



NEWS

OCTOBER 2009

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BMC West

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Oncor Electric Delivery

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Southside Bank

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Citizens National Bank

East Texas Title

Fair Management, LC

Legacy Texas Insurance Services

Panel Truss Texas, Inc.



Fall Golf Tournament

Oct. 19, 2009 at Eagles Bluff

12:00 Shotgun Start. Register NOW!

Call 903-561-3964 to secure your spot to play, a catfish dinner-Only reservation or your hole sponsorship!

Golf Dinner Sponsors:

INSURANCE ONE AGENCY, LC & ONCOR ELECTRIC DELIVERY

Beverage Cart Sponsors & Advertisers:

BOREN SCOTT • FIXTURE THIS, INC. • EAST TEXAS TITLE COMPANY

Longest Drive Sponsors: **Boral Bricks • Texas Bank & Trust Co.**

Closest to the Pin: **BancorpSouth & Texas Bank & Trust Company**

Five Iron Sponsor: **Austin Bank**

Golden Throne Sponsor: **Insurance One Agency, LC**

Hole-in-One Sponsor: **Hall Buick Pontiac GMC**

GOVERNMENT OFFICIALS APPRECIATION & GENERAL MEMBERSHIP LUNCHEON

October 27, 2009

Noon at Willow Brook Country Club

Guest Speaker: *Scott Norman*

Executive Director, Texas Association of Builders - "Austin Update"

Early Bird Special: \$22 per person through Oct. 22nd.

Register online, or call TABA to RSVP.

Title Sponsor: Insurance One Agency, LC

Meeting Sponsors: Citizens National Bank & Transit Mix



For a complete list of Builder Member sponsors of this event, see page 7.

NEW HOME
BONANZA
AN OPEN HOUSE EXTRAVAGANZA
October 8th - 12th
tylerareabuilders.com

FREE ADMISSION!
Non-perishable food items will be collected for PATH. GO to the web site for a list of properties.

INSIDE ON PAGE 3 - \$Mad\$ for New Members & Home Products Show Booth Selection

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

SUN	MON	TUE	WED	THU	FRI	SAT
				1 9-Noon - New Home Specialist Class	2	3
4	5 11:30 - Executive Committee	6 11-4 p.m. - FALL MEMBERSHIP DRIVE DAY 4 p.m. - Board of Directors Meeting 5-7 p.m. - <i>After Hours</i>	7	8 9-Noon - New Home Specialist Class NEW HOME BONANZA Noon - Builders' Luncheon	9 NEW HOME BONANZA	10 NEW HOME BONANZA
11 NEW HOME BONANZA	12 NEW HOME BONANZA	13 Deadline for Submitting Goody Bag Items for Golf Tournament	14 4 p.m. - Education Committee	15 9-Noon - New Home Specialist Class 3:30 p.m. - Social Events & Goody Bag Stuffing	16	17
18	19 12:00 p.m. - Fall Golf Tournament @ Eagles' Bluff	20	21	22 9-Noon - New Home Specialist Class Noon - Builders' Luncheon 6 p.m. - HPS Booth Selection	23	24
25	26 2 p.m. - Public Relations Committee 4 p.m. - Budget & Finance Committee	27 Noon-Govt. Officials Appreciation & General Membership Luncheon 4 p.m. - Membership Committee	28	29 Sunbelt	30 Sunbelt	31 Sunbelt

Dates to Remember

NOVEMBER

3	<i>After Hours</i>
4	The BAR Exam
5	Builders' Luncheon
9	Speed Networking
10-11	U. of Housing CAPS Classes
19	Builders' Luncheon

DECEMBER

3	Builders' Luncheon
5	Holiday Gala
10	New Member Orientation
15	TABA Open House
17	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 !!

October 8, 2009

Sponsor: Whitehouse Floors & More

Location: Whitehouse Floors & More Showroom at 308 Hwy. 110 South

October 22, 2009

Sponsor: James Hardie Building Products

Location: Clear Springs Texas Seafood

SAVE THESE DATES

After Hours

October 6, 2009 • 5-7 p.m. at Habitat's ReStore
Sponsored by: **HABITAT FOR HUMANITY OF SMITH CO.**

ALL MEMBERS ARE INVITED TO ATTEND!

Special thanks to our September *After Hours* sponsor, Morrison Supply - Kilgore. David Lowe's name was drawn at the Sept. 15th *After Hours*. Since he was not present, the Builders' Progressive Jackpot is now \$450. Builders, come out to the next *After Hours* for your chance to WIN!
(EACH TIME YOU ATTEND, YOUR NAME IS ADDED TO THE DRAWING.)

\$MAD\$ Money for New Member\$!!!

What makes the world go round? *MONEY!*
What always comes in the right size and color? *MONEY!*
What do you get for bringing in a new member during the TABA Fall Membership Drive? *MONEY!*

Earn \$20 CASH for every complete application submitted with dues.

OCTOBER 6, 2009 • TABA OFFICE

Drop by anytime between 11 a.m. and 4 p.m.
Be sure to return at 5 p.m. for *After Hours!*

Sponsored by: **INSURANCE ONE AGENCY, LC**

The more members you recruit, the more \$20 bills you earn!

\$20 Cash!



HOME PRODUCTS SHOW BOOTH SELECTION

DON'T MISS your chance to secure the best location for your booth at TABA's 2010 Home Products Show. Attend the selection meeting at 6 p.m. on Thursday, Oct. 22nd at the TABA office.

SUNBELT BUILDERS SHOW™
October 29 - 31, 2009
Gaylord Texan
Grapevine, TX
build
Oct. 29-31, 2009
at the Gaylord Texan in Grapevine
Keynote speaker:
ROGER STAUBACH

Attendees at the ninth annual Sunbelt Builders Show™ and Education Conference will see the hottest market trends and techniques, learn industry "best practices" and hear from industry leaders. See the latest industry products, materials and services at more than 300 exhibit booths and dozens of education sessions with nationally renowned speakers presenting topics such as:

- "The 2009 American Recovery and Reinvestment"
- "To Spec or Not to Spec"
- "Build Green and Save"

www.sunbeltbuildersshow.com

TABA University presents:

Certified Aging-in-Place Specialist

"CAPS I" and "CAPS II"



2009 Education Sponsor

November 10 & 11, 2009 • 8:30- 4:30 p.m. • Lunch is Included

Cost: \$370 member price for both days; \$590 non-member

Instructor: Bill Slease • *Enroll online or call TABA to register.*

For a link to course summary, visit the Continuing Education page at TABA's web site.

BAR PRICE REDUCED by NAHB: NAHB's Builder Assessment Review (BAR) exam is scheduled at TABA on November 4th at the discounted price of \$95. *Enroll online or call TABA to register.*



READY, SET - GO **SPEED NETWORKING!**
NOVEMBER 9, 2009

20 ASSOCIATES AND 20 BUILDERS WILL
SHARE THE FUN AT THE ROSE GARDEN CENTER.

MORE INFORMATION ABOUT THE EVENT COMING SOON!

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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!

Appraisal Associates

Citizens 1st Bank

Classic Century Homes

Contractor's Supplies, Inc.

Donnie Mitchell Inspecting

East Texas Home Inspection

Services & Pest Control

Eastex Materials

Eclectic Architecturals

Flickinger Homes, LLC

Granite Division, Inc.

Harry's Building Materials

Hawley Disposal Services, LLC

Home Builders Insurance Services

Jeff Bigbie Homes, Inc.

Kopal Homes LP

L & L Asphalt

UPCOMING RENEWALS

All American Equipment Rentals, Inc.

Bite Back, Inc.

Bradco Supply Co.

Bravo Paint Co.

Complete Communications

Doug Makowsky Homes, Inc.

East Texas Title Company

ETTL Engineers & Consultants, Inc.

European Interiors

Glenwood Blind & Awning Co., Inc.

Henson's Solid Rock Company, Inc.

Hillard Homes, LLC

Karen Horton Relax Hour Spa

Kilgore National Bank

Legacy Texas Insurance Services

Noonday Hardware

Outback Steakhouse

Overhead Door Systems, Inc.

RAM Wood Recycling

Reed & Assoc. Environmental Consulting

Smith-Fab

Staged Homes of East Texas

Taylor & Ignat Homes

Tom Deibel Homes, Inc.

Trent Williams Construction

Management

Tryon's Corner

Tyler Concrete Services, LLC

Tyler Morning Telegraph

Watson Plumbing, Inc.

Window World of Northeast Texas

MEMBER INFORMATION

WELCOME NEW BUILDER MEMBERS!

Bramlett Custom Homes Ltd.

Jason Bramlett • 903-5261-9334

5701 Old Bullard Rd. #2

Tyler, TX 75703

Burnett Construction, Inc.

Thomas Jenkins • 903-383-7624

PO Box 269, Yantis, TX 75497

Welcome!

WELCOME NEW ASSOCIATE MEMBERS!

JMS Rentals, Inc.

Stephen Hopkins • 903-569-2311

5365 S St Hwy 37

Mineola, TX 75773

TCS Air Conditioning & Heating

Danny Aiello • 903-504-2919

213 CR 3527, Bullard, TX 75757

Sponsor • Dwayne Hinds

You Are Invited!

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

WC Supply Company

Joey Seeber • 903-597-2363

329 S. Bonner, Tyler, TX 75702

Do business with your fellow TABA Members!

2010 MEMBERSHIP DIRECTORY

Members' listings in the next printed Directory will be taken straight from the Online Directory that can be reviewed at www.tylereabuilders.com.

There will NOT be a mailing of Member Information forms for the purpose of updating contact information.

Before November 1, 2009:

- Make sure your contact information is correct in the Online Directory. You can change your contact information by logging in and going to your Profile page.
- Make sure your Business Activities listings are the ones you want. Each membership gets two free listings which also appear in our Online Directory.
- Additional listings are available at \$25 each and will also appear in our Online Directory.

For login information and to reserve your ads, please call 903-561-3964.

2010 Directory Ad Options

	Cost	
Inside Front Cover	\$600	1 available - RESERVED
Back Cover	\$700	1 available - RESERVED
Inside Back Cover	\$600	1 available
Tabbie Page	\$400	6 available - 1 RESERVED
Inside Full Page	\$200	30 available - 7 RESERVED

Web Ad Options Per Quarter

	Cost	
Home Page Top	\$400	1 spot available starting 1/1/10
Home Page Bottom	\$300	3 spots available - 1 RESERVED
Inside Page Sidebar	\$200	10 spots available - 4 RESERVED

Save \$\$\$

Bundle your choice of ANY Directory Ad with ANY Web Ad and take \$100 off the total!

Save \$100

Save \$100

TAB CONTRACTS CD - 2009 VERSION

With the demise of the TRCC, a major overhaul of residential construction contracts is imperative, making the updated 2009 TAB Contracts Package more valuable than ever.

A \$299.99 (plus tax) two-year subscription to the package, which includes seven residential construction and remodeling contracts as well as more than 50 related addenda, saves builders and remodelers thousands of dollars in attorney's fees. Additionally, the subscription covers any revisions to the documents through August 31, 2011.

The updated package reflects the fact that the statutorily required warranties and performance standards cease to exist on September 1, 2009, and includes provisions whereby the parties agree to the specific warranties and performance standards that have been in place since 2003.

The package also includes an amendment for homes contracted before September 1, 2009, but completed after that date, which will clarify that such homes will be held to the warranty and performance standards the home was subject to at the time the contract was signed.

The TAB Residential Construction Contracts Package offers more value than ever and will continue to serve as the foundation for most residential construction transactions in Texas.

TAB Contracts Packages may be purchased through TABA and are available to members only.



Check out TAB's Contracts

2009 - 2011
TAB CONTRACTS
PACKAGE
Available on CD
NOW!

- Include provisions incorporating warranty and performance standards designed to ensure quality construction for your customer and to protect you at the courthouse
- Incorporate countless hours of work by some of the most respected construction lawyers in the state, taking into account the many years worth of feedback from builders and remodelers alike



**TEXAS
ASSOCIATION
OF
BUILDERS**

✓ A major overhaul of residential construction contracts became imperative with the demise of the TRCC. Don't get left out!

✓ Save thousands of dollars in attorney's fees!

✓ More value than ever!

Call TABA at 903-561-3964 or come by the office to purchase your Contracts CD today.

THANK YOU FOR RENEWING!

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

- Larry Seigler Construction
- Leo Jones Insulating Co., Inc.**
- Leviton Mfg. Co., Inc.
- Light Your Fire
- Old Shadetree Mills, Ltd.
- PrimeLending - A PlainsCapital Company
- Ramey & Flock, P.C.
- Showcase of Homes
- Three J's Construction
- Trinity Valley Pools & Spas
- Tyler Overhead Door Co., Inc.
- United Heritage Credit Union
- Vic Thompson Homes
- Wilson Homes**

Sept. 15, 2009—Shown are (left to right): Robert Aiken, Skip Ogle, Nancy Barron and Ed Thompson, who earned NAHB credits for learning "Negotiating Skills" with instructor Ed Harrison.



MEMBERSHIP CANCELLATIONS

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

- AGP Builders, Inc.; All-Tex Plumbing; Anderson Custom Landscaping; Breedlove Landscape Co.; Carter Custom Homes; Chris's Seamless Gutters; Cook Sheet Metal Work & Roofing; Coyote Roofing; Custom Homes of East Texas; DGD Properties; David Tennison Quality Homes; Diamond Control Systems, Inc.; Dorsey Homes; Dry's Custom Drywall; East Texas Home Inspection Services and Pest Control; Hidden Hollow Acres; Iron Doors Plus; Joy Construction, LLC; Juan Paz Masonry; Keller Williams Realty-Debbie Sample; Palady Air; Pat Evans Air Systems; RE/MAX Tyler-Reese Stokes; Rockbrook Ranch, Inc.; Sanchez Paint; Shumate Woodworking; Silver Star Homes; Stanley Overhead Door; Superior Air Conditioning & Heating; Superior Gutters; TaBoLa Tables; Texas Premier Properties; Todd Hayley Construction; Tyler Pest Services, Inc.; Unlimited Cabinets & Doors

SUNBELT
BUILDERS SHOW™
October 29 - 31, 2009
Gaylord Texan - Grapevine, TX

SPECIAL
Events



Roger Staubach
Keynote Speaker

- ▶ Opening Session
- ▶ Expo Party
- ▶ Networking Reception
- ▶ Sunbelt Luncheon
with HGTV's Barry Wood
- ▶ Zero Energy Show House
- ▶ Star Awards Gala
- ▶ Texas Housing Hall of Honor
- ▶ Excellence in Leadership Dinner

Register today!
www.SunbeltBuildersShow.com

MEMBER NEWS

Condolences

To Joe Carlyle and family on the August passing of his father-in-law, Ralph Russell of Fredricksburg.

Get Well Soon

Anita Stewart - wishing you a speedy recovery!

Congratulations

To Design Center Signs for winning awards in graphics/lighting and awnings categories at the Texas Sign Association Conference held in San Antonio in June.

To Jason Trimble, a licensed real estate appraiser, who was recently hired as assistant vice president and lending officer for Texas Bank and Trust Company in the Tyler branch.

PAST PRESIDENTS' LUNCHEON PHOTOS



August 26, 2009—About 20 met for TABA's annual Past Presidents' Luncheon at Outback Steakhouse. Guests were treated to a slide show about the association that is used at TABA's quarterly New Member Orientations. More photos of the event are posted online at www.tylerareabuilders.com.



BUILDER MEMBER SPONSORS

of the Government Officials and Associate Appreciation Luncheons
(as of print deadline)

- | | | |
|---|------------------------------|--|
| Agtoprof, Inc. | Glory Builders, Inc. | Robert Aiken Custom Homes LLC |
| Burt R. Ford Enterprises, Inc. | Halford Construction | Rock Hill Construction, LLC |
| C & N Construction | Hayes & Company | Root Homes |
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| Carlton Edwards Builder & Designer, LLC | HGR General Contractors | Saleh Development Ltd |
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| Chad Hanna Inc., Builder | Homes by Matthew Peer, LLC | Skip Ogle Homes |
| Charles Tidmore Homes LLC | Integrity Homes | Southern Home Builders, Inc. |
| Conaway Homes | Johnson Humphrey Homes, Inc. | Star Lite Custom Homes, LLC |
| Conner Communities, Inc. | Keith Culver Homes, Inc. | Starr Construction |
| Cooper Quality Homes, LLC | Ken Dietz Homes, Inc. | Steve Welch Custom Homes |
| Cooper-Sibley Construction, Inc. | Kevin Humphrey Homes, Inc. | Taylor Homes, Inc. |
| Crestview Properties | Kopal Homes LP | Tidmore Building, LLC |
| D.L.R. Construction Inc. | Landmark Homes, Inc. | Tom Deibel Homes, Inc. |
| Dale Welch Builders, Inc. | Larry Seigler Construction | Traverse & Co. |
| David Lowe Homes | Lee Knight Custom Homes | Trent Williams Construction Management |
| Doug Makowsky Homes, Inc. | Lindale Homes | Vic Thompson Homes, Inc. |
| Eddie Clark Contractors, LLC | Mezayek Building, LTD | Wilson Homes |
| Eric Barnes Custom Builders L.P. | Nix Construction, Inc. | Wright-Way Remodeling & Construction |
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FROM THE ASSOCIATE COUNCIL PRESIDENT

Hope everyone is enjoying the cooler weather and getting ready for the holidays. Yes, the holidays are right around the corner. Fall will be a busy time at TABA. The Associate Council has been hard at work revisiting its structure and reorganizing so that each event and committee gets the full attention and effort that it deserves.



Planning is already underway for the biggest event produced by the Associates — the 2010 Home Products Show scheduled Feb. 26-28th. Jion Dietz has already set into motion some of the plans for this event. If you would like to participate by either having a booth or volunteering, please watch your Week-At-A-Glance for the next HPS Committee meeting and plan on attending. Your input is welcomed.

Libby Simmons and the Social Events Committee have placed the final touches on the Fall Golf Tournament to held at Eagles Bluff Oct. 19th. Be sure to get your team together and register. If you don't play, please sponsor a hole or contribute something to the goody bags by Oct. 13th. Contact Libby or Heather at the TABA office with any questions.

Several other events need to be marked on your calendar. The Fall Membership Drive on Oct. 6th offers a happy surprise — recruit a new member and earn \$20 cash. It's that easy!! Our next General Membership Meeting on Oct. 27th will also serve as our Government Officials Appreciation Luncheon. Please make plans to attend, and help us show our appreciation to those in government who strive to make our little piece of the world a better place. So, there is a lot going on! Hope to see you at the next event.

Stefanie Smith
Associate Council President

BUILDERS' LUNCHEON PHOTOS



September 10, 2009—Builders attended a luncheon at the showroom of sponsor Overhead Door Company of Tyler. More photos posted online!



MEMBER NEWS

Congratulations

To Steve Nix, a member of Leadership Tyler's Class 23.

To Mechele Agbayani, new President and EEO of the Central East Texas Better Business Bureau.

To Randi Mahomes of Hollytree Country Club on becoming a certified hospitality trainer.



Jeff Cross
Sales

Boral Bricks Inc.



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Marketing Director

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aholcomb@aycockandfowlerins.com

VERIZON WIRELESS Discounts

Qualified members of the Texas Association of Builders can earn up to 22% off Verizon Wireless monthly access fees. Download a flier about the discount on the Members Only page at www.tylerearebuilders.com.

To see if you qualify, contact our Verizon representative, John Fojt at 903-574-9085 or John.Fojt@Verizonwireless.com before you apply.



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.



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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 . . .

Getting the most from your association membership often involves the opportunity to target consumers. Whether you sell to builders, remodelers, developers or the general public, the Tyler Area Builders Association can help you with this task.

Call the office at (903) 561-3964 and ask for your copy of the **2010 Marketing Guide**. It is also available at TABA's web site on the Advertising Information page. In it you will find an abundance of opportunities to showcase your business by sponsoring events and publications. Each opportunity is accompanied by a description of the many benefits you will receive for your investment. And with all this information at your fingertips you can lay out your marketing plan for the entire year.

Who is your target audience? Some sponsorships opportunities attract builders and remodelers while others appeal to the general public. What do you enjoy? From golf tournaments to builder certification classes, happy hours to lunch with elected officials, there is something for everyone.

Did you ever wonder why your company's name is not listed in the front page of every TABA newsletter? Read page 4 of the Marketing Guide and learn how to maximize your investment at no additional charge.

As a TABA Partner, your name will stand out to the thousands of people who read the newsletter, access the website and attend the events you choose to sponsor.

As Stuart Henderson Britt said "Doing business without advertising is like winking at a girl in the dark. You know what you're doing, but nobody else does." We are pleased to be able to offer you many opportunities to make sure others know exactly what you're up to.

Thanks for your continued support of our association.

Kathy Comer
Executive Vice-President



PRESIDENT'S MESSAGE

It's hard to believe we are in the last quarter of 2009. There have been big changes for all of us this year – in our businesses, in our association and in our country. Hopefully, we are beginning to see a light at the end of the downturn tunnel.

Now more than ever we need to band together in our association, locally and at the state and national levels, to help push through some positive legislation for our industry. We need you to play an active part and stay informed of all that the TAB and NAHB are doing on our behalf.

Renewing your membership, encouraging others to renew and inviting new builders and associates to join is critical for the survival of individual home builders.

On October 6th we are having a one-day membership drive — informal. No pressure, but it's very important that each of us takes part. If only one-third of our current members brought in just one new member, we would be able to bring our membership back to where we were one year ago. We CAN do it! But not without an all-out effort.

Most importantly, we need to encourage those members who have let their membership lapse in the last six months to renew. Check with the office for information on how our dues helps keep our industry a healthy and vital segment of our local and national economies.

There are many other events that will keep us hopping this month and in November. Be sure to register for the building industries' two greatest promotional events — the Sunbelt and International Builders shows. Planners have done everything possible to make these conferences affordable for all. They are depending on your participation. With the airlines offering discounts and some great hotel rates available to us, this is the time to go.

Remember, for our industry and our association to grow, each of us needs to stay positive, stay focused and stay strong.

Nancy Barron
2009 President