



# NEWS

MARCH 2011

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Sherwin-Williams Co.  
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## GOLD PARTNERS

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Citizens National Bank  
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East Texas Title Company  
Fixture This, Inc.  
Kilgore National Bank  
Panel Truss Texas, Inc.

## Bowling with Builders TOURNAMENT

March 16<sup>th</sup> at Green Acres Bowl  
6:30 to 9 p.m.

BOWL FOR BUCKS - GET \$1 FOR EVERY STRIKE!



**Come out and enjoy an evening of fun,  
pizza, beer, prizes and more!**

LANE SPONSORSHIPS AVAILABLE FOR \$100

**Dinner Sponsors:** BancorpSouth  
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**Beverage Sponsors:**  
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Altra Federal Credit Union | C. Woods & Co., Inc. | Central Title Co.  
CenterPoint Energy | East Texas Title Co. | Fixture This, Inc.  
Kilgore National Bank | Landmark Title | Southside Bank | Transit Mix



## “Risk Management”

March 2, 2011 • 1 to 2:30 p.m.

Understand and utilize the TAB Contracts Package and endorsed insurance programs.

*Instructor:* TAB • *Cost:* \$75 for members who do not own the TAB Contracts Package; FREE for members who own the package.

Non-members \$125 • **REGISTRATION REQUIRED.**

**DOWNLOAD A FLIER ON TABA’S WEBSITE.**

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

## MEMBER ORIENTATION

Details on page 3 . . .



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



SUN	MON	TUE	WED	THU	FRI	SAT
		1 2 p.m. - Public Relations Committee Meeting 4 p.m. - Budget & Finance Committee Meeting	2 1-2:30 p.m. - "Risk Management" Class 4 p.m. - Social Events Committee Meeting	3 2 p.m. - Charitable Contributions Committee Meeting	4	5
6	7 11:30 a.m. - Exec Committee	8 4 p.m. - Board of Directors Meeting 5-7 p.m. - After Hours	9 4 p.m. - Education Committee Meeting	10 Noon - Builders' Luncheon	11	12
13	14	15 9 a.m. - Ambassador Committee Meeting	16 6:30-9 p.m. - Bowling with Builders Tournament	17 Noon - Member Orientation 	18	19
20	21	22	23 8:30-Noon - BAR Exam	24 Noon - Builders' Luncheon	25	26
27	28 2 p.m. - Public Relations Committee 4 p.m. - Budget & Finance Committee	29 2 p.m. - Govt. Relations Committee 4 p.m. - Membership Committee Meeting	30	31		

### Dates to Remember

#### APRIL

5	After Hours
12	"Design/Build" class
13	General Membership Meeting
14	Builders' Luncheon
26	All Member Cookout
28	Builders' Luncheon

#### MAY

3	After Hours
10	Membership Drive
12	Builders' Luncheon
19-21	NAHB Spring Board
23	Spring Golf Tournament
26	Builders' Luncheon

## 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.

**MARCH 10, 2011**

Sponsor:

**McCoy's Building Supply**

Location:

**Bruno's in Gresham**

**MARCH 24, 2011**

**To Be Announced**

# COMING ATTRACTIONS

## SAVE THESE DATES

# After Hours

Sponsored by: **TRANSIT MIX**

**Builders' Progressive Jackpot:** Ricky Marshall's name was drawn at the February *After Hours*, and since he wasn't there to win, the March Jackpot is now \$100.

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



**MARCH 8, 2011**  
5 to 7 p.m. at TABA

All members are welcome to attend each After Hours. Come out for your chance to win one of these jackpots!

**Thanks to February After Hours Sponsor: HOME PLUS**



**Builders & Subcontractors Insurance Endorsed By Your Local Association**



**We Offer:**

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- T Umbrella Insurance**  
Excess Liability in \$1,000,000 increments
- T Commercial Automobile Insurance**  
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We offer special rates for "Parade" Homes.  
Call us for a Quote!

Welcome to the Tyler Area Builders Association  
**Welcome!**

## MEMBER ORIENTATION

Noon at the TABA Office • March 17, 2011

JOIN US FOR A LIGHT LUNCH AS WE SHOW YOU ALL THE WAYS YOUR TABA MEMBERSHIP CAN BENEFIT YOU AND YOUR BUSINESS. NEW AND LONG-TIME MEMBERS ARE WELCOME TO ATTEND. Please RSVP online or call 903-561-3964 so that we can be sure to have enough lunches.

## General Membership Meeting

**April 13, 2011**

REGISTRATION INFORMATION COMING SOON!



## ALL MEMBER COOKOUT

Wednesday, April 26 • 11-1 p.m. at TABA

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

Please bring your crew and enjoy a no-cost lunch.

Volunteers for food prep and cleanup are appreciated.

Call the office to RSVP and Volunteer!

## TEXAS HOLD 'EM MEMBERSHIP DRIVE

**May 10, 2011**

Sign up on one of the teams competing for prizes as TABA recruits new members! Join us for a day full of fun and celebration at the TABA office. Call the office for more information: 903-561-3964.



This second-annual event will be at the Woman's Building on South Broadway. Topics include all aspects of rehabilitating historic buildings with an emphasis on use of materials and repairs according

to the Department of the Interior's Standards for Rehabilitation. Sponsored by Historic Tyler along with TABA, The City of Tyler Preservation Board, Heart of Tyler and the Smith County Historical Society.

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**Run your business card ad in the TABA News. 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.**

# MEMBER INFORMATION

## WELCOME 2011 COMMITTEE MEMBERS!

### WELCOME NEW BUILDER MEMBERS!

**Chelsea Builders, Inc.**  
Jan Bellefeuille • 903-839-2551  
504 Railroad Ave.  
Whitehouse, TX 75791

**Kathy Montgomery Custom Homes LLC**  
Kathy & Jerry Montgomery  
903-288-4747  
713 WSW Loop 323 #190  
Tyler, TX 75701  
Sponsor • Gary Bayless

*Welcome!*

See page 3 for information on TABA's next Member Orientation. Hope to see you there!

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

- ACES AC Supply North
- Darrell Edwards Custom Homes
- Doran Mechanical
- East Texas Crete
- Glo-Flame Butane, Inc.
- Oncor Energy Efficiency Program
- Silverleaf Resorts
- WC Supply Company

### MEMBERSHIP CANCELLATIONS

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

- All American Equipment Rentals, Inc.; Boren Scott Title Co.; City of Lindale Inspection Department; Coldwell Banker United - Brian Morris; Coyote Roofing; Genuity Home Improvements; Hillard Homes, LLC; Pauline's Buffet; Reed & Assoc. Environmental Consulting; Smith-Fab; Taylor Gutters & Drains; The Pamela Walters Group; Tryon's Corner; USA Flooring Outlet



**YOUR 2011 MEMBERSHIP COMMITTEE** — Above, seated from left, Al Bartlett, John Henson, Gary Bayless, Sam Oliphant. Standing from left, Chairman Carlton Edwards, Kathy Atkinson, B.J. Hornbostel and Phillip McFadden.



**YOUR 2011 PUBLIC RELATIONS COMMITTEE** — Above, from left, Chairman Brandon Parker, Anita Stewart and Larry Anderson.

**YOUR 2011 AMBASSADOR COMMITTEE** — (no photo) Beverly Uzzell, Chairman; Jeff Cross; B.J. Hornbostel; Janie Malone; Steve Nix; Tim Ogrodnik; Dianna Riggio; Libby Simmons.



**YOUR 2011 EDUCATION COMMITTEE** — Above, seated from left, Chairman Jeff Andreason and Barbara Holly. Standing from left, Mark Medina, Michael Wilson, Kerry Hamblett and Sean O'Keefe.



**YOUR 2011 BUDGET & FINANCE COMMITTEE** — Above, seated from left, Chairman Matthew Peer, Gabriel Mendoza, Jesse Rider. Standing from left, Tom Deibel, Ed Thompson, Kerry Hamblett and Cory Flickinger.

**YOUR 2011 SOCIAL EVENTS COMMITTEE** — (no photo) Jeff Cross, Chairman; Ginnie Baldrige; Sandra Browning; April Burke; Jion Dietz; Becky Harris; Janie Malone; Doug Marshall; Dianna Riggio; Libby Simmons; Stefanie Smith; Randy Weaver.

Thanks to all TABA's committee volunteers!



**YOUR 2011 GOVERNMENT RELATIONS COMMITTEE** — At left, show from left, Skip Ogle, Jeff Cross, Cary Byrd and Chairman Joe Carlyle. Not shown: Ricky Casey, Robert Aiken, Nancy Barron, Bob Garrett, Tom Diebel, Kevin Humphrey, Anwar Khalifa, Ed Kopal, Mark Medina, Sam Mezayek, John Nix, Steve Nix and Ed Thompson.

**CHARITABLE CONTRIBUTIONS COMMITTEE** — (no photo) Jesse Rider, Chairman; Robert Aiken; Gary Bayless; Joe Carlyle; Ricky Casey; Brian Conaway; Steve Nix; Stefanie Smith; Ed Thompson; Vic Thompson; Tom Utz.

## BUILDERS' LUNCHEON



**JANUARY 27, 2011**  
— Thanks to sponsor, Transit Mix for sponsoring the luncheon at Spring Creek Barbecue.



EDUCATION UPDATE



**“Builder Assessment Review” - BAR Exam**

March 23, 2011 • 8:30 a.m. to Noon

Member Cost: \$195

REGISTER ONLINE OR CALL TABA TO ENROLL.

2011 Education Sponsor:



**“Design/Build”**



April 12, 2011 • 8:30 a.m. to 4:30 p.m.

Instructor: Donny Mack • Member Cost: \$210 • Lunch included

**“Customer Service”**

June 14, 2011 • 8:30 a.m. to 4:30 p.m. • Lunch included

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

REGISTER ONLINE OR CALL TABA TO ENROLL.

**Green Building Students 2011**



**GREEN DESIGNATION CANDIDATES** — With a low temperature of 12 degrees on Feb. 2, NAHB-Certified Instructor Michael Strong (far right) drove to Tyler from Houston to teach our builder members who are studying for the Certified Green Professional designation. Shown from left, Roy Williamson, Tommy Burns and Stewart Haberle.

**UPCOMING RENEWALS**

- A.E. Shull & Co.
- ACR Services, LLC
- Affordable Services
- Bagnall Construction/Designer Decks
- Bell Sand & Gravel
- Citizens National Bank - Market Square
- Clay's Lawn & Fence Co.
- Coburn's Supply Company
- Craig's Dirt Service, LLC
- Denny Mize Construction
- Dowden Supply Co. of Tyler, Inc.
- East Texas Door Co., Inc.
- East Texas Gutter Systems
- Extreme Trim
- Five Star Stone, LP
- Gollob, Morgan, Peddy & Co. P.C.
- Gonzalez Paint
- Henderson Glass Co., Inc.

- Innovative Pest Control
- Kelly A/C & Heating, Inc.
- Kelly Moore Paint
- Kin-Co Drywall
- Lonestar Millworks, Inc.
- MaciasMasonry.com
- Nelson's Door Company
- Noyola Painting
- RE/MAX Tyler-Brad Trump
- Terminix
- Texas Bank & Trust Company
- Texas Crete
- The Blind Man
- The Flooring Store of Tyler
- Tile Shop, Inc.
- Tri-County Drywall
- Tyler Flooring & Interiors, LLC
- Tyler Granite, Inc.

**ENERGY CODE CLASS  
TEXAS A&M UNIVERSITY**

Sponsored by the City of Tyler, TABA and Pyramid Homes

Workshops are set March 7 & 8 at the Tyler Rose Garden Center. This training is funded by Workforce Investment Act (WIA) and American Recovery and Reinvestment Act of 2009 (ARRA) through the Texas Workforce Commission to provide training to support Energy Efficiency and Renewable Energy (EE/RE).

For registration information, download the application from TABA's web site or come by the office. Fax or email the completed application to circleof10.org.

**MEMBER BENEFITS**



Learn about Solveras products and services and experience why Solveras is your clear choice for payment processing.

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MEMBER NEWS

LONG-TIME MEMBER GETS NATIONAL HONOR



Upton Beall, seen above when he dropped by the TABA office in January, was recognized at the 2011 International Builders' Show as part of NAHB's 50 Year Membership Recognition program. Beall is president of Robinwood Building & Development Co. and has been a TABA member without a lapse since the 1950s. He participated in the Parade of Homes™ for the first time in 1957, when homes were built for \$10 per square foot. He served as president of the association in 1963. Congratulations, Mr. Beall!

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BEHIND THE SCENES AT HPS



**Your 2011 HOME PRODUCTS SHOW COMMITTEE** — Above, seated from left, Associate Council President Jion Dietz, Committee Chair Libby Simmons and Janie Malone. Standing from left, James Vandenberg, Myra Petty, Donnie Miliara, Beverly Uzzell, Sam Oliphant and Traci Holms-Steinmiller. Not shown: Shelley Flowers.



Above and below: Decorations come together the old-fashioned way! Thanks to everyone who worked on decorations!



**Exhibitors Prepare** — Above and below, exhibitors met on January 18<sup>th</sup> at Mario's to review Show details. Ninety-six member companies will exhibit. Every booth was filled!



Big Thanks to East Texas Title Co., Harry's Building Materials, Cassity Jones and Brookshire's for donating supplies for Home Products Show decorations.

2011  
**HOME**  
 Products Show  
 Tyler Area Builders Association

THANK YOU, RALLY DAY SPONSORS!



**Bus Sponsor: Oncor**

**Happy Hour Sponsor: Sherwin-Williams Co.**

**Rally Day Sponsors:**

- Altra Federal Credit Union
- Bayless Custom Homes, Inc.
- Carlyle Homes
- Casey Homes
- Cooper-Sibley Construction
- Cotton Custom Homes
- Dale Welch Builders, Inc.
- Homeland Title
- Insurance One Agency, LC

- Kilgore National Bank
- Kopal Building & Design
- Mezayek Building Ltd.
- Nix Construction, Inc.
- North Chase Development LLC
- Robert Aiken Custom Homes
- Skip Ogle Homes LLC
- Tom Deibel Homes, Inc.

FROM THE ASSOCIATE COUNCIL PRESIDENT

The first two months of the new year have flown by. As you read this the Home Products Show should be the most happening event in Tyler! Special thanks to every one of the TABA members who donated their time, talents and materials to this important event.

March is here, bringing with it several fantastic events that each of you should participate in. The monthly After Hours will be March 8th at the TABA office. This monthly (except around the holidays) get-together is a great networking opportunity. The casual setting with refreshments helps wind down your work day. Be sure to join us!

And don't miss the highly anticipated and one of our FUNNEST Social Events — Bowling with Builders on the 16th. Get your team signed up early for bowling, or just come out and eat pizza and fellowship with other members. See for yourself why this event just keeps getting bigger every year!



Jion Dietz  
Associate Council President

MEMBER MARKETPLACE

GUIER FENCE

Whether it's residential, agricultural or commercial, no one offers better fencing products, better service, a better warranty or a better price. Our obsession with customer service and satisfaction guides everything we do. We offer standard and custom designed wood fences as well as bamboo, vinyl and a variety of custom metal products to provide beauty, security and durability. That's why we say, "It just makes sense to get a Guier Fence." Call Ben Roach at 800-845-9839.

"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



FEBRUARY 8, 2011 — Home Plus sponsored After Hours at their location, and TABA members packed the showroom! TABA's Ambassadors were on hand to greet new members, and a good time was had by all. To see all the photos, visit the Members Only page at www.tylerebuilders.com and click on the Photo Album link on the left.



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

Congratulations

To Bob Garrett on being named elected Chairman of the Board of Regents at his alma Mater Stephen F. Austin State University.

To Scott Greene & family on the birth of his son in February. Owen Miller Harrison Greene weighed 8 lbs, 9 oz and was 21" long.

TO WINNERS OF THE BSCENE "BEST OF 2010"

PEOPLES' CHOICE AWARDS:

- Best Homebuilder - Bayless Custom Homes
- Best Private Golf Course - Hollytree
- Best CPA - Gollob, Morgan, Peddy & Co.
- Best Insurance Agent - Jim Toman Insurance
- Best Interior Decorator - Larry Lott Interiors
- Best Plumbing Service - C. Woods
- Best Bank - Texas Bank & Trust
- Best Furniture Selection - Swann's
- Best Heating/AC Repair - Maddox Air Conditioning Inc.
- Best Pool Builder - Excel Pools

Get Well Wishes

To Fred Frost and Laura Krantz

Randy Harden  
James Vandenburg

Lance Huskey

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TAB www.texasbuilders.org

NAHB www.nahb.com

**MISSION STATEMENT:**

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

**AND FINALLY . . .**



So what can you do to stretch yourself and keep moving down the track? Make it your goal to attend at least one TABA event each month. This is an easy way to broaden your sphere of influence and improve your business.

Instead of always traveling down the same track, take a new route. Sit with members you don't know. Ask them to tell you about themselves and their businesses. Move outside your comfort zone. Look for new networking experiences and opportunities. Work the angles.

Take advantage of the priceless resources right at your fingertips. Go to [www.tylerareabuilders.com](http://www.tylerareabuilders.com) right now. Have you signed up for the risk management class? How about the bowling tournament? Are you planning to come to *After Hours*? What about serving on a committee? Sign up to take the BAR exam and work toward an NAHB certification.

Builder members, don't miss the Builders' Luncheons. Associate members, host a Builders' Luncheon. You can participate in all of these things during the month of March alone!

Who better to talk to than the people who face the same challenges you do? You can easily make an important alliance that will result in new customers. Hate to walk into a room where you might not know anyone? Find a TABA staff member. We promise to introduce you to someone new.

See you soon.

Kathey Comer  
Executive Vice-President

**PRESIDENT'S MESSAGE**



TABA has a new three-year strategic plan. Thanks to everyone who worked on the plan at the board retreat in January. We really enjoyed the opportunity to develop common goals and objectives, and the camaraderie was great! We have a talented group on the board this year, and we all hope to contribute toward the betterment of our association.

As you read this we will have just completed our Rally Day gathering in Austin. It might take new TABA members some time before it's clear just what this association does for our local industry. When NAHB economist Elliott Eisenberg came to Tyler to speak to us back in 2008 he explained that the home building industry is the backbone of any economy. When communities grow, jobs are created, the tax base widens, parks are built and so on.

Our government works best at the grassroots level, and that means that each one of us needs to take an interest in what happens in Austin. And not just as observers. Our Rally Day — going to the state capitol and speaking with our representatives face to face — really shows us how important it is to get involved and stay involved with the legislative process.

Our staff at the Texas Association of Builders is at the capitol throughout the session, looking out for the best interests of the homebuilding industry, and we appreciate all their work.

Robert Aiken  
2011 President