

## Spike Recognized



Congratulations to **Russ Pies, United Building Centers**, for reaching 50 Spike Credits. Russ was recognized during the March

Membership Meeting at the Westward Ho Country Club. Membership Chair, Candi Bartels, presented him a Green NAHB Spike Club Sweater.

## Canaries Baseball & Spike Appreciation

Any Spike who has recruited a new member in 2007 will **receive one free ticket** to the June HBASE General Membership Meeting on June 28th at the Canaries Stadium. Spikes with 2 new members will receive **2 free tickets**.

All HBASE members are encouraged to attend for \$15 each. This fun family event will include social time, dinner and a Canaries baseball game.

Plan now to attend!

## Spring Challenge Rolls On

It's not too late to participate in the 2007 Spring Challenge Membership Drive. Anyone who recruits a new member between now and May 22nd can take advantage of these great prizes:

### Recruit 1 or more New Members:

*Receive an HBASE T-shirt & Dessert at the May Membership Meeting*



### Recruit 3 or more New Members:

*Receive Special NAHB Travel Grill and Cooler*

### Recruit the MOST New Members:

*Throw out the first pitch during the June 28th Membership Meeting at the Canaries Game*

**Double Spike Credits for all participants!**

AMBASSADOR OF THE MONTH

## Congratulations goes to...



## Dustin Haber, Merrill Lynch

Congratulations to **Dustin Haber, Merrill Lynch**, for being named Ambassador of the Month\* for May.

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

# More than just a magazine.

## Get the word out.



Dates/Topics subject to change

HomeFront Magazines are distributed for each issue throughout the region, in convenient rack locations, including the Sioux Falls Empire Mall Kiosk, targeting

# 80%

of Sioux Falls home buyers and home owners.

### UPCOMING TOPICS

#### Building Communities

*Ad Deadline: Thursday, May 24*

*Publish Date: Thursday, July 12*

#### Kitchen & Bath

*Ad Deadline: Friday, June 29*

*Publish Date: Thursday, August 9*

#### Fall Parade of Homes

*Ad Deadline: Thursday, July 26*

*Publish Date: Thursday, Sept. 13*

Please contact Terri Pepper @ 331-2354 for more information

**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).

<u>Company</u>	<u>Member Since</u>
American Frontier Homes	2005
Argus Leader	1981
Beatch Construction, L.L.C.	1977
Beauti-Faux Finishes & Finish School	2005
Builder's Choice Cabinetry, Inc.	2006
Burd Contracting, Inc.	1981
Carlson Systems	1978
Chuck Moss Real Estate, LLC	2005
Classic Hardwood Floors, Inc.	2001
Construction by ServiceMaster	2004
Dakota Garage Doors, Inc.	1986
Dakota Sunrooms of Sioux Falls, Inc.	2000
DJ Construction LLC	1990
Don's Custom Cabinetry, Inc.	1983
Dynamic Business Solutions	1998
Ehrhart Griffin & Assoc.	2005
Empire Construction Co.	2001
Equity Homes, Inc.	1995
Fiegen Construction Co.	2001
G & P Construction, Inc.	2004
H & R Roofing Of South Dakota, Inc	1996
Hager Construction, Inc.	1984
Halde Insulation & Siding, Inc.	1992
Insurance Connection, The	1989
Jarrold Smart Construction, Co.	2003
Jones Construction & Consulting	1997
L B Construction LLC	1994
Lavelle Company	1996
Madera Floors Inc.	1996
Minnesota West Community & Technical College	1994
Minnwest Bank	2001
Naatjes Concrete Inc.	1995
Paul Fick Homes, Inc.	1994
Pietz Properties, Inc.	2003
R.E.S. Construction	1983
RJ Larsen Systems & Service	2003
Ronning Homes & Neighborhoods	1963
Sayre Associates, Inc.	2004
Schwartzle Construction LLC	1999
Shaykett Appraisal Co., Inc.	1989
Sunset Ridge Development, LLC	2001
Thoms Company Commercial Investment Real Estate	2004
United Building Centers	1998
United Rentals	1963
Visions Group, Inc.	2001
Walden Carpets, Inc.	1982
Wells Fargo Home Mortgage	1990
Winfield Homes	2002

**Canceled Members**

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

- A & D Builders
- Adaptation Furniture & Finishes
- American State Bank
- Broekland Homes
- CBCInnovis
- City of Tea
- Creative Interiors
- E-con Placer
- Hjanson Enterprises
- Dustin Hoffman Construction
- Hunter Concrete
- Huyser & Co.
- J & R Construction
- Jaymac
- Johanneson Contracting
- Johnson Concrete Construction
- Krier Mechanical
- Mark S Construction
- Norman Surveying
- Prairie States Mortgage
- Priority Appraisals
- Roger's Concrete
- Sid Dreyer Construction
- Trustworthy Enterprises
- Y-Not Construction

**Special Anniversaries**

- 30 Years  
**Beatch Construction, LLC**
- 25 Years  
**Walden Carpets, Inc.**
- 15 Years  
**Halde Insulation & Siding, Inc.**
- 10 Years  
**H & R Roofing Of SD, Inc.**  
**Madera Floors Inc**  
**Jones Construction & Consulting**
- 5 Years  
**Winfield Homes**

Congratulations goes to...



**Scott Hjellming,  
Hjellming  
Construction Co.**

Congratulations to  
**Scott Hjellming, Hjellming  
Construction Co.**  
for being named Spike  
of the Month\* for May.

**WAY TO GO, SCOTT!**

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

**SPIKE OF THE MONTH**

Weekly updates on our latest developments at  
**www.VBclick.com**  
605.361.8211

**Special Membership Dates**

May 22  
National Membership Day

October 12-19  
Membership Drive Week

*Do you have a lot in Sioux Falls, Minnehaha or Lincoln counties that you don't want any longer?*

**Habitat for Humanity GSF is  
looking for lots.**

**Call Conley Ruud at 575-8743 or Habitat office at 332-5962.**

# 10 HBASE Member Spotlights

May 2007



*Terry Konechne,  
Konechne Building*

Terry Konechne has been the owner of Konechne Building for 30 years but he's been in the building industry for 40 years. His company specializes in remodeling jobs and custom homes.

Their slogan at Konechne Building is, "If we don't take care of our customers, someone else will!" The latest trend Terry's seen in the industry has been the sealed attic vent system.

Terry has been a member of the HBASE since 1979 and over those years, he has served on 14 of the 20 committees that the Association has.

In his spare time, Terry enjoys restoring old tractors, going to swap meets, woodworking and watching the History Channel on TV.

Terry's favorite style of food is anything that has to do with chocolate! His greatest accomplishment has been raising three fine sons (Ted, Andrew and Tobias).

His secret to success has always been "Be fair, firm and friendly." Terry encourages other HBASE members to be as active as they can so they get the most out of this professional organization.



*Michele Rislov,  
First National Bank*

Michele Rislov is a Mortgage Lender at First National Bank in Sioux Falls. She has been with the company for 15 years but in the industry for 17 years.

First National Bank in Sioux Falls began its commitment to the area in 1885 and since then has developed 20 locations, including 14 in Sioux Falls.

Michele strives to work hard to deliver a professional service beyond the customer's expectations. After all, the motto of First National Bank in Sioux Falls is "We build successful relationships".

She has been a part of the HBASE since 1999 and is currently the Chairperson of the Associates Committee. She has also served on the Home Show and the Street of Dreams committees as well. She's volunteered for such events as PAC Golf and Casino Night.

In her spare time, Michele can be found playing softball, golfing or bowling. Her favorite style of food is Mexican.



*Rich Braley,  
Closets N More*

Rich Braley does business development at Closets N More. Their business specialty is manufacturing and installation of quality organizational products that are designed for your needs and delivered on time.

Closets N More has been in operation for five years. The latest trend in the industry has been that garage organization has surpassed kitchen remodels on a national level. At Closets N More you can find products for garage storage and floor finishes.

Rich and his wife, Karen, have two grown daughters, Lisa and Kristen. In his spare time he enjoys golfing, fishing and hunting. He loves Italian food but his favorite dish of all time is a Taco Salad (Mexican). His secret to success has been to surround himself with great people and keep his standards high.

Rich has been a part of the HBASE for a little over one year but since then has volunteered his time at the Home Show and on the PAC Golf Committee.

He is a part of AGC, Morning Optimist and the Sioux Falls Chamber of Commerce.



**CERTAINLY THERE ARE THINGS YOU WOULD RATHER  
WATCH AGE OTHER THAN YOUR HOME.**

Unlike vinyl siding, James Hardie siding has the charm and beauty of wood, yet it carries a 50-year limited transferable warranty against rotting and cracking. And it holds paint 3-4 times longer than wood, so it's one of the lowest-maintenance exteriors available. Which leaves your weekends open for life's bigger priorities.

To learn more, call 1-866-4-HARDIE or visit [www.jameshardie.com](http://www.jameshardie.com).



**Two Sioux Falls locations:**

4000 S. Western • 339-0745      305 E. 8th • 336-2440  
Weekdays 7-5 Sat 7-Noon      Weekdays 7-5 Sat 7-Noon  
[www.schoenemans.com](http://www.schoenemans.com)



## New Members

The following is a list of the newest HBASE members to your Association. Please make them feel welcome and consider them the next time you need a product or service.

### Homes of Distinction

Wayne Huber  
3130 W. 57th St. #112  
Sioux Falls, SD 57108  
Ph: 605-261-5566  
Fx: 605-323-2819  
Builder  
\* Duane Bickett



### Mell's Landscape Etc., LLC

Aaron Mell  
25803 Silver Creek Rd.  
Renner, SD 57055  
Ph: 605-261-2570  
Landscaping  
\* Jarrod Smart



### Buskerud Construction

Kari Karst  
PO Box 187  
Dell Rapids, SD 57022  
Ph: 605-428-5483  
Fx: 605-428-5484  
Builder  
\* Cynthia Monnin



### Cornerstone Poured Foundations, Inc.

Kevin Van Veldhuizen  
1720 S. Southeastern Ave.,  
Ste. 230  
Sioux Falls, SD 57103  
Ph: 605-413-3717  
Fx: 605-334-3840  
Concrete work  
\* Jeff Van Veldhuizen



### Chase Drilling

Doug Chase  
2288 US Hwy 281  
Wessington Springs, SD 57382  
Ph: 605-539-9209  
Fx: 605-539-0139  
Geothermal drilling  
\*Mark Lamb

\*denotes sponsor (Spike)

## National Home Remodeling Month is May

With the average U.S. home now about 32 years old, it's no wonder Americans spent an estimated \$210 billion on home remodeling last year. During National Home Remodeling Month this May, take advantage of the great resources from the HBASE Remodeling Council that help consumers make the best home improvement decisions.

Home remodeling offers numerous benefits to homeowners who want to change their living environment without uprooting their family and moving. Home improvements can add more space for a growing family or older parent, improve energy efficiency and increase the resale value of your home. But choosing the right professional for a remodeling job can pose a challenge for even the most seasoned of homeowners.

Choosing a professional remodeler can save both time and money by getting the job right the first time. They help translate a homeowner's vision accurately into reality. Professional remodelers also understand that consumer comfort during the project and its successful completion depend on effective communication and

follow-through. For consumers looking to hire a professional remodeler, these online resources are available:

- Visit [www.nahb.org/remodel](http://www.nahb.org/remodel) to find out the inside scoop on finding, evaluating and hiring professionals to get the job done right the first time and locate professional remodelers with our online directory.

- Aging-in-place means living in one's home safely, independently and comfortably, regardless of age or ability level. The Certified Aging in Place Specialist (CAPS) designation is a one-of-a-kind program that teaches remodelers how to modify homes for those who wish to age in place. The HBASE will be hosting a CAPS Seminar later in 2007.

Like certified public accountants and MBAs, remodelers also work to increase their knowledge through education. The Certified Graduate Remodeler (CGR) designation is a remodeling graduate school teaching extensive technical, business and customer skills well beyond the average contractor.

**CBI** business services

CBI Business Services is offering HBASE members a special discount!

HBASE members are eligible to receive *10% OFF payroll services.*

Take advantage now of this great offer!

**PRICE  
Reduced  
10% OFF**

CBI Business Services is located at:  
**2900 South Philips Avenue  
Sioux Falls, SD 57105.**

**TO SIGN UP FOR THIS PROGRAM,  
CONTACT CBI BUSINESS  
SERVICES (336-2458)**

**Welcome!**

## Six Business Planning Rules

### 1. Have a *written plan*

While you don't need a Fortune 500 consultant to develop a business plan, the goals, steps, and financial details of your plan are certainly too much to house "in your head." By writing down your plan, you can easily share it—use it as a training tool with your employees and trade contractors, make it part of your accountability system, show your lenders you can make good on your commitments.

### 2. Update your plan every year

Does your plan include staffing, income projections, and starts based on last year's sales, or sales from two, three, or even four years ago? If so, you could find yourself fighting fires and operating in crisis mode, rather than systematically adapting your business to new market realities. Planning is the key to forward momentum in your business.

### 3. Invest in a doorstop

Don't use your business plan to serve that function! First and foremost, your written plan is a tool for holding *you* accountable for achieving the goals you set. Perhaps that is why many business owners "hide" their plan. But not sharing your plan with

your associates and staff only decreases the chance that you will achieve your goals.

### 4. Be specific

SMRs, specific masurable results, coupled with target completion dates, are key to making your plan a tool for action rather than just pie in the sky. Your company **objectives**, **sales goals**, and **target margins** all should be stated in your business plan. If they are not, how will you hold anyone accountable or know when you are "done."

### 5. Keep your feet on the ground

As a future-oriented activity, planning incorporates assumptions. But be sure your assumptions are based on data, so you are not projecting your market will expand by 10%, only to find out later that the more realistic figure was 5%.

### 6. Understand your financials

Never accept a financial analysis that you can't explain to someone else! While you may pay a CFO or accountant to "do" the financials, your entire executive team must understand what the data is telling your investors.

## Nuts and Bolts of a Business Plan

**Company analysis** includes history, overview, market

**Strategic planning** states goals and opportunities

**Management team** identifies key personnel and their responsibilities

**Financial analysis** shows income statement, balance sheet, and other key documents

**Summary statement** notes cash requirements and other needed resources

—Clay Nelson



**homeideas** 

**"...the best advertising we've used."**

"Being a small company, means our advertising budget only goes so far. Home Ideas TV has given us the opportunity to showcase our abilities, our products and our skilled craftsmen in a very effective, cost efficient way. It's definitely the best advertising we've used!"

For 2008 rates and availability:  
**362-6250**

  
Doreen Anglin  
Prairie Heritage

## Six Simple Tips to Make Your Model Home Sell

Anyone who has spent even a small amount of time in a model home while prospective home buyers were strolling through has probably overheard them gasp, "I want my home to look just like this."

These are happy words for builders, the beginning of prospects envisioning actually living in that particular home.

But what makes prospective home buyers think and react that way? Is it the pillow arrangement on the couch, or the warm, pumpkin spice latte paint color in the kitchen?

To keep those gasps coming, follow these six simple tips to keep your model presentation focused and your prospective home buyers interested:

### Thoughtful Space Planning

First, analyze your floor plan. Walk through the plan as if you were the potential buyer, and then determine each room's functionality.

Once you've done that, plan the furniture placement in each room. This part of the process can become a true team effort involving the builder, architect and interior merchandiser. And it could save you from costly production changes.

With all of the team involved early, you can determine whether or not a floor plan layout makes sense for your particular target market - for instance, does the fireplace location leave enough room in the family room for the media center?

Finally, keep in mind that the prospective buyers will walk through your models with their two children, Realtor® and mother-in-law. Each room not only needs to function as a model, it has to work as a selling tool.

### Deliberate Details

Every home needs personality, but more importantly, the right personality to match the target market. This is accomplished through the creation of deliberate details.

Whether simply-built or radically unique, these deliberate details are an opportunity to emphasize drama, or to create diversion from a builder's area of concern. They emphasize spaces, define niches, create corners and cause someone to stop and look.

Whatever details you want to incorporate, design your idea for the dream, then modify it with easily accessed materials. Incorporate the entire wall space, from the

floor to the ceiling and wall, to wall to create a positive impact when planning and creating the details.

### Relevant Furnishings

Does the room have volume? Will a bold armoire or a soaring art niche be appropriate? Or, are the room's furnishings restricted by an 8-foot ceiling?

When selecting furnishings, understand the room's true size and then choose correctly-scaled furniture.

If the room has volume, furniture generally can be heavier or taller. If the room has a lower ceiling, match the size of the room to the furniture. This doesn't mean that you have to undersize the furniture. It means using furniture wisely. Coffee tables with glass tops may work in a smaller room, or open-leg dining room tables with fewer chairs.

In addition to correctly-scaled furnishings, you should select furnishings that send a clear message to the potential home buyer that they can now afford, or will soon be able to afford, what they see. Just make sure that the furnishings are within the grasp of your target market, whatever that market may be.

Taken together, you want to provide a seamless and enjoyable experience for the prospective home buyer. If there is a gap in any part of this experience - and that can be something as simple as a piece of furniture or accessory that appears out of place - you could ruin the model experience, giving your prospects a reason not to buy.

Finally, make sure the furniture is comfortable. You want prospective buyers to stay longer and experience the model. I remember walking into the kitchen of a model during its opening. Several prospects were gathered, quite relaxed and talking among themselves. It was almost as if I was in a private residence. One of the people at the kitchen counter even said to me, "Come on in," as if he were in his own kitchen. Now, that's comfortable.

### Timeless Trend

"Timeless trend" relates to consistent styling and the concept of incorporating "new," but not "too new," elements into your home. If something is too trendy, most people tend to shy away from it.

Timeless trend evokes a sense of safety - being on the edge, yes, but not over the edge. Prospective buyers can relate to a home incorporating timeless trend. They

see that the home features the latest and greatest, as well as the attainable.

By furnishing your home with timeless trend as your guideline, you will be able appeal to your targeted audience quite possibly for several years.

### Calculated Color Use

Color is a great way to change the look of a room, but the carefully planned use of color is what can set the tone or mood of the entire home and the prospective home buyer's experience.

The use of color can be tricky, however. What's hot comes and goes quickly. So choose colors that have a two- or three-year life span when used in model merchandising.

When selecting color and where it will be used, also consider the lifestyle you are intending to craft.

Use color for details, such as a cove ceiling, a cozy corner or a series of uniquely positioned windows. Contrasting or complementing colors can be used to accent cabinets or tile, as well.

### Controlled Lighting

Illuminate the opportunity and make your models twinkle with controlled and carefully thought-out lighting.

Maximize window glass exposure with your furniture placement by keeping windows clear or partially clear of furniture, especially bulky pieces.

When needed, add additional lighting, possibly recessed, to help balance the light disbursement throughout a room throughout the year. Balanced lighting will help buyers see better, and more, when they walk through your models in the early evening on an autumn day.

Ultimately, maximize lighting to create ambiance. Decorative and directional lighting can pack a punch. Use decorative lighting to highlight a special piece of art in the master suite or to set the mood by focusing on the grand piano in the entertainment room.

### Incorporate All Six Tips

You probably have incorporated a number of these simple tips when merchandising your models. But, by incorporating all of them each time you decorate your models, you are creating a better opportunity to put prospective buyers from your targeted audience right where you want them - in your models whispering, "I want my home to look just like this."

## Builders Forum Committee

Chaired by **Nate Stencil**, **Stencil Construction**, the 2007 Builders Forum Committee is coordinating the Annual Bus Trip sponsored by HBASE developer members.

The Associate's Appreciation Night, which is planned and served by HBASE Builder members will be held on Friday, July 20 at the Jazz Fest. Mark your calendars!

## Education Committee

The 2007 Education Committee, being chaired by **Tom Hines**, **Frisbee Plumbing, Heating, A/C & Electrical** have been busy coordinating speakers for Membership Meeting and planning educational seminars.

The Committee recently reviewed high school scholarship applications and are proud to announce the winners:

Name	School	Major
- Daniel Amen,	SDSU,	Construction Management
- Bryce Bills,	SDSU,	Landscape Architect
- Matthew Klinkhammer,	Mitchell Tech,	Architectural Design/Building Construction
- Ben Steineke,	Mitchell Tech or Lake Area Tech,	Building Trades
- Daniel Weber,	SDSU,	Construction Management

Special thanks to Terry Konechne, Gary Harr, Charlie Beatch and Frisbee Plumbing & Heating for helping with ShadowED program.

The Infrastructure Review Advisory Board (IRAB) has been reviewing access

and noise plans for SD 100. The goals of the SD 100 Access Plan are to preserve the corridor for purchasing right-of-way in advance of construction, to allow the corridor to function as a regional arterial for the future, and to provide users safe and efficient access at controlled areas.

## Public Relations Committee

The Public Relations Committee, chaired by **Dave Kelly**, **Wells Fargo** has been busy planning many things for this summer.

They've been working on things from promoting homeownership in Spanish at a booth during the Cinco de Mayo Festival (May 5, Falls Park) to representing the HBASE at the Patriotic Picnic for the US Armed Forces on June 27.

The Buy Now campaign concluded it's television advertising at the end of April. The committee is looking to do future advertising in other media fields, although potentially promoting Build Now instead.

## Repair Affair Committee

The Repair Affair Committee chaired by **Jack Petersen**, **Advanced Insulation**, has extended the application deadline to May 1, 2007 for the Repair Affair Day scheduled on **Tuesday, June 12**.

Please call **Jack at 605-693-3854** or the HBASE office to volunteer for this worth while community service

event. The committee is seeking volunteers to serve as project team leaders.

The sponsor for the 2007 Repair Affair Day is **Home Federal Bank**. Funding of the projects within City Limits are provided by Sioux Falls Community Development.

## Street of Dreams Committee

The Street of Dreams Committee chaired by **Gregg Lebert**, **Lebert Construction** has chosen this event to be in 2008 on July 17-20 and July 24-27. Hours on Thursday will be from 5-8pm, Friday from noon-8pm and Saturday and Sunday from noon-6pm.

Developers interested in hosting the 2008 Street of Dreams are to have proposals submitted to the HBA office by Thursday, May 10, 2007.

## Showcase of Remodeled Homes Committee

The Showcase of Remodeled Homes Committee chaired by **Terry Konechne**, **Konechne Building** is currently planning for the event which will take place **October 13 & 14**.

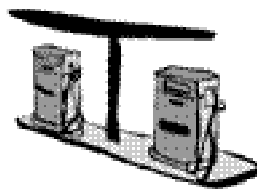
Builders and remodelers are encouraged to enter their recent (within the last three years) or current projects. Previous showcase participants have commented that this is the best marketing event HBASE produces.



FUEL SERVICES INC.

## Fight skyrocketing gas prices with the HBASE Fuel Program

HBASE members receive up to \$.10/gallon off on fuel at 33 various gas stations, 14 in Sioux Falls and 19 ranging from Rapid City, SD to Aberdeen, SD Worthington, MN.



Applications available at the HBASE office.

**For questions, contact Dan Kaufman at I-90 Fuel Services at 336-2288**

## Spring PARADE of HOMES™

**Special thanks to the Spring Parade of Homes Committee members for all their hard work.**

**And a big THANKS to the following Parade Sponsors:**

Gold Sponsor:

**THORNTON**  
*Flooring Outlet*

Silver Sponsor:



Bronze Sponsors:



## Red Cross Training

### Standard First Aid CPR/AED - Adult, Infant & Child CPR (HSSFA414)

This course is designed to give participants knowledge and skills in the areas of First Aid and Adult, Child, & Infant CPR. In addition skills to use automatic external defibrillators. *\*With full payment of this class you will receive your choice of a CPR keychain (3100G) or a First Aid key-chain (2150)*

NEXT CLASS: Sat. June 16 8am-5pm  
CLASS COST: \$60

### Standard First Aid Basics (HSSFA101)

This course helps participants recognize and provide basic First Aid care for injuries and sudden illness until advanced medical personnel arrive and take over. This course does not include information on breathing or cardiac emergencies. *\*With full payment of this class you will receive a First Aid keychain (2150)*

NEXT CLASSES: Mon May 14 6-10pm;  
Sat June 2 1-5pm; Thurs June 21 6-10pm

CLASS COST: \$40

### Renew CPR/First Aid Certification

This course is for those who need to renew their CPR and/or First Aid Certification. Participants will complete the challenge test including both the written and skills tests.

All Classes Start at 6:00pm. Please indicate what you need recertification in when reserving this class.

NEXT CLASSES: May 17, May 31,  
June 14, June 28

COST: Adult CPR \$15; Adult, Infant & Child CPR \$20; Adult, Infant & Child CPR plus First Aid \$25; First Aid \$15; Adult CPR plus First Aid \$20

**To register for any of the above classes, please call the Sioux Empire Red Cross at 605-336-2448. You can also register online by visiting [www.siouxempireredcross.org](http://www.siouxempireredcross.org).**

## Top 10 Framing Errors Seminar

**Tuesday, May 22, 2007**

**11:30am - 1:30pm @ HBASE Office**

Based on hundreds of job site inspections, APA – The Engineered Wood Association staff have identified the most common wood construction framing and sheathing errors found in today's residential construction. Problems such as panel unevenness, floor squeaks and overdriven nails can be controlled. This session will examine the consequences of the errors and provide practical solutions for avoiding them.

### Section 1

- Construction and selection of wood structural panels
- Grade stamps, span ratings, fastener recommendations
- Panel storage and moisture control

### Section 2

- Floor sheathing and installation
- Wall sheathing and bracing concerns
- Roof sheathing and installation

### Section 3

- Moisture intrusion and control

### Section 4

- I-Joist construction and selection
- Forces acting on I-Joists
- Size and location of holes
- Joist layouts
- Handling vertical loads
- Installation details, blocking, rim-boards

### Section 5

- LVL construction and loading
- Glulam layout, construction and selection
- Installation details

### Section 6

- Summary followed by Q & A

### Presenter Tom Milton

Tom Milton is an Engineered Wood Specialist in the Field Services Division of APA. Working with builders, building inspectors, building material dealers, engineers, architects and their respective associations, he provides technical information and educational seminars on engineered wood products and related subjects.

With his background, he enjoys the opportunity to provide practical and useful information about engineered wood products and construction details for builders and building professionals.

*\* Approved continuing education seminar for the residential contractor's licensing program.*

## Make Your Plans to attend the May 22 Framing Errors Seminar

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

Name \_\_\_\_\_

Company \_\_\_\_\_

Cost: \$10 for Lunch (Seminar is FREE)

# Attending Seminar \_\_\_\_\_

# Attending Lunch \_\_\_\_\_

Please RSVP by Monday, May 22.