magazine of the Texas Association of Builders. In the first "President's Message" in the June/July issue, J.B. Sandlin of Fort Worth wrote, "Welcome to the premier issue of the Texas Builder ... the mission ... is to produce a quality, award-winning publication explaining building industry issues and perspectives on association members, prospective members and government officials."



TEXAS BUILDER PREMIER, 1989

On June 5, Ted Dinerstein of Houston was inducted into NAHB's National Housing Hall of Honor. Jack Kemp, Secretary of the U.S. Department of Housing and Urban Development, spoke at the induction ceremony noting, "It is a great opportunity for one of President Bush's cabinet secretaries to sit in the audience tonight and listen to the story of entrepreneurial capitalism and free enterprise in America, particularly in the housing and building industry." (Dinerstein was inducted into the Texas Housing Hall of Honor in 2000.)

1990

Martin Perlman of Houston was sworn in as NAHB's chairman. (In 1996 he was named to NAHB's highest honor, the Housing Hall

Builder wins two-carat diamond in Home Buyers Warranty's tenth anniversary promotion



Clark Wilson (left), of Doyle Wilson Homebuilders, with Gary Mabry, President of 2-10 Home Buyers Warranty.

Clark Wilson, President of Doyle Wilson Homebuilder, Inc. was awarded a flawless two-carat diamond ring by Home Buyers Warranty as part of their 1990 Diamond Anniversary celebration.

The round-cut diamond solitaire was the grand prize in Home Buyers Warranty's 10th anniversary promotion during the 1990 Home Builders Show in Atlanta. Wilson's name was drawn from thousands of builders visiting the booth during the four-day convention. The diamond was awarded on February 19 in Austin by Home Buyers Warranty president Gary Mabry.

CLARK WILSON, 1990

of Fame. He was inducted into the Texas Housing Hall of Honor in 2010.)

Clark Wilson of Austin, president of Doyle Wilson Homebuilder, Inc., was awarded a flawless two-carat, round-cut diamond ring as part of Home Buyers Warranty's 1990 Diamond Anniversary Celebration during the NAHB Builders Show in Atlanta. Wilson's name was drawn from thousands of builders who visited the HBW booth during the show.

In June, The Texas Executive Officers Council was created. The purpose of the TEOC is to share ideas and provide a means of networking for executive officers; to identify and provide assistance with association management-related issues; and to provide educational programs. Bob Carnes, executive vice president of the Texas Capitol Area BA in Austin was elected chairman.

1992

A goal of TAB President Jerry Smith of San Antonio was to improve the image of TAB to the members and the public. He and his leadership team held a "Townhall" type meeting in each of TAB's seven areas. "Since many of TAB's members are unable to come to association meetings, we will take TAB to the members."



MARGARET GILBRETH, 1992

Margaret Gilbreth, vice president of Joe Gilbreth and Company, Inc. of Austin was installed as the president of NAHB's National Association of Home Builders Women's Council during the annual convention in Las Vegas.



STAR AWARDS, 1993

1993

The first Texas Star Awards was held on October 16, 1993 at TAB's installation of officers and directors banquet at the Omni Hotel in downtown Austin.

1995

The Texas Association of Builders Political Action Committee and NAHB's BUILD-PAC held an exotic game hunt in March at Black Bull Ranch near Kerrville, and an authentic cowboy cook-out at Fall Creek Ranch, the home of BUILD-PAC Trustee Jean MacDonald and her son, builder member Granger MacDonald. The two-day event was limited to 50 hunters, and proceeds from the event were evenly split between the two PACs.

1996

TABPAC, the Texas Association of Builders Political Action Committee, was renamed HOMEPAC.

1997

For the first time, TAB's Rally Day was not held in conjunction with a board meeting. TAB President Randy Neugebauer of



Lubbock asked members to pledge "I'll Be There" at Rally Day, and a record number of almost 800 members converged on the State Capitol on March 18. A morning briefing was held, and Gov. George W. Bush addressed the group on his priorities for the legislative session including property tax relief and how his plan would make housing more affordable for all Texans. Local associations held luncheons with their legislators and visited with them in their offices. The day's activities concluded with a Legislative Reception for elected officials and their staffs and TAB members.

The Big Country HBA hosted 12 Russian builders, architects, engineers and others during its annual luncheon in June. The Russians were in Abilene for three weeks at the invitation of the mayor and Abilene



RUSSIANS, 1997



BE A PLAYER, 1998

Rotary Club, touring homes in various stages of construction and attending meetings. TAB President Randy Neugebauer was the keynote speaker at the luncheon.

1998

In his first column, TAB President Steve Conaway of Tyler challenged the membership to “Be a Player” during the 1999 76th Texas Legislative Session. “WANTED: Building industry professionals interested in fair laws and reducing government regulations and red tape. Must be willing to voice your opinion. Willing to make telephone calls to your state legislator. Some travel may be required on March 9, 1999 and possible other days to testify before the legislature in Austin. Benefits could be worth thousands of dollars to your profession.” (TAB won the 1999 NAHB State & Local Government Affairs Award for this grassroots advocacy program.)

1999

Texas Governor George W. Bush was the keynote speaker at the Opening Ceremonies on January 15 during NAHB’s 1999 International Builders Show in Dallas.



TEXAS CHATEAU, 1999

Tommy Ford of Tommy Ford Builders in Dallas was one of many local builders highlighted during the NAHB Convention’s Home

Tours. The “Texas Chateau” was a huge draw for visitors from around the world. The \$15,000,000 “Texas Chateau” sits on 10 acres in the heart of Dallas, is over 40,000 square feet and features old-world craftsmanship and state-of-the-art technology.



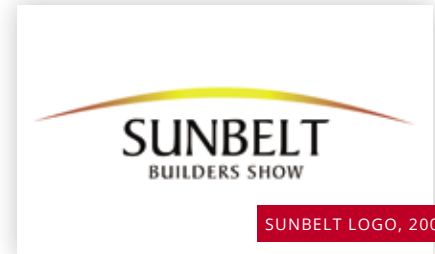
PATSY SMITH, 1999

Patsy R. Smith, president of Dallas-Fort Worth-based Herman Smith and Co., committed \$1 million to the National Housing

Endowment (NHE), the philanthropic arm of NAHB, to establish the Herman J. Smith Scholarship and was recognized for her gift at the Builders Show in Dallas. “This gift will enable us to create opportunities for young people seeking a career in the homebuilding industry and ensure the long-term success of housing for generations to come.” (Patsy Smith also established “The Herman and Patsy Smith Charitable Foundation Endowment” through the Texas Builders Foundation, TAB’s charitable arm, in December 2015. She was inducted into the Texas Housing Hall of Honor in 2018.)

2000

The first editions of the International Residential Code (IRC) and the International Building Code (IBC) were published in early 2000. For the first time in history, the building industry had a voice in the code drafting process. Chip Dence of Victoria, chair of TAB’s Building Codes Task Force and chair of NAHB’s ICC Subcommittee of the Construction Codes and Standards Committee said, “Did we get everything we wanted? No. Have we made a lot of progress? Yes. Now we need to continue to build stronger ties with our local officials as the standardized codes are established and adopted.”



SUNBELT LOGO, 2000

TAB launched a new event called the Sunbelt Builders Show in July in San Antonio. “With the Sunbelt Builders Show, we now have a forum to address the legislative and educational needs one-on-one with not only our current members, but all industry personnel,” said Ted Schlossman of Fort Worth, chairman of TAB’s show committee. This annual event will give building professionals the opportunity to see products on the exposition show floor, expand their knowledge through an education conference and reward peers at an industry awards program. This is the only show of its kind specifically targeted to the homebuilding professional in the southwest U.S. market.

1986 – 2000

During the 14-year period to which this, Part 4, of TAB’s history is dedicated, TAB won national membership drive awards every year and was presented with numerous Association Excellence and State & Local Government Affairs Awards from NAHB. Due to space constraints, we were not able to list all of these awards individually, but we are proud that TAB continues to be recognized nationally as one of the strongest and most highly regarded home builders associations in the nation. ★



Joe Deshotel

*Texas House of Representatives
22nd District*

How do you believe your previous career in the housing industry has helped you bring a different perspective to the table in the Texas Legislature?

My previous experience gave me first-hand knowledge with building quality homes while abiding by all of the regulations. This experience allows me to appreciate all the hard work it takes to build homes. It also gives me a better understanding of the unique relationship between lawmakers and the regulations on homebuilders. Ultimately, the effects we as lawmakers have on homebuilders and current and future homeowners.

CONGRATULATIONS

to the **New Chairman** of the House Committee on Land and Resource Management

Since you were elected to the House in 1998, you've been a champion for your district. What initially inspired you to become involved with public service?

I always had a strong passion for service, from leadership positions in college, community organizations and city council. When I had the opportunity to serve as the state representative for the 22nd District, I did just that. I work for the people of my district. I pledge to continue to honor those who have placed their faith in me for all these years.

Congratulations on being appointed as chairman to the House Committee on Land and Resource Management. Can you please describe to our readers what the responsibilities of this committee are?

The committee has jurisdiction over all matters before the legislature pertaining to: the management of public lands; the power of eminent domain; the creation, modification and regulation of municipal utility districts; annexation, zoning and other governmental regulation of land use; and the following state agencies: the School Land Board, the Board for Lease of University Lands and the General Land Office.

What do you hope to accomplish as chairman of the House Committee on Land and Resource Management during the 87th Legislative Session?

Eminent Domain has been a hot topic for a number of years. I am looking forward to working with Representative Burns, Critical Care Infrastructure and Landowner Groups in finding a balanced solution for all parties.



Biography

Deshotel represents the 22nd Legislative District, which comprises most of Jefferson County. He is an attorney, businessman and life-long resident of Beaumont. Having served in the Texas Legislature for the past 20 years, Deshotel has developed a mastery of the legislative process and, having served on the leadership teams of the current and previous speaker, he has a working relationship with a vast array of business sectors of Texas.

Prior to serving in the legislature, Representative Deshotel served on the Beaumont City Council and was appointed by Gov. Mark White to the Job Training Coordinating Council and Lamar University Board of Regents. He has a strong record as a champion of civil rights and civic responsibility, organizing Lamar University's first NAACP chapter. Joe also served as vice-president for administration and legal counsel of Lamar University-Beaumont. Representative Deshotel brings experience, insight and knowledgeable leadership to the issue of public education and economic development.

In addition to Deshotel's legislative background, he has been licensed to practice law in Texas for 35 years. His practice includes personal injury, domestic relations and title insurance.

Our industry is currently facing a lack of skilled labor in Texas. What are your thoughts on providing increased access to career and technical training in Texas' public schools in order to improve the workforce that our growing state needs?

I have served a number of years on the House Committee on Public Education and have been an advocate for career and technical training. I will continue to support CTE classes to prepare our young adults who are wanting to enter the workforce after high school. I believe Texas should always promote education along with CTE courses to support the need for professionals and a qualified workforce.

The Texas housing economy is leading the nation in the areas of production, affordability and job creation. What do you think should be done at the state level to help ensure that Texas sustains this status in the future?

Texas' population has risen steadily over the past 20 years, in part due to our robust

economy, great jobs and incredible cities. A lot of people come here to make it a place to call home. At the state level, legislators must listen to the needs of our constituents, and that means listening to the small business owners in our districts. Additionally, we need to invest more in CTE programs in our public schools and community colleges to ensure a highly skilled and trained workforce for jobs in high demand.

What major issues do you believe are facing the State of Texas as a whole?

Texas needs to find ways to accommodate the growth of our cities and counties. We need more skilled employees to help with the demand we see for trade positions. Texas students need to know there is a pathway to high-paying jobs outside of attending a four-year college.

Is there anything else you'd like to share with the readers of Texas Builder?

I just want to thank you all for giving me the chance to speak. I also want to thank the Texas Association of Builders for all their hard work. ★



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Until Next Time

by DON ALLEN, Chairman, Government Relations Committee

Another legislative session has come and gone. Your TAB government relations team tracked over 1,500 bills this session and logged countless late nights and long hours working on your behalf to protect the interests of the homebuilding industry.

It is easy to get caught up in the passage or death of legislation, but the important thing to remember is the only constitutionally mandated bill that must pass is the budget (appropriations bill). This session, the Senate and House both unanimously voted in favor of the budget. This is an extraordinary feat for both bodies, as usually there are a few lone dissidents who end up voting against the budget. Thankfully, most of the issues of interest to TAB are not located within the budget. Once the budget is passed by both houses, it is sent to the state comptroller, Glenn Hegar, for certification. The Texas Constitution requires the comptroller to certify that there will be sufficient revenue to cover the appropriations made by the legislature. If not, then cuts need to be made. If the appropriations bill is certified by the comptroller, it goes to the governor for signing. The Texas Constitution gives the governor line-item veto authority — the authority to veto individual items in the appropriations

bill. If the legislature is still in session when that authority is exercised (theoretically possible, but unlikely), it may override any vetoed line-items by a two-thirds majority vote in each house. After the appropriations bill is certified by the comptroller and signed by the governor, the bill guides spending over the next two years, beginning on Sept. 1 of odd-numbered years. Although the budget is not recorded in Texas statutes or codes, it has the force of law. Agencies are bound by it, and their compliance is monitored by the Legislative Budget Board (LBB) and the State Auditor's Office. But there is wiggle room — the governor and the LBB acting together are empowered with "budget execution authority," allowing them to shift funds between agency programs, or even between agencies, if the need arises during the period when the legislature is not in session.

I have mentioned in this column before that redistricting is an important issue that the legislature was tasked with tackling. At the end of April, the state was notified that Texas will pick up two additional seats in Congress. The legislature will have the task of determining where those two seats shall be placed. We have been hearing for some time that a special legislative session will be called by the governor to address the issue

of redistricting. Although that will be the main issue of focus, the governor does have the ability to add any issue that he deems significant or necessary to that list. As these details emerge, we will make sure to keep you apprised of the special session items.

Finally, I want to say thank you to our president, Susan Wright. Nearly two years ago, I was tasked with chairing the Government Relations Committee. Susan did a phenomenal job, and I had big shoes to fill. I have enjoyed every minute of this role and learned more in two years about the legislative process and all the issues that touch our industry than in my 20-plus years of building and developing. While I still have a few months remaining, the bulk of my responsibility is coming to an end. I appreciate the time that my colleagues took from their busy schedules to travel to Austin or attend virtual meetings so we could take positions on crucial issues. Check back in on the next issue, where we will highlight the TAB priority bills that became law. ★



Don Allen is the volunteer chair of the Government Relations Committee. He is also a partner with Lackland Holdings/Riverside Homebuilders in Fort Worth, Texas.

Building a Legacy from a *Dynasty*:

HOW T. JUSTIN MACDONALD IS FORGING HIS OWN PATH IN THE INDUSTRY

by JESSICA PARRACK, Contributing Editor

The name “MacDonald” is easily recognizable and could be considered akin to a family dynasty within the Texas building industry. Jean MacDonald was the first to propel her family’s last name into the spotlight with her unrelenting dedication to the industry. She was immensely active at both the state and national levels of the home builders association on behalf of her fellow homebuilders and Texas homebuyers. Following closely in her footsteps, her son, Granger MacDonald, was an instrumental presence again on the state and national levels. These shoes would be intimidating for a lesser person to try and fill. However, T. Justin MacDonald is anything but a lesser person. It wouldn’t be a far stretch to conclude that he was bred for industry greatness. Watching his family make such huge impacts all his life, MacDonald considers his grandmother and father not only business partners, but mentors and friends that have greatly influenced his path within the building industry.

TAKING ON POLITICS

Do not mistake MacDonald as the shadow behind his grandmother and father. One look at his impressive résumé and a person can trace where he followed the trails they blazed, and then furthered those trails. Jean MacDonald was a founding member of the National Association of Home Builders’ (NAHB) BUILD-PAC, and MacDonald has continued her legacy by becoming an active member within it. MacDonald was proud to report that for the 2020 elections, BUILD-PAC had over a 90% success rate for the elections and re-elections of their chosen candidates. Even when faced with the added challenges the pandemic brought for the year, MacDonald reported that even without in-person meetings and fundraisers, BUILD-PAC was able to continue to raise money in support of their candidates.

“I think the thing about BUILD-PAC that really got me excited is our ability to influence the legislative environment that we find ourselves in,” MacDonald comments. Due to his involvement with BUILD-PAC, MacDonald has

the opportunity to find pro-housing candidates and help make a difference in getting them elected. From that perspective, MacDonald expresses that they get to be at least somewhat in charge of the industry’s destiny instead of being at the mercy of others. MacDonald says the work in BUILD-PAC is never over. They are already looking toward the 2022 elections to start learning more about potential candidates as well as building the funds back up.

Another way that MacDonald has taken charge in decisions for the industry politically has been through his involvement in key legislative decisions on the state and federal levels. MacDonald watched his father testify before the state legislature on multiple occasions as he grew up. When he had the opportunity to do so on his own, MacDonald was more than willing to represent the industry. With the help of his testimony, he was able to positively affect legislation that benefited not only the industry but every Texas homeowner.

The most recent of these was two years ago during the 2019 session, where MacDonald represented the Texas Association of Builders’ (TAB) discontent over the abilities of cities to mandate certain building materials and products. MacDonald worked with TAB and several other organizations that were allies sharing this position to explain their opposition to the legislature. “It’s several hours of waiting to get three minutes to make your complete point,” MacDonald explains about the experience. In this case, he was able to demonstrate to the legislature that those pushing for the codes at the local city level were more interested in lining their own pockets instead of working for the best interests of Texas homebuyers. “There was no other reason for it, and it would have driven up the cost of housing in Texas.” In sharing his testimony, MacDonald helped influence the legislature to remove the provision in the statute. “We were able to improve affordability across Texas without having to



T. JUSTIN MACDONALD



sacrifice anything on safety or structural soundness," which MacDonald considers imperative to the win.

MacDonald has been testifying before the state legislature for over 10 years and hopes to one day have the opportunity to testify before the U.S. Congress. It's just one more skill he learned from his father and grandmother, they themselves having been very active in federal governmental affairs. For MacDonald, it's an honor to carry on that legacy. "If there is something I can lend my expertise to and affect positive policy changes, I'll testify to anybody."

Political stewardship runs in the MacDonald bloodlines. "On one side, I have an ancestor who was the first county clerk of my home county of Kerr County. And then on the other side, my great-grandfather was the fire chief for the City of Austin for several years," he recounted. His grandmother served as a legislative aide to a congressman when she was younger. In the MacDonald family, public service is something they have always been involved in. For MacDonald, part of that service is sharing his opinion and knowledge with the legislature.

Most recently, MacDonald was appointed by Gov. Greg Abbott to the Texas State Board of Plumbing Examiners. He will have a direct impact to ensure all plumbing in the State of Texas is done in a safe and legal manner. According to him, it may seem simple, but a lot can go wrong if something is done incorrectly. Working with the rest of the board members, MacDonald will be laying out the requirements for obtaining a plumbing license and the continued education for keeping it. As the building codes change and building sciences advance, he will also help look into how those changes will affect the industry and the process for the plumbing industry moving forward.

CONTINUING THE FAMILY BUSINESS

On top of all his involvement on the political level, MacDonald continues to run his family's third-generation building company. Being a member of the family business was always in the cards for MacDonald, who naturally gravitated toward the development and building business and continues to stoke his passion for it. What started with pushing a broom around in high school has now turned into running the whole show. While MacDonald acknowledges the pressures of leading a third-generation company "if for no other reason than not being the one that messes it up" he laughs, he stresses that he had the two greatest mentors in his grandmother and father and owes just about everything he knows to them. He recognizes all their time and effort prepared him for

someday taking over their roles, more so than what he learned during school. From his experience, there were some things schools just couldn't prepare him for.

MacDonald thoroughly loved working with his family, and he greatly misses their presence in his life since their passings. "I miss working with my family members. There are some downsides such as never really leaving it at work," he said, how during holiday and family dinners, the topic of business inevitably came up. However, that connection is what made his time with them that much more important, even if it wasn't always perfect familial bliss. "My father and I used to joke that he fired me two or three times, and I quit at least once, but I never really seemed to get my desk fully packed up and out the door before everybody kind of cooled down and reconsidered." Those are now memories that he cherishes.

In addition to his father being his mentor, MacDonald explained that he was also his best friend. They had different and complimentary weaknesses and strengths and worked well together to overcome any challenges. This bond created a unique opportunity for MacDonald when he became TAB's president in 2018. As the NAHB chairman, Granger MacDonald had the unique and special honor of swearing his son into his presidency. "It meant the world to me. The incoming president gets to invite whomever they wish to do their swearing in. For me, it was never a question of having anyone but my father do it. That he was able to while he was still chairman of NAHB was something really special."

BUILDING HIS OWN LEGACY

The wisdom he was able to glean from his family during their lives is immeasurable to MacDonald. He fondly recalls one of his grandmother's favorite sayings, "Mind your pennies, and the dollars will take care of themselves," and it has stuck with him through the years. In business, MacDonald is careful to keep track of the finer details and knows that everything beyond that will fall easily into place. It is very clear that MacDonald lives his life modeled from his family mentors. His passions and goals took root in his eyes as he watched his grandmother and father become giants of the industry in their own rights. It's only fitting that he picks up their torches and carries their legacies with him as he forges his own path to becoming instrumental within the industry in his own right. Of his own legacy, MacDonald wants to be seen as simply someone who "gets stuff done and does what he says he's going to do, as well as leaves things better off than I found them." He believes that is the most important thing anyone in the industry can leave behind. ★



Sunbelt Social Events



TEXAS BUILDERS FOUNDATION GOLF TOURNAMENT

Monday, July 12, 2021 | Cowboys Golf Club, Grapevine, Texas | 12 – 8 p.m.

Individual: \$175

Team of 4: \$600

Fees include 18 holes of golf, golf cart, range balls, lunch and awards dinner.

Player registration and sponsorships available at TexasBuildersFoundation.org.



FUNDANGO [Supporting HOMEPAC]

Tuesday, July 13, 2021 | Hilton Anatole Dallas | 7 – 10 p.m.

TICKET PRICES: Before June 18

Adults | \$125

Children 13 to 20 | \$35

Children 12 or younger | Free

After June 18

Adults | \$150

Children 13 to 20 | \$50

On Site

Adults | \$175

Children 13 to 20 | \$65

WASHERS TOURNAMENT BUY-IN

\$35/person before June 18

\$45/person after June 18

\$60/person On Site



BUILDERS' BASH [Supporting Texas Builders Foundation]

Wednesday, July 14, 2021 | Hilton Anatole Dallas | 8 – 11 p.m.

Stoney LaRue, with special guest Heather Linn & the Deacons

TICKET PRICES: Before June 18

Adults (13 & older) | \$60

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Reserved Table of 6 | \$500

After June 18

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On Site

Adults (13 & older) | \$100

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STAR AWARDS

Thursday, July 15, 2021 | Hilton Anatole Dallas | 6 – 8:30 p.m.

TICKET PRICES: Before June 18

Adults | \$65

Reserved Table of 5 | \$500

Reserved Table of 10 | \$1,000

After June 18

Adults | \$95

Reserved Table of 5 | \$750

Reserved Table of 10 | \$1,300

On Site

Adults | \$125

Reserved Table | Not Available



Scan QR code to register for Sunbelt and purchase social events tickets.

Registration is open.



TAB Membership Drive Winners Announced

The Texas Association of Builders announced its 2020 Membership Drive award winners and presented trophies to the recipients at the Winter Board of Directors meeting in April. It was a difficult year to recruit and retain members, but our HBAs stepped up to the challenge to support and expand our association and industry. Congratulations to the award winners listed below!



Highest Percentage Increase in Membership: El Paso Association of Builders



1st place for Most New Members: Greater Houston Builders Association



2nd place for Most New Members: Dallas Builders Association



3rd place for Most New Members: Tyler Area Builders Association



El Paso Parade of Homes Held, COVID-19 Precautions Alters 50-year Tradition

The El Paso Association of Builders opened the doors to the 2021 Parade of Homes™ May 1-16, 2021. Social distancing, face masks and a new ticketing procedure were adopted to limit exposure risks to COVID-19.

The first change involved ticket sales, normally done onsite. For the first time, tickets were available only online at www.elpasoparadeofhomes.com where visitors chose their day and showtime. Each showtime was two

hours to allow visitors to walk through each of the seven homes. The new procedure was designed to avoid long lines at the ticket booth as in past years. It also limited the total number of visitors on the site at any given time. The 2021 Parade of Homes took place in Los Nogales Estates on El Paso's Upper Valley on half-acre lots.

The seven homes on display were built by Crown Heritage Homes, ICON Custom Builder Pacifica Homes, Punto Living Homes and Winton Homes. There are also two homes built by Deal2Deal Custom Homes. The prices of the homes range from \$775,000 to over \$1 million. Each home showcased high-end construction techniques and

craftsmanship as well as the latest appliances and home décor trends on the market.

"We had stalled the Parade of Homes™ from 2020 in order to see if we could showcase the homes, all during the pandemic and the increases in costs," said Ray Adaauto, executive vice president of the El Paso Association of Builders. "We're fortunate to have had an in-person show," he continued.

The El Paso Association of Builders began hosting the Parade of Homes™ in 1967. This year marks the 50th Anniversary of Parade of Homes™ in El Paso.



A Special Thank You!

The Texas Association of Builders would like to recognize and thank the following individuals and companies who teamed up to raise more than \$235,000 for the association.

Don Allen	Sal Masoud
Carol Baker	Bill Meyer
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Bryce Daniel	Steve Sorrells
Todd Eidson	Jeff Stubbs
El Paso AB	StrucSure Home Warranty
Donnie Evans	Texas Panhandle BA
Ferguson	Justin Webb
HBA of San Angelo	West Texas HBA
Greater Ft. Worth BA	Robert Wood
Tim Jackson	Susan Wright
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A special thanks to the following industry partners:

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Kelly-Moore Paint Company, Inc. is celebrating its 75th anniversary this year. Founded in April 1946, the year that the Texas Association of Builders was formed, Kelly-Moore Paints is one of the largest employee-owned paint companies in the United States. When you call or visit a Kelly-Moore store, you are speaking with an owner. Kelly-Moore Paints holds multiple memberships in local home builders associations across the state of Texas and has supported the Texas Builders Foundation since 2015 when Steve DeVoe, Kelly-Moore's chairman, CEO and president gifted the Texas Builders Foundation with its first endowment in the amount of \$125,000. Since that time, Kelly-Moore and its representatives have been active members and event sponsors at the local and state levels. We hope that you will join us at the inaugural Texas Builders Foundation golf tournament, presented by Kelly-Moore Paints, at the Cowboys Golf Club in Grapevine on July 12, 2021. Congratulations to Kelly-Moore Paint Company, Inc. on its 75 years of service to our industry!



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PWB Unveils Logo

The recently established Professional Women in Building Council unveiled its new logo at the Texas Association of Builders winter meetings in April. Chairman Heather Laminack introduced the logo during the council and committee report portion of the Board of Directors meeting.





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