



NEWS

SEPTEMBER 2009

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East Texas Title

Fair Management, LC

Legacy Texas Insurance Services

Panel Truss Texas, Inc.

ASSOCIATE THANK-YOU COOKOUT

September 22, 2009
11 a.m. to 1 p.m. in the TABA parking lot

ALL MEMBERS are invited to attend!



Come by and enjoy a free lunch, hand-cooked by our wonderful builder member volunteers! Please RSVP online or call the office and let us know how many are coming!



New Home Specialist Classes

Not Just 4 Realtors

Sept. 17-Oct. 22, 2009 • 9 a.m. to Noon

6 classes each Thursday morning

Fulfill all 9 required MCE elective hours with this TREC-approved course.

Associates, increase your value when you enhance your education. Learn about new home construction with a focus on the new green amenities with TREC-approved TABA builder member-instructors. \$150 for TABA members; \$200 for non-members. Enroll online or call TABA to register.

Limited to the first 15 students.

TABA University presents:

“Negotiating Skills”

September 15, 2009 • 8:30-4:30 p.m.



2009 Education Sponsor

Cost: \$185 member price; \$295 non-member

Instructor: Ed Harrison

Lunch is Included.

For a link to the course summary, visit the Continuing Education page at www.tylareabuilders.com

Enroll online or call TABA to register.

Inside on page 3....

New Member Orientation and



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

2 CALENDAR

SEPTEMBER 2009

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2 4 p.m. - Social Events Committee	3	4	5
6	7 HOLIDAY - OFFICE CLOSED	8	9 4 p.m. - Education Committee	10 Noon - Builders' Luncheon	11	12
13	14 11:30 - Executive Committee	15 8:30-4:30 p.m.- Class - "Negotiating Skills" 4 p.m. - Board of Directors Meeting 5-7 p.m. - After Hours	16	17 9-Noon - New Home Specialist Class Noon - New Mem- ber Orientation	18	19
20	21	22 11 a.m. - 1 p.m. - Associate Thank-You Cookout @ TABA	23	24 9-Noon - New Home Specialist Class Noon - Builders' Luncheon	25	26
27	28 2 p.m. - Public Relations Committee 4 p.m. - Budget & Finance Committee	29 4 p.m. - Membership Committee	30			

Dates to Remember

OCTOBER

6	After Hours
6	Fall Membership Drive
8	Builders' Luncheon
8-12	New Home Bonanza
19	Fall Golf Tournament
22	Builders' Luncheon
22	HPS Booth Selection
27	General Member Meeting

NOVEMBER

3	After Hours
4	The BAR Exam
5	Builders' Luncheon
9	Speed Networking



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 !!

September 10, 2009

Sponsor: Overhead Door Co. of Tyler

Location: Overhead Door Co. of Tyler Showroom on Anthony Dr.

September 24, 2009

Sponsor: Citizens National Bank

Location: Outback Steakhouse

SAVE THESE DATES

Support Our Advertisers!

After Hours

September 15, 2009 • 5-7 p.m. at the TABA Office

Sponsored by: **MORRISON SUPPLY - KILGORE**

All Members are invited to attend!

Special thanks to our August *After Hours* sponsor, BMC West.

The Builders' Progressive Jackpot is now \$400. Builders, come out to *After Hours* for your chance to WIN! (Each time you attend, your name is added to the drawing.)



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- Model Home Contents**
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AN OPEN HOUSE EXTRAVAGANZA **NEW HOME BONANZA**

FEATURING "READY-TO-BUY DREAM HOMES"

October 8-12, 2009 • 12 to 5 p.m. Daily

A five-day Open House Extravaganza featuring YOUR new house or lot. FREE to the public! (Non-perishable food items for PATH will be collected.)

To learn more about how all members can participate, visit:

www.tylerearebuilders.com and click on NEW HOME BONANZA.

Download the flier and agreement, then call TABA to get started!



New Member Orientation

Barron Bucks!

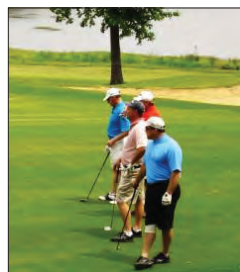
Attention all new AND long-time members! Join us at noon on Sept. 17, 2009, at the TABA Office. We will treat you to a light lunch as you learn all the many ways your TABA membership will benefit you. You'll also earn \$25 in *Barron Bucks!* Please register online, or call TABA to RSVP. *See you there!*

Fall Golf Tournament

Oct. 19, 2009 at Eagles Bluff

12:00 Shotgun Start. *Registration is Open!*

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



IBS Registration is OPEN!

BE THERE!

The show will take place January 19-22, 2010 in Las Vegas, Nevada. Best rates room expire 8/31/09. To register: www.buildersshow.com

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WE ARE A TRCC APPROVED COMPANY!

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.

Adams Financial Group
All Natural Grass & Stone

B&L Cabinet & Supply, Inc.

Biomax Insulation Co.
Boone Homes, LLC

Boren Scott Title Co.

Boulevard Homes

Cassity Jones

Conner Communities, Inc.
Cotton Custom Homes, LLC

Davidson Homes**Design Center Signs & Banners****East Texas Alarm, Inc.**

Elite Insealation Systems
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HGR General Contractors

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J&M Countertops

Johnson Humphrey Homes, Inc.**K.L. Kilgore & Co., Inc.**

Keith Culver Homes, Inc.
Kevin L. Ferrier, Attorney at Law
Kodiak DGS, Inc.

Kovarik Drywall**Landmark Title, Inc.****Lanny Newburn Painting, Inc.**

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Madison Builders

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Moore Supply Co.—Bath & Kitchen
Showplace

Morrison Supply Co.**One-Ten Welding, Inc.****Pyramid Homes****Rider Homes, Inc.**

Ritter @ Home
Shoreline Building Concepts
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MEMBER INFORMATION**WELCOME NEW BUILDER MEMBERS!****Gary Cooper Custom Homes**

Gary Cooper • 903-534-8844
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Sponsor • Gary Bayless

Ron Beard Construction

Ron Beard • 903-316-6833
PO Box 154, Whitehouse, TX 75791
Sponsor • Robert Aiken

You Are Invited!

New Members – Join us at the next Quarterly New Member Orientation at noon on Sept. 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.

A MESSAGE FOR ALL MEMBERS***We WANT You!***

By: STEVE CONAWAY
1991 TABA President

[From time to time we receive the dreaded letter from current members that begins, "Please cancel my membership. . . ."]

The letters will not explain their reasons for canceling, but essentially they are the results of a personal budgeting process in which membership in the Builders Association is placed in a low priority category. Of course the wayward members do not write factual letters. But if they did, here's how they would read:

Dear Housing Leader,

Please cancel my membership as I have lost interest in being a professional. I didn't attend the meetings because I had no interest in networking with my peers. What could they possibly teach me?

I also do not need a reputable image because what the public thinks of me does not affect my business. I've also learned all that I want to know. You just can't get any smarter than I am right now. I don't have time to read the materials you send to me anyway.

And finally, why should I pay my own way? The many volunteers who fight for my causes will keep doing so —enabling me to sponge off their efforts."

Sincerely,
Al Apathy

I have to pity those who send such letters. Somehow, cement has been

left out of their concrete mix. They haven't bonded to the reality that this industry is extremely volatile and it doesn't play any favorites. Our business mortality rate is quite high — especially for those out of the mainstream.

So for all of you who may lack the enthusiasm to stay connected to your lifeblood of success, perhaps you ought to rethink your priorities, your values and your future.

Our continued survival is directly linked to the success in our builders association. Together we can work to improve the political, regulatory and legislative environment in Texas. It won't happen overnight, but with a force of 10,000 members, we sure can make a big impression.

If all this isn't enough motivation, then consider the following words of Theodore Roosevelt when he said, "Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

Please renew your membership and get involved in the association. We are counting on your continued support.

EDUCATION CLASSES



August 13, 2009—Members gathered at the Chamber of Commerce building (55 attended) to hear guest instructor Matt Motes of TABA-member law firm Decker, Jones, McMackin, McClane, Hall & Bates, P.C. discuss legal issues builders will face as the dissolution of the TRCC progresses. Visit the Continuing Education page at www.tylereareabuilders.com for information on upcoming classes. More photos from this class are posted online.

THANK YOU FOR RENEWING!

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

Summit Mirror & Glass

Superior Plastering
Superior Siding Supply, Inc.
Tarr's Electrical Service

TDI Air Conditioning

The Pamela Walters Group
Thompson & Associates, Inc.
Weatherization Partners, Ltd / Dupont Tyvek

UPCOMING RENEWALS

A & G Professional Inspectors PLLC
A-1 Team Exterminating
Assured Construction LLC
B&B Masonry
Barrett Homes
Beck Plumbing Co.
Carlton Edwards Builder & Designer, LLC
City of Lindale Inspection Department
Contractor's Supplies, Inc.
CreteStainz
Custom Home Design
Garland Insulating East, Inc.
Greenland Homes
Hagen's Lighting
Home Depot
Homeland Title
ICF Consulting, LLC
Integrity Homes
KJ Homes, Inc.
Kroll Custom Homes
Landmark Homes, Inc.
Lone Star Land Enhancement, Inc.
McClain Wholesale
McIntyre Plumbing, Inc.
Pauline's Buffet
Rudd Contracting Co., Inc.
Sawyer Metal
Southwest Sales
USA Flooring Outlet
Water Masters, Inc.

What is a Certified Graduate Builder?

If you have been considering the benefits of adding a professional designation from NAHB to your credentials, now is the time to make this investment in your career and your business.

Candidates must have two years of building experience by graduation and are required to take the Builder Assessment Review (BAR) exam to determine courses needed to earn the CGB designation. TABA will offer the BAR on November 4, 2009. Registration is required. The results of the BAR list the number of courses required (0-2) from the five key areas of the designation curriculum.

For other requirements, contact TABA or the NAHB professional designation helpline at 800-368-5242, ext. 8154, or email desinations@nahb.com.



2010 MEMBERSHIP DIRECTORY

Members' listings in the next printed Directory will be taken straight off the Online Directory that can be reviewed at www.tylereareabuilders.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 appear in our Online Directory for no additional cost.

For login information and any other questions, please call 903-561-3964.

(Pssst: Want to save money by bundling your 2010 Member Directory ad with an ad on TABA's web site? Call for more information . . .)



Each year TABA searches the ranks of its members to find those who want to take an active role in the leadership of our Association and the support of the homebuilding industry in our area. We are looking for interested candidates who are willing to become leaders, not just Board members.

Here are a few of the expectations that are met by Board members who are elected to a one-year term: attendance at monthly Board meetings; attendance at TABA general functions; investment in HOME PAC of the Texas Association of Builders; activity on TABA committees.

If you are interested in serving as an officer or a Board member, please submit a letter of interest to Vic Thompson, c/o TABA, 1504-A W. Grande Blvd., Tyler, TX 75703 before September 15, 2009. Call Vic or Kathey Comer at TABA for more information.

Do You Want To Serve?

MEMBERSHIP CANCELLATIONS

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

Climate Control Heating & A/C; Corey Hooper Homes, Inc.; David Covalt Builders; E&E Utility Services, Inc.; Home Team Real Estate; Jeia-Bella Tile & Stone, LLC; Nelms Communications, Inc.-NCOMM; OMNI Real Estate; Pella Windows & Doors; PM Smith Masonry; Silverleaf Resorts; Swann's Furniture

MEMBER NEWS

CONGRATULATIONS

To Cherie' Paro's mother, Joyce, for being the first recipient of a "Joyce" award for 58 years of service to the Tyler Civic Theatre.

To Sean P. Healy of Healy Milne and Associates, P.C., who was recently admitted to the American Arbitration Association's Panel of Commercial Arbitrators.

To Kay Robinson on her retirement from the Better Business Bureau after 24 years of outstanding service.

To Shelia Dixon on her promotion to Branch Manager for the new Citizens National Bank branch on Grande Blvd.

To Beverly and Jerry Uzzell on the birth of their grandson Caden Michael, born 6/30/09 weighing 8 lbs, 2 oz, and 22 inches long.

GENERAL MEMBERSHIP MEETING



July 28, 2009—Members met at the Holiday Inn Select to share a luncheon and to recognize and award the top achievers in the May Membership Drive. Guest speaker was Tom Mullins from the Tyler Economic Development Council.



For Your Enjoyment—More photos of TABA events are posted at www.tylerearebuilders.com. At the bottom of any page, click on the Members Only link. Links to photo pages are posted on the left.

BUILDERS LUNCHEON PHOTOS

July 23, 2009—Builders met at Outback Steakhouse to enjoy a lunch courtesy of sponsor Leo Jones Insulating Co., Inc. To see what dates are open to host a Builders' Luncheon, sponsors should call the TABA office at 903-561-3964. More photos online at TABA's web site.



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FROM THE ASSOCIATE COUNCIL PRESIDENT

Well summer is over and the kids are back in school ... time to slow down?? *No way* - not at TABA. September will be an exciting month with something for everyone!

The Education Committee will be once again offering the New Home Specialist classes starting September 17th. This series of six classes is not just for Realtors, but for anyone who might be interested in learning more about home construction with an emphasis on the new green amenities. I actually took the classes the last time they were offered and found the knowledge very useful in my industry.

Whether you are a new member or a long-time member who might want to get reacquainted with what TABA is all about, be sure to sign up for the New Member Orientation to be held on September 17th. This is a very informal presentation over lunch at TABA and is full of useful information. Don't forget to pick up your Barron Bucks if you attend. These Bucks are a \$25 discount on any TABA charges.

On September 22nd we will host another Associate Thank-You Cookout in TABA's back yard. This is a fun event, so mark your calendars. Where else will you get to see your favorite builders barbecuing yard bird?

Remember, you get out of something what you put into it. Please try to attend one or all of these events. We would love to see you there.



Stefanie Smith
Associate Council President

MEMBER NEWS

TABA'S WEEK-AT-A-GLANCE HONORED WITH NATIONAL AWARD

The National Association of Home Builders selected TABA's weekly email/fax update, Week-At-A-Glance, as the winner of the 2008 Association Excellence Award in the "Best Communications - Update Publications" category. Awards were presented during the EOC seminar in Louisville, Kentucky, in mid-August.

A Big Thank YOU to Greg Kirkley & United Plumbing for tending to TABA's plumbing needs!



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Health Insurance

for TABA Members through TAB

To obtain the questionnaire and receive a quote, contact:

Abby Holcomb—
Marketing Director

Aycock & Fowler: 866.426.4990
aholcomb@aycockandfowlerins.com

AFTER HOURS PHOTOS



After Hours—Sponsors BMC West (above) hosted a well-attended *After Hours* on Aug. 4. They brought give-aways that



went to lucky builders Ed Thompson, Woody Wright and Jason Campbell. Bud Barrett's name was drawn in the Builders' Progressive Jackpot. He was not present and so lost the BMC West-sweetened pot of \$700. The next *After Hours* is Sept. 15, and the next jackpot stands at \$400. Be sure to attend for your chance to win.



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.



1504-A West Grande Blvd.

Tyler, Texas 75703

Phone 903-561-3964

Fax 903-561-7273

Email info@tylerareabuilders.com

TABA www.tylerareabuilders.com

TAB www.texasbuilders.org

NAHB www.nahb.com

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AND FINALLY . . .

Where can you go to find the answer to a business dilemma or information about current industry trends? NAHB, TAB AND TABA are the premier sources for information in the home building industry. You can gain access to an unmatched collection of home building information and products through your membership in these organizations...at no additional cost.

Browse through an amazing array of topics in the articles and publications that best suit your needs at www.nahb.org. Get advice from leading builders on containing costs, training employees and managing customers. If it has to do with the business of building, you'll find it here. The recently added Google search engine makes finding what you need easier than ever. New information is added frequently, so check back regularly!

Looking for help that encompasses the many transactions needed in the building business? Check out the TAB Product Depot for an online directory that gives you immediate access to the building industry's products and suppliers. And as a TAB member you're entitled to purchase a Construction Contracts package that can save thousands of dollars in attorneys' fees and keep you up-to-date throughout the two-year subscription period.

On the local front, pertinent trade information can always be found in the "Industry News" section of TABA's website, www.tylerareabuilders.com. Code change notifications, national tax credit updates, industry alerts and other important information are always at your fingertips.

Remember, you're not alone out there. Manage your business more effectively and increase your profits by using the many valuable resources compiled just for you, another benefit of your association membership.

Thank you for your on-going support of your association. We're here to help.



Kathey Comer
Executive Vice-President

PRESIDENT'S MESSAGE



By the time you read this, the TRCC will have sadly become history. Our industry still needs each of us to support our association – locally, statewide and nationally. We can't move ahead without YOU!

Now more than ever we need to encourage each other to hold on to the roller coaster ride of our current economy. Whether you are a long-time member of TABA or have only recently become a part of our 'family,' we need you to understand the importance of what our association does for everyone in our industry.

The continuing education classes through the University of Housing and NAHB are most definitely an added benefit for our members. Member services through our state association are also a great way to save dollars. The cost of membership comes into perspective when you consider that a good part of your dues goes to educate our lawmakers about our industry in relation to our economy. We as builders are truly the driving force behind the well being of our economy. The more we work together, the greater the impact we have on those who make decisions in government.

Our state association is providing value to your membership with the release of new contracts available this month. The cost of the contract CD is small compared to the individual cost of legal expenses to procure a solid contract.

I urge you to renew your membership and hope you will encourage others to do the same. The money spent could make a positive difference in the future of your business and the economy of our area.

Our association truly works on your behalf. Take time to consider all that our staff does for you. Tell them "thanks!" After all, if it wasn't for them, you would not be reading this right now. Stay active and stay positive. TABA is YOUR association and it needs YOU now more than ever.

Nancy Barron
2009 President