



# NEWS

OCTOBER 2011

## 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.

## Fall Golf Tournament

Oct. 24, 2011 at Hollytree

Limited to 120 players

Go to event on TABA's web site calendar for dress code and team information, then call TABA to register by Oct. 17th! Hole Sponsors, Door Prizes & Goody Bag Items are needed. To donate, call Heather at 903-561-3964 or bring your items to the office.

Golden Throne Sponsor: BancorpSouth

Longest Drive Sponsors:

Fixture This, Inc. • Transit Mix

Closest to the Pin Sponsors: American State Bank • Texas Bank & Trust Co.

Five Iron Sponsor: Austin Bank

Hole-in-One Sponsor: Hall Buick GMC

Dinner Sponsor:



Beverage Cart Advertiser:  
East Texas Title Company

Grand Prize Provider:

Don's TV & Appliances

## ASSOCIATE APPRECIATION COOKOUT!!

• Monday, October 17 •  
11 a.m. to 1 p.m. at TABA

Please bring your crew and enjoy a no-cost lunch.  
Register online, or call the office to RSVP.



Don't miss one of the most popular get-togethers of the year!

2011 Education Sponsor:



Lunch Sponsor:  
C. Woods Co.

## "Scheduling" October 11, 2011

8:30 a.m. to 4:30 p.m. • Lunch included

Instructor: Donny Mack

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

One of several Section 3 class options needed for Certified Graduate Builder Designation.

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





SUN	MON	TUE	WED	THU	FRI	SAT
2	3 11:30 a.m. - Exec Committee	4 4 p.m. - Board of Directors Meeting 5-7 p.m. - <i>After Hours</i>	5 4 p.m. - Social Events Committee	6 9-Noon - New Home Specialist Class #4	7	1 8
9	10 Deadline for HPS Exhibitors to Reserve Same Booth as 2011 1-3 p.m. - OSHA Overview Class	11 8:30-4:30 p.m. - Scheduling Class 9 a.m. - Ambassador Committee Meeting	12 2-4 p.m. - TCEQ Updates Class 4 p.m. - Education Committee	13 9-Noon - New Home Specialist Class #5 Noon - Builders' Luncheon 5:30 p.m. - HPS Booth Draw	14	15
16	17 11 a.m.-1 p.m. - Associate Appreciation Cookout	18	19 4 p.m. - Golf Goody Bag Stuffing	20 9-Noon - New Home Specialist Class #6	21	22 Sunbelt is in Austin!
23	24 Noon - Fall Golf Tournament	25 11 a.m. - Membership Committee 2 p.m. - Government Relations Committee	26 3-5 p.m. - Liens & Law for Subcontractors Class	27 Noon - Builders' Luncheon	28	29
30	31 2 p.m. - Public Relations Com. 4 p.m. - Budget & Finance Committee	Nov. 1 <b>CHILI COOKOFF</b>	Plan now to attend the November 1 <sup>st</sup> General Membership Meeting & <b>CHILI COOKOFF!</b> Details to follow in the Week-At-A-Glance!			



**Dates to Remember**

**NOVEMBER**

1	Chili Cookoff & GMM
3	Builders' Luncheon
8	<i>After Hours</i>
10	BAR Exam
15	"Energy Star" Class
16	"Negotiating Skills" Class
17	Builders' Luncheon

**DECEMBER**

1	Builders' Luncheon
7	"Business Management" Class
8	TABA Christmas Party
15	Builders' Luncheon
25	Merry Christmas

**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.

**OCTOBER 13, 2011**

*Sponsor: All Natural Stone & Grass*

*Location: Outback*

**OCTOBER 27, 2011**

*Sponsor: McCoy's Building Supply*

*Location: Outback*

# COMING ATTRACTIONS

## SAVE THESE DATES



# AFTER HOURS!

October 4, 2011 • 5 to 7 p.m. at TABA  
Sponsored by: **INSURANCE ONE AGENCY**

Special THANKS to our September *After Hours* Sponsors:  
**BBVA Compass & Central Title Company**

**Builders' Progressive Jackpot:** Brandon Parker's name was drawn at the September *After Hours*, and since he wasn't there to win, the October Jackpot is now \$400.

**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 write-up in the *TABA News!*

All members are encouraged to attend each *After Hours*. Come out for your chance to win!

**Home Products Show  
Booth Draw @ TABA**  
October 13 at 5:30 p.m.

**Chili Cookoff & Membership  
Meeting @ Rose Garden**  
November 1 at 5 p.m.

### Our Sincere thanks to these BUILDER SPONSORS of TABA's Appreciation Events

Agtoprof, Inc.  
Boulevard Homes  
Brown's Landing  
Burnett Construction, Inc.  
Burt R. Ford Enterprises, Inc.  
C. Cooper Custom Homes  
Campbell Custom Homes, Inc.  
Carlton Edwards Builder & Designer, LLC  
Carlyle Homes  
Casey Homes  
Chad Hanna Inc., Builder  
Colley Construction  
Conaway Companies  
Crestview Properties  
D&D Properties  
Dale Welch Builders, Inc.  
Darrell Edwards Custom Homes  
David Cooper Quality Homes, LLC  
Doug Makowsky Homes, Inc.

Ed Thompson Construction, LLC  
Fair Management, LC  
Flickinger Homes, LLC  
Greenland Homes  
Haberle Construction, LLC  
Hamblett Construction Management, LLC  
Heritage Builders LLC  
Johnson Humphrey Homes, Inc.  
Kelley Developments LLC  
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Kopal Building & Design  
Landmark Homes, Inc.  
Larry Seigler Construction  
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Robert Aiken Custom Homes LLC  
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Skip Ogle Homes, LLC  
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Steve Welch Custom Homes  
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Tom Deibel Homes, Inc.  
Trent Williams  
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Wright-Way Remodeling & Construction

## MEMBER BENEFITS



**NAHB Members Save Big at Lowe's**  
Save 5% every day when you use your Lowe's Account Receivable.\*

- Visit [LoweForPros.com/NAHB](http://LoweForPros.com/NAHB) and register to save 2% on your Lowe's Accounts Receivable purchases made now through Dec. 7, 2011.\*\*
- Get free delivery on purchases of \$500 or more now through Dec. 7, 2011.

\* Exclusions apply, discount taken at time of purchase, see store for details.

\*\*Exclusions apply, discount taken at time of statement, see [LoweForPros.com/NAHB](http://LoweForPros.com/NAHB) or call 877-435-2440 for details.



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NAHB members continue to receive a valuable

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NAHB members can get a \$500\* private offer toward the purchase or lease of most new GM vehicles. Visit [gmFleet.com/nahb](http://gmFleet.com/nahb) for more details.



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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!

Ace Fence

Allied Waste Management

American Building Supply

B&L Cabinet & Supply, Inc.

Boulevard Homes

Butcher Exterminating Specialist

Carlton Edwards Builder

& Designer LLC

Cotton Custom Homes

East Texas Alarm, Inc.

Fisher Homes

Flickinger Homes, LLC

Glidden Professional

Granite Division



Aug. 31, 2011—NAHB's Building Technology - Structures & Exterior Finishes class. Shown above from left to right: Caleb Bryant, Matt Henke, James Wilson, Bud Barrett, Chip Jones, Lavonna Beuhrig, Matthew Peer and Instructor Donny Mack. Many thanks to our 2011 Education Sponsor, BMC!

**MEMBER INFORMATION**

**WELCOME NEW MEMBERS**

**BUILDER MEMBER:**

**David Lowe Homes**  
David Lowe • 903-780-8912  
307 Copeland Circle  
Chandler, TX 75758  
Sponsor • Ricky Casey

**ASSOCIATE MEMBER:**

**John Cowan & Assoc., Inc.**  
Philip W. Cornett • 903-581-2238  
2012 Anthony Dr., Tyler, TX 75701  
Sponsor • B.J. Hornbostel



**NEXT MEMBER ORIENTATION**  
*February 2, 2012*

New and long-time members, join us for a light lunch and presentation showing all the ways your TABA membership can benefit you!

**ASSOCIATE MEMBER:**

**Budget Blinds of Tyler**  
Lee Mathis • 903-561-6767  
PO Box 6782, Tyler, TX 75711  
Sponsor • La'Keidra Lincoln

**NAHB EDUCATION UPDATE**



**"Scheduling" October 11, 2011**

See Page 1 for details

2011 Education Sponsor:



**"Builder Assessment Review" - BAR Exam**

November 10, 2011 • 8:30 a.m. to Noon

Member Cost: \$195

REGISTER ONLINE OR CALL TABA TO ENROLL.

Get on the Designation Train!



**"Negotiating Skills"**

November 16, 2011

8:30 a.m. to 4:30 p.m. • Lunch included

Lunch Sponsor:  
Transit Mix



Instructor: Paul Evans • Member Cost: \$210; Non-Members: \$310

One of several class options needed for Graduate Master Builder Designation.

**UPCOMING RENEWALS - NOVEMBER**

- Ballard & Braughton Engineers
- Bradco Supply Co.
- Burns Construction
- Citizens 1st Bank
- City of Whitehouse
- Classic Interiors
- Doug Makowsky Homes, Inc.
- Dynamic Energy Ratings, LLC
- East Texas Title Company
- Eastex Materials
- Eclectic Architecturals
- Elite Insealation Systems
- ETTL Engineers & Consultants, Inc.
- Haberle Construction, LLC
- Harry's Building Materials

- Home Builders Insurance Services - HBIS
- Jeff Bigbie Homes, Inc
- Kilgore National Bank
- L & L Asphalt Corporation
- Overhead Door Systems, Inc.
- Planning Concepts
- Robert Aiken Custom Homes LLC
- Silverleaf Resorts
- Tom Deibel Homes, Inc.
- Torqued-Up Energy Services, Inc.
- Trent Williams Construction Management
- Tryon's Corner
- Tyler Concrete Services, LLC
- Watson Plumbing, Inc.
- Window World of Northeast Texas

Randy Harden  
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**TABA COMMUNITY SEMINARS & CLASSES**



**OSHA Readiness Overview**  
**October 10, 2011 • 1-3 p.m. @ TABA**

*Cost: \$40 per person*

**Are you ready for an OSHA inspection?** New regulations went into effect Sept. 15<sup>th</sup> regarding residential fall protection requirements. Are you concerned what OSHA might find if they show up on your building site? Wonder how OSHA compliant you really are? Bailey Environmental & Safety Training Consultants will be here to provide the training needed to fulfill all requirements and avoid costly fines.

**TCEQ Updates**

**October 12, 2011 • 2-4 p.m. @ TABA**

*Cost: \$40 per person*



**Avoid project delays and costly fines** as you learn about storm water requirements and possible fines from TABA member Steve Reed of Reed & Assoc. Environmental Consulting, a TCEQ inspector and a TCEQ ombudsman.



**Liens & Law for Subcontractors**

**October 26, 2011 • 3-5 p.m. @ TABA**

*Cost: \$40 per person*

**Builders, send your subs!** A TABA member panel of attorneys will discuss residential and commercial legal issues for subcontractors with Hispanic Business Alliance Director Price Arredondo here to translate for those who speak Spanish.

**Energy Star vs. 2009 IECC**

**November 15, 2011 • 2-4 p.m. @ TABA**

*Cost: \$40 per person*



TABA member Bill Andreason of Energy Concepts will help you answer the burning question: **"2009 IECC vs. Energy Star Version 3—Which one is right for me?"**

**REGISTER ONLINE, OR CALL TABA TO ENROLL.**

**Lunch & Learn with the City of Tyler**



Enroll online, or call TABA to register.

**"STATE MANDATED ADOPTION OF 2009 IECC AND CHAPTER 11 ENERGY PROVISIONS OF THE 2009 IRC"**

**Noon on Nov. 9, 2011 • Cost: \$10 for lunch**

**Tyler Development Center, 423 W. Ferguson**

**EPA Required LEAD Renovator Classes**

Tyler Junior College will offer: Renovation, Repair and Painting (RRP) certification training on Oct. 5 and Nov. 16, 2011, at their RTDC location. Cost is \$299. Register for the class with TJC by calling 903-510-2900.

**THANK YOU FOR RENEWING!**

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

Homeland Title

**J&M Countertops**

Kemp Remodeling & Home Building

**Landmark Title, Inc.**

**Mike Brattlof Homes, Inc.**

Mike Pardue Homes, Inc.

Republic Homes

Roadmaker Enterprises

Starr Construction

**TDI Air Conditioning**

Texas Responsible Energy & Efficiency, Inc.

**Thompson & Associates, Inc.**

Trinity Valley Pools & Spas

Unique Custom Homes by

Roy Williamson



**MEMBERSHIP CANCELLATIONS**

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

- A & M Refrigeration Co.; Affordable Seamless Guttering;
- Aldredge Construction; All Tile; Allen Terrell Concrete; Allied Truss LLC; All-Tex Plumbing; Backyard Connection, LLC; Beard Auction Service; Boone Homes, LLC; C&S Construction; CCS Woodworks; Century 21 First Group - Jason Wright; Custom Carpentry; Cy White Landscape Design; East Texas Refrigeration, Inc.; Faithco East Texas; Fleur de Lis; Garrison Construction; Gregory Real Estate & Property Management; Henson's Solid Rock Company; I-20 Team; Intlehouse Painting; Iron Doors Plus; Jacksonville Custom Gutters; Juan Sato Concrete; Lifetime Construction, Inc.; Mase Landscape Company; Mike Manager; Minter Construction; Outdoor Dimensions, Inc.; Pete's Painting; Primary Residential Mortgage Inc.; S.T.A.R. Concrete Pumping; Southwest Commercial Contractors; Steve Rohus Custom Homes, Inc.; Superior A/C & Heating; Todd Hayley Construction

AFTER HOURS



September 6, 2011—Many thanks to our September *After Hours* co-sponsors, BBVA Compass and Central Title! A big crowd enjoyed the food, drink and much cooler temperatures. Shown above are Dustin Beavers (right) and Josh Williams of BBVA Compass, and Janie Malone (center) of Central Title Co.



Aug. 22, 2011—Above, TxAire project participant Anwar Khalifa (right) leads EO Libby Simmons on a tour of the building site on the UT Tyler campus. The research project demonstrates different energy saving building techniques.

GOVERNMENT OFFICIALS LUNCHEON



Many THANKS to our event sponsors:

*Title Sponsor:*

**American State Bank**

*Meeting Sponsors:*

Altra Federal Credit Union | BancorpSouth | Transit Mix Concrete & Materials Co., Inc.

*Builder sponsors of this event listed on p. 3.*



Elliot Eisenberg's reports can be downloaded from the What's Happening page at TABA's web site. See all the photos there and on TABA's Facebook page.



BUILDERS' LUNCHEONS



Aug. 18—Above, builders enjoyed a barbecue lunch at the TABA office. Thank you to our sponsor, Jason Clark of Five Star Stone!



Sept. 15—Above, builders listen to a presentation by Jim Tierney of James Hardie Building Products during the Luncheon at Bruno's in Gresham. Thanks to all of our Builders' Luncheon sponsors!

**NEED A 10-YEAR STRUCTURAL HOME WARRANTY?**

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**Jeff Cross**  
Sales

Sept. 1—Attendees met at Texas Roadhouse, where sponsor representative Jeff Cross (right) of Boral Bricks handed out T-shirts.

FROM THE ASSOCIATE COUNCIL PRESIDENT

If you had a booth at last year's Home Products Show, you should have already received a letter showing Friday, Oct. 10<sup>th</sup> as the deadline to reserve last-year's location at the 2012 Show. If you haven't reserved it by that date, your spot will be opened up to other members interested in exhibiting. If you loved your 2011 space, be sure to claim your space right away!

The Fall Golf Tournament is coming up this month. Don't miss the fun! There is a special prize to be given away to one lucky player this time. Our thanks to Don's TV & Appliances for this prize!

Our associate members may have gotten the impression that TABA's classes are only for builders, and it's true—some of them are geared toward builders. But this month all of us have a couple of great opportunities to get smarter about how we do business. One is the Liens & Law class on Oct. 26<sup>th</sup>. Several of our attorney members will form a panel and present topics sure to be of interest to TABA subcontractors.



Jion Dietz  
Associate Council President

MEMBER MARKETPLACE

ACE FENCE

Ace Fence of Tyler celebrated its premier at the 2010 Home Products Show. Ace's product line includes custom cedar gates, arbors, electric opening systems and ornamental iron. Branch Manager Mike Klueppel says, "Providing good service, superior fence and outdoor living products is the only way to continue our success." Remember the slogan: "A fence to you, a reputation to us." Visit [www.acefencestyler.com](http://www.acefencestyler.com), then call for an appointment, 903-266-9204.

**"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.

SPEED NETWORKING



Sept. 13, 2011—  
Rose Garden



See all the photos on  
TABA's Facebook page.

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 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.

MEMBER NEWS

**Condolences** to family and friends of **Chuck Morrill**, owner of C-n-C Home Audio/Video, who passed away in August.

**Congrats** to **Gary Cooper** on becoming a grandfather!



70s Party—Above, Texas Executive Officers rock the 70s garb and get in the party spirit during the National EO Conference in Florida in August.

Thank you,  
**TAABS Printing & Promotional Products**,  
for printing the **TABA News** in color!

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**MISSION STATEMENT:**

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

**LIBBY'S LETTER**

Gain a competitive edge by making sure your company's name is in front of the many companies who belong to the Tyler Area Builders Association as well as the public, who turns to TABA for building related referrals.



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 web site? Will the thousands of people who attend the Home Products Show and Parade of Homes™ see your company's ad in the 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 on TABA's web site?

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 2012, remember to include TABA advertisements and sponsorships in your budget.

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? Let us help you make sure that everyone thinks of you the next time they need to buy a product or service.

Libby Simmons  
Executive Officer

**PRESIDENT'S MESSAGE**



It is very important that our builder members are following all the OSHA (Occupational Safety and Health Administration) Guidelines, because the 90-day grace period for enforcement ended September 15, 2011.

In September Joe Carlyle and I went to Washington where we were updated regarding all things OSHA.

These safety requirements go back to 1994, but not many of us have been aware that we could experience a visit by an inspector or that we could be fined thousands of dollars.

We have learned that 40 OSHA inspectors have been sent to Texas, and they plan on inspecting and imposing fines on those of us who are not in compliance.

The Building Industry News page on TABA's website has a wealth of information. Additionally, we will continue having hand-outs to help with OSHA compliance at the Builders' Luncheons for your convenience.

An OSHA compliance class has been scheduled for Oct. 10<sup>th</sup>. Be there, or be caught unaware. Again, you can find everything you need on the TABA and NAHB websites, or call the office and staff will guide you. Reserve your seat at this and other important classes now.

Let's not be caught uninformed. Whatever safety measures we can put in place now will benefit our businesses in the long run.

Robert Aiken  
2011 President