



# NEWS

OCTOBER 2010

## PLATINUM PARTNERS

BMC West

Insurance One Agency

Oncor

## GOLD PARTNERS

BancorpSouth

ProBuild South

Sherwin-Williams Co.

Southside Bank

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Fixture This, Inc.

Moen, Inc.

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## GOVERNMENT OFFICIALS

TITLE SPONSORS:  
**Insurance One Agency**  
**ProBuild South**

MEETING SPONSORS:  
**Moen, Inc.**  
**Transit Mix**

## Appreciation Luncheon

Wednesday, October 13, 2010 at Noon

**Willow Brook Country Club**

Early-Bird price \$22 per person before 5 p.m. Oct. 6<sup>th</sup>

\$25 per person thereafter • Reserve Your Seat NOW!



Guest Speaker:

**Todd Staples**

TEXAS COMMISSIONER  
OF AGRICULTURE



## FALL GOLF TOURNAMENT

Monday, October 18, 2010

at Garden Valley Golf Club

*1 P.M. SHOTGUN START*

SPONSORS & ADVERTISERS:

Dinner: **ONCOR**

Beverage Carts: **East Texas Title Co.**

**Moen, Inc.**

Longest Drive: **Fixture This, Inc.**

**Transit Mix**

Closest to the Pin: **BancorpSouth**

**Texas Bank & Trust Co.**



Five Iron: **Austin Bank**

Golden Throne: **Insurance One Agency LC**

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

CALL TABA TO REGISTER!  
LIMITED TO 120 PLAYERS  
Registration Deadline Oct. 11<sup>th</sup>  
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.

The TABA News is available online each month at [www.tylereabuilders.com](http://www.tylereabuilders.com).

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4 11:30 a.m. - Exec Committe	5 <b>4 p.m. - Board of Directors Meeting</b> 5-7 p.m. - <i>After Hours</i>	6 8:30-4:30 p.m. - "Estimating" class  4 p.m. - Social Events Committee	7 9 a.m. - New Home Specialist Class #3  Noon - Builders' Luncheon	8	9
10	11	12  4 p.m. - Education Committe	13  Noon - Govt. Officials Appreciation Luncheon	14  9 a.m. - New Home Specialist Class #4  <b>SUNBELT BUILDERS SHOW</b>	15  <b>SUNBELT BUILDERS SHOW</b>	16  <b>SUNBELT BUILDERS SHOW</b>
17	18  1 p.m. - Shotgun Start - Fall Golf Tournament @ Garden Valley	19	20	21 9 a.m. - New Home Specialist Class #5 Noon - Builders' Luncheon 5:30 p.m. - HPS Booth Draw	22	23
24   31	25  2 p.m. - Public Relations Committee  4 p.m. - Budget & Finance Committee	26  2 p.m. - Govt. Relations Committee  3:30 - Ambassador Committee 4 p.m. - Member- ship Committee	27	28  9 a.m. - New Home Specialist Class #6	29	30 

**Dates to Remember**

**NOVEMBER**

2	<i>After Hours</i>
4	Builders' Luncheon
10-11	"CAPS" Classes
17	City Lunch & Learn
18	Builders' Luncheon

**DECEMBER**

1	"Sales & Marketing" class
2	Member Orientation
8	"BAR" exam
9	Builders' Luncheon
9	TABA Christmas Party
15	Salvation Army Kettle Drive
27-31	Holiday - Office Closed



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



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

**BUILDERS' LUNCHEONS**

Thank You, Sponsors !!

**October 7, 2010**

Sponsor: ProBuild South

Location: Outback Steakhouse

**October 21, 2010**

Sponsor: Overhead Door Co. of Tyler

Location: Overhead Door Showroom

# COMING ATTRACTIONS

## SAVE THESE DATES

# After Hours

October 5, 2010  
5-7 p.m. at TABA

Sponsored by:

**Insurance One Agency, LC**

**MANY THANKS** to the September *After Hours* Sponsor - Tyler Blue Ridge LLC

**Builders' Progressive Jackpot:** Mark Medina's name was drawn at the September *After Hours*, and since he was not there, the October Jackpot is now \$300!

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

All members are welcome to attend. Come out for your chance to win!

## A BIG THANK-YOU TO OUR BUILDER SPONSORS OF THE GOVERNMENT OFFICIALS & ASSOCIATE MEMBER APPRECIATION EVENTS

Agtoprof	Dale Welch Builders	S&T Development
Boone & Boone Construction	Doug Makowsky Homes	Saleh Development
Brown's Landing	Ed Thompson Construction	Scott Family Homes
Burnett Construction	Eddie Clark Contractors	Signature Homes by Wade
Burt R. Ford Enterprises	Glory Builders	Southern Home Builders
C. Cooper Custom Homes	Haberle Construction	Star Lite Custom Homes
Campbell Custom Homes	Hamblett Construction Mgmt.	Starr Construction
Carlton Edwards Builder & Designer	Ken Dietz Homes	Steve Welch Custom Homes
Carlyle Homes	Kevin Humphrey Homes	TCMC
Casey Homes	Kopal Building & Design	Terry Graham Construction
Colley Construction	Landmark Homes	Texas Responsible Energy & Efficiency
Conaway Homes	Larry Seigler Construction	Tidmore Building
Cooper Quality Homes	Lee Knight Custom Homes	Tom Deibel Homes
Crestview Properties	Mezayek Building	Traverse & Co.
D&D Properties	Mike Pardue Homes	Trent Williams Construction Mgmt.
D. B. Massey LLC	Nix Construction	Wright-Way Remodeling & Construction
D.L.R. Construction	Ron Beard Construction	
	Root Homes	

## 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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Opening Session Speaker

**T. Boone  
Pickens**

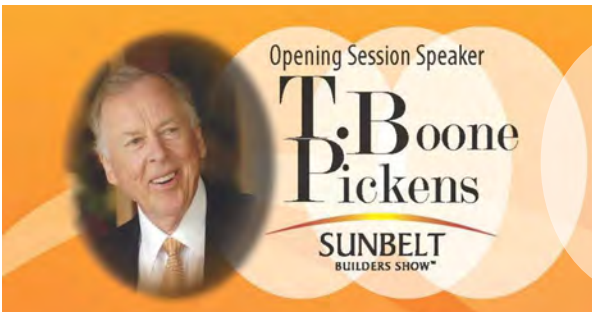
**SUNBELT  
BUILDERS SHOW™**

Thursday, October 14  
Gaylord Texan 2 - 3 p.m.

FREE admission with registration.

Complimentary tickets available at

[www.SunbeltBuildersShow.com](http://www.SunbeltBuildersShow.com).





## MEMBER INFORMATION

### WELCOME NEW MEMBERS!

4

#### THANK YOU FOR RENEWING!

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

##### AAA Sanitation, Inc.

Affordable Serives

Azleway, Inc.

Boulevard Homes

C. Cooper Custom Homes

Carlton Edwards Builder & Designer

Cassity Jones

##### Citizens 1st Bank

##### East Texas Title Company

##### Eastex Materials

Eclectic Architecturals

Ferguson Beauregard

Flickinger Homes, LLC

G-Man

Garland Insulating East, Inc.

Gary Cooper Custom Homes

##### Granite Division, Inc.

Hagen's Lighting

##### Harry's Building Materials

Hayes & Company

House Nursery

J&M Countertops

J H & A Cabinets

Kilgore National Bank

KJ Homes, Inc.

##### L & L Asphalt Corporation

##### Lanny Newburn Painting, Inc.

Larry Seigler Construction

Lifetime Construction, Inc.

Mike Pardue Homes, Inc.

#### Fall Membership Drive

Steve Nix won the 4-way tie for top recruiter in a drawing after the Mini Membership Drive on Aug. 25, 2010. Steve Nix, Ricky Casey, Robert Aiken and Carlton Edwards each contributed two new members. Congratulations! Welcome to our new members, and many thanks to all our wonderful recruiters!

#### NEW BUILDER MEMBERS:

##### Great South Homes, Inc.

Katie Stokes • 903-530-2043

1034 Wilder Woods, Tyler, TX 75703

Sponsor • Al Bartlett

##### Jim Hughes & Associates, Ltd.

Jim Hughes • 903-582-5518

PO Box 148, Chandler, TX 75758

Sponsor • Dale Welch

##### Trinity III Design & Construction LP

Chip Jones • 903-939-2988

1513 Coldwater, Tyler, TX 75703

Sponsor • Chuck Colley

#### NEW ASSOCIATE MEMBERS:

##### A. Collins Paint

Larry Collins • 903-571-6350

539 Dallas St.

Jacksonville, TX 75766

Sponsor • Steve Nix

#### NEW ASSOCIATE MEMBERS:

##### Ark Assurance Group, Inc.

Criss Sudduth • 903-509-2292

PO Box 7280, Tyler, TX 75711

Sponsor • Carlton Edwards

##### Cross Systems

Andy Tyndall • 903-530-2225

4350 Old Omen Rd. #4108

Tyler, TX 75707

##### East Texas Marble

Perry Taylor • 903-539-9929

9750 FM 346 E

Whitehouse, TX 75791

Sponsor • Robert Aiken

##### Fountain Plumbing

Kevin Fountain • 903-566-0134

5827 CR 219, Tyler, TX 75707

Sponsor • Steve Nix

##### Levi Lackey Flooring

Levi Lackey • 903-520-9982

2491 Hwy 3407, Bullard, TX 75757

Sponsor • Robert Aiken

##### Lopez Construction

George Lopez • 903-539-4366

2324 W. Oakwood, Tyler, TX 75702

Sponsor • Carlton Edwards

##### My Painter

Toby Moore • 903-312-4108

21277 CR 482, Lindale, TX 75771

Sponsor • Ricky Casey

##### Peters Chevrolet

John Hendricks • 903-576-4533

821 Fredrick Cr., Flint, TX 75762

Sponsor • Ricky Casey

*Welcome!*

*New & Current Members are Invited.*

#### PLEASE JOIN US

at the next quarterly Member

Orientation at noon on December 2<sup>nd</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.

### UPCOMING RENEWALS

Alamo Forest Products  
All American Equipment Rentals  
Bradco Supply Co.  
Complete Communications  
Coyote Roofing  
Doug Makowsky Homes, Inc.  
ETTL Engineers & Consultants  
European Interiors

Glenwood Blind & Awning Co.  
Haberle Construction, LLC  
Hillard Homes, LLC  
Home Builders Insurance  
Services-HBIS  
Jeff Bigbie Homes, Inc  
Overhead Door Systems, Inc.  
Reed & Associates

Environmental Consulting  
Robert Aiken Custom Homes  
Silverleaf Resorts  
Smith-Fab  
Taylor Gutters & Drains  
Tryon's Corner  
Tyler Concrete Services, LLC  
Window World of NE Texas



Find Tyler Area Builders on **FACEBOOK**, and click LIKE!



# MEMBER INFORMATION

## EDUCATION UPDATE

TABA University  
Presents:



A BMHC COMPANY  
2010 Education Sponsor

### "ESTIMATING"

October 6, 2010 • 8:30-4:30 p.m.

Instructor: Donny Mack

Cost: \$210 • Lunch is included.

• Enroll online or call TABA to register. •



Lunch Sponsor:  
**Texas Bank & Trust**



Certified Aging-In-Place Specialist  
Houses For Living, Homes For Life.

### "CAPS I & II"

Required for Certified

Aging-In-Place Specialist Designation

November 10 & 11, 2010 • 8:30 a.m.-Noon Each Day

Instructor: Bill Slease • Cost: \$210 Each Day • Lunch is included.

• Enroll online or call TABA to register. •

Lunch Sponsor:  
**StrucSure Home Warranty**



### PROJECT MANAGEMENT

At left, TABA builders attended the NAHB Project Management class on August 17<sup>th</sup>. Shown in the front row are, left to right, Rudy Wright, Erin Wright and Mark Medina. Back row, left to right: Ed Thompson, Instructor Paul Evans, Sean O'Keefe and Kyle Johns.

## LEAD PAINT RENOVATOR TRAINING AT TJC



**AVOID FINES!** If your work requires disturbing paint on homes built in 1978 or older, you need to take this class! Class is October 15<sup>th</sup> from 8:30 a.m. to 5:30 p.m. on TJC's West Campus. Cost is \$299. To register call 903-510-2900 ASAP.



**CITY OF TYLER "LUNCH & LEARN"** - At right, builders are shown at the third in a 4-class series of classes held downtown and organized by the City of Tyler on August 18<sup>th</sup>. About 30 attended this session with the topic: "Changes in the International Residential Code." The next Lunch & Learn topic for the November 17<sup>th</sup> session will be "Driveways & Sidewalks." For more information on upcoming classes, visit the Continuing Education page at [www.tylerareabuilders.com](http://www.tylerareabuilders.com).



## THANK YOU FOR RENEWING!

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

- Rudd Contracting, Inc.
- Shumate Woodworking
- Signature Homes by Wade LLC
- Texas Responsible Energy & Efficiency
- TDI Air Conditioning**
- Tom Deibel Homes, Inc.**
- Trent Williams Construction Mgmt.
- Trinity Valley Pools & Spas
- Watson Plumbing, Inc.**
- WindoDressing

## MEMBER BENEFITS

- Fast, FREE delivery! Next business day in local delivery areas on orders of \$50 or more!
- 10% back in rewards when you purchase ink, toner, paper & copy & Print Depot services. Worklife Rewards™ membership is FREE!



**JOIN TODAY!** Call 800.274.2753 or visit [www.myworkliferewards.com](http://www.myworkliferewards.com).

### IT'S THE LAW

#### Lead Based Paint

**Get the Facts. Take the class.**

Wednesday, October 13, 2010  
8 a.m. - 5 p.m.  
Gaylord Texan, Grapevine, TX

REGISTER TODAY @  
[www.SunbeltBuildersShow.com](http://www.SunbeltBuildersShow.com)

## MEMBERSHIP CANCELLATIONS

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

Adams Consulting Engineers, Inc.; Al H. Horaney's, Inc.; Ballard & Braughton Engineers; Berry's Tin Shop, Inc.; Booth Roofing; Capital One; Chavez Construction; Cupboards Plus Inc.; DBS Electric; David McClure Home Inspections; East Texas Construction & Trim; Elegant Concrete Coatings; Elite Insealation Systems; Enviro-Tech Insulation; Estes Roofing; Feliciano Financial Group; Hernandez Labor Services; Horton Concrete; Jacob Russo; Jenrose Designs; Journeyman Tile; Juan Soto Concrete; Loudamy Construction; McDonald Bros. Fence; Nature's Child Landscape Services, Inc.; Off The Wall Design Co.; Pinnacle Site Services; Planning Concepts; S & P Construction; Silver Bull Paint Co.; Stone Ridge Landscaping; Texas Paint & Wallpaper Company; Tile Time; Travis Smith, ABCD; Tyler Trim & Construction, Inc.; Waggoner A/C; White Photography



MEMBER NEWS

# New City Appointments

*Congratulations to these members recently appointed to City of Tyler boards and commissions:*

**CONSTRUCTION BOARD OF ADJUSTMENTS AND APPEALS:**  
**Mark Medina, Chairman, and Ed Kopal.**  
**PLANNING & ZONING COMMISSION:** John Nix.

## SPEED NETWORKING



**Sept. 14, 2010**—Thank you for participating in TABA's third Speed Networking Event! **Associates:** Ace Fence; Altra Federal Credit Union; Camp Davis Stone Co.; Central Title Co.; Citizens National Bank - Grande; East Texas Automation; East Texas Title Co.; Garage Strategies; Garland Insulating East, Inc.; Innovative Woodworks; Plantation Shutter Warehouse; Shumate Woodworking; Stoneage Granite; Stonebridge Heating & Air Conditioning; Trinity Valley Pools & Spas; Whitehouse Floors & More.

**Builders:** Barrett Homes; Bayless Custom Homes, Inc.; Casey Homes; Custom Log Homes by Ronnie Cochrane; Ed Thompson Construction, LLC; Homes by Matthew Peer, LLC; Jim Hughes & Associates Ltd.; JK Hatcher Custom Homes, Inc.; Kopal Building & Design; Laughlin Properties, Inc.; Madison Builders, LLC; Nix Construction, Inc.; Pyramid Homes; Robert Aiken Custom Homes, LLC; Skip Ogle Homes; Wright-Built.

## PAST PRESIDENTS' LUNCHEON



Past presidents from back to 1963 met with TABA's current officers and staff for an annual luncheon at Carino's Restaurant August 18<sup>th</sup>. See all the photos at [tylerareabuilders.com](http://tylerareabuilders.com).



## 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.

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[Joy.adams@adamsfinancialgroup.com](mailto:Joy.adams@adamsfinancialgroup.com)

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## FROM THE ASSOCIATE COUNCIL PRESIDENT

Fall is a great time to get outside and have some fun. If you haven't come out to one of TABA's golf tournaments before, you are really missing a great time. You don't have to play the game to join us. It's the volunteers that keep things rolling along at these tournaments. If you don't want to volunteer for the entire day, then you can sign up and just come out for dinner only. If you can't come, you can always become a sponsor to be sure your company's name stays in the forefront at this important event. Call the office right away, because the tournament is October 18<sup>th</sup>!



October has some other important dates to remember. Mark your calendar on October 13<sup>th</sup> for the General Membership Meeting and Government Officials Appreciation Luncheon to be held at Willow Brook. This annual event draws a big builder member crowd, so don't miss it!

The Booth Re-Draw for our 2011 Home Products Show is October 21<sup>st</sup>, so don't miss it if you plan to exhibit. *Can you believe it's that time already?*

Janie Malone

Associate Council President

## MEMBER MARKETPLACE

### KELLER WILLIAMS REALTY. . . . .

Keller Williams Realty has grown from the ground up within Tyler. Our agents in the Old Jacksonville Rd. office have unparalleled knowledge of our local real estate market and a deep appreciation for our community. Buying or selling a home does not have to be a stressful process — let us be your guide. Our Keller Williams REALTORS® are ready to help you with all your real estate needs, and we appreciate the opportunity to earn your business. Call the office at 903-534-6600 or Becky Milligan at 903-258-5559.

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

One member 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.

## AFTER HOURS



**September After Hours**—Many thanks to our sponsor, Tyler Blue Ridge LLC. New members were greeted, and everyone enjoyed catering by Julian's Asian Restaurant. Two lucky attendees - Mark Hays and Dwayne Atkinson - were chosen in a drawing to win a gift card to Julians! Don't miss the October *After Hours!*

## MEMBER NEWS

### Congratulations

**To Leadership Tyler Class 24:** Jeb Jones, Cassity Jones; David Apperly, American State Bank; Gabriel Mendoza, Austin Bank; Brian Merritt, Southside Bank; Patrick Cooper, Citizens 1st Bank; Jennifer Dobbins, Heritage Land Bank; Michael Stevens, Gollob, Morgan, Peddy & Co., P.C.



**AUG. 26<sup>TH</sup> BUILDERS' LUNCHEON**—Builders enjoyed a barbecue lunch and a closer look at a new product line featuring fireplaces courtesy of host and sponsor, C. Woods Co, Inc.

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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 . . .**



Gain a competitive edge by making sure your company's name is in front of the many TABA member companies as well as the public who turns to TABA for building related referrals. This is more important than ever during these difficult economic times. And never forget that associate members may buy as much – or more – of your products or services as builders.

Is your company's name on the front page of every TABA newsletter? Does your company's name rise to the top of the page when potential customers search the TABA website? Will the thousands of people who attend the Home Products Show and the Parade of Homes™ see your company's ad in our high-quality event magazines? Do members see a sponsor sign with your company's name on it whenever they attend an event? Is your property pictured in the New Home Listings at TABA's website?

If not, you are missing some of the most dynamic ways to be involved in your association – advertising and sponsorships. As you begin to prepare for 2011, remember to include TABA advertisements and sponsorships in your budget. You and your company will receive unparalleled exposure.

Don't let another important marketing opportunity pass you by. The most successful businesses must now balance on-line and off-line marketing. TABA can help you grow your business in both of these areas.

What are you waiting for? Call the office today and let us help you make sure that everyone who calls, searches the web or attends an event thinks of you the next time they need to buy a product or service.

Kathey Comer  
Executive Vice-President

**PRESIDENT'S MESSAGE**



The heat of summer is simmering down, finally. Folks are getting outside again, and some of them are looking for a new home. The internet is where many people begin these days, and the TABA web site now has the perfect place for buyers in our area to start their search.

Have you seen our new home page since it went live in September? It's had a little makeover, and an interactive New Home Listings feature was added where the spotlight shines on some of the properties we Builder Members and Developers have for sale.

These listings give the buyer quick access to a wide variety of homes and lots. This online showcase is similar to the Parade of Homes™ in that it promotes what our members have to offer. But the benefit of the New Home Listings is that they are open to the buying public **all year long** — 24/7.

Now the staff has a place to refer all those folks who call the office wanting to know where they can see what our builders have for sale. If you haven't seen this yet, check it out now.

Tell everybody you know about the New Home Listings on TABA's web site. And if you're a builder member with a property to sell, join me and Casey Homes and list your property on the site as soon as you can.

Thanks to Brad Trump and those members who did the test driving and helped the staff work out the kinks before the feature went live.

Ricky Casey  
2010 President