

Distinguish Yourself with NAHB Designations

Professional designations offer opportunities to improve your skills, advance your career and be recognized for your commitment to professional growth. For customers, professional designations convey superior training, practical experience, and in-depth knowledge. The following are some of the designations through NAHB:

Certified Graduate Remodelor (CGR) is an exclusive professional designation designed to emphasize business management skills as the key to a professional remodeling operation.

Graduate Master Remoddor (GMR) is an exclusive professional designation designed to emphasize business management skills as the key to a professional remodeling operation.

Certified Graduate Builder (CGB) offers an overview of key areas in today's home building industry: business management, financial strategies, marketing techniques, construction technologies, and more.

Certified Graduate Associate (CGA) certificate program offers associate members an opportunity to enhance their knowledge of the fundamentals of the home building industry.

Graduate Master Builder (GMB) courses are more advanced with in-depth instruction geared for experienced building professionals.

Certified Aging-in-Place Specialist (CAPS) Get the technical, business management and customer skills essential to competing in the fastest growing segment of the residential remodeling industry – home modification for the aging in place market.

NAHB Business Management Resources

The Business Management Department of NAHB offers a wealth of resources to help members pull through a tough market.

Biztools - <http://www.nahb.com/biztools>
Manage your business more effectively and increase your profits. These articles and resources cover strategic planning, financial management, human resources management and information technology.

Business of Building e/Source

<http://www.nahb.com/bob>
This monthly e-newsletter features brief articles to help you run your company more profitably and productively. Each issue includes tips for builders *by* builders.

Toolkit - <http://www.nahb.com/toolkit>

This best of the basics will help you navigate the uncharted waters of the national housing slowdown.

FREE Occupational Health & Safety Consultation Program

This program, coordinated by South Dakota State University, is operated by professional consultants in health and safety and is offered to all South Dakota businesses on a **no-charge** basis (funded by the U.S. Department of Labor). No fines or citations are given. It's strictly a consultation program in which you're protected by confidentiality.

Once you submit the form below by faxing it to 605-688-6290, a date and time is set for an on-site visit of your facilities. During the visit an opening conference is held, a walk-through survey and evaluation of the workplace is conducted and a closing conference is held.

Name: _____
Name of Business: _____
Address: _____

City, State, Zip: _____
Phone: _____

For more information, call the SDSU Office at 605-688-4101.



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Alan Amdahl,
Alt. National Director



Terry Konechne, CGB, CGR
National Life Director



Jim Lowe,
National Life Director



Mike Metzger,
National Director

From September 4-7, 2007, representatives from HBASE attended the NAHB Fall Board of Directors Meeting in Seattle. The following is a summary of the meetings they attended.



Board of Directors

With this meeting condensed to five hours and many issues to cover, very little time was wasted. We always look forward to David Seiders Economic Outlook, even when it's not so great. The good news is that it will improve next year. He also told us the key to this turn around would be to reduce inventories.

- Tim Miller

Construction Codes & Standards Committee

This committee deals with environmental issues. The housing industry has been targeted as the largest contributor of "green house gases". There are three presentations as a method of dealing with housing's contribution to "green house gases". One is Leaders in Energy & Environmental Design (LEEDS), a "for profit approach". Another is our own NAHB Green Building presented by NAHB research center. The third is Energy Star program and related home energy rating system. These approaches are here as a result of energy concerns. The builder who knows, understands and chooses to service the housing market with energy efficient building will do well.

- Terry Konechne

Education Committee

I learned the following in the Education Committee meeting:

- There will be a new HBA designation entitled Certified Green Professional (CGP). Can be held by an Associate or a Builder
- March 2008 will be National Designation Month
- 70% is passing point for GBI tests
- For failed GBI tests, it can be retaken within 90 days at no additional charge
- Failure rate for GBI tests is 1%
- For GBI courses taken in March of 2008, there is a 50% cut in fees.
- The average house weighs 330,000 lbs.

- Terry Konechne

Housing Finance Committee

Single Family Finance Subcommittee & Financial Institutions and Capital Markets Subcommittee - There was much discussion about the possibility of a nation wide credit crunch in the aftermath of the Subprime Mortgage Lending rage. In my detailed report (*found on the HBASE website*) I have shared some of the information that was discussed in detail during these two meeting.

- Jim Lowe

Land Development Committee

Global Climate Change - The House has already passed energy legislation that calls for state building codes to increase by 30% by 2010. NAHB is working with the Energy Committee to get an amendment requiring the Department to conduct a technical and economic feasibility assessment prior to updating or modifying and building codes.

Storm Water - NAHB is developing a toolkit to help HBA's get involved in and influence their local storm water regulations.

Wetlands - Many lawsuits are underway to clarify the Army Corps of Engineers jurisdiction over navigable waters. This will only add to the delays and backlog of applications.

Clean Air Act - The EPA has issued a proposed change to the current National Ambient Air Quality Standard for ozone to reduce the allowable parts per million. This will affect most home building activities, including dirt moving.

Impact fees - NAHB continues to research alternative financing to replace impact fees. One is through Land-Secured Bonds.

For more information, visit www.nahb.org/infrastructurefinance.

- Tim Miller

Large Volume Builders Committee

They spoke of large inventories on homes that will probably last through the Fall of 2008. But then they believe things will recover. Thank goodness the Sioux Empire and the Midwest seem to be immune to the national housing problems.

- Alan Amdahl

Membership & Leadership Subcommittee

The goals of this committee are: to recruit future Associate Member leaders and match interest with the needs of the committee; identify local Associate Member leaders and develop a "how-to" guide for interested members through NAHB governance structure and process.

- Jim Lowe

Single Family Small Volume Committee

Vice President Bob Jones said we have a very good economy compared to Michigan (where he is from). He talked about the resolutions that needed to be passed at the board meeting (sub-prime lending, wind loads and flooding).

Since Hurricane Katrina, insurance companies have been reworking policies which in turn means that everyone will be affected by these changes, not just the New Orleans area.

The S.F.S.V. Committee is also working on releasing a forth addition to the Residential Construction Performance Guidelines. It should be in curriculum around 2010.

Green building was also talked about. The problem is not in new homes but existing homes. That is where green building would be more effective.

- Mike Metzger

A special video that NAHB has provided of the special builder panel on "Weathering an Economic Downturn" that was held in conjunction with the Fall Board meeting is now **available for check out at the HBA office**. This panel was convened to allow the many NAHB members who have never experienced an industry downturn to benefit from the perspectives and advice of longtime industry veterans who have successfully navigated such challenging times in the past.

Got News?

Submit member news by fax (361-8329), email (lisa@hbasiouxempire.com) or mail: "Member News", 6904 S. Lyncrest Place, Sioux Falls, SD 57108. You can also call the HBA office at 361-8322.

Sympathies to...

Walter & Brian Ree, Ree Masonry Construction Inc., Walter, for the loss of Walter's wife/Brian's mother, Dorothy Ree

Vahn Phrommany, KP Services for the loss of his father, Kongsy Phrommany.

Special Thanks...

Thank you to **Terry Konechne, Konechne Building**, and **Ray Brooks, Brooks Construction Services**, for their recent work on the HBASE building

Congratulations to...

Matthew Hawk, Journey Mortgage, and **Michele Hawk, US Bank**, on their marriage on September 22.

New Addresses...

Builder's Choice Cabinetry
27091 Katie Rd
Tea, SD 57064

Bryan Wiseman General Contracting
PO Box 88540
Sioux Falls, SD 57109

Truss Pro's, Inc.
6116 S. Lyncrest Ave.
Suite 103-104
Sioux Falls, SD 57108

New Contact...

The new contact at **Security National Bank** is **Robin Hanson**.

HBASE Mailbox...

Dear HBASE:

Thank you for having me as your guest at the September General Membership Meeting. Past President of NHAB, David Presley was an excellent speaker.

Sincerely,
Art Kriens, HBASE Hall of Fame

Dear HBASE:

The Washington High School Technology Education Department would like to thank the HBASE for the gift. We are using the money to purchase equipment for the Woodworking lab. The equipment purchased will provide opportunities for WHS students to enhance their woodworking and construction skills.

Sincerely,
Washington Tech Ed. Department
Ken, Mark & Chris

Dear HBASE:

On behalf of the SF School District High Schools, thanks to HBASE for the \$4,000 grant for Tools for Schools. This funding provides our students the experience of working with equipment that meets current industry standards. It also extends the budget of the SF Schools.

We appreciate the support of the HBASE for our carpentry and wood tech programs and look forward to an ongoing partnership. Thank you again for the gift.

Sincerely,
Cheryl O'Brien,
SF High School Curriculum Coordinator

Dear HBASE:

Thanks to all those who attended Syverson Tile & Stone's 75th Anniversary party on September 20. We appreciated all of the HBA members who have done business with us over the years.

Sincerely,
Dave Syverson,
Syverson Tile & Stone, Inc.

The Banquet in Sioux Falls has asked the public to roll together and tie ends with Christmas ribbon (do not wrap) one bath towel, one hand towel and one wash cloth and drop off your gift at The Banquet (900 E. 8th Street) by December 15.

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Care Foundation

Donating to the Care Foundation

The Sioux Empire Home Builders Care Foundation brochures have been printed and will begin to spread throughout the HBASE general membership. *The brochure is also available online at www.hbasiouxiempire.com.*

You'll notice on the back of the brochures there is a place for you to help the Care Foundation by donating money. The assigned gifting levels for donations are as follows:

Maple: \$2,000 or More

Oak: \$1,000 to \$1,999

Hickory: \$500 to \$999

Mahogany: \$250 to \$499

Pine: Under \$249

The Care Foundation has already begun receiving donations from those who want to show that the home building industry cares. The following people/businesses donated funds to the Care Foundation:

HICKORY: Dan Bechina,
Shaw Industries, Inc.

PINE: Russ Christensen,
Viking Sheet Metal

MAHOGANY: Scott Hjellming,
Hjellming Construction

PINE: Susan Hilmoe,
Sioux Valley Energy

MAHOGANY: Steve Mahlstedt,
Mahlander's Appliance & Lighting



ABOVE: Care Foundation donating a tool to Roosevelt High School on October 23, 2007.

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20 Sioux Empire Building Permits - September

Nov. / Dec. 2007

Sioux Falls Permits		Single Family Units					Duplex			Townhouse Units					Multi-Family	
Month	Year	'03	'04	'05	'06	2007	'06	2007	'03	'04	'05	'06	2007	'06	2007	
JANUARY		35	39	31	61	40	2	0	2(4)	3(4)	3(6)	2(4)	2(6)	0	10(76)	
FEBRUARY		31	55	58	52	49	0	0	3(6)	5(10)	3(6)	1(2)	2	3(99)	1(4)	
MARCH		81	146	164	94	110	2	4	10(20)	7(12)	2(4)	8(13)	6(6)	4(16)	2(8)	
APRIL		111	125	103	132	123	2	0	13(50)	12(24)	4(7)	5(10)	7(14)	2(8)	8(78)	
MAY		94	95	83	94	111	3(6)	6	20(34)	4(10)	9(15)	13(18)	2(10)	8(66)	2(156)	
JUNE		103	109	90	118	79	2(4)	7	5(10)	9(16)	10(14)	2(4)	2(8)	1(8)	0	
JULY		136	101	92	83	69	4(8)	2	21(61)	16(26)	5(8)	7(12)	3(12)	2(8)	2(19)	
AUGUST		87	107	91	87	105	0	4	15(25)	3(6)	16(26)	4(6)	9(32)	12(64)	4	
SEPTEMBER		119	76	119	93	67	1(2)	7	9(18)	6(10)	6(12)	13(17)	1(4)	3(23)	0	
OCTOBER		104	94	95	66		2(4)		8(12)	9(16)	6(8)	12(22)		2(8)		
NOVEMBER		83	66	77	61		2(4)		6(8)	5(10)	2(4)	5(8)		4(16)		
DECEMBER		42	54	43	39		0		1(2)	2(4)	0	3(4)		3(12)		
TOTAL (Sioux Falls)		1024	1065	1041	980	753*	17(34)	30*	111	83(150)	88(111)	75(120)	34(92)*	44(430)	29(341)*	
Metro Area Permits		'03	'04	'05	'06	2007								'06	2007	
Brandon (city only)		96	124	89	104	83*	< Metro Area Duplex & Townhouse Permits are included with Single Family Unit Totals SOURCE: City of Sioux Falls Planning & Building Services; City of Brandon; City of Harrisburg; City of Hartford, City of Tea and Minnehaha and Lincoln County * Indicates year-to-date totals							1(6)*	2*	
Harrisburg (city only)		109	121	177	143	97*								0*	1(4)*	
Hartford (city only)		14	28	25	19	22*								0*	0*	
Tea (city only)		44	40	64	16	45*								2(20)*	2(8)*	
Minnehaha County-rural		116	92	79	68	30*								0*	0*	
Lincoln County-rural		71	67	6	12	47*	0*	0*								
TOTAL (Sioux Empire)		1474	1537	1481	1296	324*								40(428)	5(12)*	

Sioux Falls Single Family Unit Permits

CORNERSTONE CONST	3301	W MULBERRY ST	\$88,704
CLASSIC HOMES BY MIK	2016	S SHAWAVE	118044
CANDLE DEVELOPMENT	3812	S CAMDEN AVE	99348
CANDLE DEVELOPMENT	3813	S STANFORD AVE	83600
CANDLE DEVELOPMENT	7709	W ELI CT	111872
CANDLE DEVELOPMENT	3808	S CAMDEN AVE	94608
PAUL FICK HOMES	3857	N GEMIN DR	83632
SHON HARRIS CONSTRUCT	3704	S HARMONY DR	176552
WINFIELD HOMES	4905	E CHARLESTON DR	123032
WINFIELD HOMES	5609	S CULBERT AVE	92224
DUNHAM CONSULTING &	5913	N SAND AVE	111328
CANDLE DEVELOPMENT	3904	S NELSON DR	114240
CANDLE DEVELOPMENT	3805	S CAMDEN AVE	106388
CANDLE DEVELOPMENT	3809	S CAMDEN AVE	85440
CANDLE DEVELOPMENT	3905	S CAMDEN AVE	109472
JUSTIN PRNS	5104	S DURHAM CIR	146904
JAYMAC INC	7609	W 65TH ST	108460
PAUL FICK HOMES	3837	N GEMIN DR	81268
PAUL FICK HOMES	3845	N GEMIN DR	82580
AUSTAD CONST	713	N SOLAR DR	147400
SELECT BUILDERS INC	7701	W 65TH ST	123712
DIAMOND HOMES LLC	813	S HONEYLOCUST AVE	170495
CANDLE DEVELOPMENT	8001	W ELI CT	95640
CANDLE DEVELOPMENT	7708	W ELI CT	100576
SUNSET DEVELOPMENT L	4301	W PAT ST	104384
SUNSET DEVELOPMENT L	4200	W KATHLEEN ST	112356
SIERRA CONSTRUCTION	908	W GLEN EAGLE ST	151816
ENVISON COMPANIES LL	5148	S MANCHESTER CT	132928
RALLIS CONSTRUCTION	1005	W TRADEWINDS ST	149016
MARK PUTZKE	2240	S PURDUE AVE	138656
TNT CONST (TRYGSTAD)	904	W WHSPRING DR	188232
AXFORD CONST INC	4009	W 89TH ST	153904
THURMAN CONSTRUCTION	6812	W 64TH ST	104744
TRAD CONSTRUCTION	3124	W ROSE CREST DR	143968
DANIELS CONSTRUCTION	7908	S MCMARTIN AVE	130456
MJ TERVEEN CONSTRUCT	4409	E 42ND ST	126148
THURMAN CONSTRUCTION	2809	W 90TH ST	152632
AXFORD CONST INC	4013	W 89TH ST	154272
RUSS GULBRANSON CONS	7301	SHADOW CREEK AVE	287656
HARTUNG HOMES	4509	S FLORENCE AVE	157228
CLASSIC HOMES BY MIK	7625	S COURT YARD CIR	159340
T.M. SCHULTZ & CO	2048	S ABBEYSTONE CT	196760

CHAD DAHLE	8004	COPPER RIDGE RD	210720
BECKMAN CONSTRUCTION	5217	E POP FLY PL	156960
THE CARPENTER CO.	3905	S HARMONY DR	196480
JOHNNY HANSON CONSTR	5201	S STOCKWELL CIR	185440
SIGNATURE HOMES LLC	2601	W LATIGO DR	396880
ANTHONY HOLINGSWORTH	8609	REGENT PARK DR	196520
ALTY INC.	7500	S RIDGESTONE DR	292680
MEIER CONSTRUCTION I	1121	N DANIELLE DR	217256
PAUL FICK HOMES	3920	W 92ND ST	102812
RALLIS CONSTRUCTION	2809	W COURT YARD LN	147200
C-LEMMIE COMPANIES LL	7317	S EDINBURG PL	133824
STAN SPERLING	2308	SLEIGH CREEK TRL	226520
YETMAN CUSTOM HOMES	8409	COPPER RIDGE RD	273308
PUSCH CONSTRUCTION	3509	N ORION DR	150952
DION PEASE	1508	W DUNBAR TRL	427495
HAGER CONST	5704	S FRONTIER TRL	284832
AXFORD CONST INC.	4005	W 89TH ST	155184
T.M. SCHULTZ & CO	1708	S KATHRYN AVE	170156
DIAMOND HOMES LLC	901	HONEY LOCUST AVE	258696
SITE 2	2401	W SLEIGH CREEK TRL	292000
THE CARPENTER CO.	2612	S PURDUE AVE	186540
MIKE SCHULTZ CONSTRU	1704	S KATHRYN AVE	155480
KN CONSTRUCTION INC.	2613	E YORKSHIRE ST	179990
VALLEYBUILDER HOMES	7801	W STONEY CREEK ST	111504

Sioux Falls Duplex Permits

BECK & HOFER CONSTRU	4308	W CREEKSIDE DR	239680
BECK & HOFER CONSTRU	4410	W CREEKSIDE DR	239680
BECK & HOFER CONSTRU	4414	W CREEKSIDE DR	239680
TNT CONST (TRYGSTAD)	5616	SHADOW WOOD PL	289280
RICHPIETZ CONSTRUCT	5908	SHADOW WOOD PL	382864
HANSEN HOMES INC	3717	E FOX RUN PL	337440
MJV CONSTRUCTION	5100	S RIVER PARK PL	333160

Sioux Falls Townhome (Twinhome) Permits

RICHARD BRAKE CONSTR	5500	W BAKKER PARK DR	(4-plex) \$487,076
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Minnehaha County Single Family Permits

Robert Haight	9301	E Maple St	\$577,290
Sieverding Construction	25724	Scotts Ave	\$213,825
Koality Construction	1512	E Beverly St	\$125,380.00

Brandon Permits

B & V Homes	109	E Stone St	150970
Kapperman Construction	1809	Locust Ave	138340
Tom Johnson Homes	1612	Locust Blvd	138094
Tom Johnson Homes	1616	Liberty Cr	164722
Chris Johnson	106	N Country Club Ave	148392
Costello Construction	1201-1213	E Redwood Blvd (4-plex)	2475908
VLC Homes	1713	Locust Ave	141712
R & M Construction	2416	Trevino Ln	135398
Chris Hagen	1821	Ashton Tr	175460
Prestige Homes	1821	Parkview Blvd	168264

Hartford Permits

Costello Construction	702, 710, 802	Ruud Lane	3-8 plexes \$2,130,000
G&P Construction	510	Tessa Ave	\$60,067
G&P Construction	511	Tessa Ave	\$55,565
Eric Baumann	401	Erin Circle	\$93,236

Harrisburg Permits

Effective Enterprises	111, 113, 115, 117	Emmett Trail (4-plex)	\$605,872.00
KN Construction	711	Kent Street	\$114,760.00
Allen Homes Inc	502	Cottonwood Dr	\$100,836.00
Allen Homes Inc	504	Cottonwood Dr	\$117,480.00
Select Builders	602	Raven Avenue	\$97,888.00
Effective Enterprises	103, 105, 107, 109	Emmett Trail (4-plex)	\$605,872.00





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