



# NEWS

JANUARY 2011

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Panel Truss Texas, Inc.



## Officer Installation



JANUARY 7, 2011 • NOON AT HOLLYTREE

\$22 per person prior to 4 p.m. Jan. 3<sup>rd</sup> • \$25 per person thereafter

*Guest Speaker:* SCOTT NORMAN from TAB

### *2011 Officers*

President ❖ Robert Aiken  
Vice-President ❖ Steve Nix  
Secretary/Treasurer ❖ Matthew Peer  
Past President ❖ Ricky Casey  
Associate Council President ❖ Jion Dietz

### *2011 Directors*

Jeff Andreason  
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REGISTER ONLINE, OR CALL THE OFFICE TO RSVP.

## IBS 2011. POWER UP.

NAHB INTERNATIONAL BUILDERS' SHOW | JANUARY 12-15, 2011 | ORLANDO  
[www.buildersshow.com](http://www.buildersshow.com)

DON'T MISS A SPECIAL IBS CLASS, TAUGHT BY A TABA MEMBER!

*More on page 4.*

Around the World and Back



## TABA'S 31<sup>ST</sup> HOME PRODUCTS SHOW

February 25-27, 2011  
Harvey Convention Center

Want to Exhibit?



Download the Contract from the Home Products Show page at [www.tylereabuilders.com](http://www.tylereabuilders.com).

SUN	MON	TUE	WED	THU	FRI	SAT
2	3	4	5 4 p.m. - Social Events Committee	6	7 Noon - Officer Installation @ Hollytree	1 <b>HAPPY NEW YEAR!</b> 8
9	10	11	12 IBS - Orlando  4 p.m. - Education Committee	13 IBS - Orlando  Noon - Builders' Luncheon	14 IBS - Orlando	15 IBS - Orlando
16	17 11:30 a.m. - Exec Committee  4 p.m. - Budget & Finance Committee Meeting	18 Noon - HPS Exhibitors' Luncheon  4 p.m. - Member- ship Committee Meeting	19	20	21  Board Meeting & Board Retreat	22  Board Retreat
23	24	25  2 p.m. - Govt. Relations Committee	26	27  Noon - Builders' Luncheon	28  9 a.m. - Ambassador Committee Meeting	29
30	31  2 p.m. - Public Relations Committee  4 p.m. - Budget & Finance Committee	<p><b>Note to Parade Builders:</b> The 2011 Contract is posted on the Members Only page at TABAs web site; submission deadline is the last business day of January.</p> <p><i>← Parade Contracts due by 4 p.m.</i></p>				

## Dates to Remember

### FEBRUARY

2-3	"Green Building" Classes
8	After Hours
10	Builders' Luncheon
16	"Business Mgmt." Class
17	Builders' Luncheon
23	RALLY DAY
25-27	Home Products Show

### MARCH

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



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 !

January 13, 2011

Sponsor: Assured Insulating

Location: Texas Roadhouse

January 27, 2011

To Be Announced

# COMING ATTRACTIONS

## SAVE THESE DATES

**Next After Hours is February 8, 2011**

**Sponsored by: HOME PLUS**

RESERVE YOUR AFTER HOURS DATES FOR 2011 NOW!

### ❖ 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.



**Bus Sponsor: ONCOR**

**Happy Hour Sponsor:  
Sherwin-Williams Co.**

**Rally Day Sponsors:  
Insurance One Agency, LC  
Kilgore National Bank**

## TABA's 2011 CLASS ROSTER

For details on upcoming February and March classes, see page 5.

DATE	CLASS	INSTRUCTOR	COST
Feb. 2-3	<b>"Green Building for Building Professionals"</b> (CGP) Must attend both days of classes	Michael Strong	Member: \$320 Non-Member: \$470
Feb. 16	<b>"Business Management for Building Professionals"</b> Required for CGP and CAPS designations	Paul Evans	Member: \$210 Non-Member: \$310
March 2	<b>"Risk Management"</b> Understand and utilize the TAB Contracts Package and endorsed insurance programs	Texas Association of Builders	Contract Owners: \$0 Other Members: \$75 Non-Members: \$125
March 23	<b>"Builder Assessment Review"</b> BAR exam Essential first step to earning CGB		Member: \$195 Non-Member: \$295
April 12	<b>"Design/Build"</b> - NAHB Designation Class - One of several required courses for CGB	Donny Mack	Member: \$210 Non-Member: \$310
June 14	<b>"Customer Service"</b> (Interior) - NAHB Designation Class - One of several required courses for CGB	Paul Evans	Member: \$210 Non-Member: \$310
July 13	<b>"Builder Assessment Review"</b> BAR exam Essential first step to earning CGB		Member: \$195 Non-Member: \$295
August 31	<b>"Building Technology"</b> - (Exterior) One of several required courses for CGB	Donny Mack	Member: \$210 Non-Member: \$310
Oct. 11	<b>"Scheduling"</b> - NAHB Designation Class - One of several required courses for CGB	Donny Mack	Member: \$210 Non-Member: \$310
Nov. 10	<b>"Builder Assessment Review"</b> BAR exam Essential first step to earning CGB		Member: \$195 Non-Member: \$295
Nov. 16	<b>"Negotiating Skills"</b> - NAHB Designation Class - One of several required courses for CMB	Paul Evans	Member: \$210 Non-Member: \$310
Dec. 7	<b>"Business Management for Building Professionals"</b> Required for CGP and CAPS designations	Bill Slease	Member: \$210 Non-Member: \$310

For the most updated Class information, visit the Continuing Education page at [www.tylerearebuilders.com](http://www.tylerearebuilders.com)



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name in front of every ma-  
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903-561-3964 for more info.**



**THANK YOU FOR RENEWING!**

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

**Altra Federal Credit Union**

Bar M Supply

Bayless Custom Homes, Inc. -

Joe Runnels

**Bob Kurtz Homes****Cates Caststone**

Castle Doors

City of Tyler,

Development|Services

Inspection Division

**City of Tyler, Solid Waste**

Decker, Jones, McMackin,

McClane, Hall &amp; Bates, P.C.

Doug Makowsky Homes, Inc.

E-Mar, LLC

**MEMBER INFORMATION****WELCOME NEW BUILDER MEMBERS!****ALL New & Current Members are Invited:****Please****Join Us . . .**

for the next quarterly Member Orientation at noon on March 17<sup>th</sup> 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.

**Arcadian Homes**

Mark Medina • 903-354-53914901 Kinsey Dr., Ste 2213  
Tyler, TX 75703

**Kelley Developments**

Lance Kelley • 512-563-5476  
14574 CR 192, Tyler, TX 75703  
Sponsor • Mark Hays

**North Chase Development**

Ed Thompson • 903-780-0360  
2870 Latosha Ln., Tyler, TX 75706

**WELCOME NEW ASSOCIATE MEMBERS!****Artmire's Urban Forestry**

John E. Artmire • 903-581-4766  
15268 Hwy 155 S, Tyler, TX 75703

**Wildcat One Stop Shop**

Dwight & Marlee Harris  
903-877-9355  
403 S. Main, Winona, TX 75792  
Sponsor • Matthew Peer

**Assured Insulating**

Chris Roberts • 903-316-7106  
PO Box 130335, Tyler, TX 75713

**WELCOME!****TABA BUILDER TO TEACH CLASS AT IBS**

TABA Builder Rudy Wright will teach "Simply the Best: How to Achieve Emerald-Level National Green Building Certification" at the International Builders Show in Orlando, Florida, on Friday, Jan. 14, 2011. The advanced-level class is from 3:30 to 5 p.m. at the West 303 location.



Wright has experience in building green homes. TABA's 2010 Parade of Homes™ featured his Net Zero Energy home among the entries. The home had a HERS Index rating of -9. Oncor recently recognized Wright's company, Wright-Way Construction, as a leader in raising the standards for energy-efficient home construction in Texas. On Nov. 17, 2010, Wright was presented Oncor's 2010 Excellence in Energy Performance Award. Mike Stockard, Energy Efficiency Manager with Oncor, said that Wright-Way Construction's "commitment to build energy-efficient homes demonstrates their dedication to provide homeowners with a better lifestyle and more value for their money."

Nine award winners were selected from a group of more than 120 home builders who participated in the 2009 Energy Star Homes Program sponsored by Oncor.

**MEMBER BENEFITS**

**FUEL PURCHASING**  
for TABA Members through the  
Texas Association of Builders

For discount and 4-cent per gallon information, visit the All Discounts link on the Members Page at [www.tylrareabuilders.com](http://www.tylrareabuilders.com). To apply call Michelle Squilla at 800-333-3377 ext. 3712.

**ATTENTION PARADE BUILDERS:**

The 2011 Parade Builders' Contract is available for download on the Members Only page at TABA's web site.

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. GM offers a wide selection of vehicles, including the 2010 Chevy Silverado 3500HD. Visit [gmfleet.com/nahb](http://gmfleet.com/nahb) for more details.



\*Offer valid toward the purchase or lease of new 2009, 2010 and 2011 model year GM passenger cars and light duty trucks, including Chevrolet Camaro and Corvette ZR1, Cadillac HUMMER, Pontiac, Saab, Saturn vehicles and medium duty trucks. Not available with some other offers. Not valid on prior purchases. Program subject to change without notice. See dealer for details. Take delivery by 1/31/11. ©2010 General Motors.



TABA University Presents:



# “Certified Green Professional”

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



Instructor: Michael Strong • Member Cost: \$210  
Non-Members: \$310 • Lunch is included

**Note:** “Business Management for Building Professionals” class on Feb. 16<sup>th</sup> also required for Green designation

# “Business Management for Building Professionals”

February 16, 2011 • 8:30 a.m. to Noon • Lunch is included

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

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.

## THANK YOU FOR RENEWING!

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

e3 Solutions

Fisher Homes LLC

Innovative Woodworks

James Hardie

Building Products

Morrison Supply Co. - Kilgore

Panel Truss Texas, Inc.

Scott Family Homes

Star Lite Custom Homes, LLC

StrucSure Home Warranty

Wright-Way Remodeling &

Construction

## UPCOMING RENEWALS

A&P Builders, Inc.

Allied Waste Management

Boone & Boone

Construction, LTD

Central Title Company

Decks @ Best

Design by Su

Don’s TV & Appliances, Inc.

EJ Homes

Liquid Edge, LLC

Moen, Inc.

Olshan Foundation Solutions

Platinum Roofing

Pools by Rainbow Inc.

Premiere Patio & Custom

Window

RedSky Construction, LLC

Regions Bank

Stricklin Homes, Inc.

Transit Mix Concrete &

Materials Co.

Tri-State Water Treatment

Tuff Shed, Inc.

## MEMBERSHIP CANCELLATIONS

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

Conner Communities; ERA Five-Star Realty, Doc Deason; Hidden Hollow Acres; Stanley Steemer



Sales & Marketing Class—Seven students came in out of the cold to attend an NAHB designation class on Wednesday, Dec. 1, 2011. Shown above from left to right: Instructor Paul Evans, Cory Flickinger, Lanelle Jackson, James Wilson, Joe Carlyle, Sean O’Keefe, Keven Hatcher and Stewart Haberle.



CHRISTMAS PARTY

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Insurance One Agency, LC

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ProBuild South

Southside Bank

Christmas Party



**SPECIAL THANKS**

to Jeff Cross,  
Randy Weaver  
and Mike Mann

for set-up and take-down  
help and to Jion Dietz for  
the festive decorations!

Randy Harden  
James Vandenburg

Lance Huskey  
James Melhart

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See all the photos at **TABA's web site!**





FROM THE ASSOCIATE COUNCIL PRESIDENT

Happy New Year!

I am excited to be your Associate Council President this year! We have many great TABA events planned for all of our members to enjoy, so please be sure and read your *TABA News* to stay informed. If you've never come out to a bowling tournament or *After Hours*, why not start off the new year with plans to attend as many events as possible?

The perfect way to launch your New Year's resolution is to sign up for the General Membership Meeting and Officer Installation coming up January 7<sup>th</sup>. See you there!



Jion Dietz  
Associate Council President

BUILDERS' LUNCHEON



Dec. 9, 2010 — Builders gathered at Bruno's in Gresham for the luncheon hosted by John Beasley and Camp Davis Stone.



MEMBER ORIENTATION

Dec. 2, 2010 — Attendees enjoyed wrap sandwiches and a slide show outlining TABA history and the benefits of membership. Shown at right, from left to right: Matt Nellenback of Leon's Signs; Karen Burns of Burns Construction; Dan Youngman of Dynamic Energy Ratings, LLC; Tommy Burns of Burns Construction; Jason Land of Leon's Signs; Susan Gillespie of Stone Age Granite; and Robert Aiken of Robert Aiken Custom Homes, TABA's 2010 Vice-President. Not shown: Carlton Edwards. Robert narrated the presentation and scattered a few jokes throughout the mix. The next Member Orientation is March 17, 2011. Don't miss it!



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 Mark Hays and family on the October 2010 marriage of his daughter, Jaime, to Ira McCullars.

To Rudy Wright for being awarded the Oncor Excellence in Energy Award!

WEDDING ANNIVERSARIES

Congratulations to these couples who recently celebrated wedding anniversaries:

Jesse & Veretta Rider  
Carlton & Deborah Edwards

CONDOLENCES

To Allen Terrell and family on the recent loss of his father, John Nealon Terrell.

Special Thanks to  
**Coy Dodd**  
Air Conditioning  
for providing HVAC  
services for TABA in 2010.

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NAHB www.nahb.com

**MISSION STATEMENT:**

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

**AND FINALLY . . .**



Thanks for helping make 2010 another successful year for the Tyler Area Builders Association. Kudos to each person who made time to attend an event, take a class, participate on a committee or volunteer in any way.

During challenging times we ended the year stronger than ever before.

And now, on to 2011.

American humorist Will Rogers said, "Even if you're on the right track, you will get run over if you just sit there." As a TABA member, you're already on the right track.

During this year we'll consider a few of the ways we can work together to make sure your business is not just sitting there, but is moving ahead.

Builder or Associate, the Tyler Area Builders Association has something that will make you a better business person, improve your sales skills and provide critical marketing and networking opportunities.

If you've gotten this far, you obviously read the newsletter. Thank you, too, for that. Each month during 2011 we'll share an opportunity that can enrich your business relationships, increase your sales opportunities and help you grow as a consummate professional.

Thanks for your involvement in TABA. We hope to see you often this year.

Kathey Comer  
Executive Vice-President

**PRESIDENT'S MESSAGE**



2011 promises to be a better year for the building industry in East Texas. I really appreciate the opportunity to be TABA president at such a pivotal time in the economic and political climates in the state of Texas. The economy is coming back around toward growth, and this year the Legislature meets to discuss issues that will have an impact on our businesses.

TABA exists to help strengthen our industry, and the most important way we do that is to make our voices heard in Austin. If we don't have a hand in each and every piece of legislation that affects homebuilders, then we may find ourselves being "legislated" into how we do our jobs by people who know little or nothing about homebuilding.

First, we need to get educated on where we stand legally. TABA will continue to provide education opportunities on these subjects this year as we have in the past. Next, we need to get involved on a personal level. I had no idea when I first joined TABA that the leadership of the building industry in Texas and the nation was made up of people who were just like me.

This year it's your turn to step up. We won't just work to protect the homebuilding industry, we also want to prepare it for the growth we know is coming. Your industry needs your help. I recommend you begin by coming to the General Membership Meeting & Officer Installation on January 7<sup>th</sup> and getting to know us.

Robert Aiken  
2011 President