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On The Level - March 2009

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The 2009 Parade of Homes is scheduled for the weekends of April 17-19 and 24-26. TABA members will have 10 beautiful homes on tour in the Temple/Belton area. You will notice that we have added two additional days to the event and the hours the homes will be open have increased as well. Parade goers can now tour the homes on Friday night from 6pm-9pm and Saturday and Sundays from 11am-5pm. The ticket price will remain the same at \$8 for adults and \$2 for children 12 and under.

Below is a listing of the builders parade home addresses that you can tour. More information including maps and home descriptions will be posted on TempleAreaHomes.com at the beginning of April.

Kiella Homebuilders	5712 Barrington Court	Bentwood	Temple
Stillwater Custom Homes	3302 Breakers Cove	Regatta Oaks	Belton
Bobby Arnold Homes	2201 Canyon Springs	River Place Estates	Belton
Omega Builders	2408 Garden Brook	Red Rock	Belton
Carothers Executive Homes	1605 Sandbar Circle	Regatta Oaks	Belton

	3201 Matador Cove	Dawson's Ranch	Belton
	4912 Sarah's Way	Stonegate	Temple
Wildflower Residential & Development	4017 Sunflower Ln.	Wildflower	Temple
Regatta Home Builders	1601 Wisteria Ln.	The Village at Dawson Ranch	Belton
EDC Homes	224 Eagle Landing	Eagle Oaks	Temple

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President's Message
Chris Alexander

I am happy to report that our *2009 Home and Garden Show* was a huge success. A big **THANK YOU** is in order for committee chair Jared Bryan and his dedicated committee – Debbie Swift, Andy Bass, Scott Morrow, Brandon Tarnow, Kelly Hosch and Tony Gallagher, as well as our TABA staff. Our *Home & Garden Show* is one of the largest in the state, and the committee works the entire year to assure its success. This event is our biggest fund raiser of the year requiring huge commitments of time from all involved. If you see Jared or any of the committee be sure to give them a well-deserved pat on the back! We also want to thank John Paysse for his continued involvement with the car show. This year's car show was the best ever. We would be remiss if we did not thank our vendors (many of whom are members of our association), our show sponsors, all those who attended the show and our TABA staff and EXPO staff for all the coordination that goes into making such a huge event the success that it was.

Our next big event, the *Parade of Homes*, is coming up in April. Jason Carothers is chairing a committee that has been meeting regularly since last year's parade. As a result of the downturn in our industry and its impact on our local housing market, the committee planned conservatively for nine parade entries and made the difficult decision to forego the judging. I am happy to report that we have ten fabulous homes entered. Though this may be fewer homes than in past parades, the WOW factor of these ten homes will be sure to impress all those attending.

On February 25, more than 20 of our members and staff attended Rally Day in Austin. We had a wonderful opportunity to meet privately with Senator Troy Fraser and Representative Ralph Sheffield to share ideas and concerns about issues facing our community and local housing industry. We are deeply appreciative of the personal time our legislators committed to our leadership during this busy legislative session. There are a number of issues critical to our industry that our legislators will be considering this session and we did our best to make them aware of them, and to let them know that we appreciated them looking out for our industry. In an especially difficult economic climate, we need to make sure the government does everything in its power not to make it harder for us to build and sell homes.

We are pleased to welcome two new members to our association: **Johnson Roof Systems** and **Ironhorse Concrete**. Remember, membership recruitment and retention is vital to the continued strength of our association. I challenge each of you to recruit one new member. One of the biggest benefits of TABA membership is having an opportunity to network with each other. During these tough economic times, we should make every effort to do business with our members.

To our golfing members, mark your calendars for May 15th for TABA's annual golf tourney at Sammons Golf Course. Registration forms and more information will follow in the next few months.

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Troy Glasson
Executive Officer

Only One Way Rally Day Could Have Been Better...



That is if you were there. TABA joined more than 30 other HBA's from around the state to let our legislators know that we understand the significance of their work in Austin and that we would appreciate them looking out for our industry as the 81st Legislature progresses.

Senator Troy Fraser and Representative Ralph Sheffield could not have been more gracious in meeting with us and hearing us out on our issues. The message we left them can best be summarized in a [presentation](#) that was created leading up to the briefing. It can be accessed on the presentations page of our website.

Thanks goes out to Buck Prewitt for arranging the meeting with our legislators; to John Kiella for serving as Rally Day Captain; and to the 20 TABA leaders who spent part of their day in Austin to let our legislators know that we care about what they are doing and that we are paying attention.

Storm Water Best Management Practices to be Reviewed...

Temple City Engineer Michael Newman wrote me a letter that can be viewed on the [presentations page of our website](#) to alert me to a couple of meetings the City of Temple will host with developers to iron out which best management practices the city will incorporate into their Municipal Storm Water Program. I urge our interested members to join me for the meetings with the City in which construction and post-construction phase best management practices will be selected for our area. The meetings will be held in April and May respectively. I'll let you know when I learn of the exact dates.

TABA Member Provides Head's Up on New Irrigation Standards...

Dean Winkler of CRW Construction wrote to inform us of the negative impact the recently adopted City of Temple Irrigation Code had to his bottom line after he completed a commercial renovation. During the project, he opened a main irrigation line to the atmosphere, triggering what is determined to be a major renovation to a lawn system. For this the code inspector required him to bring the existing back flow device up to the new Code standards (ie: Reduced Pressure Zone). The cost of the additional equipment was \$800. Dean further cautioned that the RPZ creates a water pressure loss of 10 to 12 pounds, and can effectively negate the effectiveness of previously marginal systems. Fixing this problem can further add to the cost of a system. Please check out our presentations page to view [Dean's letter](#).

Educational Opportunities on the Horizon

Attention Builders, in one day TABA will provide an opportunity for you to handle all of your TRCC educational requirements. You can get five hours of TRCC continuing education credit at what is known as "[The Big Class for Texas Builders.](#)" During the course you'll receive ethics training, building performance standard training, proper installation methods training, and training on estimating a job. The class is tentatively scheduled for Thursday, April 2nd. Mark your calendars now and be looking for more on the class soon.

City of Temple Assistant City Manager Kim Foutz would like to make all of our TABA members aware of some business opportunities in strategic areas of the City. From 11:30 to 1:00 pm on Monday, March 30th, Mrs. Foutz will provide an overview of what is going on in the Temple Medical and Educational District of the city and will talk about a variety of financial incentives that are available in other strategic areas of town. If you've been looking for new business opportunities this is one presentation you should be sure to attend.

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BIG SUCCESS!!!

Thanks to many volunteers, sponsors, exhibitors and attendees, the 2009 Home & Garden Show was a **BIG SUCCESS!!!** What a way to start the Association year off! We had a full show with no booth space to spare and the people flooded into the Bell County Expo Center Saturday and Sunday looking for real ways to save money, update their current homes, buy new homes or just get some decorating ideas - and of course buy a rubber broom or two.

We could not have provided this major community event without the generous support of our sponsors - *Temple Daily Telegram*, Amos Electric, Atmos Energy, Aspen Air, Trantum Auto Group, Double T Construction, BSK Contractors and Majestic Homes. We also had plenty of banner sponsors - Bryan Properties, Texas Tradition Homes, Cody Pools, Universal Services, Faulkenberry Construction, Marshall Excavating, Just Right Signs, First Community Title, Wolffe Construction, RK Bass Electric and BMI Pest Control.

A HUGE thank you goes out to our chairman, Jared Bryan of Bryan Properties, who had a lot of help from John Paysse, Debbie Swift, Kelly Hosch, Andy Bass, Scott Morrow, Brandon Tarnow, Kim and Kathy, Timm White and Tony Gallagher. These people spent countless hours at the Expo Center making sure the show went off without a hitch.

Our attendance was phenomenal with over 5,000 people coming through the doors Friday, Saturday and Sunday. We believe the crowds were pleased with the show which boasted many "green" products and lots of information with over 130 exhibitors showing off their wares. It was a fantastic show and we will be ready to do all over again next year.

If you exhibited in the show this year please be on the lookout in August for our 2010 mailer and if you missed it this year and wished you hadn't, call the TABA office in September to book a spot for 2010.

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NEW HOME STARTS

	Feb '09	Feb '08	'09 YTD	'08 YTD
Temple	26	45	39	67
Belton	4	8	17	15
Morgan's Point	0	2	0	2
Totals	30	55	56	84

ALL HOME CLOSINGS



Feb '09	123	'09 YTD	231
Feb '08	192	'08 YTD	380

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TempleAreaHomes.com

-- Our Newest Member Benefit

The Buy Now Campaign is coming to an end, but the byproduct of the campaign is a terrific new website that we hope to grow to be THE premier website for new home listings in the area. TempleAreaHomes.com was initially created as a benefit to members participating in the Buy Now Campaign that launched in October 2008.

The campaign has been hugely successful with over 50 percent of the original homes listed in the program having been sold. Our most recent marketing has been dedicated to making people aware of the newly created website. You may have become aware of it from radio, tv, newspaper, or real estate books advertisements.

Through March the website has only been available to those who participated in the campaign, but beginning April 1st all TABA builder members are invited to post their listings on this website for a fee of \$50 per builder per month. This fee will provide you with unlimited listings on the site with detailed information including home pictures and links to your website. This fee is subject to change (with notice) in the future. This is a great member benefit and we believe you will find it very cost effective. The fees will go towards our continued marketing of the website.

If you are a TABA builder and are interested having your homes added to the website please call the TABA office today for more information.

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EO's Comments

Cheryl Hunka
Executive Officer

Home & Garden Show Behind Us

What a busy month February was, it seemed to flow quickly right into March. The *Home & Garden Show* was a great success and it would not have been if it were not for the support and participation of many volunteers, sponsors, and exhibitors. We really had a great show - not one booth was left empty and people poured into the Expo Center all weekend long. Thankfully we had no mishaps or accidents, and in fact, the show couldn't have gone more smoothly than it did this year. I want to personally thank Gary Garner and the *Temple Daily Telegram* for doing such a great job of marketing the *Home & Garden Show*. I also want to thank Jared Bryan and the wonderful committee he assembled. They worked very hard to make sure every detail was attended to.

All this being said - I'm glad to have it behind us, at least for now we can catch our breath!

Buy Now Campaign Ending Soon

The Buy Now Campaign which began in October 2008 is now near its end and the website, TempleAreaHomes.com, that was created as part of the program will continue. We believe it will grow to become a great member benefit. I would like to thank Jason Carothers of Carothers Executive Homes for heading up the committee which oversaw the very daunting task of addressing the local home inventory at a critical period in time. We are hopeful that the TABA program contributed to keeping our inventory levels manageable as the economy continues to be a concern to all of us. We are comfortable knowing that more than 50 percent of the more than 70 new homes that were available for move-in when the program began have now sold. Jason, along with several builders, made this campaign very successful.

As you may have read, the TempleAreaHomes.com website will open up to all TABA Builder members beginning April 1st. Please give us a call if you wish to have your company represented on this website.

That's it from my desk. As you may have noticed there are no membership meetings scheduled at this time. Our next event will be the Parade of Homes and Annual TABA golf tournament is scheduled for Friday, May 15th at Sammons Golf Links.

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Check Out the Temple Chamber Electric Coalition

Our friend Ken Higdon, and the Temple Chamber of Commerce have provided an outstanding service to our community by creating an Electric Coalition for local businesses. Through the coalition, Chamber members are able to take advantage of huge savings on their electric bills. Mr. Higdon has told us many times how valuable the service has proven to his members, but as with most things in life, you never understand something as well as is possible until you try it yourself.

TABA has recently joined the [Temple Chamber of Commerce Electric Coalition](#) and we've reduced our electric bill substantially. Our savings rate from what we are currently paying is projected to be 32 percent. This should produce immediate savings for the association and by the end of the year should add thousands of dollars to our bottom line.

Kudos to the Temple Chamber of Commerce for providing this outstanding service to our community!

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***Event Has Been Scheduled for Thursday, April 2nd
at the Temple Area Builders Association
Please Look For Your Invitation In the Mail.***

More information on this 5-hour class coming soon!

Visit www.TexasBuilders.org to learn the latest
about this and TAB's other programs.



This is your opportunity to easily fulfill
your continuing education requirements,
while receiving the best information
available.

Thank you to our training partners:



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