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SEPTEMBER 2010

Ready, Set →
SPEED NETWORKING

September 14th

Like Speed Dating, only BUSINESS + FUN for all! A great way to network, promote your business and have fun! Only 20 Associates and 20 Builders will get to share the fun at the Rose Garden Center. Cost is \$300 which includes a \$50 builder gift. Download the Commitment Form from the Other Events page at TABA's web site.



Speed Networking 2009

Associate Appreciation Cookout

September 20, 2010 - Lunch is on TABA!

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, made possible by participating builder-member sponsors. Bring your crew! Please RSVP online or call the office and let us know how many are coming.



New Home Specialist Classes

Not Just 4 Realtors

Sept. 16-Oct. 21, 2010 • 9 a.m. to Noon


6 Classes, Each Thursday Morning

Realtors can 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.



MEMBER ORIENTATION - Earn "Casey Cash!" See Page 3 Inside...

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

SUN	MON	TUE	WED	THU	FRI	SAT
			1 4 p.m. - Social Events Committee	2 Noon - Builders' Luncheon	3	4
5	6 Labor Day Holiday Office Closed	7 11:30 a.m. - Exec Committe 4 p.m. - Board of Directors Meeting 5-7 p.m. - <i>After Hours</i>	8 8:30 a.m.-BAR Exam 4 p.m. - Education Committee	9 Noon - Member Orientation	10	11
12	13	14 5-7 p.m. - Speed Networking	15	16 9 a.m. - New Home Specialist Class #1 Noon - Builders' Luncheon	17	18
19	20 11 a.m.-1 p.m. - Associate Appreciation Cookout	21	22 NAHB Fall Board	23 NAHB Fall Board 9 a.m. - New Home Specialist Class #2	24 NAHB Fall Board	25 NAHB Fall Board
26 NAHB Fall Board	27 2 p.m. - Public Relations 4 p.m. - Budget & Finance Committee	28 2 p.m. - Govt. Relations Committee 3:30 - Ambassador Committee 4 p.m. - Member- ship Committee	29	30 9 a.m. - New Home Specialist Class #3		

Dates to Remember

OCTOBER

5	<i>After Hours</i>
6	"Estimating" Class
7	Builders' Luncheon
12	Govt. Officials Appreciation
14-16	Sunbelt
18	Fall Golf Tournament
21	Builders' Luncheon
21	HPS Booth Draw

NOVEMBER

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



**BUILDERS'
LUNCHEONS**

Thank You, Sponsors !!

Sept. 2, 2010

Sponsor: All Natural Stone & Grass

Location: Outback Steakhouse

Sept. 16, 2010

Sponsor: Agtoprof

Location: KE Cellers 4574 S. Broadway, Tyler

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



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

COMING ATTRACTIONS

SAVE THESE DATES

After Hours



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

Sponsored by:

Tyler Blue Ridge LLC

MANY THANKS to the August *After Hours* sponsors - The Granite Girls & Larry Lott Interiors

Builders' Progressive Jackpot: Chad Chauncey's name was drawn at the August *After Hours*, and since he was not there, the September Jackpot is now \$250!

Associates' Member Marketplace Drawing: One 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! Extra drawing for a \$50 gift card to Julian's Asian Restaurant!

NEW HOME LISTINGS WEB SITE FEATURE

TABA builder members now have an online tool to list their available properties to the public. The listing service will be featured on the home page and is another way—in addition to the Parade of Homes™—to feature builders on a continuing basis. Please call Janet at the TABA office for more information: 903-561-3964.

2011 MEMBERSHIP DIRECTORY

Be sure your contact information is correct before the next directory is printed.

TABA will send each member an email during the month of September that shows exactly how you are currently listed in the Online Directory at www.tylerareabuilders.com. If you would like to change anything, please let us know by Sept. 15th.

Member Orientation

Thursday, September 9, 2010. Earn some "Casey Cash!" Attention all new AND long-time members! Join us at noon at the TABA office and we will treat you to a light lunch and snazzy slideshow covering all the many ways your TABA membership can benefit you. You'll also earn \$25 in *Casey Cash!* Please register online or call TABA to RSVP. See you there!

SUNBELT BUILDERS SHOW™

October 14th-16th

Pick up your **FREE** Exhibits Only or Client Day passes at the TABA office now. For full show and education session access, register at: www.sunbeltbuildersshow.com

Sunbelt Builders Show™
Client Day
EXPO
pass

One day only!

Saturday, October 16
Exhibits: 9 a.m. - 2 p.m.

You've been invited by your homebuilding industry professional for a ONE DAY ONLY event at the Sunbelt Builders Show™. You'll see innovative products, materials and ideas to complete your dream home.

Do BUSINESS WITH MEMBERS! 3
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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!**

Adams Design Service
Adams Financial Group

All Natural Stone & Grass

Appraisal Associates

Balsler Homes**Barbin Fence Co.****Barrett Appliance & Home Products**

Biomax Insulation Co.

Contractor's Supplies, Inc.

Cotton Custom Homes, LLC

D.B. Massey LLC

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

Eric Barnes Custom Builders LP

Green Life Technologies, Inc.

Home Critic

JMS Rentals, Inc.

Johnson Humphrey Homes, Inc.**K.L. Kilgore & Co., Inc.****Kevin L. Ferrier, Attorney at Law**

Kopal Building & Design

Kovarik Drywall

One of Ricky Casey's sons demonstrates the NAHB spike prize umbrella earned by his dad during the May Membership Drive. [Photo by Beverly Casey]

MEMBER INFORMATION**WELCOME NEW MEMBERS!****New Builder Members:****Roadmaker Enterprises**

Ricky Marshall • 903-539-7656
12578 Kara Lynn Place
Tyler, TX 75704

Welcome!

Tyler Blue Ridge LLC

Danny Saleh • 903-530-8677
1520 Clubview, Tyler, TX 75701
Sponsor • Robert Aiken

New & Current Members Are Invited:

New Associate Member:**Living Water Worx**

Chad Reed • 903-594-9700
PO Box 6183, Tyler, TX 75711
Sponsor • Gary Bayless

Please Join Us

at the next quarterly **Member Orientation** at noon on Sept. 9th 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.

SUNBELT BUILDERS SHOW

The 10th anniversary celebration of the Sunbelt Builders Show™ is only 13 weeks away! It's time to register for the Show to be held October 14-16 at the Gaylord Texan in Grapevine.

Sunbelt features education sessions, special events and a big exhibit hall full of the latest products and services in the building industry.

Come by the office for an official Sunbelt guide and for free exhibit passes.

Visit SunbeltBuildersShow.com for complete Show information, registration and to make hotel reservations.

LEAD-BASED PAINT SAFETY TRAINING

Wednesday, Oct. 13

8:30-5 p.m.

At Sunbelt!

**Have You Been Procrastinating?**

This class at Sunbelt satisfies the new EPA mandate for specialized training for anyone who disturbs more than a 6-foot square area of paint in a home built in or prior to 1978.

UPCOMING RENEWALS

Ace Fence

Allen's Nutech, Inc.

Barrett Homes

Bathwraps Bath Designs LLC

Beck Plumbing Co.

Boren Scott Title Co.

Carlton Edwards Builder & Designer

City of Lindale Inspection Dept.

City of Tyler - Dev. Services Engineer

City of Tyler - Dev. Services Inspection

Coldwell Banker United - Brian Morris

Garland Insulating East, Inc.

Genuity Home Improvements

Greenland Homes

Hagen's Lighting

Homeland Title



Integrity Homes

KJ Homes, Inc.

Kroll Custom Homes

Landmark Homes, Inc.

Lone Star Land Enhancement, Inc.

McClain Wholesale

McIntyre Plumbing, Inc.

Oncor Energy Efficiency Prog./ICF Int.

Pauline's Buffet

Rudd Contracting Co., Inc.

Sawyer Metal

Stewart Remodeling & Construction

Texas Responsible Energy & Efficiency

The Pamela Walters Group

USA Flooring Outlet

MEMBER INFORMATION

EDUCATION UPDATES

TABA University Presents:

“Builder Assessment Review” The BAR Exam

September 8, 2010 • 8:30 a.m.-Noon

NAHB’s Builder Assessment Review. Get on the designation train and take the first step now! Register online or call TABA to enroll.



2010 Education Sponsor

Lunch Sponsor:

Texas Bank & Trust



Satisfies Section 2 requirement for Certified Graduate Builder designation. Also counts for continuing education credit to maintain a current NAHB designation.

“Estimating”

October 6, 2010 • 8:30-4:30 p.m.

Instructor: Donny Mack

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

Enroll online or call TABA to register.

TABA RECEIVES A LETTER

A “bouquet of roses” goes to the Tyler Area Builders Association for their wonderful support of non-profits within our community. This year, Breckenridge Village of Tyler was one of the recipients of the proceeds from the 2010 TABA Parade of Homes. Due to the huge success of this year’s event, our agency received a \$5,600 check. We are very grateful for this donation as it will directly benefit and impact the lives of the BVT residents and their families.



I would like to express my appreciation to Kathey Comer, the TABA Board of Directors and all builders and associates who voted to benefit BVT in such a significant and tangible way. More importantly, thank you for recognizing the value and worth of special people in our community whom God placed on this earth for us to love and care for.

On behalf of those who call Breckenridge Village their home, A BIG THANKS to TABA and to everyone in our East Texas community who supported this very worthwhile event.

Linda Taylor, Director of Development
Breckenridge Village of Tyler

MEMBER BENEFITS

The Builder Agent Network (BAN) has the exclusive endorsement of the Texas Association of Builders as their preferred member service provider for property and liability insurance products.

BAN has developed a portfolio of insurance products that address the needs of builders and general contractors head on. The exclusive property and liability insurance products are available to home builders through a network of experienced agents.

The new BAN package policy includes: General Liability; Builders’ Risk - Includes wind storm and additional coverages available only through BAN authorized agents; Workers’ Comp - Two cost-effective programs to help you protect your company and your employees; Crime, inland marine, employee benefits liability, hired and non-owned auto liability and property (building and/or office contents) with property enhancement endorsement.

For more information about the BAN, contact Kaycie Berley at kberley@hiallc.com or call 972-512-7776.



THANK YOU FOR RENEWING!

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

Landmark Title, Inc.

Landvisions

Leo Jones Insulating Co., Inc.

M.A.C. Cabinets

Mary M. Smith Property Mgmt.

Mike Brattlof Homes, Inc.

Miller Electric

Morrison Supply Co.

National Property Inspections

One-Ten Welding, Inc.

Planet Landscape

Roberson Construction

Summit Mirror & Glass

The Granite Girls

Thompson & Associates, Inc.

Unique Painting & Construction

Vercher Custom Homes by Sam

Weatherization Partners, Ltd

Whitehouse Floors & More

Woodland Builders, Inc.

MEMBERSHIP CANCELLATIONS

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

Affordable Services; Bobby Reece Construction; Capital One; Concrete Supply; DirectBuy of East Texas; HGR General Contractors; Gollob, Morgan, Peddy & Co. P.C.; Jeff Sandifer Homes, Inc.; Jimmy Evans Custom Homes, Inc.; Ranger Custom Millwork, Inc.; Tyler Stonegate Development Partners Ltd.; WW Custom Welding LLC

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– Bonds – Tools and Equipment –



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Workers’ Comp Group

ACTIVITIES & EVENTS

MEMBER NEWS AUGUST AFTER HOURS PHOTOS



Sponsors of the *After Hours* August 10th were Larry Lott, above left, and Cherie Paro, second from right. The event drew a big crowd at Larry's Bergfeld Center location. Below are members from Stanley Steemer and Camp Davis Stone.



GENERAL MEMBERSHIP CHILI COOK-OFF



HOT STUFF—Guest judges are shown at left undertaking the difficult task of tasting each of the 13 chilis entered in TABA's contest at the Rose Garden Center on July 27th. Judges are shown at left (left to right): Dr. Aubrey Sharpe, Chief Deputy Bobby Garman and Price Arredondo. Shown clockwise starting at top right: Boren Scott Title won People's Choice; Altra Federal Credit Union won Spiciest; Allied Truss won Most Savory; Main Street Property Management won Most Creative; and Central Title won Best Overall Chili.



More Photos Online



SPORTING CLAY SHOOT



SHOOTIN' FOR HOMEPAC—Fifty-eight shooters came out to the Chicken Ranch near Frankston on Aug. 13th for a sporting clay shoot fundraiser for HomePac. Team Carlye placed first, and top shooters were Mark Dixon, Michael Whisenhunt and Mark Roberts. Many thanks to our sponsors,



Suddenlink and Boren Scott Title Company, and to Cassity Jones for providing eye and ear protection and to Tyler Golf Carts for loaning us some wheels.



More Photos Online

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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

If you didn't make it to our General Membership Meeting and Chili Cook-off in July, you missed a great evening. Congratulations to all the cooks - the variety of chilis was astounding across all 13 entries!

September is another very busy month, and our members will have several opportunities to network and promote their businesses. Speed Networking is Sept. 14th. It's like speed dating, and if you don't know how this works call and speak to the TABA staff. It is a really good way to get the undivided attention of 20 builders. It is a fun evening full of laughs and surprises. Only two participants from each industry are allowed, so reserve your space as soon as possible!

Another big networking opportunity is our Fall Associate Appreciation cookout on Sept. 20th. Each spring and fall TABA fires up the grill and invites the entire membership to lunch. And it's free to attend! We appreciate our builder member sponsors.



Janie Malone
Associate Council President

MEMBER MARKETPLACE

HARRY'S BUILDING MATERIALS

Harry's Building Materials has been serving East Texas for over 55 years with five locations to serve you. We now carry a full line of fireplaces from Lennox and Superior. We also have our own door shop for interior and exterior doors. We can now insulate your home and provide energy efficient windows by General Aluminum & Vinyl as well as Pella. Remember, at Harry's, nobody beats our price with our service! Visit www.hbmitx.com or call 903-842-3045 for the Troup store, or 903-586-7548 for the Jacksonville store.

"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.

TABA WINS NATIONAL AWARD



TABA was recognized by the National Association of Home Builders (NAHB) for its "New Home Bonanza - an Open House Extravaganza" public relations campaign. Krantz PR's promotion of TABA's "Bonanza" event in October 2009 received the NAHB Association Excellence Award for Best Public Relations Campaign Conducted. The awards were handed out at the national NAHB conference on August 6, 2010, in Santa Fe, New Mexico. At left, Kathey Comer accepts the award from NAHB Seminar Dean Dave Neilsen.

BUILDERS' LUNCHEON



A big thank-you to everyone at Citizens National Bank, sponsors of the August 12th Builders' Luncheon at Outback Steakhouse. To see all the photos, go to the Members Only page at www.tylerearebuilders.com.

MEMBER NEWS

Congratulations

To Whitney Michelle Humphrey on her recent marriage to Chase Michael Williams on July 10th.

To Beverly Uzzell and family on the July 29th birth of her first grandchild, Bentley Brice Summers. He weighed 7 pounds, 4 ounces and was 19½" long.

Condolences

To Coy and Debbie Dodd and family on their recent loss of Coy's mother, Christine Wade Dodd.

To Mr. & Mrs. Kevin Kilgore on the recent passing of her mother, Martha Ann Parker.



NAHB EXECUTIVE OFFICERS' CONFERENCE—Texas EO's, including Kathey Comer (front row, far left) attended the National Executive Officers Conference in Santa Fe, New Mexico, in August.

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1504-A West Grande Blvd.

Tyler, Texas 75703

Phone 903-561-3964

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AND FINALLY . . .



Getting involved in TABA is as easy as 1-2-3:

- #1. Never miss an *After Hours*
- #2. Attend every General Membership Meeting and
- #3. Sign up for at least one event featured on the front page of each TABA newsletter.

Maximize the value of your membership by networking with other members. Swap leads, discuss marketing ideas with your peers and make new friends.

Let's face it, we're all selling something. The many events that occur throughout the year provide excellent opportunities for exposure, networking and fun. You—and your business—will gain visibility every time you show up.

Some tips to maximize your networking skills:

- Always include your company's name when you introduce yourself.
- You are in this for the long haul. A minimum of three years is required to attract the attention and credibility you are looking for.
- Know how much time and what resources you can contribute. If you exceed that you will burn out.
- If you're not having fun, don't do it. Send someone else from your company who will enjoy participating.

In a recent study commissioned by NAHB, members cited networking as the main reason they initially joined a local builders' association. But too often members fail to follow through and attend. It's hard to network with yourself.

Log on to www.tylerareabuilders.com right now and sign up for something. We'll leave the light on for you.

Kathey Comer
Executive Vice-President

PRESIDENT'S MESSAGE



The Sporting Clay Shoot HOME PAC fundraiser in August was very successful, raising about \$4,000 for the Texas Association of Builders' political action committee. All of us shooters had a blast! Many thanks to

Joe Carlyle and Stefanie Smith for putting this event together. We hope to do it again next year.

Some of our members may not know what HOME PAC is or why East Texans need to be involved in what sounds like Austin politics. The state builders association's web site explains it like this: **"As state and local laws and regulations become an ever-increasing presence in your day-to-day business, HOME PAC works to ensure that the voice of the home building and development industry is heard by lawmakers. The strength and ability of our industry to impact public policy decisions affecting your business depends solely on your participation and contributions."**

In other words, it's up to us to keep our building industry strong. You can contribute money by writing a check or by participating in a fundraiser. And there are other ways to get involved in the business of our business - before someone else makes decisions we may not want to live with.

Every other year TAB puts on a "Rally Day" event, and on February 23, 2011, TABA will rent a bus and travel to Austin to meet with our legislators in person. Make plans now to get on the bus!

Ricky Casey
2010 President