



**Terry Konechne,**  
CGB, CGR, CAPS  
*Konechne Building  
Remodeling  
Council Chairman*

As you browse through this newsletter you may be thinking about changing your own home. You can do that in two ways... remodeling or moving.

Moving means giving up your familiar neighborhoods, schools, convenience stores, etc.

Remodeling may be a more effective use of your financial resources (don't have moving expenses, closing costs, brokers' commissions).

In most cases with guidance from a qualified remodeler within the Remodeling Council of the Sioux Empire, remodeling can be less stressful.

All remodeling projects are different in their own ways. Here are just a few remodeling ideas:

1. Upkeep your home by repairing and maintaining the interior or exterior.
2. Energy updates include insulation of windows and doors.

3. Add square footage by finishing the lower level or building an addition.
4. Add a second bathroom or update an existing one.
5. Kitchen updates often help sell your home in the future.

Your reasons for remodeling may be varied. The reality is that remodeling makes your home a more enjoyable place to live. There are intangible values connected with remodeling as well as resale value that you hope to gain.

A good rule of thumb on resale is to not exceed 10-15% above the median sales price of the homes in your neighborhood.

The next item for consideration would be your homes' value as compared to the rest of your neighborhood. What you do next will depend on what you decide your family needs.

Informed decisions by you and your remodeler will insure your investment of your hard earned dollars in a successful remodel project.

## Remodeling Council Highlight

*Eric Hendriks,  
Lowe's Home Improvement*

Eric Hendriks has been a Cabinet Sales Specialist at Lowe's for one year but he has been in the industry for seven years.

Lowe's, based out of North Carolina, was founded in 1946. Today it is the 9th largest retailer in the US, stocking over 40,000 products. From do-it-yourselfers to trade professionals, Lowe's services all areas of home improvement.

Eric enjoys being on the Remodeling Council because he gets to learn about new and different trends in the remodeling industry.

In his spare time, Eric enjoys spending time with his girlfriend, Melissa, and son, Dylan.

His secret to success is to make the customers feel truly involved in all aspects of their project.

Eric can be reached by calling him at 759-9000.

**RK Contractor Services**

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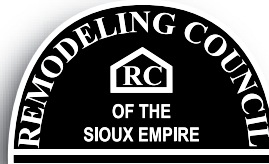
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**1-800-320-0750  
605-368-9038**

## Next Remodeling Council Meetings

*January 7 @ Noon  
HBASE Office  
Topic: "Lead Paint"*

*February 4 @ Noon  
HBASE Office*



**Please RSVP to 361-8322!**

## LP Gas Container Permits

Chapter 16 of the City of Sioux Falls Ordinance requires that all Liquid Petroleum Gas (LP gas) containers at or greater than 500 gallons (1893 L) water capacity shall receive a permit prior to installation and use. The said ordinance is applicable to all occupancies and uses, **both temporary and permanent**, except tankers used for the transport of LP gas. Furthermore, the city fire code states that, "distributors shall not fill an LP gas container for which a permit is required unless a permit for installation has been issued for that location by the fire code official."

This is applicable to construction sites where LP gas tanks are used to fuel portable heating appliances. As a distributor, your company is responsible for submitting the required permit application and payment (permit application forms are available online at [http://www.siouxfalls.org/Fire/Fire\\_Prevention/permits/tanks](http://www.siouxfalls.org/Fire/Fire_Prevention/permits/tanks)).

Questions about permit requirements are to be directed to (605)367-8053.



# Sioux Empire Home Show™

March 6 - 8, 2009 ~ SF Convention Center

Friday - Noon to 9:00 pm

Saturday - 11am to 8:00 pm

Sunday - Noon to 5:00 pm



## Tickets for Sale

Home Show™ admission tickets can be purchased in advance through the HBASE office. Members are encouraged to invite your customers to visit the Show. Tickets are \$5 in advance, \$6 at the door for adults, children 12 & under are free. There will be a \$1 off coupon available (redeemable at the Convention Center only).

Discounted tickets will also be available for \$5 in advance at all Sioux Falls Lewis Drug Stores (2 weeks prior to the event) and at [www.ticketmaster.com](http://www.ticketmaster.com)!

## Promote Your Business

The theme for this year's event is "Opportunity Knocks for Homebuyers". And with that, educational articles are needed for all promotional programs. To submit an article for *HomeFront Magazine* or *Home Ideas Magazine* at no charge, call Lisa Ottmar at the HBASE at 361-8322. The deadline to submit an article is January 12.

The official Home Show™ Program will be inserted into the *Argus Leader* on Thursday, March 5 and will also be available at the Convention Center. The program will feature a map, a listing of the exhibitors and seminars to be presented. Contact **Krista Smit** for more details at 331-2357. **The ad DEADLINE is Jan. 30.**

To advertise in the *Home Ideas Magazine*, contact **Sean Huset** at 362-9797, **Todd Nelson** at 332-0421 or **Sherry Lura** at 332-0421. **The ad deadline is Feb. 6.**

To advertise in the *Sioux Falls Shopping News'* special edition call **Dalene Johnson** at 339-3633.

## Home Show™ Seminars

Did your company not have the chance to be an exhibitor at this year's Home Show™? A great way to present your products and/or services to the public at this great event is by hosting a seminar, open to both exhibitors and non-exhibitors.

Seminars conducted by various businesses are open to the public at no cost. Some topics include home improvement, landscaping and home financing.

Contact the HBASE office at 361-8322 for more information on hosting a seminar. Act now as time slots are filling up fast!

## Volunteers Needed

Receive a complimentary Home Show™ pass, good for the entire show if you volunteer to work a 1½ hour shift at the show. Get 2 free passes for 2 shifts.

If you would like to volunteer to do such things as man the doors, take tickets or participate in another way, call **Donna Wright, Rels Title (339-3199)**, **Rich Braley, Closets & More (332-4181)**, or **Norma Maurer, Wells Fargo Home Mortgage (575-7328)**.

## Event Promotions

Home Show™ Posters are available at the HBASE office. Please help to promote the event by picking up some and displaying them at your business. If your business has a marquee, or if you publish a newsletter, please consider announcing the Home Show™ dates.

We would also appreciate it if you could include the Home Show™ dates in your advertising. If you have a website please link to [www.hbasioouxempire.com](http://www.hbasioouxempire.com).

## \*\*\* NOTICE \*\*\*

## to Exhibitors:

Exhibitors should receive an Exhibitors Mailing in January to include an order form for your Exhibitor passes, an Exhibitor Handbook, Exhibit Tips, a Move-In Schedule and map and ADA compliance information. Look over these documents carefully and call HBASE if you have questions or don't receive your packet.

In February, another mailing will be sent which will include the number of Exhibitor passes you ordered, Home Show™ Posters and any advanced tickets ordered.

## Thank you to the Home Show™

### Sponsors

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Find more Home Show details online as the event date approaches:

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



SPIKE OF THE MONTH

Congratulations!



**Shawna Kleinwolterink,  
CU Mortgage Direct**

Congratulations to **Shawna Kleinwolterink, CU Mortgage Direct** for being named December Spike of the Month\*

*\*The "Spike of the Month" is awarded to an HBASE member who recruits the most new members during the previous month.*

AMBASSADOR OF THE MONTH

Congratulations!



**Karen Bittner,  
CU Mortgage Direct**

Congratulations to **Karen Bittner, CU Mortgage Direct** for being named **December & January** Ambassador of the Month\*

*\*The "Ambassador of the Month" is awarded to the HBASE Ambassador who earned the most points in September by contacting new members and attending membership events.*

**Special Anniversaries**

45 Years

Syverson Tile & Stone

35 Years

Sears Commercial Sales

30 Years

Beck & Hofer Construction Inc

Michaels Fence Co

Shopping News—Western Printing

20 Years

Alltel Wireless

Sioux Falls Schools—Carpentry Dept

10 Years

Montgomery's Furniture / Montgomery's

Flooring & Drapery Studio

Bok-Nel Management, Inc.

5 Years

Dahle Construction

TNT Construction

Keystone Mortgage

Northland Coatings Inc

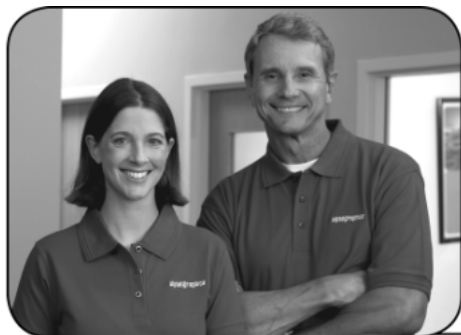
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## Renewing Members!

Congratulations and thank you to the following members who have renewed their membership and continue to support their trade Association. (please allow 60 days for names to appear on this list).

Company	Member Since
A & B Business Equipment	2006
A-1 Seamless Rain Gutters	2004
Alltel Wireless	1988
Amdahl Construction Co., Alan	1984
APEX Structural Design, L.L.C.	1997
Beck & Hofer Construction, Inc	1978
B-Green/Sod Busters, Inc.	2007
Bok-Nel Management, Inc.	1998
Boyer Trucks	1997
Carpet & Vinyl Outlet	1997
Combined Pool & Spa	2004
Component Manufacturing Company	1977
CU Mortgage Direct	2003
Dahle Construction	2003
Dakota Drafting & Design, LLC	2007
Dakota Framing	2005
Dakota Kitchen & Bath, Inc.	1989
Dakota Wholesale Plumbing & Electrical	1995
De Jong Construction	1980
Devitt & Daschel Landscaping Inc	2004
Diesel Machinery Inc.	1999
Digit-All Home Theater - Digit-All Technologies, Inc.	2006
Dog Guard Pet Fencing	2004
Doherty Drywall Inc	2005
E & B Construction	1997
Farm Credit Services of America	2002
Ferrellgas	1996
Feucht's Custom Cabinets	2000
First National Bank In Sioux Falls	1986
First PREMIER Bank	1975
Fischerich Painting, Inc	2007
Flooring America	2003
G. A. Johnson Construction, Inc.	2005
Galway Park LLC	2004
Gery's Concrete Co	2007
Granite Transformations	2005
Gruen-Wald Engineered Laminates	1999
Harris Construction, Shon	2005
Hartman Specialty Contracting/ Radon Mitigation Systems LLC	2005
Heartland Glass LLC	1994
HJN Team	2007
Huber Home Improvement, Inc./ Superior Fence	1992
I-29 Brick & Tile, Inc.	2001
Impact Landscape Design	2004
J T I Electric Inc.	1994
J.H. Larson Electric	1995
Jensen Electric, Inc	2006
Keystone Mortgage	2003
Konechne Building	1977
Kriens Construction Co., Inc.	1959
McGill Electric	2007
McKinney Olson Insurance	2007
MetaBank	2007

Company	Member Since
Michaels Fence Co.	1978
Midcontinent Communications	1985
Midwest Family Lending Corp	2007
Midwest Land Surveying, Inc.	2003
Mitchell Technical Institute	1985
MitchHart Mfg Inc/Kemel Bumer	2006
Montgomery's Furniture/Montgomery's Flooring & Drapery Studio	1998
Northland Coatings Inc.	2003
Premere Forms, Inc.	2004
RDO Equipment Company	1997
Roe Painting, Inc., Paul	2000
Rosebud Manufacturing Co., Inc.	2004
Rosewood Homes LP	2004
Schoeneman Bros. Lumber Company	1957
Seamless Siding Solutions	2004
Sears Commercial Sales	1973
Select Homes, Inc.	2005
Shopping News - Western Printing	1978
Sioux Falls Schools - Carpentry Dept	1988
Skyline Roofing	2004
Sorlien Electric Inc.	1994
Southeastern Electric	1989
Splash City	1985
Superior Construction	2005
Syverson Tile & Stone	1963
TAK Communications, Inc	2007
Taylor Made Homes	2004
Timber Roots Millwork	2005
TNT Construction	2003
Traditions Limited	1991
Viereck Commercial Real Estate, LLC	1989
Vinylite Windows, Inc.	2003

Company	Member Since
Watterson Construction	2001
Wausau Supply Company	2004
Wenhe Bros Construction, Inc.	2 0 0 3

## Canceled Members

The following businesses have recently canceled their HBASE membership. If you see them, please encourage them to become members again.

Orbitoom	Landmark Homes
Country Cupboards of Luverne	Nutty's
Bill's Garden	Certa Pro Painters
Dorhout Welding	Minnkota Appraisals
Axford Construction	Slumberland Furniture
Tom Johnson Homes	Chuck Moss Real Estate
Jasper Stone Company	Mathison's
Unlimited Enterprises	State Farm Insurance
Travel Partners	Brian's Custom Homes
Precision Drywall	Steve J House Construction
J Michael Homes	Sun Room Concepts
Howat-McDowd Insurance	

## Did You Know...

Forbes named Sioux Falls the # 1 Best Small Place For Business And Careers in 2006 and 2007.



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# 2008 HBASE AWARD WINNERS

## Builder Member of the Year...



**Daryl Christensen,**  
*Prairie Risings Construction Services, Inc.*

*Presented by Gregg Lebert,  
2007 Builder Member of the Year*

The HBASE is proud to present the 2008 Builder Member of the Year award to *Daryl Christensen, Prairie Risings Construction Services, Inc.* Daryl has been a member of the HBASE since 1999 and has served on the Board of Directors since 2006. Daryl has served on the Executive Committee and Ronald McDonald project Task Force. Daryl is the 2008 South Dakota HBA President. Daryl and his wife, Joy, have three daughters.

## Associate Member of the Year...



**Matt Swenson,**  
*Dakota Wholesale Plumbing & Electrical*

*Presented by Mike Sprang,  
2007 Associate Member of the Year*

The HBASE is proud to present the 2008 Associate Member of the Year award to *Matt Swenson, Dakota Wholesale Plumbing & Electrical.* While being a part of the HBASE since 1995, he has served on the Remodeling Council, Associates, Education and Home Show Committees. He is also serving on the HBASE Board of Directors. Matt and his wife, Heather, have three sons.

## Remodeling Council Member of the Year...



**Roy Edwards,**  
*Component Manufacturing Company*

*Presented by Matt Swenson,  
2007 RC Member of the Year*

The Remodeling Council of the Sioux Empire is proud to present the 2008 Remodeling Council Member of the Year award to *Roy Edwards, Component Manufacturing.* Roy has been a sales rep for the company for 33 years. Since his company has joined the HBASE in 1977, Roy has served on the Remodeling Council Advisory Committee. Roy and his wife, Sue, have three sons.

**Look like a hero, without all the heroic effort.**

We've made it easy to offer your customers more. Our jobsite-tough extruded aluminum clad now comes in nineteen colors at standard pricing. We also offer new casing options – applied at the factory, along with jamb extension, to save you time. For an unparalleled experience, work with us. Call us or visit [www.marvin.com](http://www.marvin.com) for more details.



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## Now Accepting 2009 Repair Affair Applications



If you know of a homeowner in the Sioux Empire who is either 65 years or older **or** permanently disabled and needs safety or accessibility related projects done to their home, please encourage them to submit an application for the HBASE Repair Affair program.

On Tuesday, June 9, 2009, over 75 HBASE member volunteers will work together to do such things as build wheelchair ramps, install handrails and grab bars and more other projects.

The Repair Affair Coordination Committee is encouraging all HBASE members to spread the word about this great program as all of the projects are done at **no cost** to the homeowners! (*must meet certain income guidelines*)

For an application, contact the HBASE office at 361-8322 or find one online at [www.hbasiouxempire.com](http://www.hbasiouxempire.com).

## Sioux Falls Woman Wins \$250 Gift Certificate



Pictured above is **Brad Weber, Weber Construction**, (left) presenting a \$250 check to Stacy Kraft, a homeowner in eastern Sioux Falls.

Stacy won the certificate by completing a survey at the 2008 Showcase of Remodeled Homes. The \$250 certificate is valid at any business that belongs to the Remodeling Council of the Sioux Empire.

"I'm so excited because we've been wanting to upgrade a few things in our house for a while now," said Stacy. "This is just great! Thank you so much!"

## Have a remodel job you'd like to show off?

Even though this year's Showcase of Remodeled Homes isn't until October 10 & 11, that doesn't mean you can't start planning now!

The 2009 Showcase of Remodeled Homes Committee would like all HBASE remodelers to be thinking of an impressive remodel job that could be featured on this year's event.

The job must have been done within the last three years and can not have been featured on a previous Showcase of Remodeled Homes event.

For more details, contact the HBASE office by calling 361-8322.

**"The Showcase of Remodeled Homes is one of the least expensive ways to do advertising and show off your skills. It's an excellent way to let future clients get acquainted with you."**

**Charlie Beach, CGR  
Beach Construction LLC  
2008 Event Participant**

### Attention:

## **HBASE Members**

**Save money on advertising in the HBA News while supporting your local Association!**

- 1,300 distribution copies distributed monthly to all HBASE members.
- Every issue is also posted on the HBASE's website, increasing your advertising exposure.
- Advertisement rates for *HBA News* are very cost effective.
- Artwork can be switched every month at no additional cost.
- Tell the entire Association all about your products or services!

Contact Lisa for more information at 605-361-8322 or by emailing [Lisa@hbasiouxempire.com](mailto:Lisa@hbasiouxempire.com).

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# Business Management for Building Professionals Course

**Tuesday, February 24, 2009**  
**8:30am - 4:30pm ~ HBASE Office**

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructor (**Terry Konechne, CGB, CGR, CAPS, Konechne Building**) gives you practical and applicable tools for management success.

Designation Credit: CAPS, CGA, CGB, CGP, CGR, Master CSP

Continuing Education Credits: CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP, MIRM and City of Sioux Falls Residential Building Contractor License requirements

Cost: \$150 for HBASE Members; \$200 for non-members.  
Register before January 23 and save \$20!

*RSVP by February 9 by completing the form to the right and faxing to the HBASE office at 361-8329 or mailing to HBASE, 6904 S. Lyncrest Pl., Sioux Falls, SD 57108. For more information, please contact the HBASE office at 361-8322 or visit [www.hbasiouxempire.com](http://www.hbasiouxempire.com).*

## Business Management Course Registration Form

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Bill Me: \_\_\_\_\_ (HBA Members Only)

Check Enclosed \_\_\_\_\_

**Cancellations:** If you cancel within 24 hours of the class, you will forfeit \$100 of your class fee.

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# HBASE Mall Golf Tournament

**Tuesday, February 10**

**The Empire Mall**

Registration: 4:30pm

Shot Gun Start: 5:00pm

Membership Meeting: 6:30pm @ Shenanigan's



**February General Membership Meeting to be held immediately after the tournament!**

- ◆ \$25 per Golfer (not required to golf to attend membership meeting)
- ◆ 18 Teams of Four needed (singles will be assigned a team)
- ◆ Membership Meeting will be held at Shenanigan's at the conclusion of the tournament (complimentary appetizers)
- ◆ Pin Prizes and Door Prizes will also be given out at Shenanigan's. Must be present to win!
- ◆ **All proceeds of Mall Golf will benefit the Sioux Empire Home Builders Care Foundation, Special Olympics and the Stampede Foundation for Kids.**

**To register, fax this page to the HBASE office (361-8329) or call HBASE office (361-8322) by Feb. 2.**

Complete entire form below for a team of 4 or complete just as many lines below as needed. If not completed, your foursome will be matched by the HBASE staff.

Golfer One: \_\_\_\_\_

Company: \_\_\_\_\_

Golfer One: \_\_\_\_\_

Company: \_\_\_\_\_

Golfer One: \_\_\_\_\_

Company: \_\_\_\_\_

Golfer One: \_\_\_\_\_

Company: \_\_\_\_\_

Pay that day or send a \$25 check per golfer to (make checks payable to Special Olympics): HBASE, 6904 S. Lyncrest Place, Sioux Falls, SD 57108. If you have any questions, please call 605-361-8322.

**Please check those you plan to attend:**

\_\_\_ Mall Golf Tournament

\_\_\_ Membership Meeting

## Make Your Move



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