



Home Builders

ASSOCIATION OF THE SIOUX EMPIRE

HBA NEWS

The magazine of the Home Builders Association of the Sioux Empire

www.hbasioouxempire.com

March 2007

March Membership Meeting

March 29, 2007

Westerward Ho Country Club



Guest Speaker:
Tonya Schoenfelder,
TS Wellness

See page 3 for more information. Please RSVP for this event.

Important Parade of Homes Dates....

Builder Registration Luncheon

March 14 @ 11:00am - HBASE

Spring Parade of Homes Registration Deadline

March 14 @ 1:00pm - HBASE

Spring Parade of Homes

May 5-8, 2007



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MISSION STATEMENT

The mission of the Home Builders Association of the Sioux Empire is to provide for the advancement of the community and building industry. HBASE serves and represents our members who are affiliated with the building and remodeling industry in the Sioux Empire. HBASE promotes home ownership and quality housing through positive relationships between our members and the community. The Association provides members opportunities to enhance professionalism through communication, educational opportunities and social activities. HBASE, chartered in 1956, is affiliated with both its State and National Associations.

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 Showcase of Remodeled Homes_Terry Konechne, CGR, CGB, Konechne Building



By **Steve Van Buskirk**,
Van Buskirk Companies

The value of HBASE increases with education...

Having just returned from the NAHB convention in Orlando, it is still nearly impossible to find anyone sympathetic to the fact that weather was only in the 50's during my long weekend before the show. In spite of the weather warming to the high 70's when the conferences began, I still had a great time.

Joining together with 100,000 other people to experience the same thing you were definitely made me think about the enormous efforts of the association. The seminar schedule ranged from land development, green housing, active adult housing, to good old-fashioned design classes helping you sell houses. I would be truly surprised if anyone could go to that show and not have a takeaway.

This dramatic example shows how your association uses education to separate ourselves out as professionals in a crowded industry. Beyond the big show we have numerous local opportunities

through out the year.

Here are a few examples:

Education for our members:

- Product show in the fall
- Builders lunches
- OSHA Seminars held jointly with the AGC
- Builder / Broker relations classes
- CGB/CGR; Certified Graduate Builder or Remodeler classes
- Remodeling Council lunches

Education for the community

- Home Show
- Parade of Homes
- Scholarships
- Sending representatives to job fairs
- Tools for Schools

Please take advantage of what we have to offer, you will be better for it and the industry will as well. I would also encourage you to consider taking the time to go to an education committee meeting to see how you can get involved. The next one is on March 20 at 4:00pm at Skelly's.

HBASE Scholarship Applications Available

HBASE is offering four \$500.00 scholarships to area 2007 High School Graduates who are pursuing careers in the construction industry and enroll in an approved post-secondary program.

If you know of a student who may be interested in applying for a scholarship, or would like further information, please provide him/her with a copy of the application form that can be found at www.hbasioxempire.com. Or simply have them call the HBASE office at 361-8322 to request an application or additional information.

The Home Builders Association of the Sioux Empire is committed to working with area schools to educate students about the vast number of career choices in the housing industry.

Repair Affair is June 12, 2007

The Home Builders Association of the Sioux Empire (HBASE) is proud to coordinate a community service program called the Repair Affair, where homes are remodeled to meet the accessibility needs of people who are at least 65 years old or permanently disabled. Homeowners with a dependent who is disabled would also qualify for the program.

As the planning process gets underway for this committee (chaired by *Jack Peterson, Advanced Insulation Solutions*) the committee is asking for skilled members to volunteer their time on that day to help make someone's home more accessible. ***The committee is also looking for team leaders who have great building experience.***

Many people suffer from different impairments where fairly routine movements may seem difficult or near impossible. Some improvements could include wheelchair ramps; widening doors or openings; handrails and grab bars for bathrooms, and replacing turn knobs with push and pull levers for both doors and faucets.

Deadline for application submission is March 30, 2007. For more information or questions regarding the Repair Affair or if you know someone who would like an application, please contact the HBA office at 361-8322.

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Tonya Schoenfelder,
TS Wellness

Thursday, March 29

Westward Ho Country Club

Time: Event:

- 5:00pm Member Orientation
- 5:30 p.m. Social Hour
- 6:30 p.m. Dinner
- 7:30 p.m. Program—*"Oh' My Achin' Back!"*
by *Tonya Schoenfelder, TS Wellness*

Cost: \$17 with a reservation/**\$20** without reservation

Program - Oh' My Achin' Back!

Are your back and neck muscles tied up in knots? Do your knees creak when you walk?

If you are ready to decrease the discomfort and increase the flexibility, join us at the March 29th Membership Meeting for a fun, entertaining wellness presentation. Whether you are a builder, broker, framer, fencer, roofer or REALTOR™ you will gain valuable tools to help reduce injury and increase safety.

Meet Your Speaker

A nationally recognized and respected expert on wellness, Tonya brings a unique and innovative approach to enhancing life balance and improving one's health. She combines a Master's degree in Exercise

Physiology with 16 years experience in creating hands-on stress management and wellness programs for kindergartners to adults.

Tonya is a Nikken Certified Wellness Home Consultant specializing in helping people develop healthy homes and work environments. She is also the owner of TS Wellness, a consulting business that provides stress management and wellness education. In the past year alone, this dynamic, dedicated speaker has inspired over 3000 people to make positive changes in their lives through wellness.

Member Orientation

New members and new employees are invited to attend this overview of the Association and to learn about their member benefits. Learn how to get the most out of your members with the Home Builders Association of the Sioux Empire by attending the member orientation.

Make Your Plans to attend the March 29 Membership Meeting

Please call HBASE (361-8322) or fax this page (361-8329) to make our reservation.

Name _____

Company _____

Cost: \$17 with a reservation

Attending Meeting _____

PLEASE R.S.V.P.!

HBASE Policy: If you do not cancel within 24 hours of the meeting you will be billed. Don't be a "No Show." Thank you.

Associate Tables...

Three tables will be set up during social hour for Associate members to display their products or services.

- 1. The Dream Builder Company**
- 2. Shaw Industries**
- 3. Printwear Xpress**

Future tables are available on a first come, first serve basis at no charge. Please call the HBASE office for available meetings.

361-8322



By **Arthur Kriens**,
Kriens Construction,
Remodding
Council Chairman

Secret Showcase entries? What are they? Only you know. How is that possible? A

little known fact is that projects can be entered in the Showcase of Remodeled Homes for up to three years after completion. That's right three (3) years. You can look back over your jobs started after January 1, 2004 for potential entries. Right there in your own completed job files are many potential entries and they are known to only you.

So, if you don't have a good prospect coming up for an entry look back over jobs you have done in the past three years. We get so busy handling problems we don't get to think about our success stories very often. Here is your chance to look over your accomplishments and find a Showcase entry or two. It can be a good chance to reconnect with a customer with whom you may not have spoken with in a long time. There is also the possibility that they may want more work done but just had not taken the time to call.

By the time this is in print the 48th Home Show will be over. We should be Proud of the Home Show. Forty eight years!! Because of the 48 years I think we

can take it for granted. Weather, the state of the economy and consumer confidence are uncontrollable factors that make it a gamble. Getting ready and setting up is a lot of work and the show runs a long four days so that by Sunday afternoon we just want it to be over. But if the Show wasn't a lot of work and effort would it still be a success?

Because our show runs well and smooth we forget the effort it takes to put on and begin to complain. The one complaint I hear is the show doesn't change. I think the change is up to the exhibitors. The products and services offered and their displays are what people are coming for. The color of the carpet in the aisle doesn't matter.

I try to attend a couple of other home shows around this area each year. Some shows are larger, some smaller and some about the same size. I come away appreciating what our show is and how it has managed to stay strong over all the years. I think the key to our success is our HBA produces our own home show. Shows that are put on by promoters instead of Associations are more carnival like than home building related.

Take time to look up who is on the Home Show Committee and call a couple people you know and thank them for their effort. And then instead of complaining, call the HBA office and sign up for next



Remodeling Council Highlight

JJ Arens
Pella Windows & Doors

JJ Arens has been with Pella Windows & Doors for four years. He has been with the Home Builders Association of the Sioux Empire since 2003 and since then has served on the Remodeling Council, Home Show and Parade of Homes Committees.

Pella Windows & Doors was started in 1925 as the Rolscreen Company in Pella, Iowa. Through the years, the company developed various products and options available to homeowners, most notable is the blinds between the glass feature.

The company that is proud to be viewed as the best changed it's name in 1992 to Pella Windows & Doors. The latest trend in this industry is the use of energy efficiency.

In his spare time, JJ enjoys playing softball, golfing and hunting. His secret to success has always been to just be himself, which includes being reliable, straight forward and hard working.



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Next Remodeling Council Meeting

"Job Site Theft" by
Sioux Falls Police Department

Wed., March 7, 2007
Noon @ HBASE office
Lunch: \$6.00/person

Notice: Let HBA know if you would like to host an RC meeting. You must be able to accommodate lunch space for 25 people & arrange tour.

Call the HBASE office @ 361-8322 to make your reservation. HBASE Policy: If you do not cancel within 24 hours of the meeting you will be billed.

Next Meeting is set for
April 4, 2007

Sun	Mon	Tue	Wed	Thu	Fri	Sat
March				1 5-9 pm, Home Show	2 Noon-9 pm, Home Show	3 Noon-9 pm, Home Show
				Home Show at the Convention Center		
4 Noon-5 pm, Home Show	5	6 Noon, Membership Committee, HBASE	7 Noon, Remodeling Council, HBASE	8 11:30 am, Home Builders Care Board, HBASE Noon, Builder Focus Group 4:00pm, Membership Drive Task Force, Nutty's	9	10 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
Home Show at the Convention Center	12	13	14 11:00am - 1:00pm, Parade of Homes Builder's Luncheon/Registration 4:00pm, Home Show Wrap- Up, CJ Callaway's	15 12:00 pm, PR Committee, HBASE 4:00pm, Parade of Homes Committee	16	17 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
11 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	19	20 4:00 pm, Education Committee, Skelly's	21 11:30 am Board Meeting, HBASE 1:00pm, Last day to enter homes in Parade	22 Ad Deadline - Parade of Homes issue, HomeFront Magazine Parade of Homes informa- tion deadline, Argus Leader	23	24 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
18 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	26	27	28	29 5:00 pm, New Member Orientation, WWHO 5:30 pm, Membership Meeting, WWHO	30 Noon, PAC Golf Com- mittee	31 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
25 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	High School Career Day at SETI					

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 Builders proof HomeFront for Parade information	3 Noon, Membership Committee, HBASE	4 Noon, Remodeling Council, HBASE	5 4:00pm, Ambassador Committee, Lava Lounge 5:00pm, New Member Social, Lava Lounge	6 May Home Ideas ad/ copy deadline Office Closed	7 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
April						
8 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	9	10	11 7:00am - 9:00am Oh' My Achin' Back Seminar, TS Wellness, HBASE	12 Noon, PR Committee, HBASE N	13	14 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
				SDHBA Board Meeting in Pierre		
15 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	16	17 4:00pm, Education Committee, Skelly's	18 11:30am, Board Meet- ing, HBASE	19	20	21 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
22 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	23	24	25 8:00am - 5:00pm, CAPS Seminar, HBASE 4:00pm, Parade of Homes Committee	26 5:30pm, Membership Meeting, Westward Ho Country Club	27	28 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
29 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	30					



2007 Home Show Committee:

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- Nathan Wentzel, Dakota Kitchen & Bath, Inc.
- Donna Wright, Rels Title
- Deb Ziemke, Valley Bank Mortgage

This year's Home Show featured over 200 exhibitors and over 20 free educational seminars on March 1-4, 2007. This event would not have been made possible without the efforts from our Home Show Committee members, volunteers and our supporting sponsors.

Check the next issue of HBA News for booth award winners!

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2007 Home Show comments and/or suggestions requested...

Your comments are a very useful tool for the Home Show™ Committee. Suggestions will be considered in planning next year's show.

Email your comments to the H B A S E Office at jan@hbasiouxempire.com, or fax your comments to 361-8329.

Help the committee better serve its exhibitors by sharing your ideas and suggestions.