

## 2024 Board of Directors

### President, Kristina Bucket

#### Dallas Flat Glass Distributors

1304 Champion Circle  
Carrollton, TX 75006  
Phone: 972-506-9580

### Vice President, Kevin Spivey

#### Alpha Glass & Mirror Co

8901 Sovereign Row  
Dallas, TX 75247  
214-637-5500

### Treasurer, James LaRocca

#### Gibraltar Glass, Inc.

3933 Leon Rd. Ste 307  
Garland, TX 75041  
972-271-7333

### Secretary, Amber Jones

#### PGP Design Center

921 N Riverfront Blvd. Ste. 300  
Dallas, TX 75207  
Phone: 888-747-1161

### Past President, Chris Hill

#### Oak Cliff Mirror & Glass Co., Inc.

2202 N. Beckley Ave.  
Dallas, TX 75208  
Phone: 214-747-4875 Ext: 224

**Save the Date!**

**Wednesday, March 20, 2024**



**Speaker: Johnna Gray Founder of  
Cultivate Financial**



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- **TGA – NTD Lunch & Learn**  
**Wednesday, March 20, 2024**
- **Texas Glass Conference**  
**May 16 – 17, 2024**

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# Letter from the President



February 2024

Greetings from the President

To our members:

Welcome to 2024! I am so excited to back again for my final term as President and am eager to share with you some of the things we are working on for you this year. We are ramping up our members benefits with a new Lunch and Learn topics this year and starting strong with the below special guests:

- March 20<sup>th</sup>, 11:30am – 1:00pm
  - o Cultivate Financial will be covering the new tax form required for small businesses as well as best practices for company tax preparation and bookkeeping.
- April 10<sup>th</sup>, 11:30am – 1:00pm
  - o Max Perilstein from Sole Source Consultants will be sharing an economic update along with the latest and greatest in our industry.

These Lunch and Learns are a completely free benefit for all TGA members. Just email Michelle at [mordonez@specifyqpc.com](mailto:mordonez@specifyqpc.com) to register. We encourage all members to come and engage with the benefits your membership dues allow us to provide for you. (Non-member pricing is \$50 to attend).

We want to hear from you! If there is a topic you would like to see discussed, chances are you're not alone. Please email me directly at [kristina@dfgdbiz.com](mailto:kristina@dfgdbiz.com) and let me know what topics you would like to see covered this year.

It's going to be a great year and I'm looking forward to seeing you all at the next event.

See y'all soon!

Sincerely,

*Kristina Buckett*

President 2023-2025

## **TGA – NTD Lunch & Learn**

### **Presented by Johnna Gray – Cultivate Financial**

Cultivate Financial is an outsourced bookkeeping and administrative service specializing in small businesses and nonprofit work. Other services offered are incorporation, tax preparation, and asset protection consulting.



Since graduating with an Associates in Theology degree from Christ for the Nations Institute in 2010, Johnna has had one foot in ministry and one foot in the financial realm. For 13 years, she has worked in accounting firms as a bookkeeper and tax preparer and while simultaneously pastoring in the local church. This unique perspective has allowed her to grow a passion for non-profits, religious or otherwise, while obtaining the knowledge and experience to navigate the full spectrum of the financial services necessary to run an organization. She was an adjunct professor at Christ for the Nations teaching leadership skills and development and has previously sat on the board of a nonprofit. With clients spanning the county, Johnna and her team have worked with a myriad of industries including advertising, agriculture, art collectives, architecture/interior designers, aviation, catering, construction/ remodeling, financial services, land development, landscaping, law firms, medical facilities, oil, real estate, online retailers, as well as nonprofit schools, churches, public charities.

Johnna is a lifelong resident of Dallas, TX, and lives with her husband Bryan and her high-spirited mini-me, Emma Lou.

#### **Lunch & Learn Info:**

**Wednesday, March 20, 2024**

11:30am – 1:00pm

The Victoria Restaurant

13435 Bee St.

Farmers Branch, TX 75234



# TEXAS GLASS CONFERENCE

HOSTED BY TEXAS GLASS  
ASSOCIATION

*Save The Date*

MAY 16 - 17, 2024

HYATT REGENCY  
LOST PINES RESORT & SPA



You won't want to miss this year's Texas Glass Conference. The Texas Glass Conference will be held at the picturesque **Hyatt Regency Lost Pines Resort & Spa** near Bastrop with a two-day event headlined by **Jim Morris**, the former professional baseball pitcher and real-life inspiration for Disney's 2002 blockbuster movie, *The Rookie*. We will also hear from industry legends, **Max Perilstein** of Sole Source Consultants, **Greg Oehlers**, our 2024 Lou Green Award winner, and **Jeff Haber** of W&W Glass, New York's largest glazing contractor, to name a few.

[Texas Glass Con - Texas Glass Association](#)

# PREPARING FOR GROWTH: WHY GLASS FABRICATORS SHOULD AUTOMATE THE COATING PROCESS

## Showcasing the Need for Automation

As the single-family market is poised to return in 2024, glass fabricators will find themselves at the forefront of meeting the growing demand for high-quality, innovative solutions in the shower door market. From glass cutting and edge polishing to glass tempering and protective glass coatings, the significance of machine automation cannot be overstated. Labor issues continue to be felt around the industry, effects of inflation are still being seen, and faster lead times are becoming more and more imperative.

In the past several years, we have seen many glass fabricators invest in protective coating equipment to help solve their challenges. Automation integration in the coating process streamlines production and ensures a consistent and superior coating application. Here's why glass fabricators should consider embracing automation:

### **1. Efficiency and Precision**

Automation significantly reduces manual errors and enhances precision in coating applications. By automating the process, fabricators can achieve uniform coatings, minimizing variations and imperfections that may arise in manual applications.

### **2. Cost Savings**

An automated coating process reduces labor costs, decreases material waste, and minimizes unnecessary rework due to inconsistencies. These factors contribute to a more cost-effective and sustainable operation. We have seen current glass fabrication customers pay off their protective coating machine in less than a year, leaving significant room for growth and sales.

### **3. Increased Production Capacity**

The demand for glass products in the single-family market is unprecedented. Automation enables fabricators to scale up their production capacity to meet these demands efficiently. Companies can take on larger projects without compromising quality or timelines with a faster and more reliable coating process.

### **4. Differentiates Your Glass Offerings**

Amidst the competitive market, differentiating glass products has become essential for success. Offering a machine-applied coating on both sides of the glass enhances the durability and performance of the glass and serves as a unique selling proposition.

### **5. The Importance of Finding a Solutions Partner**

When glass fabricators embark on automating their coating process, choosing the right solutions partner can be the difference between success and failure. That is why Diamon-Fusion International (DFI) puts great importance on being a strategic provider to your business. We have helped dozens of fabricators grow their glass coating business and work extremely hard to craft effective strategies, develop relationships with the

sales team, and create customized marketing plans. As we say, “the coating is just the beginning” – we truly are invested in your success.

By: Syndi Sim Adapted from

[www.glassmagazine.com](http://www.glassmagazine.com)

# FLEXIBLE STRATEGIES FOR A SHIFTING ECONOMY

## You can't predict, but you can prepare for a 2024 environment full of uncertainty and potentially extreme outcomes

You can't predict, but you can prepare.

The past year was turbulent and full of unsettling financial news. We had bank failures, increasing interest rates, growing inflation, geopolitical conflicts, and a troubled real estate market—all clear indicators that serious trouble is on the horizon, if not already here.

Experts discussed their economic forecasts in interviews, which didn't help our understanding of the situation as most of them contradicted one another in their changing interpretations of risk probabilities. Rates and inflation were predicted to go up, sideways or possibly down, and depending on who you believe, the economy was headed for either a hard or soft landing.

These circumstances are challenging for construction company managers. With numerous potential outcomes and changing forecasts, how do you prepare your companies for 2024 in an environment full of uncertainty and potentially extreme outcomes?

### **MANAGING FINANCIAL UNCERTAINTY**

I usually manage complex and uncertain circumstances by simplifying them. My preferred approach is to consider the extremes, which provide a good framework of potential outcomes.

With one extreme, the economy could perform better than expected. The problems are not as bad as forecasted, and we could have a normal year.

The other extreme is more concerning. In this scenario, the forecasts with the worst outcomes prove correct: a prolonged recession, real estate problems and other issues. This environment could put many companies out of business.

### **THE BEST STRATEGY**

I don't know how the economy will perform, and I suspect that most economic forecasters don't know either. For me, this uncertainty rules out trying to forecast the near-term future; the best strategy is to prepare.

The safest approach is to develop a strategy that offers protection against the worst-case scenario. Your plan should be flexible enough, so you are well-positioned to capitalize on opportunities if things turn out better than expected.

I also suggest developing a robust "information filter" and focusing only on forecasts that could alter your opinion or strategy. Everything else is noise that only adds to the uncertainty.

### **1. BUILD CASH RESERVES**

A sizeable cash reserve is essential for the survival and success of every company. Reserves enable you to handle problems quickly, so they don't develop into expensive emergencies. Opinions differ on the proper size of a company's cash reserve, but the amount depends on your company's particulars and risk tolerance. While

I prefer larger reserves that offer a better margin of safety, a three- to six-month reserve works well for most companies. A reserve that is smaller than one month is too risky.

## **2. EVALUATE CUSTOMER CREDITS**

When cash is tight, most companies delay paying their vendors, which creates problems for vendors expecting those payments to cover business expenses. Increase your chances of getting paid on time by running credit reports on your commercial clients to help reduce invoice delinquencies and improve cash flow. Always run credit reports before offering net-30 terms to clients. A company's credit quality can change quickly, so examine long-term clients' credit reports quarterly, not just at the start of a contract.

## **3. CLEAN UP EXPENSES**

Unnecessary expenses, like unneeded, ongoing maintenance contracts, seldom-used services, subscriptions, etc., often accumulate over time. Each of these costs tends to be small and go unnoticed, but collectively, and over time, they can add up to a substantial amount. Examine your company's expenses and determine if any can be cut or modified.

## **4. EXAMINE CAPITAL EXPENDITURES**

Consider delaying any large capital expenditures until the economic outlook stabilizes. The last thing you want is to buy additional equipment (at expensive rates) that will be underutilized.

## **5. ANTICIPATE FINANCING**

Lenders are tightening their credit standards and strictly enforcing covenants, making getting—and keeping—a loan more challenging. If you anticipate needing financing in 2024, and I suspect it will be harder to get mid-year, consider accelerating the application timeframe and preparing your accounting before applying for financing to increase your chance of success.

These conservative strategies focus on protecting against a bad outcome and can be changed if conditions improve.

By: Marco Terry adapted from [www.glassmagazine.com](http://www.glassmagazine.com)



**\*\*\*NOTE ADDRESS CHANGE\*\*\***

## **Membership Renewal**

ALL RENEWAL PAYMENTS GO TO THE TEXAS GLASS ASSOCIATION.

### **For membership renewal mail checks to:**

Texas Glass Association  
P.O. Box 2248  
Cedar Park, TX 78630

### **Jennifer Fontana, CAE**

TGA Executive Director  
512-663-6629

Email: [jennifer@texasglass.org](mailto:jennifer@texasglass.org)  
[www.texasglass.org](http://www.texasglass.org)

## **TGA Membership Benefits**

Your TGA membership includes membership to the Texas Construction Association and all of TCA member benefits. TCA is introducing the Association Retirement Collective 401(k) Plan, exclusively for association members.

*Click here for full benefits details* [https://www.texcon.org/texcon/Member\\_Benefits.asp](https://www.texcon.org/texcon/Member_Benefits.asp)

### **TCA Retirement Collective 401(k)**

The TCA Retirement Collective is a multiple employer 401(k) Plan exclusively designed for TCA Member Companies to provide 401(k) Plans to their employees. Our multiple employer plan functions as a company's 401(k) support team so a company's staff doesn't need to act as 401(k) experts. The TCA Retirement Collective eases plan administration, is customizable, reduces employer fiduciary liability by 95%, is fully compliant, has low fees due to volume pricing and is serviced by our experienced national providers: The Retirement Advantage, Raymond James Financial Services, & Ameritas Retirement Plans. Contact Patrick Finnegan at [pfinnegan@texcon.org](mailto:pfinnegan@texcon.org), or by phone at 512-473-3773.

## Membership Renewal

WE LOOK FORWARD TO YOUR PARTICIPATION IN THE TGA/NTD. OUR SUCCESS AS AN ORGANIZATION DEPENDS ON YOUR CONTINUED SUPPORT!!

WE NEED YOU!!

***For membership renewal mail checks to:***

TEXAS GLASS ASSOCIATION  
P.O. Box 2248  
Cedar Park, TX 78630

**Jennifer Fontana, CAE**

TGA Executive Director

512-663-6629

Email: [jennifer@texasglass.org](mailto:jennifer@texasglass.org)

[www.texasglass.org](http://www.texasglass.org)

**PLEASE NOTE:**

The Texas Glass Association should be set up as one vendor and the Texas Glass Association/NTD as another vendor.

***For meetings, sponsors and TGA/NTD events mail checks to:***

TEXAS GLASS ASSOCIATION/NORTH TEXAS DIVISION or TGA/NTD  
P.O. Box 541596  
Dallas, TX 75354-1596

**For questions or assistance please contact:**

**Kristina Varela**

TGA/NTD President

Phone: 972-506-9580

Email: [kristina@dfgdbiz.com](mailto:kristina@dfgdbiz.com)

## Advertise in the Best View

Business card	\$55.00	for three months
¼ Page ad	\$75.00	for three months
½ page ad	\$120.00	for three months
Full page ad	\$210.00	for three months

PROMOTE YOUR  
BUSINESS HERE

YOUR BUSINESS  
CARD HERE

YOUR BUSINESS  
CARD HERE



P.O. Box 2248 Cedar Park, TX 78630 [WWW.texasglass.org](http://WWW.texasglass.org)

**BUSINESS INFORMATION**

Company Name \_\_\_\_\_

Business Address \_\_\_\_\_ Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Work Phone \_\_\_\_\_ Mobile \_\_\_\_\_

Principal(s) \_\_\_\_\_ Email Address \_\_\_\_\_

Referred By \_\_\_\_\_ Date \_\_\_\_\_

**MEMBERSHIP CATEGORY**

Company primary business (*check as many as apply to your business*)

- Dealer/Retailer       Fabricator       Supplier       Contract Glazing
- Distributor       Manufacturer       Sales Rep       Other \_\_\_\_\_

*Please check appropriate category.*

- REGULAR MEMBER:** Any firm or corporation which is:
  - (a) Engaged in the furnishing, installation, replacement, or repair of glass products, including, but not restricted to architectural glass, auto glass, mirrors, and leaded glass. (b) Conducting business as a glazing contractor.
- ASSOCIATE MEMBER:** is any individual, firm or corporation engaged in the manufacturing, distribution and/or sales of glass or architectural glass products to installing glass companies/glazing contractors.
- LONE STAR PARTNER** - is a businesses or individuals that are engaged in the role of support to the glazing industry.

*Included in your membership dues is enrollment in one of the TGA Divisions your company will be assigned based on the county in which your business is located. Associate Members and Regular Members whose gross sales are more than \$5 million will be members of all TGA Chapters.*

**TGA MEMBERSHIP DUES & PAYMENT INFORMATION**

- Check (enclosed)
- Credit card: \_\_\_VISA \_\_\_MasterCard \_\_\_AMEX \_\_\_Discover

Name on card \_\_\_\_\_

Card Number \_\_\_\_\_ Exp. \_\_\_\_\_

Security Code \_\_\_\_\_ Zip \_\_\_\_\_ Amount \$ \_\_\_\_\_

Billing Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

GROSS ANNUAL SALES	DUES
>499,999	\$375 <input type="checkbox"/>
\$500,000 - \$1,999,999	\$525 <input type="checkbox"/>
\$2 million - \$4,999,999	\$775 <input type="checkbox"/>
\$5 million and above	\$900 <input type="checkbox"/>
Associate Members	\$900 <input type="checkbox"/>
Lone Star Partner	\$900 <input type="checkbox"/>

\_\_\_\_\_(Initial) I certify that my company's dues category and location information are correct and agree to abide by the By-laws of the Texas Glass Association and their affiliated chapters.