

CHARTER MEMBERS OF THE LUBBOCK BUSINESS ASSOCIATION

- | | |
|---|--|
| 1. ARA RENTAL SERVICE
3802 Avenue Q
Sam Hughston | 6. HENSON PLASTERING COMPANY
4411 16 th Street
Matt Henson |
| 2. KEVIN BUXKEMPER, C.P.A.
7408 Toledo
Kevin Buxdemper | 7. HORIZON VAN MFG., INC.
2316 4 th Street
David Bloys |
| 3. DECOR CREATIONS
8008 Elkhart
Keenie Bottoni | 8. LEROY LAND REALTORS
3004 50 th Street
Ed Chauncey |
| 4. FEE PHARMACY #2
2119 50 th Street
Don Bottoni | 9. ROGER S. MARKS INSURANCE
2333 50 th Street
Roger S. Marks |
| 5. MACKEY HANCOCK, ATTORNEY
1112 Texas Avenue
Mackey Hancock | |

July 1990 A Little Bit of History by Jerry Vance, President

How many members know when the LBA was formed or who was responsible for the creation of the association? Do you know how many charter members were voted in during the first meeting or how many are current members of the association? The answers to these questions and more give us a "Little Bit of History" of the LBA.

The association's birth was the brainstorm idea of our very own Roger Marks and Mackey Hancock. Way back in April of 1979 the LBA had its first meeting and voted in nine charter members. The constitution and bylaws were written and the LBA was on its way to becoming a major business association in Lubbock. Roger served as the association's first president with Mackey filling the duties the second year. During the next several years the association wandered aimlessly through the city meeting at South Park Inn, Carrows and on to Dennys, Furr's and the "late" Swensons were also short term hangouts for the LBA. The association grew to over 65 members in 1986 representing over 50 firms. The LBA currently enjoys a membership of 55 people representing 52 firms. Lubbock Plaza has been the association's home for the past four years.

I was able to steal a couple of pictures showing the associations 1980 officers and directors. Can you identify the two individuals who are current members of our association? I won't tell!

Membership Requirements for the Lubbock Business Association

There are three requirements for membership:

- (a) One must be an owner or manager of a business in the Lubbock area
- (b) One must attend at least 3 meetings of the L.B.A.
- (c) Finally one must be voted on and accepted for membership by the Board of Directors of the L.B.A.

To maintain one's membership in the L.B.A. one may not miss 5 meetings out of any thirteen week period. Members are encouraged to visit the business of the member who gave the program.

The LUBBOCK BUSINESS ASSOCIATION (LBA) is an organization of business men and women, each a member representing one firm from a specific classification of business. Members of the LBA are professionals and business leaders and are actively involved in the Lubbock community. LBA members are committed to promoting the economic growth of fellow members.

Organized in March, 1979, with only nine charter members, the LBA has grown to its present membership. Members of the LBA believe in the free enterprise system and demonstrate that belief by their individual commitment to the Association. The LBA is comprised of business and professional men and women dedicated to providing excellent service and superior products for their clients. We offer a warm welcome to new members and are genuinely interested in the success of our associates.

The purpose of the LBA is to:
Investigate, discuss and promote economic growth for its members.
Acquaint its members with the products and services offered by other members.
Promote better relations between members.

Contribute to the growth and development of Lubbock.
The members of the association believe in the free enterprise system and demonstrate that belief by their individual commitment to the association.



PROCEDURE FOR BRINGING GUESTS

1. Solicit men and women to fill vacant classifications. The classification list should be used only as a guide. Any business may be eligible provided a conflict does not occur with an existing member.
2. Guests should be owners or managers having purchasing power in their company. This requirement may be waived by the board in some very limited cases.
3. Guests who are members of LEA or SEA are not eligible.
4. Guests may attend regular meetings free of charge.
5. Members should not bring guests to the monthly business meeting.
6. The sponsoring member is responsible for having the guest complete a GUEST INFORMATION SHEET which should be turned in to a membership committee person.
7. If a sponsoring member is unsure about a possible conflict or has any other eligibility question, contact a membership committee person or a member of the board of directors for advice.
8. Please provide each guest with a New Member/Prospective Member Introductory Booklet. Guests interested in joining the Association will be accepted as prospective members and voted on by the board as described in the booklet.

LBA Policies and Procedures

MEMBERSHIP COMMITTEE

- I. Objectives
 - A. Secure new members
 - B. Retain existing members
- II. Strategic Plan for securing new members
 - A. Inform membership of open classifications
 1. Develop current classification list
 2. Revise classification list on quarterly basis
 3. Distribute classification list on quarterly basis along with guest information sheet
 - B. Educate members on procedure for bring guests
 1. Procedure to be explained in classification list
 2. Discuss procedure during Friday morning meeting
 - C. Encourage members to bring guests
 1. One on one solicitation of members to bring guests
 2. Each committee person will be responsible for soliciting their assigned members
 3. Open discussion of potential guests during Friday morning meeting
 4. Follow-up calls to members who are bring guests
 - D. Recognize and thank members who bring guests
 1. Thank members during Friday meeting
 2. Recognize active members during business meeting and at year end meeting
- III. Strategic plan for membership retention
 - A. Encourage members with poor attendance to attend
 1. Personal call to members reaching the five absences out of 13 week period, as determined by attendance committee, encouraging them to attend the meetings
- IV. Miscellaneous committee duties
 - A. Collect guest information sheet
 - B. Investigate guests for conflicts or other problems
 - C. Report prospective guests to board
 - D. Inform guests who have been voted into association
 - E. Present plaques to new members and recognize sponsoring member
 - F. Carry out other duties as may be required in the by-laws

MEMBERSHIP COMMITTEE DUTIES

1. Call each member in your group and personally ask them to bring a guest of their choice. Use the classification list as a guide. Other classifications may be available that are not contained in the list. Attempt to have each member commit to ask several prospects. Explain that several invitations are sometimes necessary to have one guest join the association. Coach each member as may be necessary. Make sure the sponsoring member supplies a guest with a membership booklet. Also make sure each member has a guest procedure list and membership booklet.
2. Follow up calls periodically to support and encourage every member to bring guests as prospective members. Ask members to call with any questions about bring guests.
3. Explain that new members are vital to the associations continued existence. All members know at least a couple of prospects.
4. Keep a personal log of each prospect the member agrees to contact. Make sure I receive all guest info. sheets.

I will call periodically to ask about your progress. Be prepared to give me a brief report about each member and his or her prospective guests.

Be sure to greet members and guests before and after each Friday morning meeting. Tell each member you are glad to see them at the meeting. Welcome each guest and ask them to come back.

Call members in your group who have been absent five or more meetings as reported by the attendance committee. I will supply you with the names. Encourage the member to attend the meeting and that his/her presence is missed.

Does the LBA Work?

A couple of weeks ago Jim Riebel at McWhorters received a phone call from a Mr. Stone in Dallas whose son is going to Texas Tech.

Mr. Stone explained to Jim that his son was having car trouble and that he had not lived in Lubbock very long and did not know anybody that he felt like he could trust to take his car to. But, he had been referred to McWhorters.

Jim asked Mr. Stone who had referred to McWhorters. Mr. Stone explained that the week before he had been at a meeting in St. Louis and was telling a few people about the problems he was having with his son's car and not knowing where to take it in Lubbock.

Well, one lady spoke up and said she used to live in Lubbock and she knew of a reputable place and recommended McWhorters. Jim asked Mr. Stone if he remembered the woman's name? He said he did and that her name was Karleen Hagen. -

For you newer members, Karleen is with American Airlines and used to be a member of the LBA about two years ago. So yes, the LBA does work!

January 2003





LBA Founder Hon. Mackey Hancock

1991

LBA's War Hero Mackey Hancock

On Monday, December 17, 1990, I received a telephone call at my office that severely altered my life for the next few months. I was sitting at my desk at the Courthouse when the operations officer of my Reserve unit called and told me that I needed to report to the Reserve Center on December 20, 1990, for 7 days active duty. I, like all other reservists across the nation, had been keeping a wary eye on the mideast situation ever since August 2, 1990, when Saddam Hussein's tanks had invaded Kuwait. But like all other reservists I felt that the chance that anyone would want my particular unit was slim and none. After all, how many people in the Pentagon even knew that there was such a thing as the 413th Civil Affairs Company. There was also the fact that my unit had been on alert at least three times since the fall of the year and had not been activated. Still the telephone call left no doubt what my mission would be at the reserve center; I was to prepare to receive the unit for mobilization.

MOBILIZATION, that's what happens when the bad guys attack your country, like after Pearl Harbor, and we hadn't had a Pearl Harbor, had we? Yet on the 20th day of December I found myself in my uniform at the Reserve Center being briefed about what the next few days would have in store for me. My unit was to report on the 27th of December for 3 days of preparation before we moved the unit to our mobilization station. At that time we didn't know which of several possibilities we would be going to. In the next few days we were told that we would mobilize at Fort Hood, Texas, Fort McCoy, Wisconsin, and finally Fort Bragg, North Carolina. Eventually the powers-that-be settled on Fort Bragg, North Carolina.

During the pre-mobilization period, I spent my time trying to decide what legal documents the soldiers of the 413th C A Co. would need to execute, what type of family support documents would be needed, and what type legal problems would I be likely to confront during the duration of my stay on active duty. I was extremely busy but the work was very rewarding because as I went through the program with all of the unit members over the next several days you could see a look of relief come over their faces as we discussed and took care of a number of different legal and family problems that were worrying them.

Finally, after packing everything in the reserve center and shipping all of our vehicles off, we departed Lubbock for Fort Bragg, North Carolina on December 30, 1990. Upon our arrival at Fort Bragg, we began what the Army calls a POM program. (Preparation for Overseas Movement) This entailed a lot of physical fitness testing, testing on basic soldier skills, and a battery of psychological testing. We were certified ready to be deployed around the middle of January 1991. However, before we could get on a manifest to go over, the air war started and our priority was pushed way back. As things worked out, we were not able to get air transportation over there until February 6, 1991.

We left Fort Bragg on the 6th of February at about 8:00 PM and arrived in Dhahran, Saudi Arabia at about midnight on the 7th of February. When we got off the plane and were formed up on the tarmac of the airport, you could see and hear the fighters and fighter bombers taking off for sorties over Iraq. It was an incredible sight for a guy who only a few short weeks before, was spending his time trying DWI cases in Lubbock, Texas. It also made it very clear that this was for real and this was not just another summer camp.

After a few days in and around Dhahran, my unit moved north to the desert. We were closing with the division we were to support, the 1st Armored Cavalry Division from Fort Hood, Texas. The 1st CAV had just moved to their new location about 40 kilometers from the Iraqi border. The 1st CAV has a long and storied history in the U.S. Army and is a unit which we had previously had the opportunity to work with on a regular basis. However, I, like many of my fellow reservists, wondered just how the active Army would

take to and treat the reservist. As things turned out, they treated us just fine, for they, like most other people, didn't care if you were a reservist or not; they just wanted to know if you could do your job.

After filling more sand bags than I ever care to think about and digging more bunkers than I ever thought necessary, we finally had our own individual and unit area fairly secured. At this time, before the ground war started, there were a few days in which there was a lull in the activity and you had some time to reflect upon what had happened to you. I started wondering, wasn't I just a little too old to be doing this. After all, I was getting ready to have my 43rd birthday in the middle of the Saudi desert. Yet this is exactly what I had spent the last 17 years preparing for. For me, during this period of reflection, I had to face the fact that although a little uncomfortable physically and a little unnerved at some of the prospects facing me, I didn't want to be anywhere else in the world at that particular time. Don't get me wrong, for I am not a hero, nor do I have any desire to be one, yet I am committed to the reserve program and to its place in the defense of our country. Therefore, I could be no other place than the middle of the Saudi desert.

Because I had this sense of purpose, I was able to go about my job with a relative calm. Also, I knew that the people in the USA were supporting me and my efforts. This meant that they thought that what we were doing was both important and worth doing. This is a far cry from what the men and women who served in Vietnam heard on a daily basis. I probably cannot convince anyone of how much this type of support meant to me individually and to the troops as a whole. Just let me say **THANK YOU** for the support. On even a more individual basis I knew that if my family needed anything back home in Lubbock that I had friends like all of you in the LBA who would do everything in your power to make sure that their needs were met. The peace of mind that this type of knowledge brings to a soldier in the field cannot be overemphasized. I have seen soldiers that simply cease to function because of fear of what was happening to their family back home. I knew I never had to worry about that.

Eventually, on April 9 or 10, my unit was allowed to leave the desert and go back to the Dhahran area to prepare for redeployment back to the States. We were left with only one more hurdle to cross and that one nearly got us. As we were preparing to leave, the situation inside Iraq was deteriorating rapidly and in fact a civil war broke out. The day we were scheduled to leave Saudi two of our sister units from the same civil affairs group received their warning orders to prepare for movement to southern Turkey and Northern Iraq. By the slimmest of margins we were able to get on the airplane and leave before they could put us on the same warning order. We arrived back at lovely Fort Bragg only to find out that the people in Turkey were still trying to get our unit over there by name.

Luckily for us a decision was made at the level of the Joint Chiefs of Staff not to redeploy any unit that had gotten back to the States. Therefore, we arrived back in Lubbock on April 21, 1991, and I am here to write this little note to all of you. Our two sister units have yet to arrive back in the USA, they are still somewhere in northern Iraq or in Saudi getting ready to come home.

Let me once more take this opportunity to thank each of you for your support and your assistance. You should know that even after this little field exercise, I am still committed to the Reserves and supporting my country by staying in the program. As I told you in the beginning, mobilization is something that happens when the bad guys attack. For Lubbock units, the last time was November 1940 with the mobilization of Battery C, 131st Field Artillery, 36th Infantry Division, Texas National Guard in which my father, Arthur K. Hancock, was a member.

2003 - 2006



An Appealing Judge

February 10th, 2006. Mackey Hancock, one of the founders of the LBA and a current Judge on the Seventh Court of Appeals introduced the Chief Justice of his Court to the Association as the program.

Chief Justice Brian Quinn hails from Lubbock and is a 1981 graduate of Texas Tech's School of Law.

Justice Quinn was a former partner of the firm, McWhorter, Cobb, and Johnson and has served on the Court since 1995.



The Court hears both criminal and civil cases that are appealed from cases that originate in Lub-

bock and the surrounding counties.

The LBA thanks Hon. Mackey Hancock for sharing Justice Quinn with us, for founding the LBA, and for contributing to the success of Lubbock and the Association's members.

LBA Board Through the Years

CHAIRMAN OF THE BOARD: Roger S. Marks
 PRESIDENT: Chuck Lanehart
 VICE-PRESIDENT: Barbara Andrews
 SECRETARY: Arline Callaway
 TREASURER: Jerry Vance

BOARD OF DIRECTORS:
 Tim Gristy
 Mike West
 Paul Durham
 Tom White

Telephone - Arline Callaway
 House - Albert Hernandez
 Leads - Paul Durham
 Attendance/Visitation - Howard Darwin
 Program - Barbara Andrews

Social - Mike West
 Nomination - Sam Copeland
 Member of the Month - Tom White
 Membership - Tim Gristy
 Newsletter - Chuck Lanehart

1989

Walton Appointed

Mike Walton of Superior Systems has been appointed by LBA President Chuck Lanehart to serve as Chairman of the Attendance and Visitation Committee. Mike will replace Howard Darwin, who has resigned from the LBA due to the closing of Carpet City. Other members of the Attendance/Visitation Committee are Eddie Poteet and Russ Baxter.

CHAIRMAN OF THE BOARD: Roger S. Marks
 PRESIDENT: Chuck Lanehart
 VICE-PRESIDENT: Barbara Andrews
 SECRETARY: Arline Callaway
 TREASURER: Jerry Vance

BOARD OF DIRECTORS:
 Tim Gristy
 Mike West
 Paul Durham
 Tom White

Telephone - Arline Callaway
 House - Albert Hernandez
 Leads - Paul Durham
 Attendance/Visitation - Mike Walton
 Program - Barbara Andrews

Social - Mike West
 Nomination - Sam Copeland
 Member of the Month - Tom White
 Membership - Tim Gristy
 Newsletter - Chuck Lanehart

1990

Elections! Elections! Elections!

The leadership of our association will be decided Friday night April 6th at our Annual Meeting. This important reason is why it must be in your plans to attend.

Our slate of officers is as follows:

President: Jerry Vance; Mike West

Vice-President: Bill Lane

Secretary: Fred Nicholson; Pat Garry

Treasurer: Paul Durham; Jeff Opitz

Board of Directors: Rick Ward, Ralph Quest, Kevin White, Roy Towle

Get Involved

by Jerry Vance

I want to thank everyone in the LBA for their support during the 1990-1991 year. Holding any office or chairing any committee is both a challenge and a learning experience. As we move forward our new president, Mike West, will be asking for members to fill the various committee positions. I highly recommend that you get involved in one of the committees. The experience is fun and will provide an opportunity to learn more about the LBA.

CHAIRMAN OF THE BOARD: Chuck Lanehart
 PRESIDENT: Jerry Vance
 VICE PRESIDENT: Mike West
 SECRETARY: Jim Riebel
 TREASURER: Jeff Opitz

BOARD OF DIRECTORS:
 Ralph Quest
 Bill Lane
 Kevin White
 Rick Ward

Changing of the Guard

by Mitchell Stockton

If you missed the Annual Business Meeting April 5th, you missed a great time. Ask Melissa Grimes how she got so many varsity letters in high school. And for future reference, if you are running for an office in the LBA and you do not want to win, then you do not want Billy DeWeese as your campaign manager.

The LBA had a spectacular 90-91 year. We are in great financial shape and even though we lost a few members I think we made up for that loss by the quality of the new members that joined us.

Everyone should congratulate the past officers on a job well done and when the new officers call on us to participate on a committee, let's all join willingly. You will get out of the LBA exactly what you put into it.

The following are your new officers for the 91-92 year.

Chairman of the Board:	Jerry Vance
President:	Mike West
Vice President:	Denny Graham
Secretary:	Billy DeWeese
Treasurer:	Melissa Grimes
Board of Directors:	Jim Riebel
	Terry Parkinson
	Kevin White
	Rose Hardy

1991

Jerry Vance presents awards to the 1990-91 officers and committee chairmen.



This wild bunch is the LBA's new officers for the 1991-92 year.



New LBA Officers: (l to r) Bill Lane, Secretary; Barbara Andrews, President; Jo Wright, Treasurer; Thomas Gonzales, Vice President; and Mike West, Chairman of the Board. (Photo by Ken Strouth)

1992



LBA Board Members: (l to r) Joe Uerling, Kevin White, Rose Hardy and Dr. David Gibson. (Photo by Ken Strouth)

1996



Board Members - Andy Anderson, Bill Lane.

1997

New Officers 1997-1998

Jack Scarborough, President
Mike Walton, Vice President
Charlie Perry, Secretary
Phil Hammond, Treasurer

Board of Directors:

Thomas Gonzales
Debbie Clark
Jim Riebel
Pat Scarborough

Bill Lane, Member of Month
Committee

Rose Hardy, Social
Andy Anderson, House
Charlie Perry, Telephone
Pat Scarborough, Leads
Mike West, Attendance/Membership



Jack Scarborough presents David Bentley an award for service as LBA President.



Mike Walton presents Jack Scarborough an award for service as Vice President.



Jo Wright for service as Chairman of the Board, presented by Jack Scarborough.



Sam Byers receives his award for service as Secretary from Mike Walton.



Mike Walton presents an award
for service as Treasurer.



Mike Walton presents John McDermott
award for service as Board of Director.



Mike Walton presents Jim Riebel with
award for service as Board of Director.



Mike Walton (again!?!) presents Paul
Durham with award for service on Board
of Directors.



Jack Scarborough presents Debbie
Clark award for Service as Board of
Director.

1999

New Officer Elections



Congratulations to our new officers for the year 1999-2000. They are (left to right) Larry Lee, Secretary; Chuck Lanehart, Vice-President; Jerry Vance, Treasurer; Andy Anderson, President and Larry Holland, Chairman of the Board.



Elected to a two year term as Board of Directors are Todd Johnson and Jay Stone. These two gentlemen will serve with Victor Bobo and Tom White as our board.



Jerry Vance gives the Treasurer's Report.



Larry calls on Sam Byers, LBA Vice-President, to take the last Volume Report for 1998-1999.



Members cast their ballots for the new officers for the Lubbock Business Association.



LBA President Larry Holland watches over the proceedings of the Annual Meeting.

2000

New Officers

President: Vic Bobo
Vice President: Chuck Davis
Secretary: Jim Riebel
Treasurer: Debbie Clark
Past President: Andy Anderson

Board of Directors:

Jay Stone
Todd Johnson
Mendy Hathorn
Glenda Sink



Vic Bobo adjourns his 1st Official Meeting.

Committees

Leads: Larry Smith
Attendance: Mike Walker
Newsletter: Rick Smith
Phone: Jerry Vance, Jennell Ward, Todd Johnson
House: Andy Anderson
Social: Rose Hardy
Membership: Ron Hettler
Programs: Chuck Davis
Member of the Month: Jay Stone

2001



Our New Officers 2001

Left to Right:

Chuck Davis, Secretary
Tramella Shropshire, Treasurer
Jo Chapman, President
Jerry Vance, Vice President

2004

Officers

Chairman of the Board:	Thomas Gonzalez
President:	Jay Jacobus
Vice President:	Joey Yates
Secretary:	Delton Daniel
Treasurer:	Jeff Hancock

Board of Directors

Jay Stone	Ron Hettler
Carol Phelps	Danny Davis

Committees

House:	Jerry Vance
Attendance:	Debbie Clark
Leads:	Danny Davis
Membership:	Coy Howell
Member of the Month:	Chuck Davis
Social:	Rose Hardy
Phone:	Calvin Ables
LBA Leader:	Tom White
	Chuck Lanehart



Thanks to the 2002-2003 Board! Great Job!



2003 - 2004 Board

2012

Board & Committee Chairs

Chairman	Jerry Smith
President	Perry Scott
Vice President	Ezra Hoffman
Secretary	Mike Walker
Treasurer	Todd Johnson
House	Jerry Vance
Membership	Perry/Ezra/Chris
Social	Chris Lane
Newsletter	Angie Lane

Friday 7:00a.m. Meeting

Lakeridge Country Club

8802 Vicksburg, Lubbock TX

Lubbock Business Association
Lubbock, Texas
www.lubbockbusiness.com

President's Column from the LBA Leader Chuck Lanehart - 1989 - 1990

President's Column

by Chuck Lanehart

The genesis of this newsletter is significant. It is a sign that the Lubbock Business Association has "come of age." Now ten years old, our organization is a respected institution, a vital member of the various elements of our community which constantly strive to build commerce in Lubbock. To reflect our pride in our organization, *The LBA Leader* will chronicle our achievements and serve as a means of dispensing news and information to our membership.

A little explanation of the name we've selected for our newsletter is in order. *The LBA Leader* was named in honor of the very first newspaper published in Lubbock, *The Lubbock Leader*. The publisher and editor, by coincidence, was an attorney, Robert E. Lee Rogers. The newspaper's only known issue was printed July 31st, 1891. Our newsletter will last longer. (*The Lubbock Avalanche-Journal* is descended from the *Lubbock Avalanche*, also founded by a lawyer, John J. Dillard, after the turn of the century.) So much for history.

As editor of this "rag", I solicit your help. Anything newsworthy or thoughtworthy is welcome for this publication. Our deadline is "the Tuesday before the Friday preceding the monthly business meeting", according

to our printer, Tom White of Dennis Bros. (If you understand that, you can probably carry on a meaningful conversation with Charlie Camp about "gigabytes".) Don't be hesitant to contribute just because you may be totally illiterate — just contact me or any member of the newsletter committee (Tom White, Arlene Callaway and Ken Strouth) — we'll make you read like an Ernest Hemingway short story. And don't be shy about "strutting your stuff" — promoting ourselves and our businesses is what the LBA is all about.

Carpet City is going out of business, and Howard Darwin — after ten years — is leaving the LBA to go on to bigger and better things. Howard was a valued and hardworking member of the LBA, and all of us who did business with Carpet City know he will be successful in whatever venture he undertakes. Howard's departure emphasizes the fact that the LBA is not static, but forever changing, and that we cannot be successful as a business organization unless we grow and attract new members. Let's help ourselves, our businesses and the LBA by each making every effort to bring at least one prospective new member to a meeting each month.

2015

Board Members

Chairman	Thomas Gonzales
President	Ron Hettler
Vice President	Open
Secretary	Debbie Clark
Treasurer	Elliott Goodwin
Board Members	Jay Stone, Eric Carroll Jerry Smith, Jerry Vance

What A Great Country!

by Chuck Lanehart, LBA President

No one was more honored and surprised that I to be elected President of the Lubbock Business Association last April. Panic-stricken, I assumed the podium from outgoing President Roger Marks, and thinking, "What the hell do I do now?", I said instead: "What a Great Country!" And indeed it is.

Thanks to some wonderful help from the LBA Board and the membership, the Lubbock Business Association has had a great year.

Tim Gristy is an incredible person, one of the most dedicated people in the LBA. When I asked Tim last April what job he would prefer, he immediately volunteered to chair the membership committee, which along with the program committee chair/vice-president job is the most difficult task of any in the LBA. Tim tackled the chore with outstanding results. Having signed up the entire membership of his church in LBA, Tim switched denominations and is now halfway through converting his new flock as LBA members. Seriously, under Tim's leadership, the LBA roster has grown by some ten or twelve firms while losing only a couple in one year. This growth is what makes the LBA a vital factor in Lubbock's economy and is what makes the LBA an important source of revenue for each of our businesses.

Barbara Andrews is the backbone of our organization. As she has demonstrated time and again, she could run the entire show by herself. Her knowledge of the way the LBA works has kept me on track all year long. Though some of us got a bit burned out on drug talks, Barbara provided consistently excellent programs week after week. Truly, Barbara is the type of person one can depend upon without hesitation; and I certainly did, as she will tell you I'm sure.

I was in Tom White's office nosing around one day, and I opened up a drawer full of LBA Member of the Month plaques, each engraved with Tom's name. The only reason Tom didn't add a half dozen more this year is because he selflessly chaired the Member of the Month Committee. Tom was also instrumental in creating and nourishing this newsletter, in bringing several new members to the LBA, and in telling consistently bad jokes at the end of LBA meetings.

Jerry Vance and Mike West are running for President of LBA. I can endorse both as extremely well-qualified for the job. Since Jerry took over our association's treasurer duties a couple of years ago, the LBA has gone from marginally bankrupt to wealthy. This was no accident: Jerry is indeed a favorable variance for the LBA. I cannot remember any smoother social year than this year. Mike West added a special early summer ski party which was a wonderful surprise, and the picnic/golf, and Christmas parties were equally successful under Mike's guidance. I know of no one in the LBA with more enthusiasm for the organization than Mike West.

A few other folks deserve good words: Arlene Callaway, the Wit of every Board meeting; Roger Marks, the Godfather of the LBA; Paul Durham, the Dedicated Druggist; Mike Walton and Sam Copeland, the Early Risers; and Albert Hernandez, our Faithful Food Fellow. I know there are others I should thank, but space prohibits. Thanks to all of you who have made this year very special for me and very special for the LBA. What a Great Country!

1. I cannot write a "Thank you" column without mentioning my companions on our victorious LBA golf team: Slamin' Sam Copeland, Mack the Hack Hancock, Bryson Shriver and Bill Madman Lane.

President's Column by Chuck Lanehart

You will not have experienced the true joy of living if you never participate in the annual LBA Golf Tournament and Picnic.

The golfing event provides the high drama of a Mexican bullfight, the suspense of a circus highwire act, and the intensity of a ninth game of the World Series. If you're looking for athletic talent, however, you are looking in all the wrong places.

Although there is one single-digit handicapper among LBA's membership, Roger Marks, the balance of the participants may be most charitably described as hackers. Take Mackey Hancock (please). An avid golfer who sometimes plays more than four times a week, Mackey remains a 29 handicap. True, the Judge had the good fortune of firing a hole-in-one with his seven-wood on Number Two at Hillcrest early this spring. However, within a month, the Judge had smashed the same golfclub to smithereens as punishment for a particularly offensive shot. Remember that if you ever have to appear in Mackey's Court.

There are others among us who approach triple-digit handicaps. Bill Lane's handicap could never be accurately assessed even by Charlie Camp's best computers. Still, Bill braves the links each year in the hopes of attaining that high honor of being LBA Golf Champion. When Slammin' Sam Copeland won that distinction a couple of years ago, he celebrated so diligently that he had to be dunked in the pool before being allowed to drive home.

LBA golf veterans scheduled to attack the demanding Hillcrest layout August 4th include the wiley Richard "Mr. Sandbag" Ginsburg; former champ "Pounding" Paula Lanehart; and Tom "Terrific" White, known for his "gorilla" putting style. Among the rookies in the field expected to make a strong showing are Dave "My handicap depends on the weather and alcohol consumption" Schulman, Thomas "If Lee Trevino can do it, why can't I?" Gonzales, and Clyde "Can I putt with my racquet?" Lynn.

Aside from the golf, the annual get-together is famous for other less-well-known athletic endeavors poolside, like the highly competitive Least Suntanned Body event and the Most Well-Rounded Abdomen award. Culinary events, including the Most Heaping Plate competition, are also exciting to watch.

You will not regret the fun and sun, and don't forget to bring along the kids. They always have a great time, and sometimes they pick up on some of Life's Great Truths. My daughter, Lindsey, age 8 at the time, watched Roger's antics with the kids in the pool for quite some time. Then, she whispered in my ear, "Daddy, who is that guy?"

"That's Roger Marks, Lindsey, the President of our club," I responded.

"He sure is mature," she commented.

"Well, I guess so," I said. "Lindsey, do you know what mature means?"

"Sure, Daddy, it means when somebody acts like a 12-year-old." Out of the mouths of babes. See you on August 4th!

President's Column by Chuck Lanehart

"Patronage" is defined by Webster as "n. countenance, support, or encouragement given to a person or cause; condescending manner; in trade, regular customer."

There are thus three ways we can patronize as members of the Lubbock Business Association, and two of these ways are good. In my experience with the LBA, I've seen all three methods of patronage demonstrated, and we each need to concentrate on developing the two good forms of patronage.

Many of our members cannot trade regularly with other members because of prior longstanding professional or business relationships with non-LBA members. This is understandable and acceptable. One need not be a patron to an LBA member only in the sense of being a "regular

customer." I know of many instances, several of which in my own experience, in which an LBA member, though not a "regular customer" of the other LBA member, benefitted directly from the association because of that other definition of patronage: "countenance, support or encouragement given to a person or cause."

Unfortunately, I have also heard some discouraging words among LBA members concerning our brethren. Although there is a place for constructive criticism of our fellow members, a "condescending manner" toward other LBA members should be discouraged. Let us strive to work toward the positive definitions of patronage within the LBA. If you can't be a regular customer of the other guy, give countenance, support or encouragement anyway.

President's Corner by Jerry Vance

The continued success of any organization is dependent upon the retention of long term members. Our older members provide a great deal of stability and leadership for the association. My hat is off to the following businesses and people who have been members for five years or longer:

Agape Personnel, Billy DeWeese
Big K Lumber, Roy Towle
Cardinals Sport Center, Mitchell Stockton
Crestview Pharmacy, Paul Durham
Dennis Bros. Printers, Tom White
A. G. Edwards, Bill Lane
Gristly Cleaners
Mackey Hancock
Joe Harkins, D.D.S.
Landscape Gallery, Tab Daniel
Roger Marks
Nicholson Jewelers, Fred Nicholson
NTS Communications, Barbara Andrews
Poteet Office Suppliers, Larry Holland
Redbud Floral, Loyd Shipp
S&Q Quicksilver, Albert Hernandez
Samson Plumbing, Sam Copeland
Sentry Security, Rick Ward
Superior Systems, Mike Walton
The Upper Room, Randy Taylor

President's Corner

by Jerry Vance

I have a good feeling that 1990 is going to be a good year for the LBA if the enthusiasm for serving as an officer, director, or committee chairman is any indicator. The LBA Administration is comprised of the following members:

CHMBD.: Chuck Lanehart	BOARD OF DIRECTORS:
PRES.: Jerry Vance	Kevin White
V.P.: Mike West	Ralph Quest
SEC.: Pat Garry	Rick Ward
TREA.: Jeff Optiz	Bill Lane

The following members have agreed to chair the committees as indicated below:

Telephone: Pat Garry
House: Larry Holland
Leads: Rose Hardy
Attendance: Fred Nicholson
Program: Mike West
Social: Margaret Couch
Mem. of mo.: Bill DeWeese
Membership: Ralph Quest
Newsletter: Mitchell Stockton
Nomination: Jerry Vance

We also have several members who have volunteered to help our chairmen. We need a few more members to work on the member of the month, leads and telephone committees. If you are interested, please let me know.

President's Corner from the LBA Leader Jerry Vance 1990 - 1991

President's Corner by Jerry Vance

As most of you know, I have developed a new membership classification list to aid all of us in bringing guests to our regularly scheduled meetings. The information is general in nature and should not necessarily be interpreted as a specific classification list. I am asking every member to review the list and make an effort to bring at least one interested guest to our meetings. I would like to see the association reach a goal of 55 members by the end of our fiscal year on March 31, 1991. Please return the top page containing your prospects to me as soon as possible. Some of us may know several prospects while others may not know any and that's o.k. As long as we all make a personal effort we will be successful. Please call myself or any board member if you have any questions concerning potential guests.

P.S. Yes, I made an error on the list. SPS is a member in good standing and fills the electric company classification.

1991 - 1992

President's Report

by Mike West

1990-1991 was an interesting year to say the least for LBA. Everybody finally learned what a positive and negative variance budget was, Mackey Hancock took an unexpected vacation in Saudi Arabia, Margaret Couch got a 69 award, Ralph Quest FINALLY got member of the month, Jerry Vance got a job (now if he could only remember where), Denny Graham had to give up bowling, Jim Riebel received so many ANONYMOUS votes that he got Member of the Year, and well, you get the idea. What can possibly be done to top a year like that?

We are off to a good start with an outstanding list of officers, directors, and committee chairmen. The LBA Administration is comprised of the following members:

CHMBD: Jerry Vance	BOARD OF DIRECTORS:
PRES.: Mike West	Kevin White
V.P.: Denny Graham	Rose Hardy
SEC.: Billy DeWeese	Jim Riebel
TREA: Melissa Grimes	Terry Parkinson

The following members have agreed to chair the committees as indicated below:

Telephone: Billy DeWeese
House: David Bentley
Leads: Mike Hensley
Attendance: Thomas Gonzales
Program: Denny Graham
Social: Terry Parkinson
Member of Month: Roy Towle
Membership: Paul Durham
Newsletter: Jo Wright
Nomination: Mike West

We had several members sign up to help on committees and all positions are complete with the exception of one. I made a mistake and left an important member off of the list for social committee. Yes, that's right - Margaret Couch. How could I be so careless!

I am looking forward to this year and with the help of all the members working together I know this will be a great year for LBA.

PRESIDENT'S REPORT

by Barbara Andrews

Boy, has it been hot! Summer is in full swing and everyone is taking vacations to exotic places. But remember, attendance and visitation are still requirements of the LBA so please do not become lax this summer.

Debbie Clark and her committee are doing a great job in getting our first event of the year organized. Mark your calendar for Friday, August 14th at Hillcrest Country Club. Mitchell Stockton and Andy Anderson have agreed to help in drafting the golf teams and setting up the format. Even if you are not a great golfer, come on out and join us. It is always a great time and lots of fun to watch. The picnic will start between 6:00 and 6:30 but everyone is welcome to come early and play in the pool or watch the golfers come in. We still need some help with the children's events so if you or your spouse would volunteer to help, we sure would appreciate it.

Jo Wright is a fantastic treasurer and she has prepared a budget that will soon be presented. The LBA has a "favorable variance" currently; therefore, the Board has opted to table any further discussion concerning excess funds. This item will be discussed at the Board meeting for clarification purposes only and then hopefully, we will not have to bring it up again.

If you have any ideas on what you would like done differently at the meetings or if you have any constructive criticism, please feel free to offer it to me or anyone on the Board. I appreciate the opportunity to be your President.

PRESIDENT'S REPORT

by Barbara Andrews

Thank you for electing me president of the Association. As most of you know, I have already stated a few of my goals for the coming fiscal year. One goal is to start the meetings promptly at 7:00 a.m. so that we can finish before 8:00 a.m. and maybe cut down on the number of people that feel they must leave early. So come a little bit earlier so you can socialize and do business with other members.

I also want all of us to work to increase our membership. With Jerry Vance as Membership Chairman, I feel he has set some realistic goals and ways to attain those goals. Jerry is willing to spend the time needed to bring new members into the Association. Help support him and continue to bring guests.

As a board, I want the LBA to make a decision on the excess funds and follow through with that decision. I also want a decision made on the visitation policy. It is not my intent to alienate myself from the members of the Association, but I feel that the LBA has been lacking in some areas in the past couple of years. I am open to suggestions and welcome your input.

The committee chairpersons for the next year have graciously agreed to serve and have some great ideas for improvement. Please sign up for a committee and become an active member of the Association. The committee chairpersons are:

Membership - Jerry Vance
House - Joe Uerling
Nomination - Mike Redeker
Attendance - Jan McIntosh
Leads - Rose Hardy
Program - Thomas Gonzales
Social - Debbie Clark
Newsletter - Tom White
Telephone - Bill Lane
Member of the Month - David Gibson

Again, thanks for electing me President. I believe in the LBA and its purpose and I am committed to the LBA.

President's Report

by Barbara Andrews

Happy New Year! I sincerely hope your holiday season was all that you wanted it to be.

Since it is traditional to set new year's resolutions, I have a few for the LBA. Most of you now can guess what they are: a) Be on time or early to the Friday morning meetings; b) Be in attendance; don't let other things interfere with your commitment to the association; c) Be a regular visitor to the member that gives the program; d) Be a supporter of your fellow LBA members by continuing to do business with each other and send each other referrals; and e) Be willing to serve the LBA as an officer or a board member.

All of these are just the basics that come directly from the purpose of the association and the membership requirements that we read every Friday. I think most of us that have been in the LBA could recite them from memory, so be prepared if you are called on.

The Nomination Committee headed by Mike Redeker will begin soliciting members to serve for the upcoming new year for LBA beginning in April. It's not too early to start thinking about this. If you have a sincere desire to serve, please let Mike or myself know.

Congratulations to Debbie Clark, Rose Hardy, Jo Wright and Ken Strouth for an excellent Christmas party. I heard many compliments and in spite of the ice and bad weather, we had a great turn out. Poor Thomas and Minerva!! They never got to keep any of the mice that they picked.

Happy skiing!!

1995 -1996

President's Report

by Jo Wright

It is hard to believe half of our year has already come and gone. Baseball is on the way out while football is just around the corner — Go Raiders!! (I'm ready for basketball!!)

A huge thanks go to Chuck Lanehart and his social committee. The golf and picnic was wonderful. It was lots of hard work — but a fun time was had by all. We really appreciate all the hard work. Also thanks to all of you who donated cash and door prizes. If you missed the party, you missed a great time. It is one of the few times we can just relax and get to know each other. By the way — Tom White — I will get even with you!!

As you know by now — we have an opening for an accountant and a florist. Both businesses could really profit from membership in LBA, so put on your thinking caps.

WELCOME!

Gary Seba with S&S Shell. We are glad to have you in LBA!!!

Jo Wright

1997 - 1998

President's Report

It's hard to believe 1997 is already one-third finished and it seems like it just started. Well, we are just starting a new year in the LBA now and we need to make the most of it. I still feel the LBA is the best kept secret in Lubbock and it needs to be shared thru out Lubbock!

Everyone needs to look at the LBA prospect list, pick out a potential member and invite them to a meeting. It seems we have a high success rate on getting members if we can get them here once.

I'm looking forward to this year and want it to be a success. Please be prepared to volunteer, become active and make things happen!

Jack Scarborough

1998 - 1999

From the President

I hope everyone had a good holiday! But with January and February passing through it is time to get back to business. As stated by the treasurer (Jerry) our future revenue looks a little grim. With our negative variance in membership our income is greatly diminished, so let's all join in together and make some visits to some prospective members. With just a little bit of effort we can add back about 4 or 5 members and the LBA will be up and running better than ever.

It is soon time for elections of officers. Please consider an office and volunteer or you may get volunteered like I was.

Thanks,
Larry

1999 - 2000

From The President

It will be an honor to serve as your LBA president this year. I'm looking forward to a great year and with all efforts combined, it will be the best year yet. Being a member of LBA has not only benefited me professionally; it has allowed me to develop lasting friendships.

I challenge every member to bring at least one guest per quarter. With this effort we will be able to increase membership above and beyond previous years. This will allow us to grow and allow others to enjoy the benefits of our association.

Thanks!
Andy Anderson

FROM THE PRESIDENT . . .

I want to say thanks to the LBA for honoring me and the other newly elected officers. We have completed a great year and had many accomplishments under Andy's leadership. I am excited to serve in the capacity of President. I look forward to maintaining, and with your help increasing, the momentum he started in this organization.

Thanks again to Andy, Chuck, Larry, and Jerry for a job well done. I am anticipating the great things we all can accomplish together in 2000!

Vic Bobo

2000 - 2001

FROM THE PRESIDENT . . .

The weather has been great. Attendance has been great for summer. Committee Chairs have done a great job of staying on top of things.

A special thanks to Chuck Davis for doing a great job of keeping us going with good programs. Another special thanks goes to Chuck Lanehart for making copies of the membership categories. This should be a big help in finding the right business to expand the LBA.

Have a great summer and work hard!

Vic Bobo

2002 - 2003

Message from the President

SCHOOL'S OUT, and it is time for cook-outs, hot dogs and hamburgers on the grill. It is also time for L.B.A. NEWS, of which we have quite a bit.

First off, the members of the Lubbock Business Association would like to thank Jo Chapman for her service last year as President, her service this year as Chairman of the Board of Directors, and being voted MEMBER of the YEAR for 2001-2002. Thanks again, Jo, you've done an absolutely wonderful job and we appreciate it.

Secondly, we would like to welcome our newest member, Danny Davis Painting. Danny has been voted on by the Board of Directors, and has already earned some business through the Association. Welcome aboard, Danny!

We would also like to welcome two prospective members, Charlie Gibbs of Cool Breeze Air Conditioning, Heating and Refrigeration. Charlie is a 1970 graduate of Monterey High School, and has been in business for over 5 years. Also, Mark Sharp has visited us for the first time on May 31, 2002. Mark is with Evan Interactive, a web design business.

Next, Rick Smith has announced that Poka Lambro has sold their PCS service, and the company which purchased it has decided to shut it down in Lubbock. That leaves Rick high and dry for the moment, but I'm sure he'll bounce back with a better offer in the near future. However, unless that happens in June, we will be without our Vice-President. Therefore, we may have to have an emergency election in early June and part of July.

Our attendance has been a little lacking, so please try to get out of bed early enough to attend.

Lastly, I would like to thank all the members who served up our brochures and our giveaways during the Business Expo May 23. My special thanks to Jay Jacobus for bringing this to our attention, Carol Phelps for helping man the booth while she had her own to attend to, Mike Walker for the same, and for making our booth very attractive, and to Tom White for the printing. The Expo went well, and thank you to all who volunteered. The Board has gone through all the business cards, and our membership committeeman Jay Jacobus will be sending letters to prospective members, along with another brochure. Jay and I will be making follow-up phone calls to each. This may take a month or two, because we don't want to have 30 new visitors at once.

Chuck Davis

P.S. Our summer membership drive and golf tournament is scheduled for August 9, 2002. Plan on attending and playing golf... this will be fun!



2003 - 2004

A Word From the President

I would like to welcome all new officers, board members and committee members to the 2003-2004 Lubbock Business Association. As part of the governing body of the association it will be our job to make sure this association is one we can all be proud to be a member of. The bylaws are written so it can function in a way to serve all - its members. Our main function is to increase our revenues and do business within the association whenever possible. It is also very important that we help in the increase of members. There are many slots available this year. One of our goals will be to fill as many slots as possible. This means a little extra effort from every one of us. Let us all try to bring at least one prospective guest per member this year.

I look forward to serving you this year and hope I will do the job you elected me for.

Sincerely,

Thomas Gonzales
President, LBA

2004 - 2005

A Word From the President

We are rolling! Things are off to a fast start already, and I think everything is moving along very smoothly. I want to thank each of you for helping to make this transition period such a success.

The time is now for us to work as a team in attracting new members to the LBA. We have a great line-up of speakers for the next several weeks, and I truly feel that through these presentations, guests will be able to see a glimpse of what the LBA has to offer. I'd like each member of the LBA to make a commitment this year to bring at least one guest to one of our meetings. We still have a few empty seats, and I'm sure we can find extra tables and chairs to accommodate an overflow! Then, as the LBA membership, we need to make a concentrated effort of going out of our way to introduce ourselves to the guests and make them feel welcome and accepted.

"Individual commitment to a group effort - that is what makes a team work, a company work, a society work, a civilization work." - Vince Lombardi

Again, I thank you for all you do for the LBA! I look forward to everyone being an active part of the team!

Jay Jacobus, LBA President

Thanksgiving 2002



Time for giving thanks for all we have accomplished in our business and personal lives. Thanks for being able to be members of an association like the Lubbock Business Association, and thanks for the friendships we have made along the way.

It is once again time for more LBA news.

To begin with, the Lubbock Business Association would like to recognize Gene Darr with XCEL Energy as our October Member of the Month.

The LBA would like to welcome our newest members, voted on during the Board of Directors meeting. One of our newest members is Gary Mohon with Regent Services, a full service Janitorial Supply company.

First Alarm of Lubbock and Delton Daniel are also welcomed in the Association. First Alarm offers commercial and residential burglar alarms, fire alarms and access control. Monitoring is available. They provide this service to existing structures as well as new customers.

Ruby Nakka with Star Regional Rehab Services, Inc. was also accepted at the Board meeting. Ruby is licensed to practice by the State Board of Physical Therapy Examiners. Star Regional is a physician referral-based outpatient physical therapy facility. If you or anyone you know might need physical therapy, talk to Ruby or your physician about a referral.

The LBA would like to thank Kim Edler with ABC/CBS Television for her membership these past couple of months. However, a new program director came on board at the station in September, and Kim was not authorized funds to continue membership. She has since given her resignation.

We would like to acknowledge Cindy Williams and Suzanne Davis with Lubbock Travel for their visitation. Cindy and Suzanne have visited with us three times. Lubbock Travel has a tradition of travel services specializing in leisure travel. However, they also welcome business accounts and can customize your personal preferences with an ability to save you both time and money.

Debbie Tardy with Beat the Heat Solar Systems has also visited with us. Beat the Heat installs custom window blinds to keep heat out of your home or office during the summer months, and has the ability now to install a roll-out awning.

Don't forget that our Christmas Party and Winter Wonderland Membership Drive takes place December 11th, 2002 at Bryan's Steak House one-half mile South of FM 1585 and Slide Road. Keep coming to meetings for Rose to keep us informed. EVERYONE HAVE A GREAT THANKSGIVING!!!!

Chuck Davis



LBA

Lubbock Business Association

LBA Leader

Where Lubbock and Business Meet

Our 29th Year

January 10

Inside this issue:

From the President 1

Roll of Members 2

Member of the Quarter 8

Purpose and Membership Requirements 10

Special points of interest:

- Lookout for New Members
- LBA Membership Requirements
- LBA Purpose

From the President

As President of the Lubbock Business Association I see the income being generated in the Lubbock Business Association. Our economy is tough, but we are all doing great. Why are we doing so good? Because we have all planned for the future. We have made our adjustments in our planning.

As business people we need to look at today and tomorrow and figure out what we need to do to make sure our tomorrows are better than today. The only way we can do this is by being positive about our selves, about our business and about the economy.

We need more members to expand the Lubbock Business Associations in 2010 into an association that plans for the future and takes care of its members as often as we can.

The Lubbock Business Association is not only about doing business with each other, it is about building relationships and commitments and loyalty to each other.

Thomas Gonzales

Membership

by Tim Gristy, LBA Membership Chairman

Do any of us understand the economic results of membership in the LBA? Individually, membership in the LBA is profitable for most of us. Collectively, we have created our own sub-economy. And while the money received in wages turns over approximately eight times in Lubbock before it leaves the city, we can safely say our money turns over two to three times within our own sub-economy of the LBA for those of us who really try to do business with each other.

The real bottom line is what a few new members can do for all of us. They may not do business with you directly, but you certainly will receive an economic benefit from their participation!

NEW MEMBERS! NEW MEMBERS! NEW MEMBERS! Prospective new members who visited during the last month were Larry Petersen of Taco Villas/Texas Burger, Jim Arnold with KLBK-TV, Clyde Lynn, Jr. of Pyramid Fitness Center, David Wilkerson with Wilkerson Properties, Inc., E.S. Criswell with Criswell Financial Services. Each has visited one time.



David Wilkerson, left, with Wilkerson Properties, Inc., receives his membership plaque from President Chuck Lanehart.

(Photo by Ken Strouth)

Membership Report

by Tim Gristy, LBA Membership Chairman

One more week and summer is over, school will be starting oh so soon, and fall activities will be kicking off full blast! For many of us, the fall seems like the beginning of a new year more so than January 1st. Let's make a resolution to ask prospective new members so we may all benefit from an organization such as ours.

Recent visitors are Dr. Ed Grimes, Optometrist, Joe Davila, Channel 51, Bill Todd of PlanEx Corp., and Frank Perkins of Furr's Pie Kitchens. When these and others visit, please make them feel welcome.

Membership Reports and New Members - 1980s



Kathy Egenbacher of Worldwide-Tours International receives her new member plaque from President Chuck Lanehart.

(Photo by Ken Strouth)



Clyde Lynn of Pyramid Fitness and Racquetball Club is shown receiving his new member plaque from Vice-President Barbara Andrews.

(Photo by Ken Strouth)

Membership Reports and New Members - 1990 - 1991



Congratulations to our new LBA members; left to right they are David Bentley of C&H Generator Shop; Ralph Quest of A.E. Quest & Sons; our own Tim Gristy; Rose Hardy of Rose Hardy Real Estate and Larry Holland of Poteet Office Supply. Please be sure and welcome these fine folks. (Photo by Mike West)



Chuck Lanehart, left, presents a membership plaque to our new member, Margaret Couch, of Performance Associates. (Photo by Mike West)



Tim Gristy, left, presents to new member David Diggs of David Diggs Remodel, a new member plaque. (Photo by Mike West)

Membership Report by Tim Gristy

The membership of LBA continues its strong growth. As was reported in last month's *Lubbock Leader*, we now have fifty member firms, and fifty-five members including associates. We have experienced a nine-firm "positive variance" since last spring, when we began our business year. This growth helps each of our businesses financially, not to mention strengthening our association.

Can you think of just one person to invite to LBA? Sounds simple enough. And it is! Oh, it may take 3 or 4 minutes to think of someone that would be good for us and that LBA would be good for him/her. Then maybe 5 minutes to call, explain, and invite to LBA. It really doesn't take much time, and yet it could make a tremendous difference to our association.

Visitors to the LBA during the last month were Robbie Reno of the Clean Machine Car Wash, a guest of Tom White; Garey Smith of A-1 Singer Sewing Center, also a guest of Tom White; Shirley Schlue of Lubbock Poster, a guest of Rose Hardy; and Mike Conolly of the Frame Gallery, a guest of Pat Garey.

Membership Report by Tim Gristy

Thanks go to our members who have brought the guests that resulted in the fourteen new members added to the LBA this fiscal year. That's a record for the last five or six years, and we can continue to grow if we all set a goal to bring just one new member into the association in this next year.

John McDermitt of Lubbock Paint Center is eligible for membership. Those who have visited for possible membership are Richard Gunkel with Nadine Interiors. Make Richard welcome next time he visits. Nadine Interiors is a reupholstering furniture business with specialization in R.V.'s.

This year's new members are C&H Generators, Designer Kitchen and Bath, David Diggs Remodeling, Dr. Ed Grimes, International Tours - Worldwide, Jeff Opitz, CPA, Performance Associates, Pyramid Fitness and Racquetball Club, A.E. Quest and Sons, Rose Real Estate, Texas Battery Co., Inc., Wilkerson Properties, Inc., Yates Carpet, and Clean Machine Car Wash.

WELCOME NEW MEMBERS FOR 1989-1990!



Chuck Lanehart congratulates Jerry Vance with Lubbock National Bank as the newest member of the LBA. A vote was quickly taken and Jerry was elected President of the organization.



Ralph Quest presents Bill Blue with a new member plaque. Bill was brought by Rose Hardy. (Photo by Ken Strouth)

Membership Report

by Ralph Quest

We have four business firms that are up for consideration for membership. Bob Northcutt, owner of Northcutt Brokerage Co. was brought by Rose Hardy. Rose also brought Mike Hensley, President of Lubbock Telephone Co. Melissa Grimes, owner of Studio West Interior Design and Art Gallery was brought by Margaret Couch. And Tim Gristy brought Betty Barnes, owner at Saving Today of Lubbock.

Great work, guys! Let's see if we can get all the members to be as productive. As a reminder if you turned in a list of prospective members to Jerry Vance let's be sure and follow up on those.

Businesses discussed at October 30 meeting:

Vanguard Production Co. - owner Vy Lee - brought by Jerry Vance
 Christian Childcare Center - owner Tom Jones - brought by Rose Hardy
 J. L. Benton & Associates - owner Jack Benton - brought by Chuck Lanehart
 Saving Today of Lubbock - owner Betty Barnes - brought by Tim Gristy
 Caprock Chiropractic Center - owner David Morgan - brought by David Diggs



Ralph Quest congratulates Melissa Grimes as the newest member of LBA. Melissa owns Studio West.

Membership Report

by Ralph Quest

The membership report consists of all the new members along with the person that brought them into the LBA. Also included is a list of members we lost this year.

The winner of the fabulous night out at Lubbock Plaza has been won by Rose Hardy.

NEW MEMBERS THROUGH MAY

Acme Brick - Andy Anderson by Chuck Lanehart
 Bill Blue Paint Contractor - by Rose Hardy
 Caprock Chiropractic - Dr. David Morgan
 by David Diggs
 Clean Machine - Robbie Reno by Tom White
 Computerland - Alfred Harding - by Rose Hardy
 Hi-Plains Home Medical - Richard Partin -
 by Billy DeWeese
 King's Way Restorations - Wes Johnson and Ronnie Harris by Tim Gristy
 Lubbock National Bank - Jerry Vance
 Lubbock Paint Center - John McDermott by David Diggs
 Lubbock Telephone Center - Mike Hensley by Rose Hardy
 Nadine's Interiors - Richard Gunkel by Tom White
 Penny Saver Want Ads - Eddie Barker by Rose Hardy
 Studio West - Melissa Grimes by Margaret Couch

MEMBERS LOST

Alcoe
 Designer Kitchen and Bath - Lorie Owen
 First National Bank
 Dr. Ed Grimes
 International Travel - Kathy Eggenbacher
 Pyramid Fitness - Clyde Lynn
 S & Q Quicksilver - Richard Ginsburg
 Super Systems - Randy Weaver
 Town & Country Read Estate - Russ Baxter
 Utopia Spring Water - Kerry Thomason
 Wilkerson Properties - David Wilkerson

PROSPECTIVE NEW MEMBERS

Trusty Rent-A-Car
 Bell Travel
 D & H Moving
 Animal Hospital

Membership Reports and New Members - 1992 - 1997

Membership Report

by Jerry Vance

Congratulations go out to our newest member, Olive Garden Restaurant. The board of Directors voted and approved the Olive Garden Restaurant for membership on April 27, 1992. David Bowley, Manager, has been employed with the restaurant since its opening in May of 1990. The restaurant, located at 5702 Slide Road, offers room service to Barcelona Court, catering, take-out services, and gift certificates, in addition to the fine dining room service offered at the Slide Road location. Restaurant employees are committed to the Lubbock community through their active participation in the Lubbock Restaurant Association, South Plains Food Bank, L.I.S.D., Adopt a School Program, Lubbock Lions Club, and Help Save the Planet Organization. Please introduce yourself to David Bowley, and welcome him to the organization. We are proud to have a quality restaurant, such as the Olive Garden, involved in our Association. Thanks also go out to Billy DeWeese as the sponsoring member.

The board also accepted the S. C. Johnson Wax Company, managed by Jerry Campsey, as a prospective member. The firm has been in business for approximately 101 years. Jerry has been with the firm for 23 years. Jerry is the key account manager in the U.S. Consumer Products Division in the Lubbock area. Johnson Wax sells many familiar products such as Raid, Off, Glade Air Fresheners, and other personal products. Please introduce yourself to Jerry and learn more about his business. We welcome Jerry to the association as a prospective member. Thanks also goes out to Rose Hardy, as the sponsoring member.



Mike Walker of Fastsigns is shown receiving his LBA Membership plaque from Terry Parkinson, of Parkinson Electronics. Terry sponsored Mike into the association. Welcome, Mike! (Photo by Ken Strouth/Accent Photography)

Attendance Report

by Mike West

Attendance has been really great this summer! These members had perfect attendance for July.

Ken Strouth
Billy DeWeese
Robert Bell
Roy Towle
Richard McFadden
David Bentley
Paul Durham
Bill Lane
Debbie Clark
Tim Gristy
Joe Uerling
Larry Holland
John McDermott
Thomas Gonzales
Barbara Andrews
Kevin White
Lloyd Shipp
Jo Wright

These members have perfect attendance for the year.

April 3, 1992 - July 31, 1992

Billy DeWeese	Bill Lane
Roy Towle	Joe Uerling
Paul Durham	Larry Holland

LBA Attendance Lotto

Want to increase your chances of picking up some extra cash? All it takes is **VISIT** the LBA member who gave the program, **SIGN** the visitation book and **BE PRESENT** at the meeting when the lucky name is drawn. Let me repeat that last part. **MUST BE PRESENT TO WIN.** If there is no winner then \$10.00 is added to the pot for the next member program. Drawings will be on the Friday of the next member program. The member who gives the program is eligible to win, providing his or her name is drawn and they are present. If a member is scheduled to give the program but brings in another person that member will have the visitation book and it will count as a member program. No drawings or money added on Fridays the program chairperson brings in a special program. So put your name down and take your chances. You can't complain if you don't play.

New Members for 1996-1997

Pat Scarborough - Lubbock Greeter Service
Windal McGinnis - Don's Flowers
Philip Hamman - Hamman and Thompson CPA's
Charlie Perry - Action Alarm Co.
Richard Bradley - H & B Industries
David Lloyd - The Software Accountant
Ray Haiduke - Priority Management
Kenneth Wendling - Cash for Gold
Jon Mooney - Contractor



Mike Walton presents Larry Holland with Perfect Attendance award for 1996-97.

New Members - 1998 - 2000



Larry Holland (R) congratulates Kenny Bolles (L) of Kenny Bolles Plumbing as a new member.



Larry Holland (R) presents Ron Hettler (L) of Hettler Ins. with his new member plaque



Jay Stone (L) of Professional Pest Mgt. is presented his new member plaque by Larry Holland (R).



Windy Sitton gives state of the city address.



Rose presents Angela Kahlich of Stewart Title with her membership plaque. Good job Rose!



Rose Hardy brings in yet another new member. Welcome Todd Blackburn of Todd's Home Repair!



Tom Cook with All Secure Security receives his plaque as a new member from Ron Hettler.



Jack Scarborough presents Aaron Vaughan of A. G. McKinney with his membership plaque - Good Job!!

4532-4530 5000

Chuck Lanehart provided us with the latest list of business classifications for membership in the LBA. Here are a few potential businesses that are eligible as new members of the LBA.

- CHIROPRACTOR
- GARAGE DOOR/SERVICE
- MOTORCYCLE SALES
- VETERINARY MEDICINE
- FITNESS CLUB
- MASSEUSE
- PACKING & MAILING
- WATER SOFTENING/SERVICE

Rox's dad passed away

New Members - 2004 - 2005



Roll of Members



Lubbock Business Association

Acme Brick Co	747-3181	First Alarm of Lubbock	792-3510	Lubbock Paint Center	747-4606
Bowman Lumber Co	745-3333	First Class Awards	793-2312	Gene Messer Auto Group	793-2727
CC Electric	745-1345	Framemart	794-4477	McWhorter Tire	762-0231
CFG Jewelers	791-4653	Dwight Gard, Bus. Consultant	441-5742	NTS Communications	797-0687
Chappell and Lanehart, Attys	765-7370	Global Health Chiropractic	722-3533	Pest Management Services	794-4567
Don's Flowers	744-8431	Gristy's Cleaners	763-4361	Phillips and Assoc. CPA's	791-3904
A.G. Edwards & Sons	793-4703	Robert Half Int'l	785-2828	Rose Real Estate	799-7673
Fastsigns	793-9796	Mackey Hancock (Honorary)		Santa Fe Restaurant	796-3999
		Joe Harkins, DDS	795-4272	Scarborough Specialties	792-9925
		Hettler Insurance Agency	798-7800	Tripledubs	853-9324
		Holland's Office Supply	795-9560	Yates Flooring Center	795-0070
		Lubbock National Bank	792-1000	XCEL Energy	765-2862

1989

Money Talk

by Jerry Vance, LBA Treasurer

I really appreciate all of the positive comments concerning last year's budget. Work on this year's budget has already begun. Within the next few weeks, I will be calling on interested members to help draft our new 1989 - 1990 budget. If you would like to help, please give me a call. Currently, we have in excess of \$2,000 in the bank and over \$1,000 in accounts receivable for the April 1 billing.

If you haven't paid the April 1st first quarter dues, please do so immediately. Unpaid members will be submitted to the Board on May 30th.

P.S. Read my lips: **WE ARE NOT BUYING A SKI BOAT WITH LBA FUNDS.**

1989

Money Talk

by Jerry Vance, LBA Treasurer

A budget was finally adopted by the LBA Board of Directors for the 1989-1990 fiscal year. Some of the highlights include spending \$1200 for our summer party, and \$1200 for the Christmas party. Both expenditures represent a \$200 increase over last year.

We began the year with approximately \$2600 in the bank, and project a \$1000 surplus which would increase our year-end bank balance to approximately \$3600. I will be chairing a committee to discuss the disposition of our \$1000 projected surplus. If you have any ideas concerning how to spend our surplus, please let me know. Until then, see ya later.

1990

Treasurer's Report

by Jerry Vance, LBA Treasurer

The end of another year is finally upon us. As your treasurer, I have thoroughly enjoyed the opportunity to serve the Association. We began the year with a cash balance of approximately \$2,800 and should end the year with more than \$7,000 in the bank.

Our goal for the past two years has been to manage our budget in a way that would create an adequate cash reserve which would provide the Association with a financial safety net. With an adequate safety net now in place, our new administration will be free to allocate almost one hundred percent of the Association's dues to programs, socials or any other worthy area.

I encourage everyone to make suggestions on ways the new administration can allocate income to better serve the LBA. I am looking forward to a new year and the challenges it will bring.

1990

Treasurer's Report

by Jeff Opitz

The Association began the new year on both a good note and a bad note. For the month of April, we received \$3,783.00 in dues and fees for the second quarter, with disbursements totaling \$1,806.57 (mainly for meals), leaving the Association with a positive cash balance of \$9,705.35.

However, the bad news is that as of May 21, 1990, twelve members have not submitted their dues. If you are one of these twelve, please submit your dues. The beginning of the third quarter is not far away.

1990

Treasurer's Report

by Jeff Opitz

The LBA is in the best financial shape that it has ever been in. That is a tribute to all the members and the efforts you all have put forth to bring in new businesses. But let's not rest on our laurels. So, keep bringing in new members.

There are still a few of you who have not paid your fourth quarter dues. Let's see if we can get those in before the first quarter statements go out.

1992

Treasurer's Report

by Jo Wright

Lubbock Business Association
Statement of Financial Condition
July 30, 1992

Assets:

Cash in Bank
Accounts Receivable
Total Assets

\$ 8,337.73
1,300.00
\$ 9,637.73

Liability and Net Worth:

Accounts Payable .00
Net Worth \$ 9,637.73
Total Liabilities and Net Worth \$ 9,637.73

Finances 1993 - 1999

Lubbock Business Association Statement of Financial Condition December 31, 1992

ASSETS:	
Cash in Bank	\$3,521.24
Accounts Receivable	275.00
	<u>\$3,796.24</u>
LIABILITIES & NET WORTH	
Accounts Payable	\$.00
Net Worth	3,796.24
	<u>\$3,796.24</u>
TOTAL LIABILITIES & NET WORTH	\$3,796.24

Lubbock Business Association Balance Sheet As of December 31, 1998

ASSETS	
Current Assets	
Checking / Savings	
Cash in Bank	3,264.65
Total Checking / Savings	3,264.65
Total Current Assets	3,264.65
TOTAL ASSETS	
LIABILITIES & EQUITY	
Equity	
Net Worth	5,950.49
Net Income	-2,685.84
Total Equity	3,264.65
TOTAL LIABILITIES & EQUITY	3,264.65

1994

Treasurer's Report

*(called in over the phone, so if there
are any mistakes don't blame me!)*

	June	YTD	YTD Budget	YTD Var.
Beg. Balance	\$4,910.65	\$4,429.07	\$4,429.07	\$.00
	441.67	2,516.67	4,400.00	-1,883.33
Rec. & Dues	\$5,352.32	\$6,945.75	\$8,829.07	\$-1,883.33
Cash in Bank	\$3,672.57			
Accounts Rec.	583.34			
	<u>\$4,255.91</u>			

Lubbock Business Association Balance Sheet As of May 3, 1999

ASSETS	
Current Assets	
Checking / Savings	
Cash in Bank	4,825.38
Total Checking / Savings	4,825.38
Accounts Receivable	
Accounts Receivable	-100.00
Total Accounts Receivable	-100.00
Total Current Assets	4,725.38
TOTAL ASSETS	4,725.38
LIABILITIES & EQUITY	
Equity	
Net Worth	3,774.54
Net Income	950.84
Total Equity	4,725.38
TOTAL LIABILITIES & EQUITY	4,725.38

Lubbock Business Association Statement of Receipts and Cash Disbursements For 4 Months Ending August 31, 1995

	August	YTD	YTD Budget	YTD Var.
Beg. Balance	3,293.39	1,449.30	1,449.30	0
Rec. & Dues	1,875.00	7,416.67	6,333.33	1,083.34
Totals	5,168.39	8,865.97	7,782.63	1,083.34
Balance of				
Disbursements	1,241.47	4,939.05	7,217.08	2,278.03
Ending Bal.	3,926.92	3,926.92	565.55	3,361.37
Cash in Bank	3,926.92			
Accounts Rec.	200.00			
Total Worth	4,126.92			

Lubbock Business Association Balance Sheet as of September 28, 1999

ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank	3,906.84
Total Checking/Savings	3,906.84
Total Current Assets	3,906.84
TOTAL ASSETS	3,906.84
LIABILITIES & EQUITY	
Equity	
Net Worth	3,774.54
Net Income	132.30
Total Equity	3,906.84
TOTAL LIABILITIES & EQUITY	3,906.84

Finances and Volume Report - 2000

Lubbock Business Association Budget Report April 1999 through March 2000

Income	
Member Dues	14,800.00
Uncategorized Income	<u>0.00</u>
Total Income	14,800.00
Expense	
Activities Expense	
Christmas Party	333.00
Summer Party	<u>333.00</u>
Total Activities Expense	666.00
Bad Debts	0.00
Bank Charges	0.00
Breakfast expense	11,232.00
Miscellaneous Expense	852.00
Plaques	792.00
Post Office Expense	154.00
Printing	1,056.00
Supplies expense	48.00
Uncategorized Expenses	<u>0.00</u>
Total Expense	14,800.00
Net Income	<u>0.00</u>

Lubbock Business Association Balance Sheet as of January 31, 2000

ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank	6,387.05
Total Checking/Savings	<u>6,387.05</u>
Total Current Assets	<u>6,387.05</u>
TOTAL ASSETS	<u>6,387.05</u>
LIABILITIES & EQUITY	
Equity	
Net Worth	3,774.54
Net Income	<u>2,612.51</u>
Total Equity	<u>6,387.05</u>
TOTAL LIABILITIES & EQUITY	<u>6,387.05</u>

Lubbock Business Association Balance Sheet as of May 4, 2000

ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank	6,335.67
Total Checking/Savings	<u>6,335.67</u>
Total Accounts Receivable	<u>1,900.00</u>
Total Current Assets	<u>8,235.67</u>
TOTAL ASSETS	<u>8,235.67</u>
LIABILITIES & EQUITY	
Equity	
Net Worth	5,519.81
Net Income	<u>2,715.86</u>
Total Equity	<u>8,235.67</u>
TOTAL LIABILITIES & EQUITY	<u>8,235.67</u>

Lubbock Business Association Balance Sheet as of June 1, 2000

ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank	6,379.91
Total Checking/Savings	<u>6,379.91</u>
Total Accounts Receivable	<u>1,000.00</u>
Total Current Assets	<u>7,379.91</u>
TOTAL ASSETS	<u>7,379.91</u>
LIABILITIES & EQUITY	
Equity	
Net Worth	5,519.81
Net Income	<u>1,860.10</u>
Total Equity	<u>7,379.91</u>
TOTAL LIABILITIES & EQUITY	<u>7,379.91</u>

Lubbock Business Association Balance Sheet as of July 19, 2000

ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank	5,888.25
Total Checking/Savings	<u>5,888.25</u>
Total Accounts Receivable	<u>2,400.00</u>
Total Current Assets	<u>8,288.25</u>
TOTAL ASSETS	<u>8,288.25</u>
LIABILITIES & EQUITY	
Equity	
Net Worth	5,519.81
Net Income	<u>2,768.44</u>
Total Equity	<u>8,288.25</u>
TOTAL LIABILITIES & EQUITY	<u>8,288.25</u>

LBA Volume 1999 - 2000

Acme Brick	15,518.00
Aflac Insurance	3,897.00
All Secure Security	2,700.00
Armstrong Mechanical	0.00
Bobo's Irrigation	875.00
Bottoms Computer	0.00
Bowman Lumber	4,039.00
Byers Barber Shop	1,080.00
Cash for Gold	7,050.00
Chappell & Lanehart	2,248.78
Dennis Bros. Printers	44,755.76
Don's Flowers	3,828.35
Edwards, A. G.	1,865,682.00
Electrifiers	15,602.00
Excel Travel	112,500.00
Fastsigns	3,995.00
First Class Awards	2,886.51
Frame Mart	5,269.00
Gristy Cleaners	11,300.00
Haliburton Kinnimer	43,540.88
Hancock, Mackey	0.00
Harkins, Joe	20,474.00
Hettler Insurance	49,551.00
Holland Office Supply	94,111.22
Honda Polaris	0.00
Host Ice Co.	1,400.00
Larry Lee Advertising	52,350.00
Lubbock National Bank	48,300.00
Lubbock Paint	7,708.46
McKinney, A. G.	0.00
McWhorter's	40,017.00
Messer, Gene	423,500.00
NTS Communications	263,874.64
Phillips & Associates	35,144.00
Poka Lambro	7,800.00
Prof. Pest Mgt.	1,440.00
Professions Today	44,200.11
R&M Meat	3,096.57
Rose Real Estate	110,000.00
Scarborough Specialties	62,924.15
SPS	462,945.00
Todd's Home Rep.	10,000.00
Yates Carpet	43,521.20

LBA Total Volume 3,949,134.63

Humor from the LBA leader - 1990s

A LAWYER'S REVENGE

by Chuck Lanehart

After enduring my share of lawyer jokes, I have survived all in good humor. Now, it is my opportunity for revenge. The following are examples of what we lawyers have to put up with daily in court from you laymen, and perhaps may explain the way we are. All of the following are from actual trials or depositions.

JUROR QUESTIONNAIRE

Q. Please name the degrees, if any, you have, and all schools and colleges you attended, and your major areas of study:

A. Electrical shock (used for cows) = damage brain. Cannot remember much some words. *Should not affect my ability as a juror.*

THREE GUESSES

THE COURT: The defense motion for mistrial will be denied. The motion to strike testimony will be denied. We are ready with the next witness? Defense counsel has a finger up in the air, telling me what?

AUDIBLE ANSWER

THE COURT: Now, let me ask you again, had you been drinking that day? Alcohol, I mean.

THE DEFENDANT: Uh-huh.

THE COURT: Had you been drinking alcohol that day?

THE DEFENDANT: *Audibly.*

THE COURT: What were you drinking, beer or what?

THE DEFENDANT: Uh-huh.

THE COURT: Beer?

COUNSEL: Answer him audibly.

THE DEFENDANT: *Audibly.*

PERFECT ENGLISH

Q. Do you have any problem with the English language?

A. No, I speak perfect English.

Q. Great. Do you know Andre?

A. That's my cousin.

Q. You have known him all your life?

A. Since we grewed up.

Can You Catch That Mistake? Or . . . Is It True That The LBA Is Going To Become The Best Proofreaders In The City of Lubbock?

Is it true that the LBA is going to become the best proof readers in the city of Lubbock?

The first person to circle a selected typographical error (no fair finding any others) and show it to Barbara Andrews will receive \$10 cold hard cash!

This incentive is being provided to encourage you to really read the LBA Leader, so that you may be fully informed about all the prospective members, programs, socials and other vital information.



THE **LBA** *Leader*
Lubbock Business Association

Vol. 7 No. 6
August, 1995

Larry Holland Gets A Life!

Larry Holland, longtime member of the Lubbock Business Association, missed his first meeting last Friday. Larry has had perfect attendance in the LBA since joining in October of 1989. That is five years and nine months without ever missing a

meeting! He claims he was gone on a business trip to Las Vegas, Nevada last week, however he did admit to losing \$20 at some kind of game of "chance". Glad you're back safe and sound, Larry, and now it's time to start your record over.

Recipe For A Fraud

Ingredients:

1 consumer of any age, cultural, economic or educational background.

1 con artist as smart as he/she is crooked.

(For best results, should be operating from a different state than the consumer's place of residence.)

A dash of economic hard times, bad weather, fluctuating stock markets, wars, medical breakthroughs and sensational headlines of your choice.

A touch of greed and a pinch of need.

Directions:

Sift all ingredients together with advertising on the telephone, in print & broadcast media and lax advertising standards. Mix thoroughly with consumer's undereducation. Let stand without detection for three to four months or until the consumer's money runs out. Cover with billions of dollars lost to consumers, businesses & government. Sprinkle broken dreams liberally on top.

Provided by the U.S. Office of Consumer Affairs

LBA Leader Needs Your Support!

by Chuck Lanehart

I was honored to serve as president of the Lubbock Business Association in 1989-90. One of the first things I did was to establish an official publication for our association, *The Lubbock Leader*. It was named in honor of the very first newspaper established in Lubbock County in about 1893. That first *Lubbock Leader* was published by a pioneer Lubbock lawyer. The original *Leader* folded within a few months, only to be replaced by an abomination, the *Lubbock Avalanche*, predecessor to today's *Lubbock A-J*. Our publication has existed now for almost 15 years.

Tom White was instrumental in helping to establish the *Leader* in 1989. He and I hoped that the LBA's *Lubbock Leader* would be published each and every month, but in recent years, we have only published our newsletter sporadically. That's because the LBA membership has been ambivalent in support of our publication.

We humbly ask for your assistance. Write something for the *LBA Leader*. Just blow your own horn. Write about your latest business adventure, or even your latest vacation. Tell us about your kids' accomplishments. Send photos. Write jokes (clean ones). We'll publish just about anything - "All the news that fits!" Tom and I are looking forward to serving the LBA this year.



Thomas

LBA Leader

October 07

Page 5

Member Highlights

JET Landscaping & Irrigation
Jay Townsend

Jay informed us that fall is the time to plant your bulbs and prune your trees.

Contact Jay for all your landscaping or irrigation needs at 783-8402

Top Ten Signs You Have Gone Over the Garden Edge.....

10. Your favorite poem is "Roses are Red, Violets are Blue."
9. Your kids are named Rose, Violet, Daisy and Zucchini.
8. You have 8 X 10 family pictures of your Tomatoes and Peppers on your office shelf.
7. Your idea of Saturday Date Night is going out in the garden and hand pollinating the plants.
6. You think a cocktail is liquid fertilizer.
5. You rush home from work and go straight to the garden and hug your roses. (Ouch!) Then, you go in to your house and see you family.
4. On Christmas Eve, visions of "Sugar Peas" dance in your head.
3. After the first frost, you are seen holding funeral services in your garden.
2. You take your kids multiple vitamins from them to use as a supplement to your plants fertilizer.
- And, the number one sign that you have gone over the garden edge is...
1. Every Spring your family files a "Missing Person's" report. You remain missing all summer, and mysteriously re-appear in the fall.

Jack Scarborough's Latest Adventure



April 26th was a windy day at LakeRidge Country Club, with gusts up to 25 miles per hour. Jack "Ace" Scarborough calmly strode onto the 7th tee box clutching his trusty three-iron in his calloused but gentle hands. Always the gentleman, Ace tipped his hat to playing partners Stan, Jay and Cindy, all related to the "Scarborough Clan." He squinted into the breeze, took his stance, and pounded his ball into the air and onto the green 175 yards away. The Scarborough clan watched in wonder as the white sphere trickled toward the hole.

And then . . . it went in!

The lanky Ace quickly made his way to the green amid cheers from the throng of onlookers. He skipped onto the green and bowed to the teeming gallery as he gingerly plucked the lucky ball from the cup.

A Nissan 350Z Coupe was Ace's reward for the remarkable shot. The \$40,000 convertible was delivered only after credible witnesses (not named Scarborough or Jacobus) passed rigorous polygraph examinations.

In his acceptance speech, Ace graciously thanked his caddie, his family and especially the Lubbock Business Association.

Member of the Year



Member of the Year

Chuck Lanehart, our President for the year 1989-1990, was selected as the Lubbock Business Association's **Member of the Year**. Chuck did an outstanding job as President this past year. Because of his leadership the LBA membership increased, each committee operated smoothly and efficiently, a newsletter was given birth, and each month the favorable variance in the treasury continued to increase. Chuck was always quick to give praise to those who helped through the year. Congratulations on a job well done!

CONGRATULATIONS, MIKE!!!

1992



Mike West, Member of the Year, is congratulated by new President, Barbara Andrews. (Photo by Ken Strouth)



Jo Wright presents Jack Scarborough with Member of the Year award 1996-97.

Jim Riebel

1990 - 91

Member of the Year



Billy DeWeese is shown presenting Jim Riebel with the Member of the Year plaque. (Photo by Mike West)

Jim Riebel of McWhorter's Inc. was elected Member of the Year at the Annual Meeting April 5th. Jim served the LBA as secretary last year and did an outstanding job recording the minutes of each meeting and making each meeting enjoyable by his unpredictable way of reading them back. Congratulations, Jim!

2004



Member of the Month 1989



April LBA Member of the Month Jerry Vance, right, of First National Bank, accepts the award from Tom White of Dennis Bros. Printers, left, during the May 19th meeting. (Photo by Ken Strouth)



MEMBER OF THE MONTH: Tab Daniel, left accepts the May Member of the Month Award from Tom White, right. (Photo by Ken Strouth)



June LBA Member of the Month Mike West, of ARA Matador, left accepts his award from Tom White. (Photo by Ken Strouth)



Chuck Lanehart, left receives his plaque and the traveling plaque from Tom White, right. Chuck and Tom are members of Anorexics Anonymous, obviously. Chuck was Member of the Month for August. (Photo by Ken Strouth)



Mike West, left, of McWhorter's receives the traveling member of the month plaque from Tom White. Jim was Member of the Month for September. (Photo by Mike West)



Tim Gristy, right, of Gristy Cleaners accepts his member of the month plaque from Tom White. Tim was member of the month for November. (Photo by Ken Strouth)

Member of the Month 1990 - 1991



Sam Copeland, right, receives the Member of the Month plaque from Tom White. Sam was member for the month of February. Congratulations, Sam! (Photo by Ken Strouth)



Arlene Callaway of First American Title Company of Lubbock, Inc. is shown receiving the Member of the Month plaque for the month of March. Because of her the minutes were always correct ("... did I get that right?") and accurate. Congratulations, Arlene! (Photo by Ken Strouth)



Billy DeWeese presents Jeff Oplitz with the September Member of the Month Award.



Richard Johnson presents Mike West with the November Member of the Month Award.



Billy DeWeese presents Mitchell Stockton with the November Member of the Month Award. (Photo by Ken Strouth)



Billy DeWeese is proud to honor Jim Riebel as the January Member of the Month. Jim is a tireless worker for the LBA. (Photo by Ken Strouth)



Ralph Quest was finally elected member of the month of March. He is shown here receiving his plaque from Billy DeWeese. (Photo by Mike West)

Member of the Month - 1992 - 2000



March Member of the Month, Jim Riebel of McWhorter's, receives his plaque from smiling Barbara Andrews. (Photo by Ken Strouth)



And here is Billy again presenting Jack Scarborough the member of the month plaque for the month of May. Congratulations, Jack! (Photo by Mike West)



Bill Lane, A. G. Edwards & Sons, Inc., receives his member of the month plaque from Barbara Etchison.



Thomas Gonzales presents Genell Ward with her MOM plaque. Congrats!!



Thomas congratulates Jay Stone on being Member of the Month.



Vic Bobo gives the Member of the Month plaque to Todd Johnson of Gristy's Cleaners.

Member of the Month - 2003 - 2007



John McDermott of Lubbock Paint Center (L) is presented the LBA Member of the Month plaque for April by LBA President, Jay Jacobus.



LBA Leader

October 07

Member of the Month

Rose Hardy with Rose Real Estate and Chuck Davis with First Class Awards were nominated as co-members of the month for their work on the Golf Day and Lunch for the members and guests of LBA.

Very special thank you to Rose and Chuck.

LBA Leader

October 07

Member of the Month

Bowman Lumber Company

Congratulations

Roy Towles

Voted as Member of the Month at the last business meeting.

Dress for Success

by Richard Ginsburg

A proper wardrobe is an essential factor that can contribute to your business success. Although the right clothes will certainly not guarantee your success, not paying attention to your apparel will definitely make your efforts at achieving business success much more difficult. At S&Q/Quicksilver, our goal is to serve the apparel needs of today's business and professional person.

Building a business wardrobe is not to be taken lightly; to be done well it requires attention, planning, time, and most important, knowing where to obtain the proper advice. Take time to plan what you are going to wear. Judge objectively how you look to and in comparison with your associates... and how you look to yourself. Are you tall or short, thin or heavy? Who are the people with whom you will interact? What is the appropriate dress for your profession?

The important first step is to consult with a specialty apparel store, such as S&Q/Quicksilver, for the best advice and direction in building your wardrobe. Our sales associates have many years of experience helping successful business and professional persons with their wardrobes. We know the right clothing for virtually any social or business function, and will take the time to properly accessorize your wardrobe. At S&Q/Quicksilver, we have experienced tailors to make any necessary alterations, giving you the right fit to make your garments look perfect.

Second, looking the part promises both personal and financial success. Quality garments wear longer, fit better, and therefore will save you money in the long run. Purchasing the best quality clothing your budget allows will pay healthy dividends over the life of your garments. Look for classic fabrics, patterns and colors that are always in style and easy to accessorize. You should choose natural fibers, or natural fibers blended with synthetic fabrics, to provide the best look, comfort and durability.

Finally, you must understand that the right clothing will not get you to your goals, but the wrong clothing will certainly get in your way. You should always consider your appearance as an important part of your "package," and never overlook your appearance when you conduct your daily business and professional activities.

S&Q/Quicksilver has been serving the clothing needs of business and professional people in the Southwest since 1916. In those 73 years we have developed a very loyal base of customers who appreciate quality and service. If you haven't experienced the difference of shopping for men's and women's apparel at S&Q/Quicksilver, we cordially invite you in.

Why A Will?

by Chuck Lanehart

"Never say you know a man until you have divided an inheritance with him" — John Vavater.

There is nothing comfortable about thinking of one's own death. It's even less comforting for a lawyer to ask: "Have you made your will?" Morbid thoughts come to mind, images of how useless the world would be without you around. The natural knee-jerk reaction is: "Why should I care what happens after I die? After all, I'll be gone." But for the responsible parent, spouse or property owner, knowing the effects of not leaving a will can be more than discomforting, it can be quite shocking.

Most laymen simply guess that if a person dies, all of his property automatically goes to his spouse and children, with some sort of provision that it be split up equitably. This is not necessarily so. Here is an example. John dies in Texas, leaving a widow and two children. He leaves a ranch, which had been given to him by his parents several years earlier; a couple of cars acquired during his marriage; an expensive diamond ring inherited from his grandfather; and several thousand dollars which he and his wife were saving for their children's college education.

Had John left a properly executed will, he could have provided specifically how he wished his estate to be divided, and could have specified who he wanted to settle his estate as executor.

But John left no will. Instead, the law provides for the "descent and distribution" of his property. By law, the widow would receive only a one-third interest in his separate personal property (ring), his kids would receive the other two-thirds. The widow would receive only a life estate in one-third of the real estate (ranch), and the children would receive two-thirds. The widow would receive both cars and all of the savings; the children would receive nothing, and nothing in the law would prevent the widow from wasting those assets, depriving the kids of their educations. If this all sounds complicated, it gets even worse when factors such as stepkids, half-brothers and sisters, out-of-state property and other variables are thrown in. And, if a spouse dies without kids, the surviving spouse must share his or her inheritance in varying proportions with the in-laws. Not a pleasant experience even in the closest of families. Perhaps the worst part is that total strangers — judges, attorneys and guardians appointed by the court — are often put in charge of administering the estate of the person who dies without a will. How are these people paid? Out of money from the estate, of course.

The message is this. If you have a child, you need a will. If you have a spouse, you need a will. If you have any property that you value, you need a will. If any of these situations apply to you, see a lawyer about a will. It's not expensive, and good lawyers are not hard to find.

Is It The Real Thing?

by Paul Durham, R.Ph.

We've all seen "reproductions" of vintage automobiles. There's the Model A Roadster and the early model MG's to name a couple. These vehicles are built quite often on Volkswagon chassis. Now I admit, a real car enthusiast, with close observation, could certainly detect the "reproduction" from the original, and likewise these reproductions could never be advertised or passed off as the original. Perhaps these remakes could be classified as the "generic" equivalent of the more expensive original brand name car.

I hope this gives you an insight of what we in the drug field are talking about when the generic drug industry comes into discussion. Any new drug by a manufacturer, once having a license from the FDA, has a 17-year patent period. During these 17 years, the manufacturer has exclusive rights to production, marketing and distribution of the drug. When the patent expires, any other drug company may market the drug, after having their "generic" equivalent passed by the FDA. As with the original brand name drug, the generic must be able to show equivalent therapeutic results. However, it should be pointed out that FDA requirements state that the amount of active drug may not differ more than a plus-or-minus thirty percent. This is where quite often generic drug problems arise. For at any one time, a margin of sixty percent could theoretically arise.

Why the vast difference in price??? The brand name company has already spent millions of dollars, along with probably a minimum of 10 years, on research, testing for side effects, initial marketing to physician and health professionals, as well as distribution. The recent cases in generic drug problems rose from the fact that some generic drug manufacturers were repackaging their empty generic capsules with the ingredient of the brand name drug in order to get fast approval by the FDA. Because of the recklessness of a few, the entire generic drug industry has been penalized with bad publicity. Know your pharmacist, for there are reputable, trustworthy generic drug manufacturers, who follow regulations quality control and ethical practice.

I Don't Make Enough Money

by Jerry Vance

Have you failed to develop a regular savings plan because you don't make enough money? Are you planning to start a savings plan after you pay off an existing debt? Will you start saving money after you make one last big purchase or after a certain date?

All of the above reasons for not starting a savings plan will lead us to retirement at age 60 with no savings and very little income with social security being our primary life support. The fact is none of us will ever make what we would call "enough money". Our "world system" is designed to provide an infinite number of material desires that will always keep our expenses equal to or greater than our income. So how do we save any money? The world system can be beat with the following steps:

1. Have desire to save
2. Know where your current income is being spent
3. Decide how much you would like to save
4. Eliminate unnecessary expenses to create savings
5. Save on a regular basis

The above five steps can result in a successful savings plan. The same basic steps were used to create the infamous "favorable variance" in the LBA budget. Give me a call any time and I will be happy to discuss the details.

Tax Man Cometh

by Jeff Opitz

With the end of a year comes parties and celebrations bringing in the new year. However, it also opens the door again for the dreaded "TAX MAN". Even though dramatic changes in the tax law did not take place in 1989, there are some key changes for 1989 and 1990. Here is a brief recap of these changes effective for 1989:

EXEMPTIONS - The personal exemption is \$2,000 for 1989.

ADULT STUDENT - Parents can no longer claim a student who has attained age 24 as a dependent unless the child's gross income for the year is less than \$2,000. However, the student can now claim an exemption for himself on his return.

STANDARD DEDUCTION - The standard deduction has been increased by an inflation adjustment:

Filing Status	Amount
Single	\$3,100
Married filing jointly	5,200
Head of household	\$4,550
Married filing separately	\$2,600

PERSONAL INTEREST - In 1989 you can deduct only 20% (compared to 40% in 1988) of interest paid on credit card balances, auto loans and other personal loans.

CHILDREN'S INCOME - Parents may now elect to include their minor children's income on their own return to avoid the cost and bother of filing separate returns for children under 14. Certain restrictions apply.

CHILD CARE CREDIT - A tax credit of up to 30% of the amount you pay someone to care for your dependent who is under age 13 (formerly 15) is available. If you have one qualifying child, the maximum credit is \$720; \$1,440 if you have two or more.

SOCIAL SECURITY NUMBERS - Taxpayers will need to report Social Security numbers for all dependents age two and older on their 1989 return (formerly five and older).

EXEMPTION PHASEOUT - For 1989, you may lose the benefit of part or all of your exemptions if you have taxable income of more than \$93,130.

BUSINESS USE OF RESIDENTIAL TELEPHONE - Beginning in 1989, you cannot deduct any part of the base rate of the first telephone line into your residence, even if you use the telephone for business.

STANDARD MILEAGE RATE - For 1989, the standard mileage rate for the first 15,000 miles of business use of a car is 25.5 cents a mile.

The most significant change at this time that takes effect in 1990 pertains to payroll taxes. The new rate for social security taxes increases from 7.51% in 1989 to 7.65% in 1990 for both the employee and the employer. The rate for self-employment tax increases from 15.02% in 1989 to 15.3% for 1990. The 2% credit for 1989 is replaced by two deductions for 1990.

Ten Commandments of Good Human Relations

1. **SPEAK TO PEOPLE.** Nothing is as nice and cheerful as a word of greeting.

2. **SMILE AT PEOPLE.** It takes 72 muscles to frown, but only 14 to smile.

3. **CALL PEOPLE BY NAME.** The sweetest music to anyone's ears is the sound of his or her name.

4. **BE FRIENDLY AND HELPFUL.** If you would have friends, be friendly.

5. **BE CORDIAL.** Speak and act as if everything you do is a genuine pleasure.

6. **BE TRULY INTERESTED IN PEOPLE.** You can like anybody if you really try.

7. **BE GENEROUS WITH PRAISE.** And be cautious with criticism.

8. **BE CONSIDERATE OF THE FEELINGS OF OTHERS.** It will be appreciated.

9. **BE THOUGHTFUL OF OTHERS' OPINIONS.** There are three sides to a controversy — yours, the other person's and the right one.

10. **BE ALERT TO GIVE SERVICE.** What counts most in life is what we do for God and others.

— GUIDEPOSTS —

Top Ten New Year's Resolutions

- 1) Lose weight
- 2) Quit smoking/drinking
- 3) Have more patience
- 4) Do repair work on the house
- 5) Be more loving towards spouse
- 6) Find a new job
- 7) Be friendlier
- 8) Mend hard feelings toward someone
- 9) Get married
- 10) Do not miss any LBA meetings

Handling Complaints

1) **ACT FAST.** Most complaints start out like small fires.

2) **MOVE THE COMPLAINER** away from other customers.

3) **LOOK OR SOUND CONCERNED,** not defensive. Never regard any complaint as unreasonable. To the complainer, it is always serious.

4) **HEAR THE COMPLAINT ALL THE WAY THROUGH.** Listen. Don't interrupt.

5) **WRITE IT DOWN,** if possible. This will slow down the complainer and show you are doing something about it.

6) **EMPATHIZE WITH THE COMPLAINER.** Understand why they are upset. See their point of view.

7) **ACT TO RESOLVE THE COMPLAINT,** preferably in the presence of the complainer. Follow-up to see that the problem was resolved (and will not happen again).

Mortgage Loans 8.5% to 9.5%

by Jerry Vance

That's right! Lubbock National Bank, through its affiliate, West Central Investment Corporation, has mortgage loans available to qualified borrowers at very low interest rates. As of 2/21/91, mortgage rates range from 8.5% to 9.5%. Some of these loans are available without paying any discount points. As a result, closing costs can be minimal.

If you are considering buying a home, Lubbock National Bank can help you with financing. Refinancing can also be a smart move if your present mortgage rate is in excess of 10.5%. Please give me a call in the event you have any questions. I will be glad to provide a closing cost and payment estimate. The present interest rate environment may not last very long. I can be reached at 792-1000.

It's About Time

An integral part of the Lubbock Business Association is the informal time of visiting before and after the meeting. This is a great time to share leads, give and receive business, get to know new members, and visit with guests. Each one of us needs to make a new commitment to not only be on time (the meetings start at 7:00 a.m.), but to also be a little early. And we each need to make a special commitment to stay until the meeting is adjourned. We all need to be there when leads are shared and thanks are exchanged. This is what the LBA is all about. It is understood that sometimes someone will need to leave early, but please don't make a regular habit of it. Our new year is off to a great start! Let's all get behind our new officers and board members and make this the greatest year ever in the Lubbock Business Association!

TEN COMMANDMENTS OF KEEPING YOUR JOB

1. Be on time, whether it is with showing up for work, returning from breaks, going to meetings, or turning in assignments.
2. Call in if you know you will be tardy or absent. Most companies treat absences or tardiness without notice much more seriously than simple absence or tardiness.
3. Try your best; always finish an assignment, no matter how much you would rather be doing something else. It is always good to have something to show for the time you have spent.
4. Anticipate problems and needs of management -- your bosses will be grateful, even if they do not show it.
5. Show a positive attitude -- no one wants to be around someone who is a "downer".
6. Avoid backstabbing, office gossip, and spreading rumors -- remember, what goes around comes around -- joining in the office gossip may seem like the easy thing to do, but almost everyone has much more respect for people who do not spread stories around.
7. Follow the rules. The rules are there to give the greatest number of people the best chance of working together well and getting the job done.
8. Look for opportunities to serve customers and help coworkers. Those who would be leaders must learn how to serve.
9. Avoid the impulse to criticize your boss or the company. It is easy to find things wrong with others -- it is much harder, but more rewarding, to find constructive ways to deal with problems. Employees who are known for their good attitude and helpful suggestions are the ones most often remembered at performance evaluation and raise review time.
10. Volunteer for training and new assignments. Take a close look at people in your organization who are "moving up" -- chances are, they are the ones who have shown themselves in the past to be willing to do undesirable assignments or take on new duties.

— Texas Business Today
Texas Workplace Commission

Management Skills . . . Is It Time For Improvement?

Even though there are many management tools, one of the most important is knowledge of our strengths and weaknesses as an information-handler. Information moves to and from your desk all day every day. The question is "Are your information handling habits making you money or costing you money?"

Here is a set of questions to help you get started by identifying your information management skill levels. Give yourself a grade, (A - B - C - D - F) and follow up with a program of continuous improvement.

1. ____ Ability to say no effectively, (I know when and to whom to say no, and when I say no, I don't feel guilty or angry.)
2. ____ Ability to follow projects to completion and maintain control, (I know the what, where and when of my projects.)
3. ____ Ability to delegate effectively, (I get back what I want, when I want it.)
4. ____ Ability to use a daily planner, (I don't double book or over book my day.)
5. ____ Ability to locate important information when I need it without spending any time searching for it, (I have the information I need at my finger tips, now.)
6. ____ Ability to keep up with daily do-able detail, (I keep up with the little things that make my business a success.)
7. ____ Ability to clean my desk at the end of every day, (I work on one project at a time without interruptions.)
8. ____ Ability to prioritize the tasks, projects, calls, meetings and do-able details of my day so the most important things always are done first, (this includes interruptions from all sources.)
9. ____ Ability to throw away the right stuff and keep the right stuff, (this means my files are not full of useless papers.)
10. ____ Ability to handle interruptions effectively, (I can make my interruptions fun and profitable.)

Banking Tip of the Month by Jerry Vance

Many questions have been asked concerning the so called "Free Checking" account that most banks now offer. Generally, Free Checking refers to a personal checking account where the bank provides free checks and no service charge or minimum balance. A small overdraft line is usually provided also. Sounds good huh? You better look further. Free Checking has proven to be a very profitable account for many banks. The reason the account is profitable for the bank is not so obvious. Consider these typical features:

1. Checks are not returned to the customer
2. Normal NSF fees apply to overdrafts (around \$20 / check)
3. Overdraft fee usually \$2.00 / day while overdrawn
4. Fees for copies of checks and bank statements.

For example, if you had a mistake and wrote 5 NSF checks and overdrew the account for 5 days, your fee would be \$110.00. LNB has not offered this type of account, although we may in the future. We have a better answer involving the use of a regular checking account and a specific overdraft line of credit. The moral to the story is to be careful and ask plenty of questions.

What You Should NEVER Bring to an IRS Audit

The most common audit mistake is providing copies of your other years' tax returns. Doing so greatly expands audit risk by giving the auditor many things to look at that he otherwise would not see, like patterns of income and deduction amounts over multiple years.

So why do people bring previous years' returns with them? Because the audit notice asks them to!

But here's something you should know: IRS rules state that you are required to provide only the information relating to the specific tax year listed in the audit notice. You are not required to provide information relating to any other tax year, except as it might relate to the year under audit—as carryover items might.

If the auditor asks you for a previous return, simply say, "I don't believe that this relates to the year or issues being examined." Almost always, that will end the matter.

"Making unrealistic demands of prospective employers can backfire," said Paul McDonald, executive director of Robert Half Management Resources. "In today's era of cost-cutting, it's difficult to justify luxury items as part of a new hire's employment package. Salary negotiations today are more likely to focus on results-driven incentives, such as bonuses for meeting agreed-upon performance objectives."

Below are the five most common mistakes job candidates make when negotiating job offers and McDonald's tips for avoiding them:

- Not knowing what you want.
- Being shortsighted.
- Failing to do your homework.
- Not calculating the costs.
- Playing hardball.

Robert Half Management Resources has locations in major cities throughout North America, Europe and Australia, and offers online job search services at www.roberthalfmr.com

Programs - 1990 - 1992



Dr. General S. M. Kennedy, center, Kathy Egenbacher, left, and Luann Pack of International Tours-Worldwide shared a program with LBA members of the joys and pleasures of worldwide travel. (Photo by Ken Strouth)

Program Report

by Mike West

A new year for LBA is underway, and with the establishment of new leadership the promise of a successful and eventful year is inevitable.

The first item on the agenda is LBA Board Meeting Tuesday, May 1st. This will be a meeting of last years and this years board. We would like to see everyone attend. I also urge all of last years and this years Committee Chairpersons to attend. Your input at these meetings is very important. Our first Business Meeting will be Friday, May 4th. Don't forget your volume reports.

Programs are, to quote a wise man, "Right on Target."

May 11 - C&H Generator Shop - David Bentley
May 18 - Parkinson Electronics - Terry Parkinson
May 25 - Big K Lumber - Roy Towle

With the help of Barbara Andrews and Kevin White I am arranging several special programs. If any members have ideas for special programs please call me at anytime. Remember, the more special programs we have - the chances are less that you may be called on this year.



Allen Bly with the Better Business Bureau gave an informative program on the different type of scams to watch out for. (Photo by Ken Strouth)



After Jeff Opitz gave the program we were not sure who he worked for. Is it Mass Mutual, Gene Messer Ford, Dennis Bros., Chapell, Lanehart & Aldridge, Cardinals (Photo by Ken Strouth)

Program Report

by Mike West

The LBA Board met Tuesday, January 2nd, at 7:00 p.m. at Lubbock Plaza in the Yellow Rose Room. The next LBA Board Meeting will be Tuesday, February 26th. With only two Board Meetings left we urge all officers and committee chairpersons to be in attendance in order to close this year and make plans for next year.

Turning our attention to volume reports. Letters have been mailed and phone calls made to members for late volume reports. It is important that these be reported as soon as possible. As a reminder these are the reports I still need:

Ad Group One - May, June, August, September, October, November, December
Big K Lumber - May, August
Cardinals Sport Center - November
C&H Generator Shop - October, December
Computerland - July, August, September, October, November, December
David Diggs Remodel - November, December
Gristy Cleaners - September, October, December
John Q. Hammons - June, October, November, December
Host Ice - December
International Tours - May, August, September, October, November, December
Landscape Gallery - May, June, July, September, October, November, December
Roger Marks - June, August, September, October, December
Gene Messer Ford - July, December
Nadine's Interiors - December
Performance Associates - December
Quest & Sons - September
Sentry Security - December
The Upper Room - November, December

As of today LBA total volume is \$1,905,044.74.

Programs for February are:

February 8 - McWhorter's
February 15 - Roger S. Marks, CLU, Ch.F.C, K.B.S.
February 22 - Studio West - Melissa Grimes

Program Report

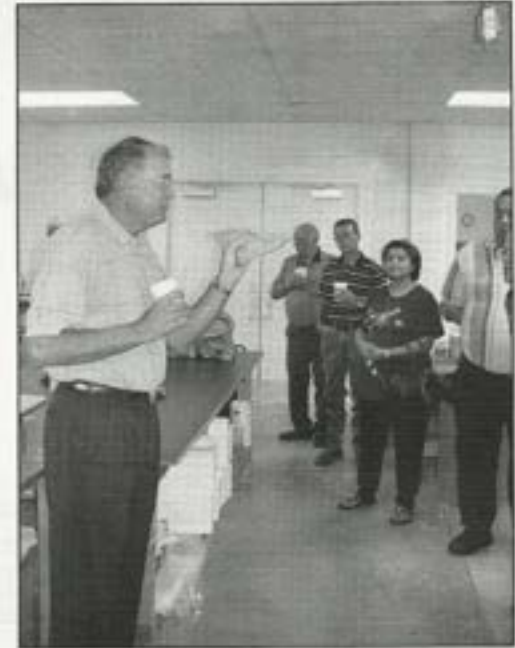
by Thomas Gonzales

Another month of great programs are lined up for each Friday in August. I want to thank each of you who have helped so far by giving a program. But, I also want to encourage the rest of you to give a program if you have not done so recently. What greater opportunity for more business than to get up and tell all about your business to someone who cannot wait to visit and to do business with you. I have several Fridays open, but hurry and call me fast - they are filling fast. Here's my telephone number **Gene Messer Ford 793-2727.**

Programs - 2002

Program Schedule

- November 15 – Debbie Clark, Frame Mart
- November 22 – J. D. Douglas Chem-Dry of Lubbock
- November 29 – No Meeting, Thanksgiving Holiday
- December 6 – Business Meeting
- December 11 – Wednesday Christmas Party
- December 20 – Charlie Gibbs Cool Breeze A/C, Htg., & Refrigeration
- December 27 – No Meeting, Christmas Holiday
- January 3 – Business Meeting
- January 10 – Tom White, Dennis Bros. Printers, Inc.
- January 17 – Rose Hardy, Rose Real Estate
- January 24 – Joe Harkins, Harkins, Joe A., D.D.S.
- January 31 – Chuck Lanehart, Chappell & Lanehart, PC
- February 7 – Business Meeting
- February 14 – Jerry Vance, Lubbock National Bank
- February 21 – Kathy Sells, Storage Zone Commercial Records Center
- February 28 – Tramel Shropshire, Phillips & Associates CPAs
- March 7 – Business Meeting
- March 14 – Larry Holland, Holland Office Supply
- March 21 – Honorable Mackey Hancock
- March 28 – Jay Stone, Pest Management Services
- April 4 – Business Meeting
- April 11 – John McDermott, Lubbock Paint Center
- April 18 – Gene Darr, Xcel Energy, Inc.
- April 25 – Carol Phelps, Lubbock Trade Exchange
- May 4 – Business Meeting



Jack Scarborough demonstrates how to make a hat at Scarborough Specialties.

UPCOMING LBA PROGRAMS

May 28 – Gene Darr, Xcel Energy

June 4 – Business Meeting
Board Meeting 6:30 a.m.

June 11 – Larry Holland, Holland Office Supplies

June 18 – Bill Lane, A. G. Edwards

June 25 – John McDermott,
Lubbock Paint Center

July 2 – Business Meeting
Board Meeting 6:30 a.m.

July 9 – Ratna Wendling, Cash for Gold

July 16 – Joe Harkins & Jeff Hancock

July 23 – Open

July 30 – Open



Programs 2003

CHUCK LANCHART, LBA PROGRAM 1/31/2003

When Gene Darr asked me to give the LBA program,
I said, "Sure, I'll do it!"
"I'll read my silly poem again --"
"You'll all just have to suffer through it!"

Most of you know me, I really need no introduction,
But for entertainment sake, I thought I'd put on this production.
I was raised in Pampa, in the Panhandle of Texas,
Then came to Lubbock, home of Paula, fairest of the sexes.

But I'm getting way ahead of myself, it seems,
First hear my childhood accomplishments, and in my teens.
I was poor, and shy and lonely as a child, you know,
Walked to and from school for miles, barefoot in the snow.

I spent a lot of time on the bloody fields of play,
Football, and basketball, even track, every day.
I worked hard too, at part-time jobs and my studies,
These experiences taught me lessons, the good, bad and uglies.

My first job? Lifeguard at scout camp -- I was tough as a Marine.
I met Andy Anderson the potato peeler there -- he also cleaned the latrine.
Later on I was an oilfield roustabout, and then groceries I sorted,
Still later I was a newspaperman, and for News Channel 28, I reported.

At Texas Tech campus I landed, in nineteen hundred and seventy-two,
Studied journalism, then law, then searched for something worthwhile to do.
Finally in '77 a Lubbock law firm requested my assistance,

*LBA President,
Jay Jacobus (R)
intently listens
between bites as
Thomas Gonzales
of Gene Messer
Auto Group
presents the
May 14 program.*



We're now known as Chappell & Lanchart, for I offered no resistance.

I am a lawyer now, last name Lanchart, first name Chuck.
You might think I'll do anything -- just for a buck.
But that's not true, in fact it's false as hell,
I do just a few things for money, but I do them all quite well.

I sometimes defend folks they wrongfully accuse,
Of killin' and stealin' and various abuse.
The criminal law, you see, is closest to my heart,
But to make a decent living, I quite often depart.

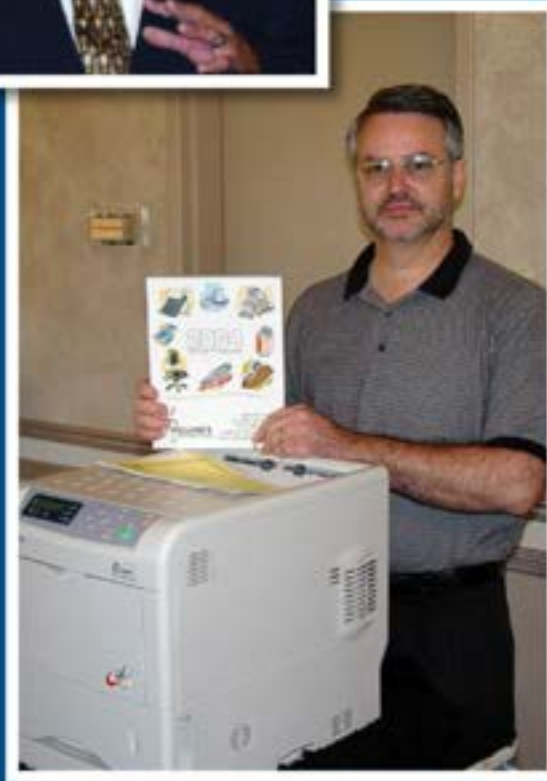
Though criminal defense is how I won my reputation,
I also draft wills, and engage in all sorts of litigation.
Husbands often hire me to sue wives who cheat them,
And I represent wives who sue husbands too eager to beat them.

Child custody, support, alimony, and contempt,
My family law practice is never exempt
Of arguments from opposing lawyers, nasty and tacky
To settle these fights, we all go see Mackey.

For a price I will fix your tickets, I will draft you a deed,
I will probate your property with deliberate speed.
And if you have a difficulty that I can't make yield,
I'm sure to know the lawyer who's the expert in the field.

If you've suffered, for example, an injury to your back,
Because of someone's negligence, on the road or railway track,
I'd send you to my brother Dave, the local king of torts.
He can get you justice with a settlement or even through the courts.

Programs 2004 - 2006



The Presidential Library

Lubbock and the West Texas Coalition are hoping that they have put together the right elements to attract the George W. Bush Presidential Library to the campus of Texas Tech University. David Miller, CEO of the Med Group, told the coalition's story to the LBA on October 21, 2005 at our regular meeting.

Mr. Miller reviewed various parts of the proposal and showed a video that "welcomes home" President and Mrs. Bush to West Texas. The West Texas coalition is

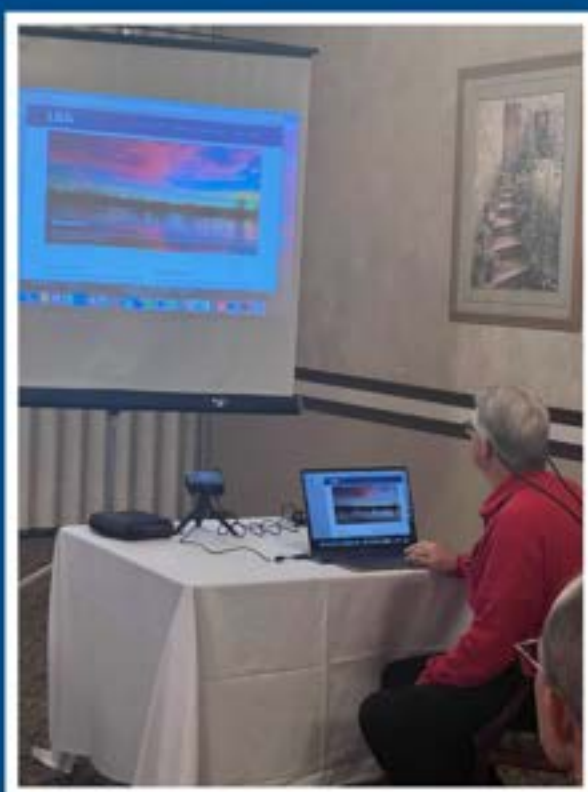


one of 4 finalists for the project along with SMU, University of Dallas, and Baylor.

Attracting the library translates into hundreds of millions of dollars in new construction and tourism to West Texas. GO DAVID!



Programs 2014 - 2022



Programs 2022 - 2025





Social Report

by Mike West, LBA Social Chairman

This year is the LBA's tenth anniversary. To celebrate we are planning a day of sun and fun at White River Lake on Saturday, June 10th. Tim and Tam Gristy have graciously offered LBA the use of their family lake home. To enhance the fun we are hoping to have three boats and maybe a jet ski. Parents should bring water safety wear for small children, for boating and swimming. If you have water toys or air mattresses, please bring them as well.

We will start off the fun around ten or eleven, with brisket and fixings around two, and then more water fun till six. Soft drinks and kool-aid will be provided. The social committee will be in touch with LBA members concerning the food they need to bring.

We would like to encourage all LBA members to lend their support and make this a big success. More details will be announced at LBA meetings June 2nd and June 9th.

LBA Social Events 1989 - 1992

Social Report

by Mike West, LBA Social Chairman

Congratulations to Chuck Lanehart, Sam Copeland, Mackey Hancock, Bill Shriver and Bill Lane. It was because of their excellent golfing skills (and the luck of a coin toss) that they are this year's LBA golf champs. The team of Albert Hernandez, David Winston, Joe Davila, David Schulman and Jerry Vance tied with a seven-under-par 65, and split the prize money with the winning team, each member carrying home \$58.00 in cash.

I would also like to thank Tom White, David Schulman, Richard Ginsburg and Chuck Lanehart for their help in getting everything together to make the party a great success. Everyone had a good time and really enjoyed all the activities.

With summer coming to an end and winter approaching, it is time to be thinking about Christmas. After all, it is only 125 shopping days away. Preparations are underway for our Christmas Banquet, and we have two dates reserved. One is at the Lubbock Plaza for Thursday, December 14th, and the other is at Hillcrest Country Club on Friday, December 15th. A decision will be made by mid-September on one of these dates.

Once again, thanks to all the LBA members for making this a super LBA summer.



TANKER CREW: Skipper Tim Gristy, center, demonstrates for first mate Bill Lane, left, and sailor Tab Daniel, right, the Exxon lookout procedure for piloting an oil tanker. The three LBA members were among about 20 adults and 20 children who enjoyed the Gristy's hospitality at their family boathouse on White River Lake June 10th.

(Photo by Chuck Lanehart)

Social Report

by Mike West, LBA Social Chairman

The LBA summer activities are off to a super start. The boating party at White River was a big success. The weather was great, the water wasn't too cold, and the food was delicious.

Chuck Lanehart rode the Innertube, although some said it was his stomach and not the tube. Paul Durham's battery went dead. Jerry Vance sprayed the kids, and Arline Callaway stayed in the shade. Everyone had a wonderful time. A very special thank you goes out to Tim and Tam Gristy for the use of their lakehome and boat. I also want to thank Joe and Kathy Harkins for bringing their boat, and Paul and Susan Durham and Jerry and Becky Vance for bringing jet skis. I also thank all the LBA members who brought food.

The summer fun continues on August 4th, at Hillcrest Country Club, with the annual LBA Golf Tournament and pool party. Details will be forthcoming in July. We are hoping everyone can attend to help make this an even bigger success.

Social Report

by Mike West, LBA Social Chairman

What's bigger than the NFL or NBA? It's the LBA Draft, to be held Friday, July 28th. On this day team captains Albert Hernandez, Richard Ginsburg, Tom White, Chuck Lanehart and Roger Marks will try to outwit each other in picking the perfect golf team. Each captain will be looking for players with the driving ability of Jack Nicklaus, the chipping skills of Arnold Palmer and the putting accuracy of Tom Watson. In their dreams.

We are anticipating a large gallery to enjoy the fun, food and entertainment. I would also like to thank all the LBA members who have donated money or items for the golfing events and door prizes. It takes a team like the LBA to make socials like this to be enjoyed by all. Once again, the date is August 4th, at Hillcrest Country Club. The golf will start about 1:30 p.m., and the picnic will start around 5:30 or 6:00 p.m. See you there.

Final Social Report

by Mike West

Another year has come and gone and it is time to elect new officers for LBA. Elections will be on Friday, April 6 at Lubbock Plaza. We will **NOT** meet at 7:00 a.m. LBA will start at 8:30 p.m. with a cash bar. Dinner will start around 7:00 p.m. with business meeting and elections after. This is one of the most important LBA meetings of the year and it is essential that all members are present. So please arrange your schedule so that you can attend. This will be our last so called social for this year.

We started the year with the First Annual LBA boating party then ended the summer with the Annual Golf Tournament and Picnic and celebrated Christmas with the annual Christmas party. Truly a fun filled year for all.

I would like to take this time to thank the LBA members who helped with this year's socials. Ken Stroud, Chuck Lanehart, Paul Durham, Tom White, Jerry Vance, Tim Gristy, Dr. Joe Harkins, Roger Marks, Barbara Andrews, Loyd Shipp, Albert Hernandez, and Richard Ginsburg. Without the help of these members it would have been impossible to make each social as much fun as they were. I would also like to thank all the LBA members who attended this year's socials. Your presence was greatly appreciated.

Again, let me urge all LBA members to please attend the election meeting Friday, April 6, 8:30 p.m., Lubbock Plaza. Your vote is very important.

**LBA
Summer
Party**

This Friday is almost your last chance to sign up for this year's Golf Tournament and Summer Party. Don't miss out on the great time Debbie Clark has planned for all of us!

- Golf Tournament - Tee times start around 1:15 p.m.; 4 person scramble; prizes galore - prize money for top finishing teams -
- Swimming Games for Kids • Volleyball

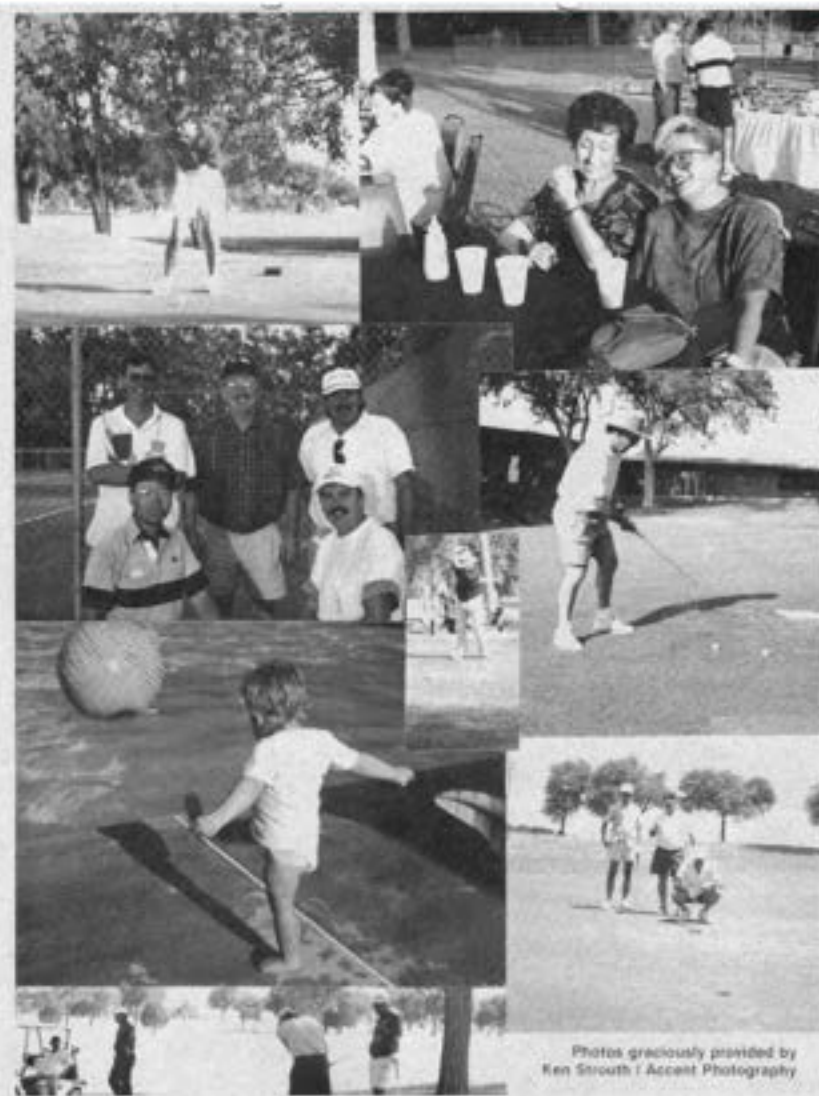
Cash bar begins at 5:30 p.m. — Dinner starts at 6:30 p.m.
Burgers, Bar-b-que, and Beans

Pool available from 6:00 p.m. to 9:00 p.m.

Bowling - Casino Party — September 1990



LBA Summer Party Fun



Photos graciously provided by
Ken Strouth / Accent Photography

LBA Golf and Picnic Party - 1993



Thomas Gonazles, Barbara Andrews, Jack Scarborough, Larry Smith, and Bill Lane.



Mackey and Jerry with the tadpoles.



LBA Masters 1997



LBA Masters

Is it hot or is just me? I think it's just hot. But the best way to cool off is to go swimming, and that's exactly what we have planned. On Friday, August 5th at Hillcrest (we have no greens) Country Club we will have our Annual LBA Summer Golf Tourney and Picnic Party. We have made the reservations with the club and now we just need to get a count of how many members and guests are going to be there. So, if you have not signed-up please do so because this year promises to be the biggest and wildest ever. Security cops will be provided. So mark it on your calendar and plan on being there. If you would like to volunteer to help, please contact Mitchell at 792-4449.



LBA Picnic and Golf Tournament - 1998 - 1999



Membership Requirements for the Lubbock Business Association
There are three requirements for membership:
(a) One must be an owner or manager of a business in the Lubbock area.
(b) One must attend at least 3 meetings of the L.B.A.
(c) Finally one must be voted on and accepted for membership by the Board of Directors of the L.B.A.
To maintain one's membership in the L.B.A. one may not miss 5 meetings out of any thirteen week period. Members are encouraged to visit the business of the member who gave the program.

1998 LBA Picnic & Golf Tournament Friday, August 28 - Lubbock Country Club

GOLF TOURNAMENT begins about 2:30 p.m. Cost is \$43 for green fee and golf cart. Another \$7.50 will buy you mulligans to help your team win. The tournament format is a Florida Scramble, which means you will have fun even if you are a novice golfer. There will be great prizes for best team score, closest to the hole, longest (and shortest) drive, etc. NOTE: WE WILL PROBABLY ONLY HAVE ROOM FOR 25 PLAYERS! FIRST SIGNUPS WILL HAVE PRIORITY. IN ORDER TO AVOID LATE CANCELLATIONS, A \$5 NON-REFUNDABLE FEE, WHICH WILL APPLY TOWARD YOUR MULLIGAN MONEY, IS REQUIRED AT THE TIME YOU SIGN UP FOR GOLF. Guests, family members, and prospective new LBA members are welcome to enter the golf tournament.

PICNIC begins about 6:30 p.m. Hamburgers, hotdogs, and all the fixins' will be served by the swimming pool. Cost: ZERO! - COURTESY OF THE LBA (except for cash bar). Lots of door prizes will be awarded after the picnic, as well as the golf awards. EVERY LBA MEMBER WHO SHOWS UP WILL RECEIVE AT LEAST ONE NIFTY GIFT!

POOL PARTY begins after the picnic. This is a chance to see grown LBA men act like itty bitty kids. It's also a chance to see grown LBA women in skimpy (?) swim suits! And, it's a chance for real kids to have a great time. Lots of games and prizes for the little ones. Cost: ZEPPO! COURTESY OF THE LBA.

GUESTS are welcome free of charge, courtesy of the LBA. Only the golf tournament and cash bar cost money. Bring your office staff. Bring your family. Bring prospective new LBA members.

PRIZES are made possible only by the generosity of LBA members. Members are encouraged to donate a door prize, gift certificate or cash for the picnic, pool party and/or golf tournament. You may designate whether you want the gift to be awarded for the picnic, pool party and/or golf tournament. This is a great opportunity to advertise your business and spread goodwill among other LBA members.



Golf Tournament



Bill Lane, Jack Scarborough and praying partners show off their trophy.



Proud players Barbara Andrews, Jerry Vance and friend.



Chuck Lanehart strikes his famous golf model pose.





**Our Fabulous
Social
Chairpersons --
Rose Hardy and
Chuck Lanehart.
Thanks for a job
well done!**



**2nd Place Winners
... Larry Smith,
Ron Hetler, Jay
Jacobus & Thomas
Gonzales.**



LBA Picnic and Golf Tournament - 2000

2000 LBA PICNIC & GOLF TOURNAMENT

Friday, August 25
LakeRidge Country Club & Hathorn Home.



Picnic begins about 6:30 p.m.
at Mindy Hathorn's home.
Hamburgers, hotdogs, sausage
and all the fixins'.

Cost: ZERO!! - Courtesy of the LBA



Lots of door prizes will be awarded after the picnic,
as well as golf awards. Everyone who shows up will
receive at least one nifty gift. Pool available.

A very special LBA thanks to Mindy
for all the time and effort to prepare for this
party and sharing your home.



Prizes and Donations



- 1st Place Team: \$ 300.00 Team trophies courtesy of First Class Awards
2nd Place Team: \$ 150.00 Golf bags courtesy of Chappel, Lanehart & Wheeler
• Cash prizes were donated by the following firms: Chappel, Lanehart & Wheeler, Heller Insurance Agency, Gene Messer Ford, Inc., Dennis Bros. Pizzeria, Inc., Bobo Irrigation Service.
- | | | |
|----------------------------|-----------------|----------------------|
| Long Drive, Hole # 2: | Adriatic Bag | Seabrook Specialties |
| Long Drive, Hole # 12: | \$10 Gift Cert. | R & M Meat Company |
| Short Drive, Hole # 6: | Gift | SPS |
| Closest to Pin, Hole # 4: | \$100 | Poke Lambro Wireless |
| Closest to Pin, Hole # 7: | 2 Shirts | A.G. Edwards Stock |
| Closest to Pin, Hole # 13: | \$100 | NTS |
| Closest to Pin, Hole # 18: | Fan | Stashline, Inc. |

PICNIC:

Yates Carpet
Seabrook Specialties
Professors Today Park
AFLAC Insurance
Cash for Gold Jewelers
Honey
Prime Mart
NTS
Lubbock National Bank
Fast Signs
Chappel, Lanehart & Wheeler, PC
Rose Real Estate
Bowman Lumber Co.
Pest Management Serv.
Poke Lambro Wireless
A.G. Edwards Stock
R & M Meat Company
Joe A. Hathorn, D.D.S.
SPS
Bobo Irrigation Service
Lubbock Paint Center
Acme Brick Company
Stewart Title
Medical Center Pharmacy
Grady Cleaners
Cris's Flowers

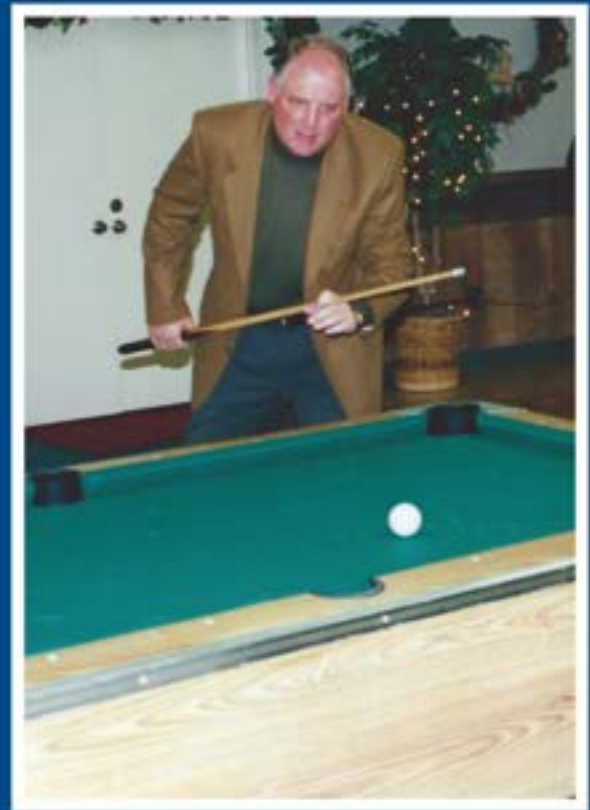
Jo Wright
Jack Seabrook
Dennis Ward
Glenda Sims
Kathleen Warding
Mackey Hancock
Deloris Clark
Barbara Andrews
Jerry Verno
Mike Walker
Chuck Lanehart
Rose Hardy
Roy Taine
Jay Stone
Rita Smith
Bill Lane
Mindy Hathorn
Joe Harkins
Larry Smith
Vic Bobo
John McDermott
Andy Anderson
Angella Kahlisch
Paul Durham
Todd Johnson
Wanda McGinnis

Special Thanks to
Mike Cunningham
Head Golf Professional at
LakeRidge Country Club
for his donation of
range balls to contestants





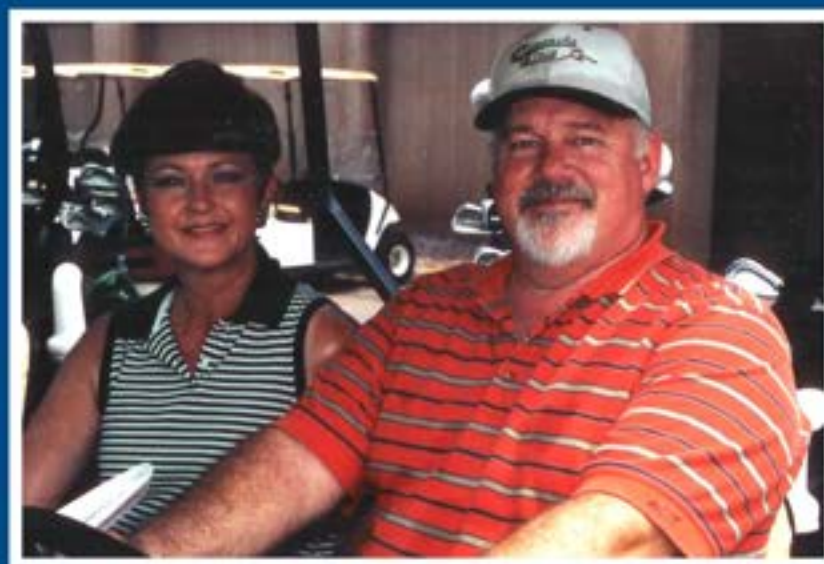
Christmas Party - 2000



LBA Picnic and Golf Tournament - 2001



2001



2003



Second Flight Winners
Ron Hettler Chuck Lanehart



LBA Christmas Party - 2005 Pics

Courtesy - Chuck Lanehart

The LBA Christmas party was held at the Inside 4BarK party place and restaurant. The pics from the party are on page 7. Request your favorite by emailing your request to ron@hettlerinsurance.com.

OUR 27TH YEAR

PAGE 7

It's was Party Time-December 9th





LBA
Lubbock Business Association
LBA Leader
Where Lubbock and Business Meet

Our 28th Year
October 07

Inside this issue:

Roll of Members	2
Member of the Month	7
Membership Requirements	7
Purpose	8

Special points of interest:

- Lookout for New Members
- LBA Membership Requirements
- LBA Purpose

LBA Golf Tournament & Lunch Highlights

Very special thank you goes to Rose Hardy, Chuck Davis and Jerry Smith for setting up and putting on a great golf day and lunch for the members and guests of the LBA.

Golf Results

1st Place

Jeff Hancock
Brad Wilson
Jon Stephens
Randy Norman

2nd Place

Jerry Smith
Chuck Chapman
Ron Hettler
Jerry Vance

Both teams scored a 15 under par. Jeff's team won on scorecard playoff.

Special thanks to everyone who provided a door prize. There was enough door prizes that everyone at the lunch received a door prize.



Special Memories

1993



One of the rewards of visiting the business of the member who gave the program (besides learning more about the business and what it can do for you or your business) is winning a fun incentive prize. Shown here is Jo Wright of Yates Carpet who visited and won a beautiful framed print, printed at Dennis Bros. Printers and framed at Frame Mart. (photo by Ken Strouth/Accent Photography)

1994



In Memoriam

Longtime Lubbock Business Association member Garey Max Wallace died Saturday, June 18, in Lubbock, at the age of 50. Garey was founder and president of NTS Communications Inc., and the father of Barbara Andrews, NTS representative to the LBA.

Garey joined the LBA in June of 1982 and was an active member until his resignation at the end of 1992. He was a loyal customer and supporter of many individuals and businesses represented in the LBA. Garey will be remembered for his fierce dedication to his work and for his sense of humor.

Garey was born January 22, 1944, in Casa Grande, Arizona. He married Sue Parchman Moore May 24, 1974, in Lubbock. He graduated from Texas Tech University, and was a member of Southwest Baptist Church.

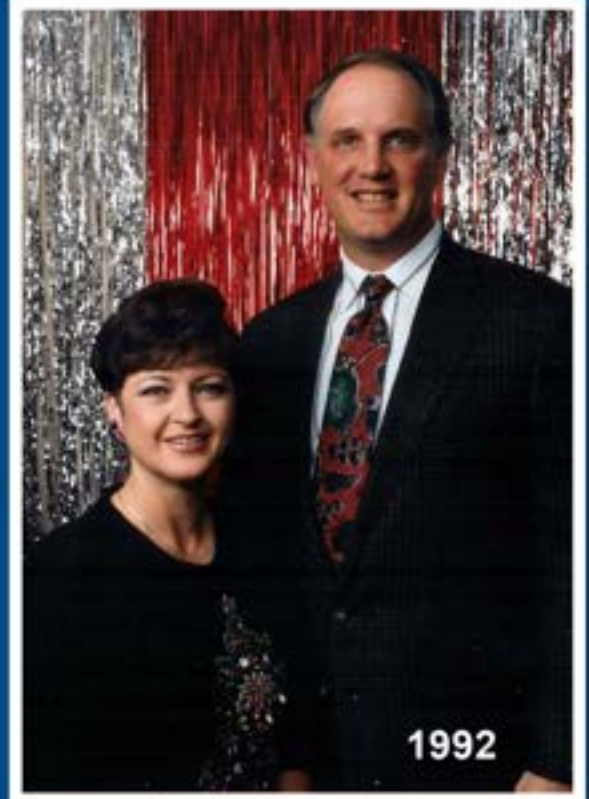
Survivors include his wife, daughter Barbara, two sons, Shawn Troy Wallace of Dallas, and David Moore of El Paso; a brother, Jim of Salt Lake City; and his grandmother, Cordie Wallace of Cushing.

1997



Billy DeWeese receives a special recognition plaque for his many years with the LBA.

1992



2004



Judson James Jacobus

Newest Potential LBA Member



JUDSON JAMES JACOBUS arrived Wednesday, June 30th at 6:26 pm.

He weighed 8 lb 2 oz, and is 21 inches long.

Drs. Harkins and Hancock Move In!

2005



Hearken back 20 years and Quaker Avenue south of 98th Street was a dirt road. Now at the corner of 110th and Quaker you won't find just dirt, you'll also find the new office of Drs. Harkins and Hancock.

These long time Lubbock residents and outstanding dentists

are seeing patients in equally outstanding facilities.

Walking through the front door, you immediately sense that this is not your typical dental office. A comfortable reception area greets you along with a friendly staff. Structurally, everything is set at dramatic angles and the

ample use of glass allows you to see beyond just the waiting area.

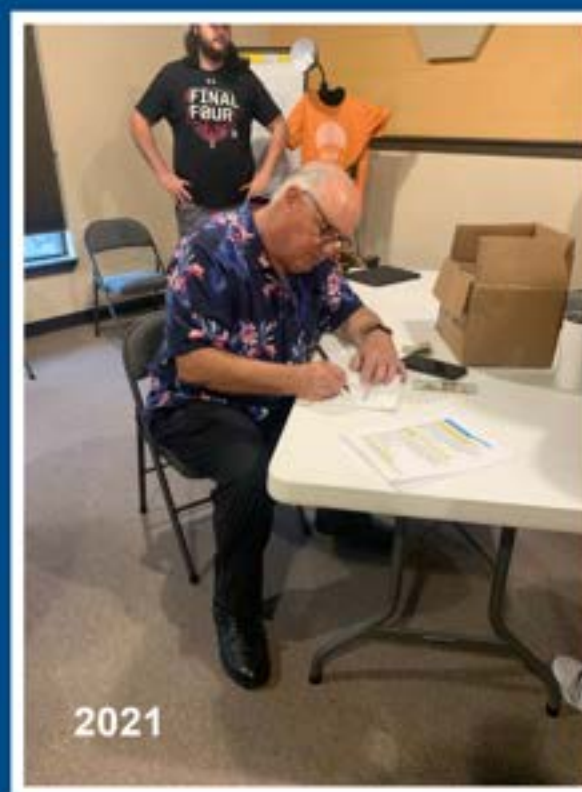
Going into the operatory, the area is divided into two wings with multiple stations for patient care. Yes, Dr. Joe Harkins and Dr. Jeff Hancock have moved in (and south and up).

Contact them at:

11010 Quaker Ave.
Lubbock, TX 79424
(806) 79-SMILE



Dr. Hancock Smiling!



Designed by



We organize your photos and videos
one bite at a time!

**For additional copies or for more information
about creating a book for your business,
organization, or family, contact us at
dionne@capturedmemories.biz or
www.capturedmemories.biz**