

On The Level - TABA On The Level March 2016

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#### 2016 Events

April 21	Parade of Homes Kickoff Party (@ Dead Fish Grill)
April 22 - 24	Parade of Homes (Weekend 1)
April 29 - May 1	Parade of Homes (Weekend 2)
May 20	TABA Golf Tournament (@ Wildflower Country Club)
June 17	TABA Member Appreciation Event (@ Overlook Pavilion, Lake Belton)
September	TABA HomePAC Sporting Clay Shootout (@ Weber's Outdoors)
October 4	TABA HomePAC Elected Officials Night BBQ (@ Cathedral Oaks, Belton)

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Click here to visit the TABA Homepage!



Thanks to all our Sponsors, Exhibitors, and Attendees for another SOLD OUT Show! Thanks to the 2016 Home & Garden Show Committee for making the show a major attraction for Central Texas.

Thinking about exhibiting or sponsoring in 2017? We would love to tell you more about this opportunity to showcase your business to thousands of local consumers who attend the show looking for ideas and information about their Home & Garden needs!

There is no better way to reach 4500+ potential customers in one weekend and show them what you have to offer.

We look forward to bringing our community another great show in 2017 with some new and expanded features. Contact us to get involved in planning the 2017 Home



Thanks Again to our 2016 Title Sponsor and Show Partners. Contact us to learn more about these opportunities and benefits for the 2017 Home & Garden Show!



2016 Banner Advertising Partners

-- Tex-Star Plumbing -- Moore Air -- All County Surveying -- Carothers Executive Homes -- CentraLand Title -- Campaign to Re-Elect Bill Schumann -- First Community Mortgage -- Campaign to Elect Harry Macey -- Arnold Builders -- State Farm Tyler Jermstad -- John Carter for Congress -- BMI Pest Management -- First Community Title -- Monteith Abstract & Title -- Campaign to Elect Russell Schneider --

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2016 Crawfish Boil

Thanks again to Lamar Advertising, Bud Light - Jack Hilliard, and Costa Pool & Spa!

Visit the TABA Facebook page for more pictures of this packed event!









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April 22nd - 24th & April 29th - May 1st Fridays 6pm - 8pm Saturdays & Sundays 12pm - 5pm

**Presented By:** 





Download the FREE Application Parade Smart to learn more about the 2016 Parade of Homes. Look for our logo to select our Parade of Homes



# ParadeSmart



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#### TABA Membership Spike Club Roster - Top 10

Jim Howe -- Omega -- 552 Credits

Christopher Butler -- Jubilee Homes -- 542 Credits

John Kiella -- Kiella Homebuilders -- 467 Credits

Jason Carothers -- Carothers Executive Homes -- 306 Credits

Linda Strickel -- Bonded Builders Warranty Group -- 271 Credits

Charles Amos -- Amos Electrical Supply -- 268 Credits

Curtis Lockey -- Lochridge-Priest -- 210 Credits

Dean Winkler -- CRW Construction -- 165 Credits

John Paysse -- 124 Credits

Robbie Johnson -- Stillwater Custom Homes -- 124 Credits

#### What is the Spike Club?

The NAHB Spike Club is composed of all of the individual members and employees of members in local associations who have attained Spike status. It is a vehicle to recognize these members for their outstanding achievements in member recruitment and retention in their local home builders association.

#### How do I earn Spike Credits?

Individuals earn Spike Credits by sponsoring new members, and by those new members retaining their membership. Spike credits have the following values: 1.0 credit for new Builder or Associate members and 0.5 credit for new council members, Affiliate memberships, and Builder and Associate renewal memberships.

#### What is one example of a Spike Club perk?

Other than bragging rights... Spikes can attend the NAHB Spike Party & Directors' Reception held each year during the International Builders' Show. The Spike Party & Director's Reception recognizes and honors Spikes across the country for their continued commitment to membership development. To qualify to attend the Spike Party & Director's Reception, each Spike must have a minimum of 6 credits and must earn at least one new member credit between November 1 2013 - October 31 2014.

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#### Please take a moment and check out our new members!

-- Brandon Whatley Homes -- Cobra Stone -- Fairway Mortgage The Wood Group -- Johnson Roofing --

# March 2016 Renewals

The following companies have shown their commitment to the industry by renewing their memberships. Thank you!

-- Marshall Excavating -- Custom Integrators -- Extraco Banks -- Heights Lumber & Supply -- Sojourn Real Estate -- Quality Builders --Centex Homes - Crawford Custom Homes -- Hunter Concrete Pumping -- InHouse Systems -- Kasberg Homes -- MF Construction --Rabroker Air Conditioning -- Stillwater Custom Homes -- Wildflower Country Club -- Stylecraft Builders -- Arnold Builders -- Central National Bank Temple -- Century 21 Roe & Associates -- Choice Rentals -- Compliance Resources -- Custom Signs & Trophies --Durango Doors -- Sears Builders & Development -- The Nitsche Group -- Union State Bank --

# Do Business with a member!

Our current members are our most valuable recruitment tools! Are you encouraging the people that you do business with to join TABA? There is strength in numbers! If your industry doesn't have a strong voice, your business will be impacted one way or another. This could mean less infrastructure development or it could mean more regulation and higher fees. Either way, your ability to grow your business could be limited if you don't have an advocate in the halls of government.

TABA not only provides networking and marketing opportunities that help you promote your business, we also navigate the political waters to help provide a pro-business environment.

We encourage you to engage your business associates, and have them join TABA so we can continue to move our industry forward! Contact Kacie at <u>kacie@tahb.org</u> or 254.773.0445 for more information on how to refer your business associates, or to pass on leads regarding prospective members!

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In addition to addressing new legislatively mandated notices for water front homes, many improvements have been made to the 2015-2017 package, which include:

- a new lot sale contract addendum, a new consultant-design agreement, an even shorter remodel contract, added advertising and media
- permissions, revisions to the independent contractor agreements, and a needed revision to the termination damages language;
  performance standard updates and numerous other changes that reflect best practices and up to date construction transactions and;
- performance standard updates and numerous other enanges that reneer best practices and up to date etc.
  revised warranty and performance standards to reflect current engineering and construction practices.

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# Membership News and Announcements

Do you have an announcement about your member company that you would like to share with the broader TABA membership? Contact us at info@tahb.org or 254-773-0445 to share

# Membership Initiative

As part of a membership initiative, we are asking our TABA Builder members to provide a list of the vendors and subcontractors that they do more than \$5,000 in annual business with. Upon receipt, TABA will determine who on your list is already an Associate member and who TABA and you should contact to become a member. You may think you are already doing business with a member - but they may not be! Let's increase the strength of our industry's voice by bringing in those vendors and subcontractors who aren't members yet.

Participants will earn credit, prizes, and recognition for recruiting new members that they do business with as well as increasing the percentage of TABA members they work with.

Submit your list of vendors and subcontractors today! This will provide TABA some solid leads for recruitment - and some builder members who can follow up with these vendors and subcontractors!

Associate members can participate too - just send us a list of folks you do business with who you think are members or who you think should be!

All information provided will be kept confidential - TABA will not share your information.

"Do Business With a Member"!

Entry Form

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# **Membership Benefits**

As a member of TABA you are also a member of TAB - The Texas Association of Builders. A video overview of some of their membership benefits is available here

Member Rebate Program



# TAB Member Rebate Program



www.HBArebates.com

What would you think if you could get a rebate for your loyalty to many of the nation's leading housing industry Manufacturers? Well, now you can regardless of your volume!

We're happy to introduce the TAB Member Rebate Program, a free member benefit, aimed at increasing your bottom line. For the minimal effort of informing us about the products you use, and telling us when you close on a home or project, you'll be putting money back in your pocket. When you participate in the TAB Member Rebate Program, every home you build can earn you rebate checks! Remember, both Builders AND Remodelers qualify for the TAB Member Rebate Program. Over 70% of the Builders & Remodelers who participated last year received back in rebates more than they paid in annual dues to the Association!

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Are you taking advantage of the Texas Association of Builders (TAB) Member Rebate Program? You can save hundreds of dollars each quarter by applying for rebates offered by more than 40 housing industry product manufacturers. This simple process allows you to take advantage of manufacturer rebates, regardless of your volume.

Through the TAB Member Rebate Program, leading manufacturers pay rebates to builders and remodelers – a thank you to our members for your loyalty to their products. You may already be using many of these products, so sign up today to learn if you are eligible to receive quarterly rewards.

There is no fee to join. No receipts needed!

Visit http://www.hbarebates.com/tab.html to learn more or call (866) 849-8900

Programs Exclusive to Members of the Texas Association of Builders



Find out more information about NAHB Private Offers, or search for your new vehicle at <u>Don Ringler Chevrolet</u>, a long time TABA member and the exclusive <u>GM Business Elite Dealer</u> in the Waco/Temple/Killeen area!

You can always visit www.nahb.org/ma to learn about these and additional member benefits and discounts!

Lowe's - Visit <u>www.LowesForPros.com/NAHB</u> or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when they mention the 5% at time of purchase and when using their LAR.

General Motors - \$500 exclusive private offer on most Buick, Chevrolet and GMC vehicles. Business Owners receive a \$1000 private offer on select vehicles and may also qualify for additional incentives, visit <u>www.nahb.org/ma</u> and click on the GM logo to find out more.

AT&T, Verizon, Sprint & T-Mobile - Savings up to 35% including a free analysis of new and existing plans. Program offers free mobile to ANY mobile, free mobile device management, dedicated help desk support, and much more. Visit <u>www.eMemberBenefits.com/NAHB</u> or call 866-430-NAHB (6242).

2-10 Home Buyers Warranty - Visit www.2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

AXA Equitable - Offers full-service, low-cost retirement plans that can help reduce taxes while saving for life in retirement. Visit www.axa.com/nahb or

call 800-523-1125, option 3, department 2046 and mention NAHB.

UPS Savings Program & YRC Freight - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-thantruckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit <u>www.1800members.com/NAHB</u> or call 1.800.MEMBERS (800-636-2377) for more information.

TransFirst - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit <u>www.TransFirstAssociation.com/NAHB</u>.

Dell - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit www.dell.com/nahb

Associated Petroleum Products (APP) - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit www.associatedpetroleum.com/nahb to enroll or call 800-929-5243, Option 6 & mention NAHB.

GEICO - Exclusive discounts for members on auto and home owners insurance. Visit <u>www.geico.com/disc/nahb</u> or call 800-368-2734 and mention NAHB for a free quote.

Hertz - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit www.hertz.com/nahb or call 800-654-2200 and use CDP# 51046.

Avis - Up to 25% off rental cars and FREE Avis Preferred Service membership at www.avis.com/nahb or call 800-331-1212 and use AWD code G572900

Budget - Up to 20% off rental cars and FREE Budget Fastbreak at www.budget.com/nahb or call 800-283-4387 and use BCD code Z536900

Office Depot - 10% off all delivery orders. Free shipping on orders of \$50 or more. Call 800-274-2753 mention NAHB.

Omaha Steaks - Save 10%, in addition to any online specials. www.OSincentives.com/promo/nahb

Endless Vacation Rentals - 25% discount on over 200,000 vacation rentals worldwide. Call 877-782-9387 and mention NAHB at time of reservation or go to www.endlessvacationrentals.com/nahb

Wyndham Hotel Group - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to www.nahb.org/ma and click on the Wyndham logo to find out more

FTD - 20% off floral arrangements and gifts at <u>www.ftd.com/nahb</u> or call 800-SEND-FTD use code 17421

NAHB Career Center <u>www.nahb.org/careers</u> - 20% off of standard rates for job posting & 15% off other HR services.

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Good morning TABA Members,

We just wanted to give you a heads up that our publishing partner, E&M Consulting, is wrapping up the publication of our Membership Directory. If you have any interest in advertising this year, please contact a sales associate at E&M.

An overview of advertising opportunities is available here

If you have questions or would like to advertise, please contact Mike Lindsay at E&M Consulting, Inc., at 254-230-4597, 800-572-0011 or mike@emconsultinginc.com. As always, your support in producing this valuable membership tool is greatly appreciated!

Thank you!

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#### Good Morning TABA Members

It came to our attention that OSHA was in the Waco area late last week. Please take a moment to visit with your subcontractors and/or employees about OSHA requirements.

If you are looking for a solution to address OSHA requirements, TAB offers a Model Construction Safety Program and Jobsite Safety Standards Package. Below is some additional information on this program that can be purchased through the TAB website <u>here</u>.

TAB's Model Construction Safety Program and Jobsite Safety Standards Package© was developed with input from OSHA safety experts, custom and volume builders,

remodelers, and attorneys who specialize in OSHA law. TAB members and staff conferred with OSHA officials during multiple visits and communications with OSHA Region 6 Headquarters regarding the Model Safety Plan. (Region 6 includes Texas, Arkansas, Oklahoma, Louisiana, and New Mexico.) The Model Safety Plan reflects input from OSHA Region 6 Headquarters and incorporates accepted best practices that, when utilized correctly, should result in a safer and more productive work environment.

TAB's Model Safety Plan and training webinar will provide you with comprehensive guidelines to help you train your employees regarding their responsibilities and to help you establish good safety procedures and systems for recordkeeping required by OSHA.

Once you have viewed the webinar that trains you on the use of the Model Safety Plan, you will receive instructions for obtaining your Certificate of Completion from TAB. In the event of an inspection by OSHA, the addition of the certificate to your safety plan shows that you are making every effort to comply with OSHA regulations.

At a cost to TAB members\* of only \$249.99 (plus sales tax), you will receive:

- 1. Texas Association of Builders Model Construction Safety Program and Jobsite Safety Standards Package© that includes a User Guide and the Model Safety Plan.
- 2. Access to a webinar that will train you on the use of the Model Safety Plan.
- 3. A Certificate of Completion stating that you have completed the webinar that provided you with detailed information on developing your company's safety plan using TAB's **OSHA-reviewed** Model Safety Plan.

Once you have purchased your safety plan package, you will receive an email with instructions and the link to the documents and the webinar.

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