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HOME PRODUCTS SHOW

February 25-27, 2011
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TABA'S 31st



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 Sunday 1 to 5 p.m.

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Seminars!

Seminar Sponsors:



Tyler Area Builders Association

Builders get in FREE Friday evening and get 2 free drink tickets!

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Exhibitors' information at
www.tylerareabuilders.com.

❖ RALLY DAY ❖ February 23, 2011 ❖

Ride with us on the bus to the Capitol in Austin!

All 34 local builders' associations in Texas will participate in Rally Day to deliver our message to the state legislators. We need your help to continue to protect our entire industry and ask that you make the commitment to travel to Austin that day to be a part of this special — and effective — legislative event. Register online or call the TABA office to reserve your spot on the bus and your place in history: 903-561-3964.



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Happy Hour Sponsor:

SHERWIN-WILLIAMS Co.

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Cooper-Sibley Construction, Inc.	Nix Construction, Inc.
Cotton Custom Homes	North Chase Development LLC
Dale Welch Builders, Inc.	Robert Aiken Custom Homes
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"Certified Green Professional"

February 2 & 3, 2011

8:30 a.m. to 4:30 p.m. each day

THE ONLY TIME OFFERED IN TYLER IN 2011



CLASS DETAILS
 on page 5...



SUN	MON	TUE	WED	THU	FRI	SAT
		1	2 8:30-4:30 p.m. - "Green Building" Class 4 p.m. - Social Events Committee	3 8:30-4:30 p.m. - "Green Building" Class	4	5
6	7 11:30 a.m. - Exec Committee	8 4 p.m. - Board of Directors Meeting 5-7 p.m. - After Hours	9 4 p.m. - Education Committee	10 Noon - Builders' Luncheon	11	12
13	14	15 9 a.m. - Ambassador Committee Meeting POH FINAL Contract Entry DEADLINE	16 8:30-4:30 p.m. - "Business Management" Class	17 Noon - Builders' Luncheon 4 p.m. - HPS Committee Meeting	18	19
20	21	22 2 p.m. - Govt. Relations Committee 4 p.m. - Membership Committee Meeting	23 RALLY DAY Home Product Show Set-up Begins	24 Home Product Show Set-up	25 6-9 p.m. Home Products Show	26 10 a.m.-5 p.m. - Home Products Show
27 1-5 p.m. - Home Products Show	28 HPS Take-Down 2 p.m. - Public Relations Committee 4 p.m. - Budget & Finance Committee					

Dates to Remember

MARCH

2	"Risk Management" Class
8	After Hours
10	Builders' Luncheon
16	Bowling with Builders
17	Member Orientation
23	BAR Exam
24	Builders' Luncheon

APRIL

5	After Hours
12	"Design/Build" class
13	General Membership Meeting
14	Builders' Luncheon
26	All Member Cookout



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



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

BUILDERS' LUNCHEONS

Thank You, Sponsors!

February 10, 2011

Sponsor: C. Woods Co., Inc.

Location: Coyote Sam's

February 17, 2011

Sponsor: All Natural Stone & Grass

Location: Outback Steakhouse

SAVE THESE DATES

After Hours

Sponsored by:



February 8, 2011

5 to 7 p.m. at HOME PLUS

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



Builders' Progressive Jackpot: The Jackpot begins again at the February *After Hours*! Join us and you might win \$50! At each *After Hours* the name of one of our builder members is drawn. Only builders can win. If the builder whose name is drawn is present, they win \$50. If the builder is not present, \$50 will be added to the jackpot each month until a winner is present. And, each time a builder attends *After Hours*, their name is added to the drawing bowl. So your chances of winning go up every time you attend!

Associates' Member Marketplace Drawing: Each month one member company is drawn from *After Hours* attendees, and the winner is featured in a company profile in the *TABA News*!



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Run your business card ad in the **TABA News**. It's an economical way to get your name in front of every major builder in the area. Call 903-561-3964 for more info.



Bowling with Builders TOURNAMENT

March 16th at Green Acres Bowl
6:30 to 9 p.m.

FEELING LUCKY? BOWL FOR GOLD!!

Come out and enjoy a great St. Patrick's Day evening of fun, pizza, beer, prizes and more!

LANE SPONSORSHIPS AVAILABLE FOR \$100

Dinner Sponsors:

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Insurance One Agency LC



Beverage Sponsors:

All Natural Stone & Grass
ProBuild South

Lane Sponsors:

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Southside Bank | Transit Mix Concrete & Materials Co., Inc.

Welcome to the Tyler Area Builders Association
Welcome!

MEMBER ORIENTATION

Noon at the TABA Office • March 17, 2011

JOIN US FOR A LIGHT LUNCH AS WE SHOW YOU ALL THE WAYS YOUR TABA MEMBERSHIP CAN BENEFIT YOU AND YOUR BUSINESS. NEW AND LONG-TIME MEMBERS ARE WELCOME TO ATTEND. Please RSVP online or call 903-561-2964 so that we can be sure to have enough lunches.

THANK YOU FOR RENEWING!

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

Atmos Energy

Burt R. Ford Enterprises, Inc.

Caspian Construction

Central Title Company

Citizens National Bank - Grande

City of Tyler Planning & Zoning

Designing Women, Inc.**Don's TV & Appliances, Inc.**

EJ Homes

East Texas Brick Co. Ltd.**East Texas Spa**

Energy Concepts

Faux Artistry by Lisa

Garage Strategies

Gotcha Covered, Tyler

Homes by Matthew Peer, LLC

Jeff Bigbie Homes, Inc.

Montrose Concrete, Inc.

Pools by Rainbow Inc.

Pyp It, Inc.

Skillern's Business**Systems, Inc.**

Skip Ogle Homes, LLC

Stewart Remodeling & Construction

Stricklin Homes, Inc.**MEMBER INFORMATION****WELCOME NEW BUILDER MEMBERS!****Red Barron Building Co., LLC**

Jerry Alexander • 903-882-1700
2561 S. Main St. Bldg. B
Lindale, TX 75771
Sponsor • Mark Medina

Pratt Homes

Henry Lynn Pratt • 903-596-7333
310 SSE Loop 323
Tyler, TX 75702

WELCOME!**WELCOME NEW ASSOCIATE MEMBERS!****A Plus Roofing**

Jeff Gonzales • 903-939-2425
5221 S. Broadway #12
Tyler, TX 75703
Sponsor • Randy Weaver

Estes Plastering

Mike & Renee Schuble
903-969-3534
PO Box 6660, Tyler, TX 75711
Sponsor • Kevin Humphrey

Aire Serv

Bobby Lynn • 903-592-7773
2221 WSW Loop 323 Ste 103A
Tyler, TX 75701
Sponsor • Rudy Wright

Guier Fence

Kay Bateman • 903-571-6689
5201 S. Broadway, Ste 210A
Tyler, TX 75703
Sponsor • Nancy Barron

Awe-Some Air

Lynn McClung • 903-288-1872
440 VZCR 4814
Ben Wheeler, TX 75754
Sponsor • Rudy Wright

Please Join Us

for the next quarterly **Member Orientation** at noon on March 17th at the TABA office. We will treat you to a light lunch and a presentation that shows all the ways TABA membership will benefit *you!* **ALL MEMBERS ARE INVITED.** Call to RSVP, or register online.

SPIRIT OF MEMBERSHIP AWARDS

Congratulations to five TABA members for winning the special Spirit Award from Bonded Builders Warranty Group.

These members each recruited a new member within the designated one-month period between December 10, 2010 and January 10, 2011. They win the Spirit Award and a \$35 Walmart gift card. *The winners are:*

Nancy Barron | Kevin Humphrey | Mark Medina | Randy Weaver | Rudy Wright

On January 11th, Bonded Builders reverted to their regular program where only first-time recruiters are eligible for the award.

The Spirit of Membership Award is exclusively from Bonded Builders Warranty Group.

MEMBER BENEFITS**NEW TO MEMBER ADVANTAGE!**

To access the Avis NAHB discount web site, visit www.nahb.or/ma and click on Avis.

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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

“Certified Green Professional”

February 2 & 3, 2011 • 8:30 a.m. to 4:30 p.m. each day



Instructor: Michael Strong

Member Cost: \$320 • Lunch included

Note: “Business Management for Building Professionals” class on Feb. 16th also required for Green designation.



2011 Education Sponsor:



Lunch Sponsor:
SHERWIN-WILLIAMS

“Business Management for Building Professionals”

February 16, 2011 • 8:30 a.m. to 4:30 p.m. • Lunch included

Lunch Sponsor:



Instructor: Paul Evans • Member Cost: \$210; Non-Members: \$310

REGISTER ONLINE OR CALL TABA TO ENROLL.



“Builder Assessment Review” - BAR Exam

March 23, 2011 • 8:30 a.m. to Noon

Member Cost: \$195

REGISTER ONLINE OR CALL TABA TO ENROLL.



“Risk Management”

March 2, 2011 • 1 to 2:30 p.m.

Understand and utilize the TAB Contracts Package and endorsed insurance programs.

Instructor: TAB • Cost: \$75 for members who do not own the TAB Contracts Package; FREE for members who own the package.

Non-members \$125 • REGISTRATION REQUIRED.

DOWNLOAD A FLIER ON TABA’S WEBSITE.

REGISTER ONLINE OR CALL TABA TO ENROLL.

BUILDERS’ LUNCHEON



Jan. 13, 2011 — Big Turnout at Texas Roadhouse for the Builders’ Luncheon sponsored by Assured Insulating. Call Sherri to be a sponsor: 903-561-3964.



THANK YOU FOR RENEWING!

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

Theford Construction Co., Inc.

This Old House Remodeling

Transit Mix Concrete

& Materials Co., Inc.

Tyler Concrete Services, LLC

WC Supply Company



IBS Student Competition — UT Tyler Construction Management students shown in orange shirts above participated in a competition at the International Builders Show in Orlando, Florida, in mid January. Chapter rep Stephen Hale is at far left. TABA builder Kerry Hamblett, second from right, traveled with the students as coach. Other team members are Ryan Gould, Kaylan L. Hunt, Sam Tadlock and Chris Cullen. TABA President Robert Aiken, far right, also attended the competition.

UPCOMING RENEWALS

- Clear Choice Windows
- Cochrane Construction LLC
- Cooper-Sibley Construction, Inc.
- D&D Properties
- Eagle Electric
- FNC Ponds
- Hollytree Country Club
- K&D Woodwork
- Kelly Community Federal Credit Union
- Lighting One of Tyler
- Lloyd Construction
- Mink Plumbing Co., Inc.
- Stonebridge Heating & Air Conditioning
- The Added Touch
- Tony & Junior Concrete
- Tyler Pest Services, Inc.
- Wells Marble Co.

MEMBERSHIP CANCELLATIONS

For many different reasons the following companies and/or individuals have not renewed their memberships with TABA:

- East Texas Home Inspection Services and Pest Control;
- Spicewood Developments, Inc.;
- TCS Air Conditioning & Heating

OFFICER INSTALLATION

SALVATION ARMY
KETTLE DRIVE

Special thanks to all of our volunteer bell ringers at the Brookshire's on Rice Rd. Dec. 15, 2010.



Nancy Barron; Jion Dietz; Ricky Casey; Ed Thompson; Carlton Edwards; Steve Nix; Erin Wright; Gary Bayless; Jeff Andreason; Stefanie & Katie Smith; Mike & Heather Klueppel & Don Nutt; Jason & Sarah Campbell; Sam Oliphant; Matthew Peer & Family; Mike Schovanec & Debbie Bryant.



January 7, 2011 — The new year was officially kicked off with the installation of the 2011 leadership team. Guest speaker Scott Norman of TAB performed the installation ceremonies. Builder & Association of the Year for 2010 were named (see page 7), and R. Casey's Shiner beer-of-the-year was replaced by La Blatt Blue for 2011. See all the photos at www.tylerearebuilders.com.

Many thanks to our Officer Installation Title Sponsors, **BancorpSouth** and **ProBuild South**, and to our Meeting Sponsors: Kilgore National Bank, Panel Truss Texas, Southside Bank, Texas Bank & Trust Company and Transit Mix.



LIFE DIRECTOR NAMED

Stefanie Smith first joined TABA in 2004 with First Horizon Home Loans. Her employer is now Bancorp South, but Stefanie has continued to serve TABA. She has served on the Board of Directors, was named Associate of the Year in 2007 and served as Associate Council President in 2009. Stefanie has chaired the Social Events and Home Products Show committees, organizing some of TABA's largest annual events. She currently serves on the Government Relations Committee, and in 2010 she helped establish the annual Sporting Clay Shoot HOMEPAC fund raiser.



Her most enjoyable TABA opportunities have been "to get involved with projects that support and help our community, such as Habitat for Humanity, Extreme Makeover Home Edition and the Salvation Army Kettle Drive. I enjoy the variety of philanthropic opportunities that TABA supports," Stefanie said.

She has personally gained much from her involvement with TABA: "The best thing, besides building business relationships, is that I've made some really good friends throughout the years — friends I can count on to support whatever 'mission' I am working on at the time, whether I need monetary donations, volunteers or specific products. I was most excited to rely on those contacts to meet our HOMEPAC goal. The membership has yet to let me down, and — trust me — I am always asking for something."

Stefanie and her husband Greg have two children, Katie and Walter.

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FROM THE ASSOCIATE COUNCIL PRESIDENT

How many TABA members does it take to put on the Home Products Show each year? More than you might think! The committee and staff have been working hard, planning and ordering and making arrangements behind the scenes to bring our community another great Show.

This year's theme, "Around the World and Back," was decided last fall. And since then things haven't slowed down a bit. The public is in for a real treat this year. They get quite a bit of value when they buy an admission ticket. First and most importantly, attendees have the opportunity to visit the booths of all our wonderful TABA members to check out all the latests and greatest products available in our area. Visitors can also attend informational seminars, question some of our builder members at the "Ask a Builder" booth and enter to win some really great prizes.

A big thank-you to Libby Simmons, Jeff Cross, Shelley Flowers, Barbara Holly, Traci Holms-Steinmiller, Johnna Hutchins, Janie Malone, Doug Marshall, Sam Oliphant, Myra Petty, Beverly Uzzell and James Vandenburg. They are the TABA members behind the Home Products Show.

This annual event helps members' businesses, the thousands of visitors who attend, and it helps strengthen TABA and the building industry in our area. It's a win-win effort all around! Be sure to come out and support our members with your attendance.



Jion Dietz
Associate Council President

BUILDER & ASSOCIATE OF THE YEAR

"R. Casey," 2010 Builder of the Year, is a second-generation homebuilder. He began building homes in East Texas in 1997 and first became a TABA member in 1998.

Ricky began serving on the TABA leadership ladder in 2008 and was TABA President in 2010. He's served on many TABA committees including Budget & Finance, Charitable Contributions, Government Relations and served as chairman of the Membership and Parade of Homes™ committees.

He said his favorite moments serving TABA include meeting Texas Governor Rick Perry. He said: "Involvement with TABA has given me an understanding of the importance of the legislative process and the work that goes into it."

Ricky and his wife Beverly live near Frankston. Their four children are Kyle, Kara, Logan and Evan.



When 2010 Associate of the Year Jion Dietz opened her lighting business "Fixture This" in 2002, she also joined TABA. She has served on the Board of Directors as well as the Social Events and Home Products Show committees, organizing some of TABA's largest annual events. She begins 2011 as the Associate Council President.

"I've enjoyed everything I've been involved in at TABA, especially the opportunities I've had to serve on committees that help the association and the community. It's been an excellent learning experience about the politics of the building industry and what TABA does for the members. The association is a great outlet for networking and being involved in the building industry."

During these past few years she has added a hardware line to be more of a "one-stop shopping destination for builders and custom clients", took on another business and became a mother for the first time. She and her builder-developer husband, Ken, have two boys – Tucker and Bryce – and a little girl on the way.

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.

MEMBER NEWS

Congratulations

To **Veretta Rider**, one of nine women to be honored at "Women Mean Business" — the 13th Annual Women in Tyler Day luncheon on March 24, 2011.

To **Cary Nix**, on being sworn in to serve on the Smith County Commissioners' Court.

Condolences

To family and friends of **Elam Franklin Swann Jr.**, who passed away in December.

To Brad Stricklin and family, who lost his grandmother, **Mattie Faye Stricklin**, in January.

SPECIAL THANKS

To **Cassity Jones & Harry's Building Materials** for donating supplies for Home Products Show Decorations.

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TAB www.texasbuilders.org

NAHB www.nahb.com

MISSION STATEMENT:

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

AND FINALLY . . .

"Even if you're on the right track, you will get run over if you just sit there."

Will Rogers, American Humorist



You may be the best on the block, but if no one knows it you'll never get ahead. The Tyler Area Builders Association offers you many ways to get the word out about your skills, products and services.

When you open www.tylerareabuilders.com/findamember/onlineirectory, does your company's name pop up? Is your completed home or developed lot included in the New Home Listings on our web site? Have you included your company's ad in the Home Products Show and Parade of Homes™ magazines? Do you have an ad or an insert in our monthly newsletter, *TABA News*?

If not, you're missing important ways to introduce your company to the public. TABA offers unparalleled marketing opportunities targeted at consumers interested in building, buying or remodeling. And don't forget, our hundreds of other members use your products too.

Show your stuff online and in print. Call the TABA office for more information about these and other marketing opportunities. They are great ways to maximize your membership.

Thanks for your involvement in TABA. We hope to see you – and your company's name - often this year.

Kathey Comer
Executive Vice-President

PRESIDENT'S MESSAGE



It takes more than builders to construct, sell, remodel and finance a home. It takes the effort and expertise of subcontractors, suppliers, manufacturers, mortgage bankers, utilities, title companies, architects, engineers, attorneys, realtors and a host of other industry-related professionals.

Likewise, it takes more than builders to make our Association strong and to advocate for the home building industry in this part of East Texas. It takes the hard work and dedication, the financial support and loyalty of the Associate Members who are actively involved in TABA.

The Home Products Show is one of TABA's largest annual events, and it is entirely produced by our Associate Council. This year the Show is February 25-27. Several thousand people will walk through the Harvey Convention Center to see what our member businesses have to offer. This event — along with our annual Parade of Homes™ — tells the public who and what TABA is all about.

If you've never attended as a participant or as a visitor, I want to encourage you to do so this year. Our Associate Council and staff have worked many hours to create an event that will put you, as a TABA member, in the best possible spotlight.

Our builders will be taking shifts staffing the "Ask a Builder" booth and will offer seminars that are sure to be a hit. Hope to see you there!

Robert Aiken
2011 President