

HOME PRODUCTS SHOW

You can help support the East Texas Food Bank when you bring a canned food item with you to the 2012 Home Products Show February 24-26 at Harvey Convention Center in Tyler.

This year's theme — Take Me Out to the Ball Game — promises a sporty atmosphere throughout the weekend. Exhibitors compete for recognition in a "Best Booth" contest.

More than 3,000 visitors are expected to browse the exhibits that will fill more than 146 booth spaces.

Sponsoring the event are: Grand Slam Sponsor **Cross Systems**, Ticket Sponsor **Insurance One Agency** and Home Run Sponsor **Sherwin-Williams**.

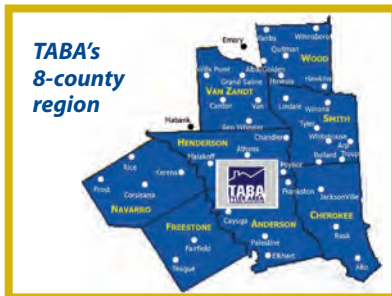
Friday night is free entry for builder members, and Bar Sponsor is **Carlyle Homes**. A seminar



will be offered to the public both Saturday and Sunday during the event. Seminar Sponsors are **Cross Systems** and **Transit Mix**.

MEMBERSHIP DRIVE KICK-OFF

New Membership Chairman Ed Kopal is starting the year off with some great ideas to strengthen TA-



BA's membership foundation. First was a lunch in Mineola on January 19. Kopal met with Wood County builder members Kim Galyean, Danny Kemp and Erin Wright as well as Libby Simmons and builder Gary Bayless, who led the Extreme Makeover Home Edition build in Mineola two years ago.

Kopal called the lunch meeting to discuss starting a County Council.

These Councils are one of the new concepts being put into place to strengthen the membership base across the 8-county region. [See Ed's article on page 2.]

Also in the works are a pre-Membership Drive Kick-off luncheon in March at The Cascades, more Spike rewards including attendance at "the Mother of All Parties" in October and more educational luncheons for builders.

To get involved, reserve a seat at the March Kick-off luncheon.

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The TABA News is available online each month.

LEADER LETTERS



The foremost priority of our Officers and Board of Directors this year is membership growth and retention. Like all the other builders associations across our nation we've had a challenging four years, falling from our high of 780 members in 2008 to our current membership of 533. Please don't get me wrong, we're very grateful for the members we have and for your continued support. TABA couldn't exist without you. But our mission of serving and educating our local builders, promoting our associates who help the industry thrive while maintaining a strong voice in our local, state and national governments requires a growing and involved membership.

There is no doubt that the housing industry is on its way back, especially here in East Texas. As our industry rebounds, it is vital that we continue to bring new members into our association as well as keep those we currently have. I have a challenge for each of you — recruit just one new member this year! One member — that is not an impossible task! Share with your business associates some of the many ways TABA serves you. More than half of all dues collected goes to our state and national associations, whose lobbying efforts promote legislation that strengthens the home-building industry. Someone has said "If you don't have a seat at the table, you're probably on the menu." In this current political climate it is essential that we are well represented in Austin and Washington. Without a strong and growing membership, we lack the funds to lobby. And if we can't lobby, we'll definitely be on the menu! So please talk to your vendors, subcontractors, business associates and friends about joining TABA. We need your help! One member — we can all do that!

Steve Nix, 2012 President

FROM THE PRESIDENT



"Mission Possible"

As we kick off a new year, let's put all the past challenges behind us and press forward to the future. That future will be enriched by growing our membership. Thinking "outside the box" has produced some new ideas, ripe with potential. It's generated enthusiasm and allowed a fresh approach to how we strengthen our membership foundation. This year's Membership Drive — "Mission Possible" — will offer up rewards for recruiters more tempting than you can imagine. And those rewards are rooted in our Association's decades-long stability as well as in a future so bright, we'll have to wear shades. We look forward to introducing the "Mission" to you — should you choose to accept it — in a special March luncheon where we will share the vision of our assured success.

FROM THE MEMBERSHIP CHAIRMAN

Ed Kopal, 2012 Membership Chairman

BOWLING WITH BUILDERS 2012

One of TABA's most fun and well-attended events, the Bowling with Builders Tournament set for March 12, now has the distinction of being a state association fundraiser. While bowlers will still enjoy pizza and beer and the opportunity to win prizes as they enjoy bowling with their teammates, starting this year proceeds of the tournament will be donated to the Texas Association of Builders political action committee, known as HOME PAC.

TAB keeps an eye on pending legislation in Austin, making sure to keep local members apprised of those items of interest to the home building industry in our state.

Lane sponsorships are available to all members — get your company name in front of this great crowd of competitors!



Bowling with Builders 2011 - Don't miss one of the most popular events of the year!

Builders' Luncheons

FEBRUARY

9 TO BE ANNOUNCED

Sponsor **To be announced**

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Call TABA to register to bowl or for your Lane Sponsorship. Lane Sponsorships are \$100 each. Register your team, or TABA will place you on a team!

MEMBER ORIENTATION

What do you really get with your TABA membership? Would you like to know how to get the most out of your investment in TABA membership? Do you like a free lunch? If you answered yes to even one of these questions, sign up to join us February 2 at noon. Three times a year TABA offers

new and long-time members the opportunity to share a meal and focus for an hour on the answers to the questions above. The Orientations are a pleasant way to get the answers that will help you strengthen your business and open doors to a variety of opportunities in leadership, education,

advertising and marketing and much, much more.



Orientation September 22, 2011

2012 PARADE OF HOMES™

Contracts have been submitted, and work on TABA's largest annual event has started behind the scenes, according to Parade Chairman Carlton Edwards. The

final contract submittal date is Feb. 15, 2012 at 4 p.m. All TABA builders are eligible to participate. The event runs June 2-10. Download the contract from the Members Only page at www.tylerearebuilders.com. Stay abreast of everything related to this premier Tyler event on the site's Parade page.



2011 Parade home

INTERNATIONAL BUILDERS SHOW

Any of our members who have attended one of the huge International Builders Shows will agree — everyone in the building industry should go at least once, even if just to get a feel for the enormous size of the building industry in our nation.

Florida. Don't forget to attend the competition between NAHB's university level Student Chapters. TABA's Student Chapter from UT Tyler will be competing. Check out what to expect at this year's Show at buildersshow.com.

Of course there are dozens of other reasons to attend the 2012 event in Orlando,



SPRING GOLF TOURNAMENT

Don't think you have to be a pro to sign up for the annual Spring Golf Tournament May 14, 2012, at Garden Valley Golf Club. Though some enjoy playing at a competitive level, many more play just because it is a great time to enjoy being outside, having a little fun with others in the building

industry. Hole sponsorships are available for \$100 each.

March After Hours

The next After Hours event is on March 6 from 5 to 7 p.m. at the TABA office. This is a great networking opportunity! Don't miss your chance to enter the Builder or Associate drawing!

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Associate Member

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Burton Morgan • 972-800-5536
Sponsor • Carlos Juarez



Builders' Luncheon Dec. 15, 2011 - Thank you to luncheon sponsor, Assured Insulating! All builders receive an email and a recorded phone reminder of the next Luncheon.

THANK YOU FOR RENEWING

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

Atmos Energy
Caspian Construction
Designing Women, Inc.
Elite Insealation Systems
Energy Concepts
ETTL Engineers & Consultants, Inc.
Glory Builders, Inc.
Habitat for Humanity of Smith Co.

Homes by Matthew Peer, LLC
James Hardie Building Products
JK Hatcher Custom Homes, Inc.
Ken Dietz Homes, Inc.
Larry Lott Interiors
Lopez Construction
Overhead Door Systems, Inc.
Pratt Homes
Red Baron Building Co., LLC
Schulze Homes, LLC
Silverleaf Resorts
Texas Crete
The Granite Girls LLC
This Old House Remodeling
Wright-Way Remodeling
& Construction

Member Orientation

All members are invited to attend the next quarterly Member Orientation at noon on Feb. 2 at the TABA office. Participants are treated to a light lunch and a presentation that shows how to get the most out of your TABA membership. Register online, or call the office to RSVP.

UPCOMING RENEWALS

Due to renew in March, 2012:
Benchmark Synergy
Burt R. Ford Enterprises, Inc.
City of Tyler Planning & Zoning
Cochrane Construction LLC
D&D Properties
e3 Solutions
Eagles Bluff Community
& Country Club
East Texas Brick Co. Ltd.
FncPonds Stone & Grass
Hollytree Country Club
Lighting One of Tyler
Lowe's
Montrose Concrete, Inc.
Pyp It, Inc.

Stonebridge Heating & A/C
Texas National Bank
Thedford Construction Co., Inc.
Wells Marble Co.
Wright-Way Solar Technologies



Builders' Luncheon Jan. 12, 2012
Thanks to IESI for sponsoring the luncheon at Spring Creek Barbecue.

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 2012, the total amount of state and national dues that is NOT deductible as a business expense for a builder or associate member is \$96.60 and \$16 for an affiliate member.

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Did you know you can pay your renewal dues online? Doing so requires that you sign in at TABA's web site. To get your login and password, call the office at 903-561-3964.

2012 UNIVERSITY OF HOUSING SCHEDULE



NAHB Education

TABA University will host three Certified Graduate Builder (CGB)

and two Graduate Master Builder (GMB) classes this year as well as two opportunities to sit for the BAR (Builder Assessment Review) exam. NAHB offers a discounted rate of \$95 for the BAR in March, so sign up now to get the best deal. If you are ready to get started earning your first designa-

tion, or if you need a couple more classes to finish, please review the chart to see what's on tap

for 2012. For more information contact the TABA office or visit tylerareabuilders.com.



Business Management Class - Students attended from all over Texas on Dec. 7, 2011. Instructor Bill Slease at far left.

Date	Class	Type
March 7	BAR Exam	CGB
March 13	Financial Management	GMB
March 20	Sales & Marketing	CGB
May 10	Estimating	CGB
July 17	Diversification	GMB
Oct. 3	Project Management	CGB
Oct. 17	BAR Exam	CGB

LUNCH & LEARN



City Lunch & Learn - TABA builder members attended this quarterly event on Nov. 9, 2011.

The topic for the February 15 session is: "The Basics of Building in the FEMA Floodplain." City Engineer Michael Wilson said that Tyler sits at the top of three separate watersheds and as the city has grown progressively toward the south, areas are being looked at for development that were not previously considered. "West Mud Creek gets wider the farther south

you go in Smith County," Wilson said. "There are additional requirements for building in these areas." Other areas of the county are also considered floodplain. To attend this Lunch & Learn session at the Development Services building downtown simply enroll online or call the office at 903-561-3964. Cost for each session is \$10, and lunch is included.

BENEFITS OF MEMBERSHIP

Every TABA member is also a member of the state and national builders association - Texas Association of Builders and National Association of Home Builders. Through the state and national organizations dozens of potential money-saving opportunities are available for the taking. As an NAHB benefit, members have access to discounts and savings opportunities offered by many top companies.

NAHB Members can access each program using the co-branded links at nahb.org/ma, or a one

page overview of all discounts including phone numbers and program codes can be downloaded. When using these programs, remember to identify yourself as a member of NAHB. As a member of TAB you are entitled to receive the benefits of programs and services that are not available to the general public. Many of these programs are discounted or enhanced for TAB members, and they provide revenue back to the Texas Association of Builders and your local HBA. Download a list of these benefits at www.texasbuilders.org/membership/benefit.html.

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Browse all the benefits for members of the National Association of Home Builders at NAHB Member Advantage: www.nahb.com/ma.

OFFICER INSTALLATION & GENERAL MEMBERSHIP MEETING

Special thanks to our event sponsors: Title Sponsors — **BancorpSouth** and **Insurance One Agency LC**. Meeting sponsors — Altra Federal Credit Union, Campbell Custom Homes, Carlyle Homes, Kilgore National Bank, Panel Truss Texas, Inc. and Southside Bank. General Sponsors — Citizens National Bank and Texas Bank & Trust Co.

Guest speaker and Texas Association of Builders President David Miller officiated over the installation of the 2012 Board and encouraged all TABA members to come out and experience the Sunbelt Builders Show in Austin this September. Outgoing President Robert Aiken showed an ABC News video about the value of using "Made in America" building

products. Several special awards were given, including 2011 Builder & Associate of the Year. Robert Aiken was named Builder and Randy Weaver was named Associate of the Year. Spike awards were also issued for excellence in member recruiting. Top spike of 2011 went to Gary Bayless for recruiting seven new members.



2012 Officers - Above, from left, President Steve Nix, Secretary/Treasurer Ed Kopal and Vice President Carlton Edwards. Below, Miller installs the Associate Council.



PHOTOS



Surprise! - Randy Weaver, above, gets a hug from EO Libby Simmons after being named 2011 Associate of the Year. Below, 2011 Spike Award winners.



2012 Board of Directors



Officer Installation 2012 - Outgoing President Robert Aiken, left, places a pin on incoming President Steve Nix. Aiken was also named 2011 Builder of the Year.

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FROM THE ASSOCIATE COUNCIL PRESIDENT



I am so excited to be Associate Council President this year, and I am looking forward to all the wonderful events and opportunities that this year will bring.

The Home Products Show is such

an important event for both vendors and the East Texas Area. Thousands of consumers attend this annual event from all over the area just to see what our local businesses have to offer. If you are not exhibiting, consider it for next year. It's a great way to meet

potential customers. Please come out to the Show and show your support for those of us who are exhibiting. It is a lot of fun and a great way to network and learn more about our industry and our Association. We have another fun theme this year. Thanks to all of our exhibitors for showing the spirit and to all our great volunteers and decorators.

Jion Dietz

Associate Council President

MORE OFFICER INSTALLATION PHOTOS





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Camp Tyler Project - Robert Aiken, far right, and Kerry Hamblett (beside him) lead workers through renovations at Camp Tyler in December.

MEMBER MARKETPLACE

Coming in the April issue of *TABA News*. Be present at After Hours on March 6 for your chance to win the Associate Member drawing and have your business spotlighted here!



Thanks to all our volunteer Bell Ringers!



Dec. 15 at Brookshire's on Rice Rd.



Find TABA's page on Facebook, and keep up with news and events as they happen. Search: Tyler Area Builders Association. If you have a web site, link to TABA's!

Tyler Area Builders Association

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2012 Board Retreat in Dallas

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MISSION STATEMENT

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

Calendar for February, 2012

SUN	MON	TUE	WED	THU	FRI	SAT
			1 4 p.m. - Social Events Committee	2 11 a.m. - Member- ship Committee Noon - Member Orientation	3	4
5	6 11:30 a.m.-Exec Committee 4 p.m.- Board of Directors Meeting	7 INTERNATIONAL BUILDERS SHOW Orlando, Florida	8 INTERNATIONAL BUILDERS SHOW 4 p.m.- Education Committee	9 INTERNATIONAL BUILDERS SHOW Noon - Builders' Luncheon	10 INTERNATIONAL BUILDERS SHOW	11 INTERNATIONAL BUILDERS SHOW
12	13	14	15 Noon - Lunch & Learn City of Tyler	16 Noon - Builders' Luncheon	17	18
19	20	21	22	23 TAB WINTER BOARD	24 TAB WINTER BOARD 6-9 p.m. - Home Products Show	25 10 a.m. to 5 p.m. - Home Products Show
26 1 to 5 p.m. - Home Products Show	27 2 p.m. - Public Relations 4 p.m. - Budget & Finance Committee	28	29			