



NEWS

JULY 2009

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Panel Truss Texas, Inc.

"Membership Matters" **General Membership Meeting**

July 28, 2009 • Noon • Holiday Inn Select

Early Bird Special ♦ \$22 for reservations made prior to 4 p.m. on July 23rd;

Reservations are \$25 after that time.



Guest Speaker:

Tom Mullins
President, Tyler

Economic Development Council



Presentations:

Prizes, Awards and Recognition for the SuperHeroes of the 2009 Membership Defenders Membership Drive.

(See page 6 for a list of Membership Drive Winners)



Title Sponsor:



Meeting Sponsors:

C. Woods Co., Inc.

&

Panel Truss Texas, Inc.



2009 Education Sponsor

TABA University presents:

"Sales & Marketing" Class

July 16, 2009 • 8:30-4:30 p.m. Lunch Included.


Cost: \$185 member price; \$295 non-member

Instructor: Paul Evans

TRCC CE credits: 3

This NAHB University of Housing Class is required for Certified Graduate Builder and Graduate Master Builder designations. For current NAHB designation holders, this class will earn Continuing Education credits to maintain your designation. **Enroll online or call TABA to register.**

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

SUN	MON	TUE	WED	THU	FRI	SAT
			1 4 p.m. - Social Events Committee	2	3 Holiday - Office Closed	4 
5	6 11:30 - Executive Committee	7 4 p.m. - Board of Directors Meeting 5-7 p.m. - <i>After Hours</i>	8 4 p.m. - Education Committee	9 Noon- Builders' Luncheon	10	11
12	13	14	15	16 8:30-4:30 p.m. - "Sales & Marketing" Class	17	18
19	20	21	22	23 Noon- Builders' Luncheon	24	25
26	27 2 p.m. - Public Relations Committee 4 p.m. - Budget & Finance Committee	28 Noon - General Membership Meeting 4 p.m. - Membership Committee	29	30	31	

Dates to Remember**AUGUST**

4	<i>After Hours</i>
6	Builders' Luncheon
6	"Ethics" Class
20	Builders' Luncheon
26	Past Presidents' Luncheon

SEPTEMBER

8	<i>After Hours</i>
10	Builders' Luncheon
15	"Negotiating Skills" Class
17	New Member Orientation
19	All Member Thank-You Party
24	Builders' Luncheon



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



To sponsor a Builders' Luncheon, call Heather or Brooke at: 903-561-3964.

BUILDERS' LUNCHEONS

Thank You, Sponsors !!

July 9, 2009

Sponsor: Albright Solutions

Location: Texas Roadhouse

July 23, 2009

Sponsor: Citizens National Bank

Location: Outback Steakhouse

SAVE THESE DATES



Join us from 5 to 7 p.m. at the TABA office.

All members are invited!

Sponsored by: *To be Announced*

At the June *After Hours*, Steve Welch's name was drawn. Because he wasn't present to win the \$250 Jackpot, the Builders' Progressive Jackpot is now \$300. Builders, come out to *After Hours* for your chance to win!

Special Thanks to Transit Mix Concrete & Materials Co., Inc. for sponsoring the June After Hours!



2009 Education Sponsor

TABA University presents:
"Ethics in Residential Construction"
 August 6, 2009 • 3-4 p.m.

Cost: \$25 member price; \$50 non-member

Instructor: Stephen Polozola

TRCC CE credits: 1 hr.

The TRCC requires all registered builders to take one hour of continuing education on the subject of Ethics.

Enroll online or call TABA to register.

Past Presidents' Luncheon
 Wednesday, August 26, 2009
 Location: Outback Steakhouse



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- Opening Session with Roger Staubach
- Exhibits
- Education
- Business After Hour Networking Party
- Sunbelt Luncheon with HGTV's Paige Rien
- Star Awards Gala featuring Cirque Imagination
- Texas Housing Hall of Honor & Excellence in Leadership Dinner

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for TABA Members through TAB

To obtain the questionnaire and receive a quote, contact:

Abby Holcomb—

Marketing Director

Aycock & Fowler: 866.426.4990

aholcomb@aycockandfowlerins.com

THANK YOU FOR RENEWING!

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

A-1 Team Exterminating
Accurate Assessment Services, LLC

ACME Brick Company

Agtoprof, Inc.
Albright Solutions, LLC
Allied Truss LLC

Alltel

American State Bank
Atmos Energy
BancorpSouth
Bassett Furniture
Beacon Federal

Beggs Construction, Inc.
Bon Jackson Construction
Bonded Builders Warranty Group
Bravo Paint

C. Woods Co., Inc.

Campbell Custom Homes
CB Builder
CCS Woodworks

Charles Tidmore Homes LLC

Coldwell Banker United - Carl Pirtle

Cook & Son Roofing

Coy Dodd Air Conditioning, Inc.

D&S Electric
Decks @ Best
Eagle Electric
East Texas Fence
Enviro-Tech Insulation
Edward Jones Investments
Faux Artistry by Lisa

Francisco Tile

Gray's Home Fashion Gallery

Gregory Real Estate & Property Management

Hayes & Company



Jeff Cross
Sales

Boral
Bricks
Inc.



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Henderson, TX 75652
Direct (903) 655-2099
Cell (903) 646-7448
Facsimile (903) 655-6807
E-mail: jeff.cross@boral.com

MEMBER INFORMATION**WELCOME NEW BUILDER MEMBERS!****Chauncey Construction Services, LLC**

Chad Chauncey • 903-920-2447
PO Box 2157 • Lindale, TX 75771
Sponsor • Daryl Keith

D.L.R. Construction Inc.

Don Reel • 903-530-9228
PO Box 1202 • Tyler, TX 75791
Sponsor • Jeff Cross

David Lowe Homes

David Lowe • 903-780-8912
PO Box 8600 • Tyler, TX 75711
Sponsor • Vic Thompson

Halford Construction

Jim Halford • 903-245-2257
13221 S. Hillcreek,
Whitehouse, TX 75791
Sponsor • Robert Aiken

Latson Construction

Steve Latson • 903-279-9387
11243 CR 140 • Flint, TX 75762
Sponsor • Matthew Peer

Walker & Assoc. Construction

Dennis H. Walker • 903-534-9000
1920 Sybil Lane • Tyler, TX 75703
Sponsor • Al Bartlett

WELCOME NEW ASSOCIATE MEMBERS!**Al H. Horaney's, Inc.**

Al Horaney • 903-939-1046
5520 Old Jacksonville Hwy.
Tyler, TX 75703
Sponsor • Libby Simmons

All Tile

Waylon Voyles • 903-569-9109
2850 CR 2700 • Mineola, TX 75773
Sponsor • Jason Campbell

Ballard and Braughton Engineering

Brian Ballard • 903-531-9800
3815 Old Bullard Rd • Tyler, TX 75701
Sponsor • Ed Thompson

Beard Auction Service

Wesley Beard • 903-586-7952
4018 N. Jackson St • Jacksonville, TX 75766
Sponsor • Jason Balser

Berry's Tin Shop, Inc.

Steve Berry • 903-586-3553
300 E Tena St • Jacksonville, TX 75766
Sponsor • Nancy Barron

Booth Roofing

Jimmy Booth • 903-939-6357
3313 Leaning Oaks • Flint, TX 75762
Sponsor • Vic Thompson

Chavez Construction

Venancio Chavez • 903-570-5185
9529 Ann Ave. • Tyler, TX 75706
Sponsor • Ed Thompson

Cupboards Plus Inc.

Loy Eloi • 903-963-8606
PO Box 665 • Van, TX 75790
Sponsor • Nolan Manziel, Jr.

East Texas Construction & Trim

Will Harrison • 903-574-3139
18949 FM 756 • Tyler, TX 75703
Sponsor • Jason Campbell

Elegant Concrete Coatings

Luz Garza • 903-939-0663
1913 Brandon Dr • Tyler, TX 75703
Sponsor • Nancy Barron

Estes Roofing

Danny Estes • 903-571-2532
1204 SDB Ave • Tyler, TX 75701
Sponsor • Andy Albright

*You Are
Invited!*

New Members — Join us at the next Quarterly New Member Orientation at noon on Sept. 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.

WELCOME NEW ASSOCIATE MEMBERS!

Express Lawn Sprinklers, LLC

Randy Staples • 903-566-7508
7546 Hill and Dale • Tyler, TX 75709
Sponsor • Steve Nix

Horton Concrete

Jeff Horton • 903-571-4730
150 CR 3104 • Jacksonville, TX 75766
Sponsor • Tom Utz

House Nursery

Joseph Collier Watson • 903-595-5540
4031 N. Hwy 271 • Tyler, TX 75704
Sponsor • Robert Aiken

Independent Glass & Mirror Co., Inc.

Jeremy Stroud • 903-597-8975
1322 W. Erwin • Tyler, TX 75702
Sponsor • Jason Campbell

Intlehouse Painting

Keith Intlehouse • 903-571-4339
11384 CR 140 • Flint, TX 75762
Sponsor • Bob Kurtz

Jacksonville Custom Gutters

Brian Hesterley • 903-530-4729
3695 CR 3908 • Jacksonville, TX 75766
Sponsor • Andy Albright

Jacob Russo

Jacob Russo • 903-360-5996
1419 Goliad • Tyler, TX 75701
Sponsor • Nancy Barron

Leon's Signs Inc.

Matt Nellenback • 903-597-7731
851 ENE Loop 323 • Tyler, TX 75708
Sponsor • Jason Campbell

Loudamy Construction

Kevin Loudamy • 903-852-2540
PO Box 125 • Brownsboro, TX 75758
Sponsor • Nancy Barron

McDonald Bros. Fence

Brian McDonald • 903-918-9194
713 WSW Loop 323 • Tyler, TX 75701
Sponsor • Jason Campbell

Pinnacle Site Services

David Moore • 903-581-4575
PO Box 130028 • Tyler, TX 75713
Sponsor • Robert Aiken

Planning Concepts

Mark Priestner • 903-561-4950
3815 Old Bullard Rd • Tyler, TX 75701
Sponsor • Ed Thompson

Rainforest Irrigation & Landscaping

Efran Medero • 903-593-7246
1017 E. Olive • Tyler, TX 75703
Sponsor • Brandon Parker

Remington Alarm

Craig Wood • 903-561-5754
PO Box 130997 • Tyler, TX 75711
Sponsor • Nancy Barron

S & P Construction

Seth Peart • 903-343-1563
Rt. 4 Box 4180 B • Bullard, TX 75757
Sponsor • Steve Phillips

SBCC, Inc.

Chris Breedlove • 903-825-7536
PO Box 905 • Bullard, TX 75757
Sponsor • Nancy Barron

Suddenlink

Russ Moreland • 903-939-6357
4949 S. Broadway • Tyler, TX 75701
Sponsor • Skip Ogle

Texas National Bank

Steve Langford • 903-894-5030
PO Box 977 • Bullard, TX 75757
Sponsor • Vic Thompson

Tyler Trim & Construction

Jeff Owen • 903-894-3594
11125 CR 168 • Tyler, TX 75703
Sponsor • Bob Kurtz

Waggoner Air Conditioning

Terry Waggoner • 903-595-5800
3989 CR 124N • Overton, TX 75684
Sponsor • Brandon Parker

Wright-Way Solar Technologies

Rudy Wright • 903-561-5191
12863 CR 192 • Tyler, TX 75703
Sponsor • Rudy Wright

Welcome!

For complete Membership Drive results, see page 6.

THANK YOU FOR RENEWING!

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

High Performance Homes

Holland Marble & Granite

Hollytree Country Club

Homes & Land of East Texas

ICI Paints

Insurance One Agency, LC

Kevin Humphrey Homes, Inc.

Laughlin Properties, Inc.

Maddox Homes

Mike Brattlof Homes, Inc.

Nacho Concrete

Off the Wall Design Co.

Overhead Door Company of Tyler

Paramount Construction Co.

Pete's Painting

Petty's Irrigation & Landscape

Pro Electrical Services

Ranger Electrical, Inc.

Rock Hill Construction, LLC

Ron-Slo, Inc.

Southside Bank

Southside Bank - Broadway @ Grande

Star Carpentry

Tidmore Building, LLC

Tile Time

Tony & Junior Concrete

Travis Smith, ABCC

United Plumbing

Waterman Electric, LLC

White Photography

Worden Specialties

MEMBERSHIP CANCELLATIONS

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

Arnold Stone, Inc.; Bug Busters; Caliber Associates; Dreamscreens of East Texas; Finer Edge Marble & Granite; Harry Crouse Design, Inc.; Lindale Sand & Gravel; Mike Nipp; Prothro, Wilhelmi & Company, PLLC; Rose Capital Realty—Andrea & Larry Lynch; Screen & Shutter Shop LLC; Southwest Homes, Inc.; Tyler Mortgage Services; Tuff Shed, Inc.; Watson Dirt Work



Nancy Barron (above left) supervises Kathy Comer as Kathy prepares a Breakfast of Champions for the morning Membership Drive teams. Below, Steve Nix (left) and Ed Thompson get fueled up to play the Membership Defenders game on May 14th.



NAHB NEWS REPORT:

According to NAHB reports issued in mid-June, TABA ranked 5th in the nation in the number of new members recruited among the 90 associations of our size.

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MEMBER INFORMATION

MEMBERSHIP DRIVE REPORT



May 14, 2009 —
Membership Defender teams recruited a total of 40 new members. Teams shown are (clockwise from top left): Vic Thompson's; Nancy Barron's; Ricky Casey's; Stefanie Smith's; Robert Aiken's. Way to go, Membership Defenders!



TABA Membership Drive Winners

Team Recruiting Most Members:

Team Barron - Nancy Barron, Andy Albright, Tom Utz, Steve Nix, Ed Thompson and Jesse Rider.
Prize: Dinner at Bernard's Mediterranean Restaurant

\$50 Gift Card Winners (Recruited 5 or More):

Jason Campbell - 6
Robert Aiken - 5

Team Rankings: (Number of New Members Recruited)

Team Barron - 15
Team Casey - 9
Team Thompson - 8
Team Aiken - 7
Team Smith - 1

\$25 Gift Card Winners (Recruited 3 or More):

Vic Thompson - 4
Ed Thompson - 3
Bob Kurtz - 3

Most New Members Recruited:

Nancy Barron
8 New Members

Prize: \$100 Gift Card

Awards will be presented at the July 28, 2009 General Membership Meeting

Recipients of \$35 Gas Cards from Bonded Builders Warranty Group "Spirit of Membership" Award Program (Awarded to members who recruited their first-ever new member):

Andy Albright; Bud Barrett; Al Bartlett; Jeff Cross; Tim Hoover; Daryl Keith; Skip Ogle; Matthew Peer; Libby Simmons

Members who recruited but did not play on a team:

3 New Members - **Bob Kurtz**. 1 New Member Each - **Larry Bailey; Jason Balser; Bud Barrett; Joe Carlyle; John Henson; Tim Hoover; Daryl Keith; Wade Neal; Debra Winningham**

BUILDERS' EDUCATION CLASSES



"Customer Service" class photo, May 19, 2009. Shown above, from left to right: Rudy Wright, Nancy Barron, Bud Barrett, Brandon Parker, Tim Hoover, Jeremy Gallamore, Matthew Peer and Instructor Paul Evans. Completion of this class "graduates" Tim Hoover and Bud Barrett to the Certified Graduate Builder designation.



"Unified Development Code" class photo, April 22, 2009. TABA members participated in this City of Tyler Planning & Zoning class and earned TRCC continuing education credits and a better understanding of recent changes to the city's code. Fifteen builders attended the class held at the TCD building downtown. Photos above, below and at right courtesy of city employee Krystin Bridges. More class photos are available for viewing on-line at www.tylarareabuilders.com. Click on the Members Only link at the bottom of the home page, then click on the photo links on the left. For upcoming classes, visit the Continuing Education page.



LIST OF TABA BUILDERS WITH NAHB DESIGNATIONS

Robert Aiken, CGP
 Jeff Bigbie, CGP
 Joe Carlyle, CGP
 Ricky Casey, CGP
 Ronnie Cochrane, CGP
 Brent & Brian Conaway, GMB, CGP
 Burt Ford, GMB
 Orin Harris, GMB
 Timothy Hoover, CGP
 Danny Kemp, CGP
 Anwar Khalifa, GMB, CGP, CAPS
 Sam Mezayek, GMB, CAPS
 John Nix, CGP
 Skip Ogle, CGP
 Brad Root, GMB
 Mike Schovanec, GMB
 Brad Stricklin, GMB
 David Tinsley, CAPS
 Ken Wheeler, CGP
 Rudy Wright, CGP

(Link to this list from the Find a Member page at www.tylarareabuilders.com)

*CGP - Certified Green Professional
 GMB - Graduate Master Builders
 CAPS - Certified Aging in Place Specialist



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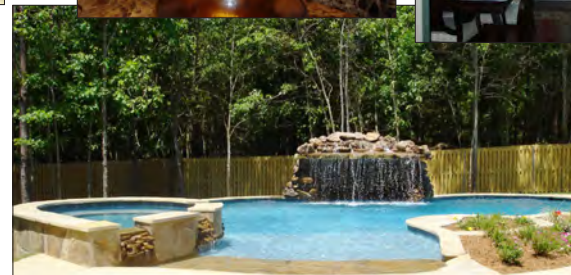
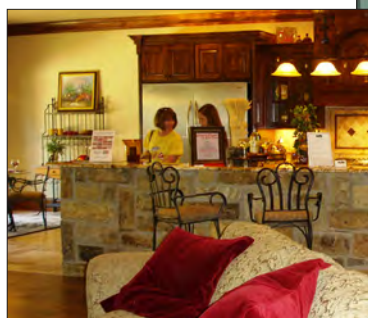
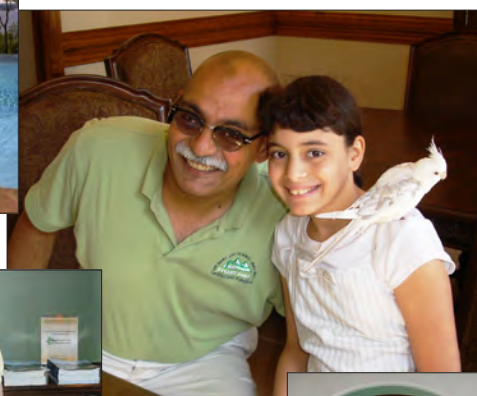
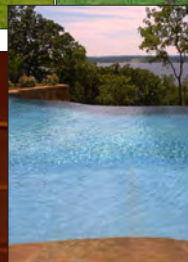
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THANKS TO OUR HOME INSPECTORS:

Carl Barron, Ricky Casey, Burt Ford, Terry Graham, Jesse Rider and Mike Schovanec.

SPECIAL THANKS TO: Anita Stewart, Tom Diebel, Steven Phillips and Ricky Casey for putting up signs and banners.



2009
Parade of HOMES™

June 6th - 14th

Tyler Area Builders Association





This year Krantz PR was hired to promote the Parade. Below, Laura Krantz and her husband, Larry, re-view the television commercial with Kathey Comer.



LOTS more photos available for viewing - find links on the Parade page at www.tylereabuilders.com



Benefiting Azleway Boy's Ranch & St. Paul Children's Foundation



Local broadcast media featured special Parade promotions (below).

Billboards announced the coming Parade (above).



Tournament Winners

CLOSEST TO THE PIN:

Jason Yearty & Darrell Welch

LONGEST DRIVE WINNERS:

Jarrold Morris & David Baskin

1ST FLIGHT 1ST WITH 54:

Phillip Horton, David Baskin, Bob Bonner, Matt Kahl, Bob Kurtz, Pat Zemer

1ST FLIGHT 2ND WITH 59:

Tom Deibel, Ricky Casey, Terry Martin, Pat Marino, Kevin Williams, Ross Conner

1ST FLIGHT 3RD WITH 63:

Randle Loving, John McDaniel, Kenneth George, Chris Hudnall, Tim Ogrodnik, Mike Meeks

PAR 3 \$300 WINNER:

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MORE GOLF TOURNAMENT PHOTOS



May 11, 2009 - Players enjoyed dinner in the clubhouse after the Spring Tournament at Garden Valley Golf Club. For more photos, visit www.tylerareabuilders.com



UPCOMING RENEWALS

"G-Man"

Appraisal Associates
Boral Bricks, Inc.
Boulevard Homes
C. Cooper Custom Homes
Chandler Homes LLC
Conner Communities, Inc.
Cotton Custom Homes, LLC
David Covalt Builders, LLC
E-Mar, LLC
Flickinger Homes, LLC
Granite Division, Inc.
Henderson's Custom Cabinets
J&M Countertops
JA Brand Home Services

Jim Toman Insurance Agency
Kopal Homes LP
Larry Seigler Construction
Leo Jones Insulating Co., Inc.
Lew's Welding Service
Light Your Fire
Mike Pardue Homes, Inc.
Southside Bank - Gresham
TDI Air Conditioning
Trinity III Design & Construction
TWM Builders
Tyler Custom Openings
United Heritage Credit Union
Warren Custom Welding
Wilson Homes

FROM THE ASSOCIATE COUNCIL PRESIDENT

What a month we have had! First and foremost, thanks to everyone who participated in the Membership Drive and helped us recruit 40 new members. The competition between teams was fierce. Congratulations to Nancy Barron's American Dreamers for the win! Membership is the backbone of this association, and we appreciate everyone's efforts in making this Drive a success.

Don't forget to save the date of July 28th for the General Membership Luncheon at Hollytree. At this luncheon all the prizes and recognition earned during the Membership Drive will be awarded.

A special thank you to everyone who participated in the Parade of Homes™. From the builders to the subcontractors and the volunteers who stay in the homes during Parade hours—the Parade would not have been a success without each and every one of you.

Our Charitable Contributions recipients, Azleway Boys' Ranch and St. Paul Children's Foundation, will receive an equal share of the Parade proceeds. What an amazing gift to give back to the community. That gift was made possible thanks to each of you who attended and supported this year's Parade.

I hope everyone is enjoying their summer so far and getting to spend time with their families.



Stefanie Smith
Associate Council President

NEW MEMBER ORIENTATION

June 11, 2009—Old and new TABA members representing 15 companies attended New Member Orientation at the TABA office. Guests enjoyed a light lunch as TABA officers and staff presented information regarding membership benefits and opportunities. And, each company attending was awarded \$25 in "Barron Bucks." More photos posted online.



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 2009, the total amount of national dues that is NOT deductible as a business expense for a builder or associate member is \$21 and \$0.71 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 \$57.86 and \$17.75 for an affiliate member.

MEMBER NEWS

Congratulations:

BancorpSouth's Lance Dudley, who will serve as co-chair of the 2009 Parent Services Center, Inc. Annual Fund.

Texas Game Warden Chris Green, who was recognized as the Southern States Boating Law Administrators' Association Officer of the Year.

Do you have a web site?

\$50 a year buys a link your to site from TABA's Online Directory. Call TABA and ask for a **FEATURED LISTING:** 903-561-3964.

NEED A 10-YEAR STRUCTURAL HOME WARRANTY?

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ICC Certified Inspectors
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(Serving East Texas)





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

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AND FINALLY . . .

Affordable education and professional development courses help you better serve your customers, your business and yourself. With today's market, it is more important than ever to maintain your edge.

This year, for the first time our association is offering NAHB University of Housing courses that make it possible to take certification courses right here in Tyler. Designations such as Graduate Master Builder, Certified Green Professional and Certified Aging-in-Place Specialist can enhance your business skills, broaden your areas of expertise and increase your marketability. All of this can lead to more earned income and enhanced credibility. And, you don't even have to leave Smith County.

In addition, TABA University offers classes and seminars that will help you stay current with TRCC and TCEQ requirements as well as local code and standard issues. In today's world, what better way is there to learn how to save time and money than by operating smarter and more efficiently?

As a member of the Tyler Area Builders Association you can take advantage of the "members only" price for all educational opportunities. Our education courses are yet another way to maximize the value of your association membership.

Visit www.tylerareabuilders.com for more information on how to participate in these programs. Sign up now and show the consumer that you are committed to keeping up with today's changing market and increasing your business savvy.



Kathey Comer
Executive Vice-President

PRESIDENT'S MESSAGE



As we go to press we have just finished a very successful Parade of Homes™. Our sincere thanks to all of our Parade builders and associates for the many hours spent in preparation of this event and through each day of greeting visitors and being the

face of our association to the public.

We have some of the same people come through every year. And even if we don't know their names, they feel like part of the family. We had people come through our house from Nacogdoches, Lufkin, Houston, Dallas and all over East Texas. Some were looking to build, some to buy, and others were looking for remodeling ideas. Some were planning to move here to retire in the Tyler area.

All visitors we spoke with were complimentary of the many homes they had seen while touring the Parade. There is always something unique about each house that people remember and talk about for a long time.

We had more traffic through our Parade home than we anticipated, possibly due to the great broadcast media coverage that spanned the entire event. Links to Parade stories by local television and radio stations are still available on the Parade page at www.tylerareabuilders.com.

An important topic that will be discussed at our next Board of Directors meeting is the Texas Residential Construction Commission. It can't be stressed often enough the importance of our HOMEPAC donations that allow us a voice in such issues. Our association will always strive to put the best interests of the home building industry first.

Nancy Barron
2009 President