

PLATINUM PARTNERS

BMC

Insurance One Agency Oncor

Sherwin-Williams Co.

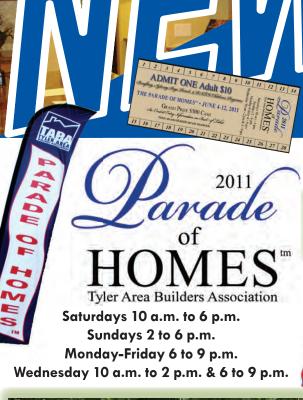
StrucSure Home Warranty

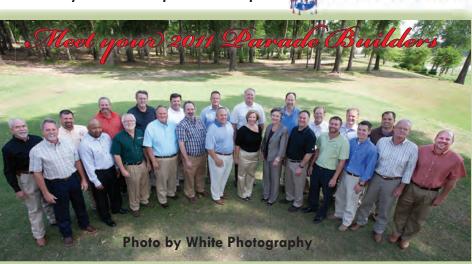
GOLD PARTNERS

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.





See a profile of each Parade builder on TABA's web site. Visit the Parade page at www.tylerareabuilders.com and click on "Meet Your 2011 Parade Builders."

Tickets Go

On Sale

Ticket Sponsor:

INSURANCE ONE AGENCY, LC.

Tickets are \$10 for adults and \$5 for children 12 and under. Tickets are avail-

able at the TABA office during business hours and at other locations. Remote ticket sales locations, builder profiles, contest information, properties list and map are available on the Parade page at www.tylerareabuilders.com.

Looftop Sponsors: **BancorpSouth** Citizens National Bank Southside Bank StrucSure Home Warranty Suddenlink

Texas Bank & Trust Co.

June 2011

June 4-12

Benefiting
AZLEWAY BOYS' RANCH &

PATH CHILDREN'S PROGRAMS

27 Homes

Grand Zour) Sponsor:

SHERWIN-WILLIAMS

Cash Drawing! \$500

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

² CALENDAR

GALLINDAK		June 2011				
SUN	MON	TUE	WED	THU	FRI	SAT
			1 4 p.m Social Events Committee	2	3	4
5	6 11:30 a.m Exec Committee	4 p.m Board of Directors Meeting 5-7 p.m After Hours	4 p.m Education Committee	9	10	11
12	13	14 8:30-4:30 - Customer Service Class	15	16 Noon - Builders' Luncheon	17	18
19	20	21	Noon - Parade Builders' Thank You Luncheon	23 TAB Summer Board	24 TAB Summer Board	25 TAB Summer Board
26	27 2 p.m Public Relations Committee 4 p.m Budget & Finance Committee	2 p.m Govt. Relations Committee 4 p.m Membership Committee	29	30 Noon - Builders' Luncheon SUNBELT LAST DAY FREE REGISTRATION		

Dates to Remember

JULY					
4	Holiday - Office Closed				
5	After Hours				
7	Member Orientation				
13	BAR Exam				
14	Builders' Luncheon				
28	Builders' Luncheon				
August					
2	After Hours				
4	Builders' Luncheon				
12	Sporting Clay Shoot				
18	18 Builders' Luncheon				
25	General Memb. Meeting				
31	31 "Building Technology"				

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.

JUNE 16, 2011

Sponsor:

Ameri-Tex Services

Location:

Papacita's

JUNE 30, 2011

Sponsor:

Cassity Jones

Location:

Cassity Jones Location

SAVE THESE DATES



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

Join us for AFTER HOURS!

Builders' Progressive Jackpot: Mike Drain's name was drawn at the May After Hours, and since he wasn't there to win, the June Jackpot is now \$200.

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

Thanks to the May After Hours Sponsor, **Light Your Fire**

Thank you 2011 Parade Builders Balser Homes, Inc.

Bayless Custom Homes, Inc.

Bob Kurtz Homes, LLC

Bramlett Custom Homes, Ltd.

C. Cooper Custom Homes, Inc.

Campbell Custom Homes, Inc.

Carlton Edwards Builder & Designer, LLC

Casey Homes

Crestview Properties

David Cooper Quality Homes, LLC

Doug Makowsky Homes, Inc.

Eddie Clark Contractors, LLC

Homes by Matthew Peer, LLC

Joe Carlyle Homes, Inc.

Kevin Humphrey Homes, Inc.

Mezayek Building Ltd.

Nix Construction, Inc.

Pyramid Homes

Robert Aiken Custom Homes, LLC

Starr Construction

Trent Williams Construction Management Wright - Way Remodeling & Construction

To learn more about each builder, click on "Meet Your 2011 Parade Builders" on the Parade page at www.tylerareabuilders.com.



Builders & Subcontractors Insurance Endorsed By Your Local Association

We Offer:

Competitive Rates

Complete Insurance Program Available

Builders Risk Insurance

At Risk Coverage - Low Monthly Rates

General Liability Insurance Includes Completed Operations

Workers Compensation Insurance

Group Program Approved by Texas Dep. of Insurance

Umbrella Insurance

Excess Liability in \$1,000,000 increments

Commercial Automobile Insurance Custom Tailored for Your Needs

Model Home Contents

All Risk Coverage - Low Rates

Call "The Builder's Agent"

Beverly Uzzell

Insurance One Agency, LC

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



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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
- ce backed simple online enrollment

STRUCSURE

MEMBER INFORMATION

THANK YOU FOR RENEWING!

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

All Seasons Window & Door Mfg., Inc. **Austin Bank - Whitehouse**

> Azleway, Inc. BASE Plan, LLC Bell Sand & Gravel

Blue Haven Pools

Bosworth & Associates

Builder's Carpet &

Design Center

Camp Davis Stone Co.

Counterscapes, Inc.

Craig's Dirt Service, LLC

Crestview Properties

East Texas Door Co., Inc.

Eddie Clark Contractors, LLC

Extreme Trim

Fixture This, Inc.

Gilpin Roofing

Gonzalez Paint

Henderson Glass Co., Inc.

Heritage Builders LLC Holey Plumbing

Independent Glass & Mirror



WELCOME NEW MEMBERS

BUILDER MEMBER: Streck Homes

Paul Streck • 903-876-5620 PO Box 177, Frankston, TX 75763 Sponsor • Mark Havs

NEXT MEMBER Orientation is July 7th

Let TABA treat you to a light lunch and a presentation that shows you all the ways to make the most of your TABA membership!

HOPE TO SEE YOU THERE!

ASSOCIATE MEMBERS: Insulated Concrete Buildings

Tim Rainwater • 903-279-6073 5295 CR 4504, Athens, TX 75752 Sponsor • Rudy Wright

Outdoor Décor & More

Shawna & Dana Stewart 903-894-5977 PO Box 928, Flint, TX 75762 Sponsor • Steve Nix

Welcome To

EDUCATION UPDATE



2011 Education

Sponsor:

"Customer Service"

June 14, 2011



Instructor: Paul Evans

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



SETTIFIE

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

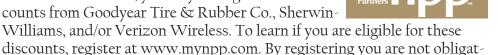
Essential first step in earning a Certified Graduate Builder Designation.

REGISTER ONLINE OR CALL TABA TO ENROLL.

Member Benefits

NATIONAL PURCHASING PARTNERS

As a member of TAB, you may be eligible for discounts from Goodyear Tire & Rubber Co., Sherwin-



ing yourself to any purchase; you are giving yourself access to their website and the opportunity to learn more about their portfolio of discounted products and services.



MEMBER INFORMATION

MEMBERSHIP DRIVE REPORT

The May 10th Texas Hold 'em Membership Drive was a success, thanks to TABA's hard-working members! Recruiters enjoyed a fun, competitive atmosphere in the board room throughout the day as they brought in 37 new members.

Team Ricky took the top spot with 12 new members, and each person who participated on his team will receive a \$25 gift card. Top individual recruiters will receive TABA services worth \$320. Top Builder



Recruiter was Jason Campbell with seven new members. Top Associate Recruiter was Stefanie Smith with three new members. Anyone who recruited even one new member will receive prizes from TABA and NAHB. There were several who recruited their first-ever new member during the Drive. They will receive a gift card from Bonded Builders Warranty Group. Thanks to all our teams and individual recruiters!

All members coming on board during May will receive a nice incentive package worth \$235: \$25 application fee was waived; Four free adult 2011 Parade tickets; Coupon for two free 2012 Home Products Show tickets; One General Membership Meeting paid in 2011; and a Web ad inside TABA's website for one month (card size). Those who joined on Texas Hold 'em day May 10th will also receive a voucher for a free oil change from TABA member Hall Buick GMC worth \$35.

Comparing TABA's 37 new members to a sampling number recruited by other associations in Texas: Fort Worth had 33, Dallas 23 and ETBA (Longview) 17.

A big THANK-YOU to our Membership Drive Day sponsor, **Oncor**, and to the state sponsor, **StrucSure Home Warranty**.

UPCOMING RENEWALS - JULY

AAA Sanitation, Inc. **ACME Brick Company** Adams Design Service All Natural Stone & Grass Apache Glass & Mirror, LLC Ashcraft Marble and Granite Austin Bank - Market Square **B&L** Cabinet & Supply, Inc. **Balser Homes** Barbin Fence Co. **Barrett Appliance & Home Products Bassett Furniture Bayless Custom Homes Inc.** Berry Irrigation, Inc. Biomax Spray Foam Insulation, LLC Bob Matush Surveying Co. **Bonded Builders Warranty Group Butcher Exterminating Specialist** C. Woods Co., Inc. Citizens State Bank Coldwell Banker United-Carl Pirtle Cornerstone Brokerage-John Owen D.B. Excavation, Inc. D.B. Massey LLC **Davidson Homes Design Center Signs** East Texas Valuation Group, Inc. Ed Thompson Construction, LLC Eric Barnes Custom Builders L.P. **Excellent Construction** Fair Management, LC Fettig Landscaping Four Seasons Heating & AC

Frost Construction Green Life Technologies, Inc. **Hamblett Construction Management** Hayes & Company Healy Milne & Associates, PC Hollywood Door of Tyler, Inc. **Home Critic Home Plus Floors** IESI Insurance ONE Agency, LC Interior Exterior Building Supply ISC Building Materials, Inc. Joey Ridgle Septic Service Inc. Jordan's Stone JW Roofing K.L. Kilgore & Co., Inc. Kee Electric, Inc. Keith Culver Homes, Inc. Kevin Humphrey Homes, Inc. Kevin L. Ferrier, Attorney at Law Kovarik Drywall Landvisions Lanny Newburn Painting, Inc. Leviton Mfg. Co., Inc. M.A.C. Cabinets Madison Builders, LLC Main Street Property Management Mallory's Propane Mary M. Smith Property Mgmt. McCoy's Building Supply of Tyler Mezayek Building, LTD Mike Brattlof Homes, Inc. Miller Electric

P&R Masonry, Inc. Planet Landscape Plastering Systems, Inc. PrimeLending - A PlainsCapital Co. **Pyramid Homes Quality Air Conditioning** Quality Lumber & Supply, Inc. Red Barn Flower & Gift Shop Rider Homes, Inc. Roberson Construction Saleh Development Ltd Satterwhite Construction & Supply Sherwin-Williams Co. Stereo & Video Center Summit Mirror & Glass **Superior Home Insulation & Siding Sword Company** Texas Wood Mill Cabinets, Inc. The CT Brannon Corporation The Granite Girls Tidmore Building, LLC Traverse & Co. Tyler Products & Sales, Inc. Vercher Custom Homes by Sam Vic Thompson Homes, Inc. Weatherization Partners, Ltd / Dupont Tyvek Whitehouse Floors & More WindoDressing

Woodland Builders, Inc.

Worden Specialties

One-Ten Welding, Inc.

THANK YOU FOR RENEWING!

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

Jewell Concrete Products Kelly A/C & Heating, Inc.

Kelly Moore Paint

Kin-Co Drywall
Lindale State Bank
Lonestar Millworks, Inc.
M&M Construction
Maddox Residential &
Commercial Services
Miles Construction
Morrison Supply Co.

Nelson's Door Company
Pest Punishers

Remington Alarm Systems, Inc.
Rollins Lawn & Landscape Co.

Root Homes

Star Carpentry
Steve Smoot Trim
Stonebridge Heating & A/C
Suddenlink
The Blind Man

The Blind Place Tyler, LLC
Tutor & Fuller Plumbing Co.

Tyler Glass & Mirror

Winningham Consultants &

Design

Wright-Built

Membership Cancellations

For many different reasons the following companies and/or individuals have not renewed their memberships with TABA:
Allied Waste Management; Decks @ Best; Liquid Edge, LLC; Holliday Sheet Metal Co.; Moen, Inc.; Olshan Foundation Solutions; Platinum Roofing; Premiere Patio & Custom Window; RedSky Construction, LLC; Regions Bank; Sound Logic Integrations; Tri-County Drywall; Tuff Shed, Inc.; Villas of Hollytree

Member News



MANY THANKS to CenterPoint **Energy** for loaning us the grill for our April 26th Spring Cookout and to all the cookers and volunteers who made it a big success!



April 20, 2011 — Mark "the Bounty Hunter" Hays shows off his \$50 reward along with his new member recruit, Paul Streck of Streck Homes. Congratulations, Mark! Welcome, Paul!

Builders' Luncheon



May 13, 2011 - Ryan Hall of All Natural Stone & Grass sponsored the Builders' Luncheon held at Outback. Ryan is shown with EO Libby Simmons.

W. Joy Adams, ChFC, CFP®



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ALL MEMBER COOKOUT





























Associate Council Corner

From the Associate Council President

It's Parade time again! As a TABA member, show your support by getting all your friends and business contacts to join us for Tyler's premiere home tour. Local charities benefit from ticket sales while we get to have fun seeing the homes.

Thanks to everyone who came out to the Spring Golf Tournament and to all our volunteers! The Social Events Committee, chaired by Jeff Cross, really did a good job of bringing all the elements together for a great event. The Fall Tournament is October 24th, so be sure to mark your calendar now! These events are more fun than work, but you might be surprised at how much work gets picked up along the way.



Networking is the exchange of information or services among people and the cultivation of relationships. Do you shy away from networking? Maybe you don't know how to start, or it seems like you don't have time. Maybe you tried it and were disappointed. Whatever has been holding you back, now is the time to make the most of your TABA membership. Association events are the perfect opportunity to network your business! It won't take long before you agree that building relationships will build your business.

Jion Dietz Associate Council President

Member News



2011 Executive Committee—Shown above are this year's TABA officers. From left to right: Secretary/Treasurer Carlton Edwards; Past President Ricky Casey; EO Libby Simmons; President Robert Aiken; Associate Council President Jion Dietz: and Vice-President Steve Nix.

MEMBER MARKETPLACE

Owned and operated by Randy & Kim Eskelson and Sharla Cross, Homeland Title Company (HTC) has been in business in Tyler and Mt. Pleasant since 2008. Along with superior customer service provided with integrity, HTC and its staff specialize in providing residential, commercial and builder/ developer title and escrow services. HTC's growth is firmly rooted in a service ethic and dedication to the industry, putting our clients and customers first with every transaction. At HTC, it's about the people. 903-509-1400.

"Member Marketplace" is a feature highlighting a member's company. One 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.

and upgrading our fire

safety equipment.

Bell Sand Company, Inc.

Our THANKS to

Bud Barrett

for fixing TABA's exit signs

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





Thanks to After Hours sponsor Light Your Fire for a delightful evening May 3 at their store. Associates: notice the "Member Marketplace" above, and remember to bring your business card for the drawing so you have a chance to win!





INFORMATIO MPORTANT TAX

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.

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 pr 214-695-1062



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.

ADDRESS SERVICE REQUESTED

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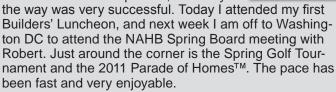
TAB NAHB

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

LIBBY'S LETTER

I am so excited to serve as your new Executive Officer. As I write this letter I am in my second week on the job, and every day has been a new experience. On my first day we had the May Executive Committee meeting followed by the May Board meeting on my second day.

From there we moved on to the Texas Hold 'em Membership Drive, which by



Each year a portion of Parade ticket sales is donated to worthwhile charities in the area. I would like to commend you, the membership, on your generosity to this association and your commitment to the community we live in.

Thanks to the Search Committee and the TABA Board for selecting me to be the Executive Officer of this great organization. I wish Kathey Comer the best with her new venture and thank her for the wonderful contribution she made to TABA. Thank you to the ladies in this office — Heather, Janet and Sherri — who are absolutely great and truly a pleasure to work with!

Again, thanks to each of you!

Libby Simmons Executive Officer

PRESIDENT'S MESSAGE



As this issue goes to press TABA is about to kick off its annual Parade of Homes[™] — a premiere event in our community for more than half a century. We are very pleased that this event continues to be so well received and well attended.

Thousands of hours of preparation are invested in producing this event. Build-

ers, subcontractors, suppliers, staff and member volunteers work together to produce the homes, landscaping, magazine, tickets, billboards, commercials, etc. A big thank-you to every individual and company who participated. It's our members who make this association an important fixture in the business community.

Donating a portion of Parade ticket proceeds to local children's charities makes this event and the hours of work even more worthwhile. This year's recipients are PATH Children's Programs and Azleway Boys' Ranch.

I would like to extend a warm welcome to our new Executive Officer, Libby Simmons. Libby comes to us with a wealth of experience and a fascinating tie to TABA. Libby's father-in-law, builder Doyle Simmons, was TABA President in 1988.

We're very happy to have Libby on board and look forward to working together to make our association even stronger.

> Robert Aiken 2011 President