



NEWS

MAY 2010

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TABA Membership Drive Day

The BIG HUNT is on for New Members...

May 11, 2010 • Recruit New Members!

Join a Team - Join the FUN!



Learn more about the prizes YOU can earn by recruiting new builder or associate members during Membership Drive month *on page 3.*

Membership Day Sponsor



SPRING GOLF TOURNAMENT

Monday, May 24th at Hollytree

NOON SHOTGUN START



SPONSORS & ADVERTISERS:

Dinner: ONCOR

Beverage Carts: East Texas Title Insurance One • Transit Mix

Longest Drive: Moen, Inc.

Texas Bank & Trust Co.

Closest to the Pin: Fixture This, Inc.

Texas Bank & Trust Co.

Five Iron: Austin Bank

Golden Throne: BancorpSouth

Hole-in-One: Hall Buick Pontiac GMC

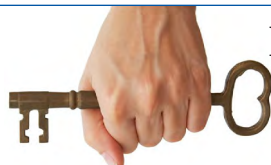
CALL TABA TO REGISTER!

Limited to 120 players
Registration Deadline is May 17th

Go to event on TABA's web site calendar for dress code and team information.

Hole Sponsors, Door Prizes, Goody Bag Items and Volunteers are needed.

To donate or volunteer, call Heather Stevenson at 903-561-3964.



Builder Education — News and Classes

Inside on page 5 ...

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

SUN	MON	TUE	WED	THU	FRI	SAT
2	3 11:30 a.m. - Executive Committee	4 4 p.m. - Board of Directors Meeting 5-7 p.m. - After Hours	5 4 p.m. - Social Events Committee	6	7	8
9	10	11 <i>TABA Membership Drive Day</i>	12 8:30-4:30 - BAR Exam Noon - Lunch & Learn Downtown 4 p.m. - Education Committee	13 Noon - Builders' Luncheon	14	15
16 	17 National Green Building Conference May 16-18, 2010 • Raleigh, NC nahb.org	18	19 10 a.m.-2:30 p.m. - Life After TRCC & Mechanics' Liens Classes	20	21	22
23	24 Noon - Spring Golf Tournament @ Hollytree <i>Hole-in-One Prize: 2010 Sierra Crew Cab</i>	25 <i>National Membership Day</i> 1:30 p.m. - Govt. Relations Committee 4 p.m. - Membership Committee	26 2 p.m. - Public Relations Committee 4 p.m. - Budget & Finance Committee	27 Noon - Builders' Luncheon	28	29
30	31 Holiday - Office Closed					

Dates to Remember

JUNE

1	After Hours
3	Builders' Luncheon
5-13	Parade of Homes™
17	Builders' Luncheon
21	Parade Wrap-Up Luncheon
22	Building Technology Class

JULY

1	Member Orientation
6	After Hours
8	Builders' Luncheon
22	Builders' Luncheon
27	General Membership Meeting & Chili Cook-off



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 !!

May 13, 2010

Sponsor: Altra Federal Credit Union

Location: Clear Springs Texas

May 27, 2010

Sponsor: American State Bank

Location: Coyote Sam's

COMING ATTRACTIONS

SAVE THESE DATES

May 4, 2010 • 5-7 p.m. at TABA

All members are welcome to attend this come-and-go event. Come out for your chance to win!

Builder's Progressive Jackpot: Bud Barrett's name was drawn at the April *After Hours*, and **he won \$650** just by attending! The May Jackpot is \$50!

Associated Member Marketplace Drawing: One company is drawn from *After Hours* attendees, and the winner is featured in a company profile in the *TABA News*!

See this Month's spotlight on page 7.

Many thanks to the April *After Hours* Sponsor, Light Your Fire!



Parade of Homes™ June 5 - 13, 2010

MAGAZINE ADVERTISING

Ad Deadline May 3rd!

Download a Media Kit from the Parade page at www.tylerearebuilders.com.



TABA Membership Drive Day

The **BIG HUNT** is ON!

May 11, 2010

Win Prizes & Have Fun

EVERYBODY WINS!

BIG INCENTIVES await recruiters and new members.

RECRUITERS - Double spike credits are awarded by NAHB during the month of May. Recruit even 1 new member and receive a cap! See NAHB prizes below. Bring in your first new member and earn a \$35 gas card from Bonded Builders Home Warranty!

NEW MEMBERS - Save \$\$! Gone is the \$25 application fee for those who join on May 11! Surprise give-aways! Come to the wrap-up party and see!

RECRUITING 101

Two Ways to Join in the Fun:

1: **Join a team!** Come to the office to make your recruiting calls and enjoy snacks and good company. Call TABA to join a team.

2: **Recruit at your location!** Don't let being stuck in the office keep you from doing your part to make TABA one of the strongest builders' associations in the Texas! Call people you know and tell them why they should be a TABA member. Staff will send you an information sheet to guide you step-by-step through the recruiting process.

SPECIAL PRIZES FOR TOP TEAM AND TOP INDIVIDUAL RECRUITER!

Don't Miss the Wrap-Up Party & Celebration!

Recruiters and New Members are invited to come by the TABA office beginning at 4:30 and ending at 7 p.m. on May 11th to celebrate a successful Membership Drive!

Recruit 1



Recruit 2



Recruit 3



Recruit 4 or more



Do BUSINESS WITH MEMBERS! 3

Run your business card ad here. 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.

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All Risk Coverage - Low Rates

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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

Angelo Electrical Inc.

BancorpSouth

Bassett Furniture

Boone Homes, LLC

C & N Construction

Clay's Lawn & Fence Co.

Cooper-Sibley Construction, Inc.

Custom Carpentry

D&D Properties

East Texas Professional Credit Union

ETTL Engineers & Consultants, Inc.

FNC Ponds

Glenwood Blind & Awning Co.

Heritage Builders, LLC

Heritage Land Bank

HGR General Contractors

Innovative Pest Control

Kin-Co Drywall

MaciasMasonry.com

Mink Plumbing Co., Inc.

Morrison Supply Co. - Kilgore

Pest Punishers

Rainforest Irrigation & Landscaping

Servpro of Tyler

Southern Home Builders, Inc.

The Blind Man

Tryon's Corner

Tyler Pest Services, Inc.

Waterman Electric, LLC

Wells Marble Co.

MEMBERSHIP CANCELLATIONS

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

Adkins Electric, Inc.; Bank of America; cue creative; Dennis Scott Architects, PLLC; East Texas Crete; Generation II Home Builders; Wheeler Development Co., Ltd.; Wilhite Landscaping & Lawn-care

MEMBER INFORMATION**WELCOME NEW MEMBERS!****Builder Member:****Baruch Homes**

Ryan Cary • 817-683-4270
1403 Ridgeview Dr., Cedar Hill,
75104

Builder Member:**Twin Lakes Ventures, LLC**

Spiro Trajcevski • 903-874-0020
10000 Spur 294, Corsicana, TX
75109

Welcome!

Associate Member:**Denny Mize Construction**

Denny Mize • 903-939-8976
20088 CR 482, Lindale, TX
75771

Associate Member:**Extreme Trim**

Byron Dickson • 903-271-6293
17760 CR 46, Tyler, TX 75704
Sponsor • Robert Aiken

Associate Member:**Noyola Painting**

Jose Noyola • 903-245-2951
1922 N. Owens Ave., Tyler, TX
75702

Sponsor • Carlton Edwards

**New & Current
Members -**

Join us at the next quarterly **Member Orientation** at noon on July 1st 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.

Builder Member:**Precision Homes**

Fred Davis • 903-944-9805
507 W. Phillips St., Tyler, TX
75701
Sponsor • Ed Thompson

Associate Member:**Terminix**

Daniel Gill • 903-561-1489
1902 Grande Blvd., Tyler, TX
75703

You Are Invited!

Associate Member:**Texas Crete**

Blake Harter • 903-570-7391
5207 Hollytree Dr. #803, Tyler,
TX 75703

Associate Member:**The Flooring Store of Tyler**

Jason Willis • 903-504-5754
4501 Troup Hwy, Tyler, TX 75703

Associate Member:**Tri-County Drywall**

Ray Deal • 903-571-2155
8753 Pleasant Dr., Chandler, TX
75758

Sponsor • Robert Aiken

MEMBER BENEFITS**NAHB Successfully Strikes Onerous Health Care Provision**

The House narrowly approved health care bill H.R. 3590 and President Obama signed the legislation into law on March 23. The legislation contains a provision that requires construction firms to provide health coverage if they employ five or more workers. Small businesses in every other industry would be exempt from providing mandatory health insurance if they employ 50 workers or less.

NAHB worked closely with lawmakers to ensure that the requirement for small builders was stricken and successfully led the charge in preventing enactment of an unfair, expensive measure that could have been devastating for many of our members. For more information, contact Carlos Gutierrez at 800-368-5242 x 8242.

EDUCATION UPDATES

"Life After the TRCC" & "Mechanics' Liens"

Information YOU NEED TO KNOW

Wednesday, May 19, 2010 • 10 a.m. to 2:30 p.m.

Instructor: Attorney Stephen Polozola

Cost includes lunch: One Session - \$50 Both Sessions - \$80

Registration is REQUIRED • Space is Limited

For class descriptions and to register, visit the Calendar of Events at www.tylerearebuilders.com, or call TABA to enroll.



Business Management Class, April 14, 2010: An especially beautiful day for higher education. From left in back row: Mark Medina, Bill Criswell, Jerry Standerford (who is a member of his local association in Omaha, Nebraska), James Wilson, Houston Cochrane. Center row: instructor Bill Slease, Scott Six, Sean O'Keefe, Carlton Edwards. Front row: Darrell Edwards, Kerry Hamblett, Tracy Haberle, Dana Stewart and Lanelle Jackson.



TABA University Presents: "Builder Assessment Review" (BAR)

FIRST STEP TO CERTIFICATION

May 12, 2010 • 8:30-Noon

Cost: \$195 for members and non-members

Enroll online or call TABA to register.



"Building Technology" • June 22, 2010 • 8:30- 4:30 p.m.

Cost: \$210 for members; \$310 for non-members. Lunch is included.

Instructor: Donny Mack • *Enroll online or call TABA to register.*

MEMBER ORIENTATION

TABA President Ricky Casey (far left) welcomes attendees to the March 18, 2010, Member Orientation: (left to right) Nathan Parker, Tony Johnson, Tracy Haberle, Stewart Haberle, Ester Johnson, Pheba and Jace Watson; and EO Kathey Comer. **Thanks to lunch sponsor, Austin Bank!**



MORE EDUCATION OPPORTUNITIES

Lunch & Learn with City of Tyler

"Online Options - the Sequel: Permit Tracking & Payment Options"

Noon on May 12, 2010

Tyler Development Center

423 W. Ferguson

Cost: \$10 • *Enroll online, or call TABA to register.*

"Rehab Right" Seminar May 1, 2010

Love Your Old House Fair

Co-sponsors:

Historic Tyler, Inc. & City of Tyler

Historic Preservation Board

FREE workshop on rehabbing historic properties at Rick's on the Square in downtown Tyler, 12:30 check-in.

Register at historictyler.org or call 903-595-1960

UPCOMING RENEWALS

- Bailey Electric Co., Inc.
- Bannister Plumbing
- Berry Marble & Granite
- CAPCO Engineering, Inc.
- Classic Century Homes
- Coy Dodd Air Conditioning, Inc.
- East Texas Automation
- East Texas Fence
- FG Disposal
- Firstbank
- Flooring Liquidators
- Galyean Homes, Inc.
- Harry's Building Materials-Jacksonville
- Holland Marble & Granite
- ICI Paints
- Jewell Concrete Products
- Johnny Ballow Homes, LLC
- Nix Landscape Supply, Inc.
- Petty's Irrigation & Landscape
- Ranger Electrical, Inc.
- Squiers' Sheet Metal
- The Blind Place Tyler, LLC
- Three J's Construction
- Tutor & Fuller Plumbing Co.
- Villas of Hollytree, LP

ACTIVITIES & EVENTS

BOWLING WITH BUILDERS

Many found gold at the end of the rainbow!

MEMBER NEWS

Sincere THANKS to our General Membership Meeting Sponsors!

Title Sponsors:

Oncor Electric Delivery
Texas Bank & Trust Co.

Meeting Sponsors:

Panel Truss Texas, Inc.
StrucSure Home Warranty

Photos coming in the June issue!

A Big Thank-You to Claude Figueroa and CenterPoint Energy for use of their grill at the Member Appreciation Cookout!

SUNBELT BUILDERS SHOW™

PLAN TO ATTEND!
October 14-16, 2010
Gaylord Texan, Grapevine

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Keep Your Business

in front of the entire TABA membership with a business card ad in the *TABA News*.

Call 903-561-3964



St. Patrick's Day Tournament March 15, 2010—Each strike earned bowlers a gold dollar coin! Highest score prizes went to Kerry Craig of Citizens National Bank and to Ken Rollins, husband of Karen Rollins of Crestview Properties. Each won a \$25 gift card to Outback Steakhouse. Good fun! More photos are available - go to the Members Only page at TABA's web site.



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 2010, the total amount of national dues that is NOT deductible as a business expense for a builder or associate member is \$24 and \$0.80 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 \$59.50 and \$18.25 for an affiliate member.

FROM THE ASSOCIATE COUNCIL PRESIDENT

The main reason most suppliers, subcontractors and other associate members join the builders association is to get business from the builder members. However, it isn't always easy, and it sure isn't automatic. Membership does give the associate the privilege to seek business from builders through targeted opportunities.



Many builders will try to do business with us, provided there is a favorable balance to him or her in price, service and quality. Selling to builders requires common sense and courtesy. We can visit the builder with good reason - remember to not waste his or her time with idle gossip. Do not underestimate his or her interest in new products. Keep the builder informed of product and/or pricing changes — no one likes a surprise. Prices can vary based on quantity, delivery and other factors, and builders know that.

Your membership in the association can be a huge asset to the growth of your business, so get involved in TABA activities and make new friends while you gain some new customers.

Janie Malone
Associate Council President

MEMBER NEWS

Congratulations

To Joe & Debbie Carlyle on the March 29th birth of their first grandchild Linley Bolin, 7 lbs. 11 oz.

To Jason and Cindy Campbell, who celebrated their 20th wedding anniversary April 7th.

Correction: Cary Nix was elected to the County Commissioners' Court, not the City Council.

MEMBER MARKETPLACE

FIXTURE THIS, INC.

Founded in 2002, Fixture This recently experienced a growth spurt that resulted in a 4000-sq. ft. expansion of their showroom on DC Drive in Tyler. At the request of their customers, hardware was added to the showroom's extensive lighting inventory last year. "Fixture This caters to discriminating area builders, businesses and homeowners offering residential and commercial lighting and hardware." Call Jion Deitz at 903-939-1300 or visit www.fixturehistyler.com.

"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.



\$650 WINNER! - Builder Bud Barrett (right) receives a check from TABA President Ricky Casey during the April 8th Member Appreciation Cookout as Andy Albright looks on. Bud won the \$650 Builders' Progressive Jackpot when his name was drawn during the April 6th After Hours. Congratulations, Bud!

COOKOUT PHOTOS



A cold wind did not dampen the appetites of the nearly 200 members who came out to enjoy the Member Appreciation Cookout on April 8th. **More photos online.**



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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 . . .



As you continue to consider ways to get involved in your builders association, don't forget about the annual Membership Drive that will take place on May 11th.

Each year we pick one day to work together as teams and target new members. Of course, you can't have a membership organization without recruitment and it's a proven fact that current members are the best recruiters.

Recruiting is easy. Have you ever recommended a wonderful restaurant to a friend? Or suggested your friends and family see a great movie you really enjoyed?

It's those same fundamental, interpersonal skills that will raise the roof on TABA's membership numbers. All you have to do is talk with your co-workers and industry friends and let them know that you belong to TABA. Tell them why. Then, recommend that they join too.

YOU are the most effective membership tool that this Association has. You understand the benefits better than anyone, and your personal invitation will be far more convincing than a slick promotional brochure.

Sign up to help. Membership Drive Team Captains will be members of the Executive Committee. Call any one of them—or the office—and volunteer a couple of hours of your time. It's a fun day and an easy way to get involved and make a difference.

Kathey Comer Executive Vice-President

PRESIDENT'S MESSAGE



It's time to tee it up, hit it hard, and wish it well — at the Spring Golf Tournament, that is. Hope to see y'all at Hollytree on May 24th.

May is membership month, and we need each one of you to help us recruit as many new members as possible. May 11th is our Membership Drive.

Be sure to sign up and get on a team. Join us at the TABA office and join in the fun. There will be a celebration and wrap-up party that evening, so come out and support your association and have some fun at the same time.

Since the TRCC was abolished and statutory warranty and performance standards are no longer mandated by the state, using the TAB contracts package is the smartest thing you'll do. A builders' warranty is included in the package, and it's strongly recommended that you use it or use an "expressed warranty" so that you don't fall under the liability of an "implied warranty."

Provisions are included with the TAB contracts that will keep your fate out of the hands of a jury of 12, who would decide for you what constitutes "good and workmanlike manner."

These contracts have been prepared by some of the most respected construction lawyers in the state, and the investment of \$299 plus tax is a small price to pay for what's included. Call the office to find out how you can start using TAB contracts today.

Ricky Casey 2010 President