



NEWS

APRIL 2011

PLATINUM PARTNERS

BMC
Insurance One Agency
Oncor
Sherwin-Williams Co.
StrucSure Home Warranty

GOLD PARTNERS

BancorpSouth
ProBuild South
Southside Bank
Suddenlink
Texas Bank & Trust Co.
Transit Mix

SILVER PARTNERS

All Natural Stone & Grass
Altra Federal Credit Union
American State Bank
Austin Bank
C. Woods Co., Inc.
Citizens 1st Bank
Citizens National Bank
East Texas Title Company
Fixture This, Inc.
Kilgore National Bank
Panel Truss Texas, Inc.

General Membership Meeting

APRIL 13, 2011 • NOON AT MARIO'S ON S. BROADWAY

Early Bird Special: \$22 per person before 4 p.m April 8th

\$25 per person after 4 p.m. April 8th.

REGISTER ONLINE, OR CALL TABA TO RSVP.

Education Matters

TABA MEMBERS
WHO HAVE EARNED NAHB
DESIGNATIONS WILL BE
RECOGNIZED.

Guest Speaker:

MARK MCDANIEL
TYLER CITY MANAGER
"CITY UPDATE"



Meeting Sponsors:

Title Sponsor:
KILGORE NATIONAL BANK

PANEL TRUSS TEXAS
SOUTHSIDE BANK



"Design/Build"

April 12, 2011 • 8:30 a.m. to 4:30 p.m.

Instructor: Donny Mack

Member Cost: \$210 • Lunch included

2011 Education Sponsor:



Lunch Sponsor:
TEXAS BANK &
TRUST COMPANY



Learn how to implement a design/build strategy and how to make your own design/build business a success.
One of several Section 3 class options needed for Certified Graduate Builder Designation.

ALL MEMBER COOKOUT

Tuesday, April 26 • 11-1 p.m. at TABA

Don't miss one of the most popular get-togethers of the year!


Please bring your crew and enjoy a no-cost lunch.

Call the office to volunteer for food prep and cleanup.

Register online, or call the office to **RSVP.**



The TABA News is available online each month at www.tylereabuilders.com.

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4 11:30 a.m. - Exec Committee	5 4 p.m. - Board of Directors Meeting 5-7 p.m. - After Hours @ TABA	6 4 p.m. - Social Events Committee	7	8	9
10	11	12 8:30-4:30 p.m. - "DesignBuild" Class 9 a.m. - Ambassador Committee Meeting	13 Noon- General Membership Meeting 4 p.m. - Education Committee	14 9-11 a.m. - Membership Drive Training Session by TAB Noon - Builders' Luncheon	15	16
17	18	19	20	21	22 Easter Holiday - Office Closed	23
24 	25 2 p.m. - Public Relations Committee 4 p.m. - Budget & Finance Committee	26 11 a.m.-1 p.m. - All Member Cookout 2 p.m. - Govt. Relations Committee 4 p.m. - Membership Committee	27	28 Noon - Builders' Luncheon	29	30

Dates to Remember

MAY

3	After Hours
10	Membership Drive
12	Builders' Luncheon
18-21	NAHB Spring Board
23	Spring Golf Tournament
26	Builders' Luncheon

JUNE

4-12	Parade of Homes™
7	After Hours
14	"Customer Service" Class
16	Builders' Luncheon
23-25	TAB Summer Board
30	Builders' Luncheon

BUILDERS' LUNCHEONS
Thank You, Sponsors!

All luncheons are at noon and are for builder members only.



To sponsor a Builders' Luncheon, call Sherri at: 903-561-3964.

APRIL 14, 2011

Sponsor:
Smith Masonry

Location:
Texas Roadhouse

.....
APRIL 28, 2011

Sponsor:
Altra Federal Credit Union

Location:
Clear Springs Texas

SAVE THESE DATES

instead of **After Hours**

April 5, 2011 • 5-7 p.m. at TABA

Going Away Party for Kathey Comer

All members are welcome to attend each *After Hours*. Come out for your chance to win one of these jackpots!

DRAWINGS
RESUME
IN MAY!

Thanks to February *After Hours* Sponsor:
TRANSIT MIX

Builders' Progressive Jackpots: Sam Mezayek's name was drawn at the March *After Hours*, and since he wasn't there to win, the May Jackpot will be \$150.

SUNBELT
BUILDERS SHOW™

OCT. 20-22, 2011

AUSTIN CONVENTION CENTER

FREE Registration
from April 1 through
June 30, 2011!
Visit texasbuilders.org for
more information.

TEXAS HOLD 'EM MEMBERSHIP DRIVE

May 10, 2011

Great prizes and double spike points await your participation in this year's Membership Drive. Sign up for a team and compete to recruit the most new members! Come to the special TAB training session on April 14th! Whether for an hour or a full day of fun, join us May 10th in growing a stronger TABA! Call the office for more information.



Recruit one new member and receive a Flip Calculator Clock Frame with LCD display on one side; fits 3 3/4" x 5" photo.



Recruit two new members and receive a Neoprene Laptop Sleeve that holds a laptop; front zipper pocket.



Recruit three or more new members and receive a 4-piece wine set that includes opener, foil cutter, stopper and vintage guide.

Spring Golf Tournament
May 23, 2011 at Eagle's Bluff



TEE TIME! Calling all golfers, volunteers and everyone else. Sign up your teams and secure your sponsorships now. Come out to work, play or just come out and join us for dinner! Call Heather or Sherri at 903-561-3964.



DO BUSINESS
WITH A MEMBER

Builders & Subcontractors Insurance Endorsed By Your Local Association



We Offer:

- Competitive Rates
- Complete Insurance Program Available
- T Builders Risk Insurance**
At Risk Coverage - Low Monthly Rates
- T General Liability Insurance**
Includes Completed Operations
- T Workers Compensation Insurance**
Group Program Approved by Texas Dep. of Insurance
- T Umbrella Insurance**
Excess Liability in \$1,000,000 increments
- T Commercial Automobile Insurance**
Custom Tailored for Your Needs
- T Model Home Contents**
All Risk Coverage - Low Rates

Call "The Builder's Agent"
Beverly Uzzell

Insurance One Agency, LC

4411 Old Bullard Road, Suite 500, Tyler, Texas 75703
903-526-0208

We offer special rates for "Parade" Homes.
Call us for a Quote!

SOUTHSIDE BANK

Home Loans

www.southside.com

Member FDIC

Randy Harden
James Vandenburg

Lance Huskey

EAST TEXAS BRICK CO.
www.etbrick.com

3901 SSW Loop 323
Tyler, Texas 75701

903-581-0002
1-800-256-1750
Fax 903-561-0078

NEED A 10-YEAR STRUCTURAL HOME WARRANTY?

LEAVE THE RISK TO US!

To learn more about how you can build buyer confidence with the best warranty coverage available, call **Tiffany Acree**, TAB ASSOCIATE OF THE YEAR, at 817.726.6880 or visit www.strucsure.com.

- competitive rates with personal service
- serving small to large builders
- insurance backed
- simple online enrollment



www.strucsure.com

MEMBER INFORMATION

WELCOME NEW MEMBERS

4

THANK YOU FOR RENEWING!

A special thanks to the highlighted companies which have been TABA members for 10 or more consecutive years!

ACR Services, LLC

Benchmark Synergy (formerly Bathwraps)

Brown's Landing

Clay's Lawn & Fence Co.

Coburn's Supply Co.

Cochrane Construction LLC

Coconut Cove Pools

Dale Welch Builders, Inc.

East Texas Gutter Systems

East Texas Professional Credit Union

Five Star Stone, LP

FNC Ponds

Glenwood Blind & Awning Co.

Henry Murphy, Jr.

J&S Blueprint

James O. Clark, Architect

Lighting One of Tyler

Lone Star Generators, LLC

Morris Electric

National Property Inspections

Nix Construction, Inc.

Pella Windows & Doors

RB Roofing

Superior Roofing & Gutters

Swann's Furniture Gallery

Lowe's

Freddie Wullschleger
903-581-8500
5720 S. Broadway
Tyler, TX 75703

Welcome
To TABA!

Next
Member Orientation
is July 7th.
HOPE TO SEE YOU THERE!

UPCOMING RENEWALS - MAY

- | | | |
|---------------------------------------|--------------------------------------|-------------------------------------|
| A & M Refrigeration Co. | Express Employment Professionals | Outdoor Dimensions, Inc. |
| Affordable Seamless Guttering | Express Lawn Sprinklers LLC | Overhead Door Company of Tyler |
| Albright Solutions, LLC | Faithco East Texas | Paramount Construction Co. |
| Aldredge Construction | Faux fx | Pest Punishers |
| All Seasons Window & Door Mfg., Inc. | Fleur de Lis | Pete's Painting |
| All Tile | Gabriel Uribe Masonry | Plantation Shutter Warehouse |
| Allen Terrell Concrete | Garrison Construction | Primary Residential Mortgage |
| Allied Truss LLC | Gray's Home Fashion Gallery | Incorporated |
| All-Tex Plumbing | Gulf State Lumber Company | Pro Electrical Services |
| American Building Supply | Henson's Solid Rock Company | Rainforest Irrigation & Landscaping |
| Ameri-Tex Services, Inc. | High Performance Homes, LLC | Ramey & Flock, P.C. |
| Angelo Electrical Inc. | Holey Plumbing Co., Inc. | RE/MAX Properties- |
| Austin Bank - Frankston | Holiday Sheet Metal Co. | Crutcher & Hartley |
| Azleway, Inc. | Homes & Land of East Texas | Remington Alarm Systems, Inc. |
| Backyard Connection, LLC | House Nursery | Rollins Lawn & Landscape Co. |
| BancorpSouth | I-20 Team | S&T Development Ltd. |
| Bannister Drywall | In Detail | S.T.A.R. Concrete Pumping |
| Beard Auction Service | Independent Glass & Mirror Co., Inc. | Sam R. Hill Lumber Co. |
| BMC | Intlehouse Painting | SBCC, Inc. |
| Bolton Custom Homes Inc. | Iron Doors Plus | Servpro of Tyler |
| Boone Homes, LLC | Iron Hill Services, LLC | Signature Homes by Wade LLC |
| C&S Construction | Jacksonville Custom Gutters | Sound Logic Integrations |
| Camp Davis Stone Co. | Jim Toman Insurance Agency | Southern Home Builders, Inc. |
| Capps-Capco Construction | Juan Soto Concrete | Southwest Commercial Contractors |
| CB Builder | Keller Williams Realty | Stanley Overhead Door |
| CCS Woodworks | Kodiak DGS, Inc. | Star Carpentry |
| Century 21 First Group - Jason Wright | Krantz PR | Steve Rohus Custom Homes, Inc. |
| Climate Control Heating & A/C | Larry Murdock Construction Co. | Steve Smoot Trim |
| Cole Air Conditioning & Appliance Co. | Laughlin Properties, Inc. | Steve Welch Custom Homes |
| Conaway Companies | Leon's Signs Inc. | Straightline Siding Ltd. |
| Cook & Son Roofing | Lindale State Bank | Suddenlink |
| CreteStainz | Macias Roofing Co. | Superior Air Conditioning & Heating |
| Custom Carpentry | Maddox Residential & Commercial | Tennison's Landscaping & Irrigation |
| Cy White Landscape Design | Services | Tile Time |
| D.L.R. Construction Inc. | Mase Landscape Company | Todd Hayley Construction |
| Daniel Arthur Surveying, LLC | Mewbourne Oil Company | Tyler Glass & Mirror |
| David Cooper Quality Homes, LLC | Mike Menager | Waterman Electric, LLC |
| Design Audio Video | Minter Construction | Winningham Consultants & Design |
| East Texas Refrigeration, Inc. | Nacho Concrete | Wright-Built |
| Excel Pools & Landscaping | Oncor Electric Delivery | |

MEMBER BENEFITS

Register your NAHB membership and earn a 2% discount at Lowe's.
LIMITED TIME OFFER! VALID UNTIL 12/7/11

Earn a 2% discount* on purchases made with your Lowe's Accounts Receivable when you confirm your Home Builders Association membership on LowesForPros.com. Plus, get free delivery on purchases of \$500 or more now through 12/7/11. For more information visit www.nahb.org/ma and click on the Lowe's link.



HALL

BUICK · GMC

Donnie Baker • Dwayne Hinds
(903) 266-7800

NAHB members continue to receive a valuable

\$500*
offer from GM.

NAHB members can get a \$500* private offer toward the purchase or lease of most new GM vehicles. Visit gmfleet.com/nahb for more details.



*Offer valid toward the purchase or lease of new 2010, 2011, and 2012 model year GM passenger cars and light duty trucks, excluding Chevrolet Camaro Convertible and Volt. Not available with some other offers. Not valid on prior purchases. Program subject to change without prior notice. See dealer for details. Take delivery by January 3, 2012.

EDUCATION UPDATE



“Customer Service”

June 14, 2011

8:30 a.m. to 4:30 p.m. • Lunch included

Instructor: Paul Evans

Member Cost: \$210; Non-Members: \$310

2011 Education Sponsor:



Lunch Sponsor:



One of several Section 4 class options needed for Certified Graduate Builder Designation.

“Builder Assessment Review” - BAR Exam

July 13, 2011 • 8:30 a.m. to Noon • \$195

Essential first step in earning a Certified Graduate Builder Designation.

REGISTER ONLINE OR CALL TABA TO ENROLL.



NAHB Business Management Class—Shown at left attending the Feb. 16th class are Roy Williamson, seated, and from left: Karen Barlow, Jeff Andreason, Stewart Haberle, Tommy Burns, Keven Hatcher and Instructor Paul Evans.

BUILDERS’ LUNCHEONS



Above, Ryan Hall, All Natural Stone & Grass, sponsored the Feb. 17th luncheon at Outback Steakhouse. Below, McCoy’s Building Supply sponsored the March 10th luncheon @



Bruno’s in Gresham. Thank you, sponsors!



THANK YOU FOR RENEWING!

A special thanks to the highlighted companies which have been TABA members for 10 or more consecutive years!

- TAABS Printing & Promotional Products
- TCMC

Terry Graham Construction

- Texas National Bank
- The Flooring Store of Tyler
- Tri-State Water Treatment
- Tryon’s Corner
- Tyler Beverages

Tyler Weathermakers

- Wright-Way Solar Technologies

RALLY DAY ADVENTURES



TABA GOES TO AUSTIN — Over 30 TABA members were joined by five members of the East Texas Builders Association on the bus to our State Capitol on Wednesday, Feb. 23. Shown above are (left to right) Cary Byrd, Ed Thompson, Lanelle Jackson and Kathey Comer. Below, Kathey and Steve Nix (far right) are shown meeting with Rep. Bryan Hughes.



MEMBERSHIP CANCELLATIONS

For many different reasons the following companies and/or individuals have not renewed their memberships with TABA: A Stone Age; Artistic Fine Finishes; Benchmark Design Group LLC; Boone & Boone Construction; Com-Tech Resources, Inc.; Design by Su; Just Clean It; Taylor Gutters & Drains

MEMBER NEWS



Grand Prize Drawing Winner

William Walden of Sulphur Springs was the lucky winner of the sofa provided by Larry Lott Interiors.

Thank You Bowling Sponsors:

Dinner Sponsors:

BancorpSouth
Insurance One Agency

Beverage Sponsors:

All Natural Stone & Grass
ProBuild South

Lane Sponsors:

Altra Federal Credit Union

C. Woods & Co., Inc.

Central Title Co.

CenterPoint Energy

East Texas Title Co.

Fixture This, Inc.

Kilgore National Bank

Landmark Title

Southside Bank

Stonebridge Heating & AC

Transit Mix



Feb. 25-27, 2011 — Winners of the best all-around booth competition were 1st Place Fixture This (above), 2nd Place Ace Fence (above right) and 3rd Place Insurance One Agency (below). Congratulations to all the exhibitors on a great presentation!



Exhibits, Seminars and Prizes, oh MY! — The public had a large number and variety of vendors to explore as well as opportunities to win door prizes. Below, seminars were standing room only!



Ask a Builder — At left, Gary Bayless, Sean O'Keefe and Ed Kopal take their turns staffing the Ask a Builder booth at HPS. More photos at tylerareabuilders.com.

Thanks to Joe Runnels and Gary Bayless for putting up the Home Products Show banner in front of the office before the event and to Steve Nix for taking it down. Thanks to all the wonderful volunteers who made 2011 the best Show yet!

Thank you, Home Products Show Sponsors!

Global Sponsor

INSURANCE ONE AGENCY, LC.

Hemisphere Sponsor

Citizens 1st BANK

Friday Night Bar Sponsor



Seminar Sponsors

Citizens 1st Bank | StrucSure Home Warranty | Transit Mix Concrete & Materials, Co., Inc.

FROM THE ASSOCIATE COUNCIL PRESIDENT

The Bowling Tournament was a blast, as always. Thanks to everyone who helped organize the event and to all our sponsors and everyone who came out for a great evening of fun! Everyone seems to be wearing their positive outlook this spring. Is it the flowers blooming, or is business really picking up? We're going with a warmed up business climate!



April is full of TABA fun. At the General Membership Meeting on the 13th we'll hear from the Tyler City Manager, Mark McDaniel, and we'll recognize those members who have been earning NAHB designations by attending classes. Please remember to RSVP for this luncheon at Mario's. It's going to be a good one!

Also do not forget to come out to one of our two annual cookouts on the 26th. These get-togethers are a great way to get your crew networking with other members and catch up on all the local news. See you soon!

Jion Dietz
Associate Council President

MEMBER NEWS

Congratulations

To Jion and Ken Dietz on the Feb. 20th birth of their daughter, **Zoe Grey**. She weighed in at 7 lbs, 7 oz.

Condolences

To Kathy Martin on the recent passing of her husband and Eagles Bluff founder, **Ralph Martin**.

To family and friends of TABA Past President **Bill Tenison**, who passed away in late February.

To family and friends of **Stanley Dale Cox**, who passed away in early March.

To Stefanie Smith and family, who lost her grandmother, **Dorothy Haney**, on March 11, 2011.

MEMBER MARKETPLACE

ESTES PLASTERING

Owned and operated by Mike Schuble, Estes Plastering has over 30 years of lath and plastering experience. Mike and his crew specialize in residential custom homes, multi-family dwellings and commercial projects. Estes specializes in custom foam shapes and columns and performs EIFS (Exterior Insulation Finishing System) cladding. "Our work ethic, customer service and attention to detail clearly define the top quality of our workmanship and competitive pricing." Call Estes at 903-969-3534.

"Member Marketplace" is a feature highlighting a member's company. One member company will be drawn randomly from After Hours attendees, and the winner will be featured in a company profile in the TABA News! The editor retains the right to edit for length and content.

	Boral Bricks Inc.	
	1309 Kilgore Drive Henderson, TX 75652 Direct (903) 655-2099 Cell (903) 646-7448 Facsimile (903) 655-6807 E-mail jeff.cross@boral.com	

You Build Homes. We Protect Them.
 Along with Your Company and Your Reputation.

We're known for helping quality builders like you increase sales and build customer relations with our warranty products and superior service. Call me today.

Bill Deal
 800-749-0381, x3812
 or 214-695-1062
 billdeal@carhobuilders.com



W. Joy Adams, ChFC, CFP[®]

ADAMS FINANCIAL GROUP

Toll free: 1.800.599.8550
 Tel: 903.595.4236
 Fax: 903.595.4230
 3200 Troup Hwy, Ste 160
 Tyler, Texas 75701

joy.adams@adamsfinancialgroup.com

Registered Representative and Investment Advisor Representative, Securian Financial Services, Inc., Securities Dealer, Member FINRA/SIPC. A Registered Investment Advisor. Adams Financial Group is independently owned and operated.

Bell Sand Company, Inc.
 Commercial • Residential • Construction
 Fill Dirt • Mortar Sand & Gravel

903-592-3337
 Res. 592-7239
 P.O. Box 4055 • Tyler, TX 75712
 Rt. 19, Texas College Rd. • Tyler, TX
 Elvis Kersh & Sons, Owners

Sand is our Business



AFTER HOURS



March 8, 2011 —
 The brisket was a big hit! Many thanks to sponsor Transit Mix. Special thanks to TABA Ambassadors (above left) Janie Malone (center left) and Libby Simmons, shown welcoming members at the door. See all the photos on the Tyler Area Builders Facebook page. Click LIKE!

IMPORTANT TAX INFORMATION

Regarding Membership Dues paid to Tyler Area Builders Association, the portion attributable to "lobbying activities" is NOT deductible from federal income taxes as an ordinary and necessary cost of doing business per the 1993 U.S. Congress Omnibus Budget Reconciliation Act. For dues paid in 2011, the total amount of national dues that is NOT deductible as a business expense for a builder or associate member is \$27 and \$0.90 for an affiliate member; the total amount of state dues that is NOT deductible as a business expense for a builder or associate member is \$65.49 and \$14.75 for an affiliate member.



1504-A West Grande Blvd.

Tyler, Texas 75703

Phone 903-561-3964

Fax 903-561-7273

Email info@tylerareabuilders.com

TABA www.tylerareabuilders.com

TAB www.texasbuilders.org

NAHB www.nahb.com

MISSION STATEMENT:

Building Better Builders by promoting quality, accountability and professionalism in the home building industry.

ADDRESS SERVICE REQUESTED

**PRESORT
STANDARD
US POSTAGE
PAID
TYLER TX
PERMIT NO 157**

AND FINALLY . . .

“Even if you’re on the right track, you will get run over if you just sit there.”

Will Rogers, American Humorist



Let the Tyler Area Builders Association help you get educated! In a tough economy, or even in a good one, education is the key to improving your basic business strategies and getting a leg up on the competition.

TABA offers you many affordable educational opportunities each year. The industry designation courses offered through NAHB at your own local association are just one of these excellent resources. The information shared is truly priceless and will help you better serve your customer, operate smarter and work more efficiently. Education designations can lead to more earned income, credibility and prestige for you and your company.

TABA’s commitment to offering industry professionals the best, most-extensive continuing education program is evident in the diverse array of programs. Participate locally in our “Lunch & Learn” series or take part in an NAHB webinar. In today’s changing housing market, what better way to stay up to speed on the latest developments in business, building methods and technology?

Your Education Committee stands ready to help you learn and improve your business skills. Let them know what you want, then take action and participate. For more information about how you can become a part of these exciting programs visit tylerareabuilders.com.

Education is guaranteed to keep you moving down the track. See you in class.

Kathy Comer
Executive Vice-President

PRESIDENT’S MESSAGE



We’d love to see more of our builder and associate members come out to association activities. Once you get a feel for what TABA can do for you and your business, there won’t be any doubt in your mind that it’s a very good use of your time

and energy.

For some reason it’s not easy to step through the door at *After Hours* or a General Membership Meeting the first time. We understand that, and that’s why we have Ambassadors to greet you on arrival and make you feel at home. The Ambassadors are well aware of the benefits of TABA membership, and they are anxious to “share the wealth” with each one of you. There are so many activities to take part in this spring — a cookout, golf tournament, Builders’ Luncheons and more — that you really have no excuse to stay away. There is something for everyone’s taste!

This spring brings staff changes at TABA. Kathey is moving on to other endeavours, and the search team will soon have her position filled with a new executive officer. This presents a unique opportunity for us to re-think our administrative procedures and scrutinize our association’s mission with a fresh perspective. In the meantime our remaining staff will keep the boat afloat. They are happy to assist each member with any questions or concerns.

But they can’t help if you don’t call or come by. This year make it a priority to attend at least one TABA activity each month. By the end of the year you’ll have plenty of evidence that what I’m saying is true.

We look forward to seeing you this year.

Robert Aiken
2011 President