



TENNESSEE ASSOCIATION OF ROOFING CONTRACTORS

THE VOICE OF LICENSED PROFESSIONAL
ROOFING CONTRACTORS

TARC Newsletter

Spring 2016

PRESIDENT'S CORNER

By Curtis Sutton, TARC President

It's that time of year again! We had our annual summer convention at the Pelican Resort in Destin, Florida last week. My family and I have always looked forward to attending the summer convention.

We heard from great speakers this year, including Maciek Rugar from NRCA, Mark Roberts from Dale Carnegie Institute, and a special full-day session of hot industry topics from Steve Little and Jayne Williams of the KPost Company in Texas. All the speakers were highly informative and made the convention one of the best in education!



My term is done as President, but this past year has been a great year for TARC! We started the Foreman's Training course through the NRCA and expect to hold another one in September. This will hopefully become a yearly, if not a twice a year educational event for TARC.

We have also continued to work on TARC's branding to ensure that all architects, general contractors, property managers and building owners know who we are and what we represent. Branding will continue to be a valuable and important tool for TARC, particularly with creating value to membership to TARC.

We continue to talk to building code officials with the State of Tennessee to halt the underground subcontractors who are not playing by the rules. Underground subcontractors continue to not pay Workers' Compensation and other requirements that members of TARC pay, and the State of Tennessee continues to lose thousands of dollars in tax revenue as a result.

I want to personally thank TARC's past-president Rick Ragan with Southern Roofing Company for always being a phone call away when I had questions over the last year. I also want to thank all of the sponsors and other members I reached out to throughout this year to help my role as President be successful.

I am happy to announce that Robert Smith of Donelson Roofing is the new President! I plan to help out in any capacity needed to continue TARC's success.

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Contact the TARC president with questions or concerns at info@tarcroof.org.

TARC's Summer Convention 2016

TARC's Annual Summer convention was held June 1-4 at the Pelican Beach Resort in Destin, Florida. More than seventy plus contractors and associate members were in attendance! The convention kicked-off on Wednesday night with a Welcome Reception and led into educational events Thursday and Friday.

Speakers included Maciek Rugar with the NRCA presented the latest *Industry Technical Updates* followed by Phil Barnes with the Crichton Group in *Pollution Liability Issues*. Mark Roberts,



acclaimed speaker with the Dale Carnegie Institute, gave a course on *Handling Mistakes*.

Guest speakers Steve Little and Jayne Williams gave several presentations that included instruction on *Losing Key Employees*, *Technology in the Roofing Business* and *Strategic Planning*. Mark is the president and Jayne is the CFO of the Texas based KPost Company.

The Summer Convention held plenty of networking and family oriented activities as well. Activities included a golf tournament at the Indian

Bayou Golf Course, a special Beach Party, hosted by the Larimer Shannon Group, family photos on the beach and a formal President's Gala dinner.



Cutis Sutton handed over TARC's president's role to Robert Smith during the Gala on Saturday night, becoming the immediate past-president. Robert Smith, with Donelson Roofing in Mount Juliet, is a second generation roofer under his father, Robert Smith, Sr. He now runs the family business.

A special recognition award was given to Kevin Link, Mitchell Parker and Karen Dickerson with the Metro Roofing & Metal Supply Co., Inc. for their outstanding commitment and contributions to TARC over the past year.

TARC's Annual Summer Convention was a



success for 2016 and fun for the families who participated.

Upcoming Events: SAVE THE DATES

Thursday, September 22, 2016
Proforeman Class I | Nashville, TN

Thursday, October 6, 2016
TARC Skeet and Shoot Event | Soddy Daisy, TN

TARC Member Spotlight: Bill Kimbrough, Jr.

Where is He Now?

Unlike many of us, Bill Kimbrough, Jr. pretty much knew what he was going to be when he grew up at a very young age. He started working with his father in the family roofing business, Modern Heating, Cooling, Roofing, Inc., the summer after his freshman year of high school. The client at the time was the Montgomery County Health Department.

After working every summer with his dad during his high school years, Bill decided to study business management in college and use that degree to help run Modern in the roofing field.

Thanks to years of experience, Bill took on a big role in his family's business with contracting. We recently chatted with Bill to hear how he got started, what he thinks of TARC and some of his most memorable roofing projects. Bill was a TARC scholarship winner during his first year of college, and has recently accepted the position as First Vice President on TARC's Board of Directors.

What are some of the services you offer and where are you located?

We are a unique company in that we offer both mechanical and roofing services to our customers and contractors. Our mechanical side does

residential as well as commercial work, while our roofing side does only commercial work specializing in single ply and standing seam metal.

What do you love about the business?

I love seeing a project go from start to finish. It gives you a feeling of accomplishment to have something visible that shows the hard work that is put into a project. I also enjoy seeing everyone at Modern have a sense of pride in the work that they have done.

Are there any aspects of the business that you dislike?

Not knowing what the weather is going to do. I try to keep up with exactly what the weather is going to do; just when you have a plan in place, the weather will throw you a curve ball and your whole day or week has changed. I guess that is all just part of being able to stay on your toes and always have a backup plan.

What is your favorite remodeling/roofing story?

My favorite roofing story is any job where



Annual TARC Scholarship Winners

As has been TARC's legacy, three scholarships were awarded this year at the Annual Convention, two Associate members for the Teemas Herbert, Jr., Associate Award and the Contractor's Award. Monies will be dispensed in the amount of \$1000 to their school of choice. Winners from above L to R photos: Madeline Koren will receive the Contractor's award, Taylor Dodson will receive an Associate's Award and Kathryn Hartman will receive an Associate's Award. Congratulations to our scholarship winners!

KPost on the Construction Superintendent App

By Steve Little & Jayne Williams, KPost Company



Steve Little, “Head Coach” and Jayne Williams, CFO of KPost Company in Dallas, TX, spoke at the TARC summer meeting in Destin, FL regarding technology in today’s roofing company. Steve stated, “Technology isn’t for everyone, but

accountability on projects is.” Although Steve and Jayne spoke to many technological topics, the job site reporting app seemed to have the most interest from the participants. KPost uses an app called *Construction Superintendent*, available at iTunes for \$99.99. This application streamlines the process of gathering and reporting critical construction project information. It provides a comprehensive set of site

the picture of any visitors to the projects and define any instructions or comments accordingly.

Consultants, client representatives and manufacturers consistently visit, and by capturing their picture and commentary, it has eliminated contradicting comments and eliminated stress during the project. Daily reports also capture the number of jobs being visited by superintendents and project managers during the construction phases, allowing an internal ‘checks and balance system’ to ensure the project is being managed appropriately.

Although KPost originally used the



“Technology isn’t for everyone, but accountability on projects is.”

management forms and administrative support tools that raise the efficiency and effectiveness of project superintendents and foremen, helping to ensure that activities and events are well documented and that your projects stay on schedule. KPost has found that after setting the expectations up from the pre-construction meeting before the job starts with the superintendent and crew, the daily report from the jobsite acts as a silent visual manager validating the work performance to specs and submittals. These daily reports are not only distributed to the superintendents, but are available for the project managers, consultants and clients alike to follow the progress of the project.

Jayne Williams who is also KPost’s Safety Officer, appreciates the accountability to safety these daily reports provide. Foreman are required to shoot pictures of safety and field conditions demonstrating KPost’s safety policies are indeed being followed on each daily report.

Another great process KPost uses is to shoot

Construction Superintendent app for its low slope commercial projects, we have incorporated this into our residential division. Homeowners are just as interested in the progress of their roof as are our commercial clients. Most homeowners never make it to the top of their roof and this gives them a visual tool to see exactly what they have. For \$0.27/day or \$99.99/year, KPost has a silent management tool for the project construction, an internal daily reporting process to all involved in the project, and a marketing tool to demonstrate the great work our team does for our clients and manufacturers.



[View in iTunes](#)

\$99.99

Steve Little is the President , “Head Coach” and Jayne Williams is the CFO of the Texas based KPost Company.

TARC Member Spotlight: Bill Kimbrough, Jr.*Where is He Now? (cont'd)*

after the work has been complete, and the customer is happy. Any job that goes like that is my favorite.

How do you find most of your jobs?

We find most of our jobs through general contractors that use us when they can, government bid work, and through word of mouth. We do very little marketing to drum up business.

If you had a son and wanted to offer him advice about getting into the roofing business, what would you advise?

I would tell him that it is a great business to get into and full of great people to be around, but that it is not an easy job. You will be dealing with people from all walks of life and you have to know how to interact with each one of them. There are always things that can and will go wrong and you must

learn to deal with them quickly and efficiently.

What is your involvement with TARC and why do you feel that it is important to stay active in the Association?

My dad was involved in TARC when my siblings and I were young, so we used to go on the summer trip each year. Once we were old enough, we were busy with sports and extracurricular activities, so my dad stopped going to some of the events. Before my freshman year of college, I received the TARC scholarship, which helped a lot that year. After graduating college, I went to a TARC golf tournament and then the Midwinter Meeting, and even though I wasn't present at the summer convention, I was elected to the Board of Directors. I have been on the board for a few years now and I am currently the First Vice President.

TARC is a great organization to gain information through educational classes and for networking, but the greatest part is the people. Even though most of us are competitors in some form or another, we get along with each other and it is great to be able to bounce ideas and gain knowledge from each other.

If you have a member in mind to spotlight, contact info@tarcroof.com



"Okay fine, I'll fix the hole in the roof."

TARC BOARD 2016-2017**President:**

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