



HBA NEWS

The magazine of the Home Builders Association of the Sioux Empire

www.hbasioouxempire.com

January 2007

Steve Van Buskirk, 2007 President

President's Message 2

Membership Meeting 3

Calendar of Events 5

Industry Awards 6

Industry Awards 7

Membership Drive &
Updates 8 & 9

Home Show 11

New Members 16

HBA Member News 20



Don't miss this month's Membership Meeting with Marcie Roggow!



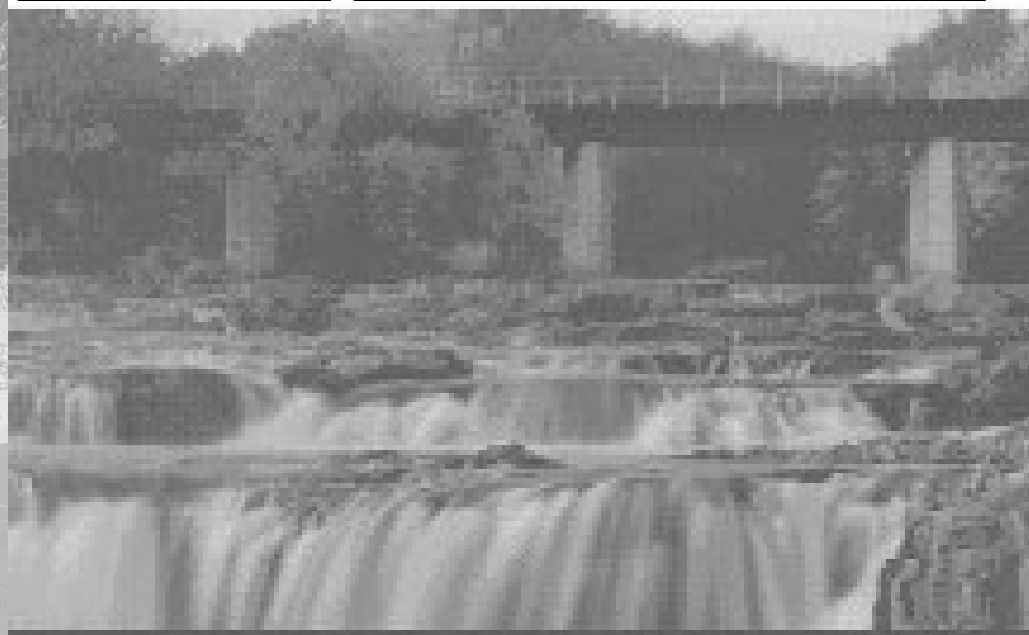
See page 3 for details!

Mall Golf, January 19—February 25
Empire Mall ...See page 17 for details!



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.



UBC

New ad at Alphagraphics

"It's a Great Time to Buy a Home"



©2007 HBASE. All Rights Reserved. No part of this publication may be reproduced or transmitted in any form or by any means without the express written permission of the Home Builders Association of the Sioux Empire, 6904 S. Lyncrest Place, Sioux Falls, SD 57108
 www.hbasioouxempire.com * info@hbasioouxempire.com
 Phone (605) 361-8322 / Fax (605) 361-8329

2007 HBASE STAFF
 Cindy Sheehan - Executive Vice-President
 Jan Hanten - Administrative Assistant
 Kristie Brunick - Membership Director
 Troy A. Gordon - Public Relations Director
 Cathy Wiese - Office Assistant

2007 HBASE OFFICERS
 President/Alt. Nat'l Dir., Steven Van Buskirk, Van Buskirk Companies
 1st Vice-Pres., Kyle Eberts, Eberts Constructions
 2nd Vice Pres., Mike Hoffman, Dakotaland Builders
 Secretary/Alt ND, Russ Pies, United Building Centers
 Treasurer/SD Assoc. Nat'l Dir., Kim Hefner, Home Federal Bank
 Past Pres., Randy Bruner, Bruner Construction

Advertiser Name	Page #
Argus Leader.....	8
Boen & Associates.....	3
Brooks Construction	Back Cover
Budget Blinds	19
CBI.....	7
Component Manufacturing.....	Back Cover
Frisbee's.....	2
Habitat For Humanity.....	9
I-90 Fuels.....	14
The Insurance Connection.....	6
JamesDugan.....	14
Kernel Burner Biomass Systems.....	18
Land Title Guaranty.....	1
Mahlender's Appliance & Lighting.....	Back Cover
RWC.....	16
RK Insulation.....	4
Schoeneman's.....	10
Sears Contract Sales.....	1
Scott Lumber / Andersen Windows.....	Inside Back
State Bank & Trust.....	web site
United Building Center.....	Inside Front
Van Buskirk Companies.....	9



Our exclusive selection service at the Sears Empire Mall Store - available for your homebuyers to choose from Kenmore and other top brands - KitchenAid, Whirlpool, Amana, Jenn Aire, Maytag, GE, and more!
 Call Jan for details today.



JAN CAIN
 Account Manager
 (605) 743-2358



2007 HBASE BOARD OF DIRECTORS

Doug Allen, Allen Homes, Inc.
 Lois Borchardt, Mahlender's Appliance & Lighting
 Daryl Christensen, Prairie Risings Construction Services, Inc.
 Dudley Deffenbaugh, Deffenbaugh Homes
 Susan Hilmoie, Sioux Valley Energy
 Todd Irvine, Builder's Choice Cabinetry, Inc.
 Paul Kirkwold, Kirkwold Homes
 Gregg Lebert, Lebert Construction
 Mark Promes, Fargo Glass & Paint
 Mike Sprang, J.H. Larson Electric
 Matt Swenson, Dakota Wholesale
 Bryan Wiseman, Bryan Wiseman General Contracting

2007 EX-OFFICIO

National Dir., Mike Metzger, Metzger Construction, Inc.
 National Dir., Tim Miller, Schultz Construction, Inc., Mike
 National Dir., Kurt Hanson, Home Tech, Inc.
 National Dir., Paul Nelsen, Nelsen Construction, Paul
 National Dir., Mark Peterson, MAP Properties
 Alt. National Dir., Mel Zelman, Zelman, Inc.
 Alt. National Dir., Alan Amdahl, Alan Amdahl Construction Co.
 Alt. National Dir., Bob Litz, Sioux Empire Housing Partnership
 National Life Dir., Jeff Hager, Hager Construction, Inc.
 National Life Dir., Charlie Beach, Beach Construction, L.L.C.
 National Life Dir., Terry Konechne, Konechne Building
 National Life Dir., George Bunkers, Bunkers Construction, George
 National Life Dir., Jim Lowe, State Bank Mortgage
 SD State Rep., Duane Bickett, Bicketts Construction

PAST PRESIDENTS

Scott Hjelling, Hjelling Construction
 Gary Harr, Harr Construction, LLC, G & D

2007 HBASE COMMITTEE CHAIRS

Associates_Michele Rislov, First National Bank
 Builders Forum_Nate Stencil, Stencil Homes
 Building & Grounds_Tor Sorlien, Sorlien Electric
 Developers_Joel Ingle, C-Lemme Custom Homes
 Education_Tom Hines, Frisbee's
 Home Show_Randy Bruner, Bruner Construction
 Home Builders Care Foundation_Marcie Pirlet, Frisbee's
 Legislation_Herman Otten, Otten Construction
 Local Gov't Affairs Committee_Paul Kirkwold, Kirkwold Homes
 Membership Committee_Candi Bartels, Deerfield Bank
 Ambassador Membership Sub Committee_Emily South, Sign-A-Rama
 Parade of Homes_Doug Allen, Allen Homes
 PAC Golf Calcutta Committee_Russ Pies, UBC
 Political Action (SEFAH)_Paul Nelsen, Nelsen Construction
 Public Relations_Dave Kelly, Wells Fargo Home Mortgage
 Repair Affair Sub Committee_Jack Peterson, Advanced Insulation
 Advertising Sub Committee_Jim LeDuc, Lamps & Shades
 Sponsorship Committee_Gary Harr, G & D Harr Construction
 2008 Street of Dreams_Gregg Lebert, Lebert Construction

2007 HBASE REMODELING COUNCIL OFFICERS

Chair - Arthur Kriens, Kriens Construction Co
 Vice-Chair - Jarrod Smart, Jarrod Smart Const Co
 Secretary/Treasurer - Bruce Schroeder, Frisbee Plmg & Htg
 Board Liaison - Bryan Wiseman, Bryan Wiseman Gen Cont
 Past Chair- Don Lueders, Northwest Concrete Cutting

RC ADVISORY COMMITTEE MEMBERS

Joel Buwalda, All Aspects Home Improvement
 Roy Edwards, Component Manufacturing
 Terry Konechne, Konechne Building
 Paul Nelsen, Paul Nelsen Construction
 Tim Jorgensen, Sioux Marble
 Ron Sundvold, Express Handyman Services
 Paul Rowenhorst, Handyman Matters
 Brad Weber, Weber Construction

RC COMMITTEE CHAIRS (ex-officio)

Membership - Matt Swenson/Vice-Chair - Bryan Wiseman
 Public Relations & Advertising - Bruce Schroeder/Vice-Chair - Terry Konechne
 Education & Programs - Jarrod Smart/Vice-Chair - Joel Buwalda
 Showcase of Remodeled Homes - Terry Konechne, CGR, CGB, Konechne Building

Land Title Guaranty

336-1095

www.landtitleguaranty.com

101 S. Main, Suite 100 • Sioux Falls, SD 57104

Trusted for over 50 years!

The smallest details can make a big difference when you close on a home loan. That is why so many REALTORS®, Bankers, and Builders trust us to handle the final, critical steps in purchasing a new home.



Front (L to R): Tracy, Ernie, Janel
 Middle (L to R): Bonnie, Sharon, Nancy, Charlene, Mary, Kristi
 Back (L to R): Tarah, Sammie, Terri, Emily, Denise



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

My time as President has begun and it has already been busy preparing for the years to come.

In November, we had 20 dedicated individuals sign up for two days of meetings to identify and prioritize action items that the Association needs to focus its attention on in the next three to five years. NAHB, as one of its many services, provided us with a moderator, **Joshua Dick** to assist with the formation of the plan. The long range planning committee presented the plan to the board last month and expects the final version to come out of the January's Board meeting and published in the February *HBA NEWS*. I would like to share with you a few of the great things that I have learned about your association through that process:

- **We have a productive membership.** Our members, our volunteers complete numerous projects throughout the year that enrich people's lives and advance our issues.
- **Stability.** Our EO, **Cindy Sheehan** has been with us for 25 years & each full-time staff member have been with us more than six years.
- **Leadership.** Look around and see the familiar faces.
- **Finances.** Take a trip out to see the new

building, it's paid for. Thanks to a good number of very generous donations by members. A plaque has been made to recognize all the contributors.

- **A unified voice.** Nationally, statewide, and locally we are backing candidates and issues that are in your interest.

As the Long Range Committee discussed all of the strengths and weaknesses of the association, one priority that stood out was staffing. We have had the same number of staff for the last five years as our membership has grown from 350 to 737. With this information and looking at our needs assessment, we prioritized the hiring of a new Government Affairs Director. We presented this to the Board and are hoping that the hiring process will be completed within a couple of months.

In December, I enjoyed sitting down with the Treasurer and EO to prepare the 2007 budget. Seriously, I enjoyed working through each line item that goes into preparing a realistic, obtainable balanced budget. We are fortunate to have their skills and knowledge to prepare the Association for its annual goals.

I am looking forward to 2007 and will do my best to represent this great Association. Remember, if you have any concerns, please feel free to contact me and I will direct you to the proper committee to help fix the problem. My email is Steve@VBCLink.com. Committee chairs are listed in the HBA NEWS, Membership Directory and online. It's your Association, help us make it better.

Congratulations to the 2007 HBASE Officers!

- President/Alt. Nat'l Dir., Steven Van Buskirk,
Van Buskirk Companies
1st Vice-Pres., Kyle Eberts, Eberts Constructions
2nd Vice Pres., Mike Hoffman, Dakotaland Builders
Secretary/Alt ND, Russ Pies, United Building Centers
Treasurer/SD Assoc. Nat'l Dir., Kim Hefner, Home Federal Bank
Past Pres., Randy Bruner, Bruner Construction

HBASE's New Office Honored with SDHBA Project of the Year

Home Builders Association of the Sioux Empire (HBASE) was honored as the 2006 Project of the Year at the SDHBA Annual Banquet held in Brookings on November 3.

Each year the 1,500 member builder trade association names a Project of the Year. "The judges chose the HBASE new office building as the best project for 2006," said **SDHBA President Dwight Eich**.

Scott Hjellming of Hjellming Construction chaired the committee and oversaw the project. Members donated cash, materials, and labor. HBASE partnered with students from Southeast Technical Institute under the direction of instructor **Jeff Schlepp** and Hjellming to create the building's design.

HBASE constructed its former office building 21 years ago when the Association membership was approximately 300, and the staff consisted of one fulltime person and one part time employee. "As HBASE celebrates its 50th Anniversary last year," continued Eich, "there are more than 700 members, four full-time staff, two part-time staff and several intern positions."

Not only does the new building better-suit the growing staff and membership, it also showcases HBASE members' craftsmanship and talents.

"The South Dakota Home Builders Association is proud of the accomplishments of its largest local home builders association," said Eich. "The SD Home Builders Association applauds the HBASE board of directors for its vision."

Congratulations to **Susan Hilmoe, Sioux Valley Energy** who received the SDHBA Board Member of the Year and Special Presidential Award and to: **Tim Geiver, SDHBA Associate Member of the Year.**

Frisbee's
New ad at
Alphagraphics



Marcie Roggow

Thursday, January 25

Westward Ho Country Club

Time: Event:

5:30 p.m. Social Hour

6:30 p.m. Dinner

7:30 p.m. Program—*"Where Have All the Good Times Gone?"* by *Marcie Roggow*

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

Program

Where Have All the Good Times Gone?

A humorous look at the changes in the real estate business over the last 25 years and more. A reminiscent journey showing how to take the changes and create opportunities.

"Energetic, enthusiastic about her topic, precise in her delivery, captivating, and AWESOME" are some of the adjectives from student critiques to describe her presentations. What you need to know about Marcie is that she is absolutely committed to the real estate profession on every level. Licensed since 1972, Marcie has worked in all facets of the real estate profession: broker-owner, developer, and educator.

Meet Your Speaker

REALTOR, Real Estate Developer/Investor, National Real Estate Educator, Expert Witness, and fun loving Mom and Grammy...all describe the roles that Marcie has on a daily basis.

Marcie's quick wit and ability to convey difficult material in an understandable fashion make her a popular presenter nationwide.

Make Your Plans to attend the Jan. 25 Membership Meeting

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





BOEN
& Associates, Inc. INSURANCE - BONDS

605.336.0425 • 1.800.568.4135
307 West 41st Street . Sioux Falls, SD
www.boenassociates.com

"You'll Like the Way We Do Business"



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

2007 should be another great year for the Remodeling Council of the Sioux Empire. At our December meeting we set our goals for this year of recruiting 10 new Remodeling Council members and to present a seminar at the Home Show—March 1-4, 2007. Those goals are in support of our main function of promoting the remodeling industry. The best way to recruit a new member is ask someone you know if they are a member and if not invite them to the next meeting. If possible pick them up and ride together to make it easier for them to attend.

Congratulations to council members **Charlie Beatch, CGR, Beatch Construction and Bruce Schroeder, Frisbee Plumbing, Heating, A/C and Electrical!** Charlie was named to the HBASE's Housing Hall of Fame.

Charlie is a long time member of the Remodeling Council and a Remodeling Council Past-President. Bruce is the 2006 Remodeling Council Member of the Year. If there is a Remodeling Council event chances are Charlie and Bruce are a part of making it happen successfully!

Do you want to know how to get leads in the slow times of the year? Try entering the Showcase of Remodeled Homes this fall, October 13 and 14. An entry in the Showcase can benefit you two ways. **First** you have the opportunity to show off your work so people can see what you do. **Second** your customer is complemented because you are proud of the work you did for them and what to show it. At a Showcase home people can get a close up look at a project and ask questions. This gives potential customers a way to get to know you without the pressure of trying to explain their project at the same time.

January is not too early to start planning your entry. Actually the secret to getting and entry is... *(To be continued next month)*



Remodeling Council Highlight

Percy Lieuwen
Lieuwen Construction

Percy Lieuwen is the president of Lieuwen Construction, Inc. in Sioux Falls, which started 21 years ago. He has more than 30 years of experience in the construction industry. Lieuwen Construction specializes in new construction, remodeling and additions and has a motto of "We provide quality and personalized construction".

Percy has served as a Remodeling Council member for many years. Percy's secret to success is "work hard, be honest, be flexible and making sure to take Sunday off for church and family".

Other activities Percy enjoys are hunting, fishing, golf and is a certified high school basketball official.

Percy's greatest accomplishment is raising his kids and his reputation as a quality builder. He and his wife, Vicki have three grown children: Brady (24), Krissa (21) and Bethany (19).

Percy can be contacted at 335-4185 via email at lieuwen@sio.midco.com.

RK Insulation

*New ad at
Alphagraphics*

Next Remodeling Council Meeting

"Managing Injury Care" by
Fred Rule, Avera McKennan

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

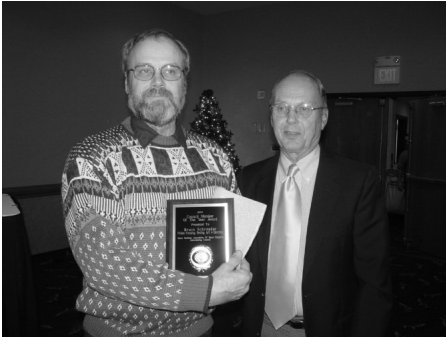
Notice: Let HBA know if you would like to host an RC meeting. You must be able to accommodate lunch space for 25 people & arrange tour.

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.

**See our 2007 Leadership
on page 1.**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
January		2 4:00pm, Home Show Seminar Sub-Committee, HBASE Office	3 11:00 am, Remodeling Council Advisory Committee, HBASE Office Noon, Remodeling Council Meeting, HBASE Office	4 Noon, NAHB Director Meeting, HBASE 3PM, Buy Now Task Force, RASE	5	6 Home Ideas TV airs 10:00am KELO 10:30am KCPO
7 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	8	9 11:30am, PR Committee, HBASE Board Room Noon, Membership Committee, HBASE Library	10 11:30 am, Home Show Exhibitor Liaison , HBASE Office Noon, Home Show Committee, HBASE	11 11:30am, SE Home Builders Care Trustees Meeting, HBASE office Noon, Builder Focus Group, HBASE Office	12	13 Home Ideas TV airs 10:00am KELO 10:30am KCPO
14 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	15	16 8AM, Mall Golf Course Holes need to be delivered, Empire Mall - JC Penney doors 4 pm, Membership Ambassador Committee , McNally's 4pm, Education Committee, Skelly's	17 11:30am, Board Meeting, HBASE Office	18 11:30am, Home Show Ad Sub-committee, HBASE Library Noon, Remodeling Council Home Show Seminar Task Force, HBASE Board	19 11:30am, Sneak Preview Party & Ribbon Cutting, Empire Mall Mall Golf Open for Play (6-8 PM)	
21 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	22	23	24 8am - NOON, Builder/ Broker Cooperation , HBASE Noon, Home Show Committee 2pm, Mall Golf Outing - HBASE, Empire Mall	25 5:30pm, Membership Meeting, Westward Ho	26 6-8pm, PR Committee Mall Golf, Empire Mall	27 Home Ideas TV airs 10:00am KELO 10:30am KCPO
Mall Golf— Fridays (6:00-8:00 PM) + Saturdays & Sundays (1:00-4:00 PM)						
28 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	29	30	31 SDHBA Winter Board & Legislative Dinner , Pierre	<i>Happy New Year from HBASE staff and Board of Directors!</i>		
Mall Golf— Fridays (6:00-8:00 PM) + Saturdays & Sundays (1:00-4:00 PM)						

Sun	Mon	Tue	Wed	Thu	Fri	Sat
February				1	2	3 Home Ideas TV airs 10:00am KELO 10:30am KCPO
Mall Golf—Mall Golf—Mall Golf—Mall Golf—Mall Golf						
4 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	5	6 Noon, Membership Committee, HBASE	7 Noon, Remodeling council, HBASE	8	9	10 Home Ideas TV airs 10:00am KELO 10:30am KCPO
February 7—10, 2007 —NAHB Annual Convention, Orlando, FL						
Mall Golf— Fridays (6:00-8:00 PM) + Saturdays & Sundays (1:00-4:00 PM)						
11 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	12	13 11:30am, PR Committee, HBASE 4 pm, Membership Ambassador Committee, Nutty's North 5 pm, New Member Social, Nutty's North	14 Noon, Home Show Committee, HBASE	15	16 Regional Career Fair, Marion	17 Home Ideas TV airs 10:00am KELO 10:30am KCPO
Mall Golf— Fridays (6:00-8:00 PM) + Saturdays & Sundays (1:00-4:00 PM)						
18 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	19	20 4:00pm, Education Committee, Skelly's	21 11:30am, Board Meeting, HBASE 2pm, Mall Golf PAC Outing - HBASE, Empire Mall	22 5:00pm, New Member Orientation, WWHO 22, 5:30pm, Membership Meeting, Nitwits Comedy Club	23 1pm, Corporate Challenge Match, Empire Mall	24 10am, 9-Hole Public Championship Playoff, Empire Mall
Mall Golf— Fridays (6:00-8:00 PM) + Saturdays & Sundays (1:00-4:00 PM)						
25 4pm, Mall Golf ends, Empire Mall	26	27	28			
Mall Golf Ends						



Bruce Schroeder, Frisbee's, Brandon - was presented with the Remodeling Council Member of the Year Award on December 1.



Charlie Beatch, CGR, Beatch Construction, Sioux Falls was presented with the Housing Hall of Fame Award on December 1



Ernie Carlson, Land Title Guaranty Sioux Falls was presented with the Housing Hall of Fame Award on December 1

Remodeling Council...

The Remodeling Council of the Sioux Empire is proud to present the 2006 Remodeling Council Member of the Year award to *Bruce Schroeder, Frisbee's*.

Bruce serves as the HVAC supervisor and has been with the company since 1983 and in the industry since 1973.

Bruce joined HBASE in 1998 and has served on the Repair Affair Coordinating Committee, Building Codes Committee, and presently serves on the Remodeling Council's Advisory Committee.

In addition to his contributions to the building industry, Bruce serves on civic organizations that include the Bethany Meadows Advisory Council, Beaver Valley Lutheran Church Council, and is a charter member of Brandon Valley Vintage Power.

Housing Hall of Fame...

Two building industry leaders were inducted into the Home Builders Association of the Sioux Empire's Housing Hall of Fame at a ceremony on December 1 in Sioux Falls in conjunction with HBASE's Holiday Gala.

"Both of this year's inductees are truly giants in the industry— people who have helped hundreds of families attain the American dream of homeownership while giving selflessly to make their communities a better place to live," said Randy Bruner, president of HBASE.

This year's honorees are: **Charlie Beatch, CGR, Beatch Construction, LLC** has more than 30 years experience in the building industry. Charlie is the president of Beatch Construction in Sioux Falls. The company specializes in building and remodeling homes. Charlie's

motto is "We are proud of the projects we complete & believe in service after sale". Charlie joined HBASE in 1977. He has served as the Remodeling Council Chair, HBASE Board, HBASE President, SDHBA President, Life National Director, was named the *Builder of the Year* in 1995. Currently, he serves on the Showcase of Remodeled Homes Committee and Remodeling Council Advisory. He also is a member of the Holy Spirit Church, where he is an usher and serves on the Building & Grounds Committee. Some of his proudest moments, was when he was selected as the *Builder of the Year* in 1988 and 1995. His secret to success is to work diligently and enthusiastically on what one does best. Charlie lives in Sioux Falls with his wife, Mary. He has one daughter Cathy, and two sons, Jon and Tom.

Ernie Carlson, Land Title Guaranty is an official Charter member of HBASE. Land Title Guaranty has been a member of HBASE since 1956. Ernie's involvement in HBASE and support of the housing industry has been unprecedented. Ernie has attended countless meetings within the HBA of the Sioux Empire. Ernie was awarded the Lions club Member of the Year award and the REALTORS Associate of the Year in 1988. He has also volunteered his time and serves for the Sioux Falls Park Board, the Zoological Board, Toastmasters and Habitat for Humanity community projects. Ernie and his late wife, Bonnie had three children. Bonnie was a Charter member and President the Home Builders Auxiliary of Sioux Falls.

The Housing Hall of Fame honors individuals who have made a lasting contribution to the housing industry through their work in building and development, public service and housing-related areas such as education, architecture and planning. A Hall of Fame Selection Committee follows specific guidelines when considering qualifications.



The Insurance Connection

The Official Founding Agent of the HBASE Insurance Discount Program

Receive an additional 10% discount on already competitive business, work comp and personal insurance programs. Also available are group and individual health plans. To find out if you qualify contact:

Oscar DeVries, CIC, LUTCF or Gary Van Zee

339-3147 or 1-800-471-2097