



2010

Benefits Handbook



6904 S Lyncrest Place
Sioux Falls, SD 57108
Phone: 605-361-8322 / Fax: 605-361-8329
Email: info@hbasiouxempire.com

www.hbasiouxempire.com

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Daryl Christensen,
Prairie Risings
Construction Services, Inc.

Dear HBASE Member,

Members of the Home Builders Association of the Sioux Empire have so many great services, discounts and activities available to them. These benefits range from advertising in our publications to sponsoring our events to participating in educational and networking opportunities.

This handbook will not only inform you of your available membership services but it also contains information regarding upcoming events and activities. Take advantage of the many diverse services the HBASE, the South Dakota HBA and the National Association of Home Builders have to offer. Your tri-level membership is the key to services at all three levels!

I would like to encourage you to make the most of your membership by reviewing this handbook and familiarizing yourself with its content. Your investment in time now will really make a difference in how quickly you can start to benefit from your membership investment.

There are a lot of aspects of membership and the staff will be happy to help you any time if you have any questions regarding them!

Sincerely,

A handwritten signature in black ink that reads "Daryl Christensen". The signature is fluid and cursive, with a long horizontal stroke at the end.

Daryl Christensen,
2010 President

Three Memberships in One!

As a member of the Home Builders Association of the Sioux Empire (HBASE), you are automatically a member of the South Dakota Home Builders Association (SDHBA) and the National Association of Home Builders (NAHB). So, your membership brings benefits from *not one*, but *three* organizations.

NAHB	SDHBA	HBASE
1201 15th St., NW Washington, DC 20005-2800 * * * *	PO Box 1218 Pierre, SD 57501 * * * *	6904 S Lyncrest Pl Sioux Falls, SD 57108 * * * *
800/368-5242	605/224-2761	605/361-8322
www.nahb.org	Fax: 605/224-6485 www.sdhomebuilders.com	Fax: 605/361-8329 www.hbaseiouxempire.com
* * * *	* * * *	* * * *
180,000 members	1,600 members	670 members

Membership figures as of 12/09. Membership is counted by company, not by the number of employees in each company.

Each website has a Member's Only section and you're encouraged to obtain your username/password and utilize the available services and resources available to you as a member.

Acronyms You Will See Often! Put These Three to Memory

NAHB = National Association of Home Builders
SDHBA = South Dakota Home Builders Association
HBASE = Home Builders Association of the Sioux Empire

For more information on any area of the HBA, contact the HBA office or complete the Order Information Form found in the appendices at the back of this booklet and return to the HBA office.

Access to HBASE Programs & Information

Home Builders Association
of the Sioux Empire
6904 S Lyncrest Pl
Sioux Falls, SD 57108
Phone: (605) 361-8322
Fax: (605) 361-8329

www.hbasiouxempire.com

Office Hours

Monday - Friday
8:00am - 5:00pm

The HBA office is located near
the corner of 77th Street and
S. Minnesota Avenue just north
of Landscape Garden Centers.



Now That I'm A Member, What Do I Do?

1. Review this handbook outlining benefits of membership and opportunities for involvement.
2. Attend the evening membership meetings (see Calendar of Events, pages 6 & 7).
3. Read the HBA Newsletter which you will receive by mail each month.
4. Get involved. Participate in Association activities/events and check out committee participation.
5. Take advantage of the many other benefits of membership.
6. Stay in contact with your sponsor (the person who encouraged you to join).
Write your sponsor's name below for easy reference.

Sponsor Name: _____

Company: _____

Phone: _____

Calendar

Mark your calendar to attend an HBASE event!

January 2010

- 6 Remodeling Council
- 13 HBASE Board Meeting
- 19-23 NAHB Annual Convention / IBS
- 28 Membership Meeting & Orientation

February 2010

- 3 SDHBA Winter Board Meeting
- 3 Remodeling Council
- 17 HBASE Board Meeting
- TBD Membership Meeting

March 2010

- 3 Remodeling Council
- 5 Home Show™ Begins
- 5 Home Show™ Exhibitor Reception
- 7 Home Show™ Ends
- 17 HBASE Board Meeting
- 25 Membership Meeting

April 2010

- 7 Remodeling Council
- 8-9 SDHBA Spring Board Meeting
- 21 HBASE Board Meeting
- 29 Membership Meeting

May 2010

- 5 Remodeling Council
- 8-10 Spring Parade of Homes™
- 15-17 Spring Parade of Homes™
- 17-24 NAHB Spring Board
- 19 HBASE Board Meeting
- 20 Membership Meeting & Orientation

June 2010

- 2 Remodeling Council
- 8 Repair Affair™
- 16 HBASE Board Meeting
- TBD Membership Meeting

Dates and times are subject to change. Please refer to your monthly HBA News magazine.

Event	Time	Location
Remodeling Council Meetings	Noon	HBASE Office
HBASE Board Meetings	11:30 am	HBASE Office
Member Orientations	5:00 or 5:30 pm	Westward Ho Country Club
Membership Meeting	5:30 or 6:00 pm	Westward Ho Country Club

Mark your calendar to attend an HBASE event!

July 2010
 7 Remodeling Council
 21 HBASE Board Meeting
 TBD SDHBA Summer Board Meeting
 TBD Associate's Appreciation Night

August 2010
 4 Remodeling Council Picnic
 18 HBASE Board Meeting
 TBD Membership Meeting &
 Golf Classic

September 2010
 1 Remodeling Council
 11-13 Fall Parade of Homes™
 15 HBASE Board Meeting
 18-20 Fall Parade of Homes™
 22-26 NAHB Fall Board
 TBD Membership Meeting

October 2010
 6 Remodeling Council
 9-10 Showcase of Remodeled Homes™
 20 HBASE Board Meeting
 TBD Annual Product Show

November 2010
 3 Remodeling Council
 17 HBASE Board Meeting
 18 Membership Meeting
 TBD SDHBA Fall Board &
 Installation Banquet

December 2010
 1 Remodeling Council
 15 HBASE Board Meeting
 TBD HBASE Annual Holiday Gala

Dates and times are subject to change. Please refer to your monthly HBA News magazine.

Event	Time	Location
Remodeling Council Meetings	Noon	HBA Office
HBASE Board Meetings	11:30 am	HBA Office
Member Orientations	5:00 or 5:30 pm	Westward Ho Country Club
Membership Meeting	5:30 or 6:00 pm	Westward Ho Country Club

History of the Home Builders Association

In 1956, The Home Builders Association of Sioux Falls (HBASF) was chartered. The South Dakota Home Builders Association (SDHBA) was established in 1979. The HBASF name was changed in 2002 to the Home Builders Association of the Sioux Empire (HBASE) to encompass the surrounding counties of Minnehaha, McCook, Turner and Lincoln. There are seven local home builders associations in South Dakota. Local associations such as HBASE are affiliated with both the state and national associations. A portion of membership dues goes to the state and national associations and a portion remains at the local level.

The National Association of Real Estate Boards (NAREB) formed a builder division in 1923. NAREB's builder division, known as the Home Builders Institute, became an independent organization and changed its name to the National Association of Home Builders (NAHB) of the United States. Some 850 state and local associations currently belong to NAHB - "the voice of America's home building industry."

HBASE was proud to celebrate 50 years with a proud past and promising future in 2006. Member support is what makes the HBASE successful.

Purpose

The purpose of the HBASE is to provide for the advancement of the community and building industry.

The HBASE serves and represents our members who are affiliated with the building and remodeling industry in the Sioux Empire.

The 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.

Dues

Each local association determines the classification for a new member and remits a full year's dues when it reports that new member to NAHB. Of the dues collected from each member, \$105 is paid to HBASE, \$70 is paid to SDHBA and \$150 is paid to NAHB. Dues billing is done on a monthly basis according to a member's anniversary date.

Bylaws

The HBASE Bylaws provide the structure for the Association's operation. See the Appendices to order a copy of the current bylaws.

Board of Directors & Executive Committee

At the helm of HBASE's leadership team is a 12-member volunteer Board of Directors (see pages 10 & 11). The Board is made up of six Builder members and six Associate members. Directors are elected by the membership and serve 3-year terms.

The Executive Committee is made up of the following Officers of the Association, elected by and from the Board of Directors - President, First Vice President, Second Vice President, Treasurer, Secretary and Immediate Past President. Only a Builder member-of-record may serve as President/President Elect.

In addition, National Directors, Alternate National Directors and Life Directors participate in HBASE Board Meetings.

Committees & Councils

More than 15 volunteer committees carry out specific duties of the Association. Committees welcome new committee members throughout the year. See page 12 for specific committee descriptions.



Staff

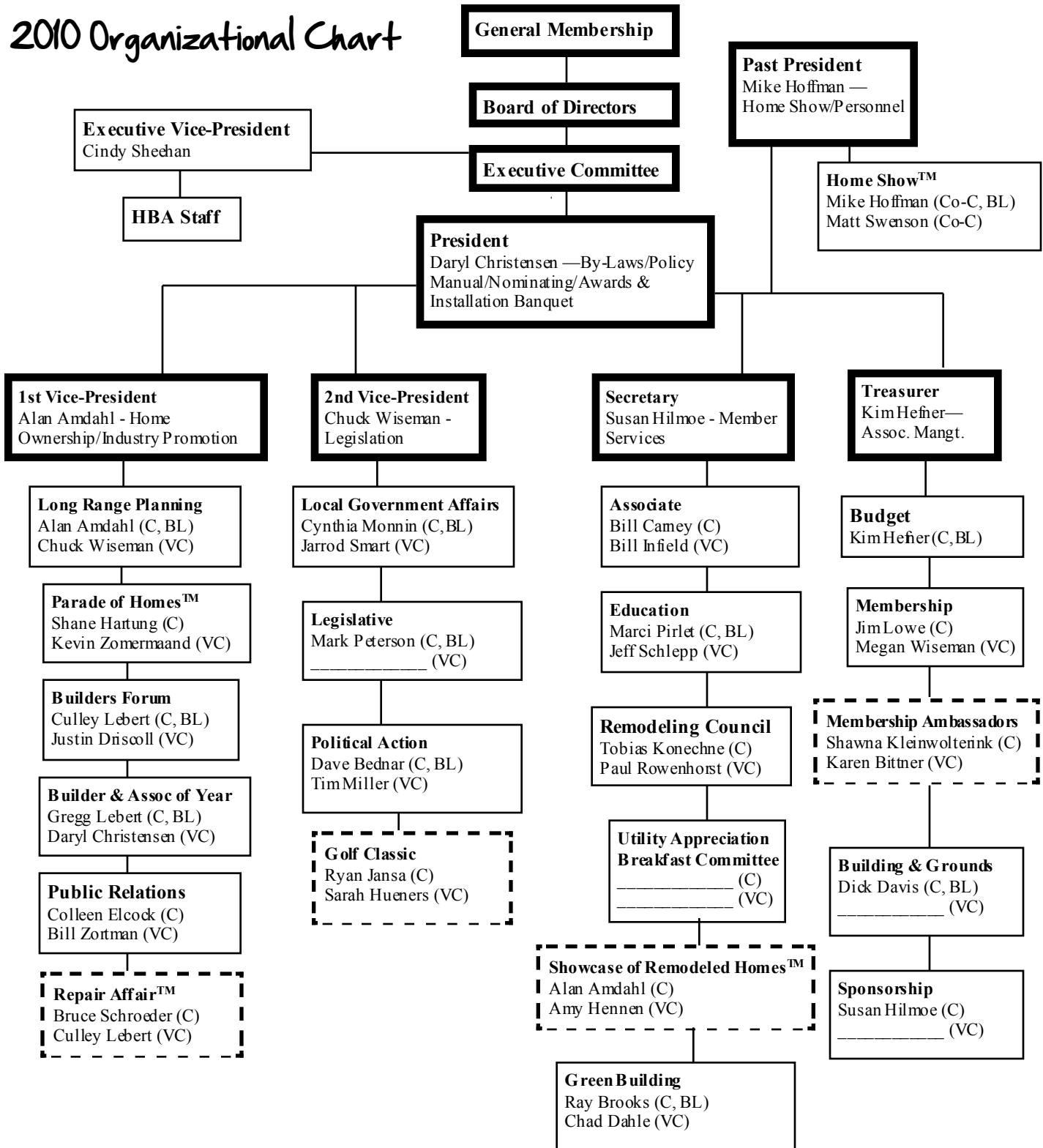
HBASE has a full-time staff of five persons (see Committee Chairs and staff responsibilities on page 13):

- Executive Vice-President, Cindy Sheehan cindy@hbasiouxempire.com
- Gov't Affairs & Education Director, Todd Anawski todd@hbasiouxempire.com
- Membership Director, Kristie Brunick kristie@hbasiouxempire.com
- Administrative Assistant, Jan Hanten jan@hbasiouxempire.com
- Public Relations Director, Lisa Ottmar lisa@hbasiouxempire.com
- Part-Time Office Assistant, Cathy Wiese

Occasionally, HBASE will hire interns from the surrounding area universities to assist with various projects.

Structure

2010 Organizational Chart



2010 Board of Directors & Officers

Officers

Daryl Christensen (President)
Prairie Risings Construction
Services Inc.
6501 S. Killarney Ct.
Sioux Falls, SD 57108
336-6854

Alan Amdahl (1st Vice Pres)
Alan Amdahl Construction Co
7407 E Arrowhead Pkwy
Sioux Falls, SD 57110
338-0093

Chuck Wiseman (2nd Vice Pres)
Complete Contracting
5800 S. Frontier Tr.
Sioux Falls, SD 57108
334-9633

**Susan Hilmoe, CGA, CGP
(Secretary)**
Sioux Valley Energy
PO Box 216
Colman, SD 57017
800-234-1960

Kim Hefner (Treasurer)
Home Federal Bank
PO Box 5000
Sioux Falls, SD 57117
333-7569

Mike Hoffman (Past-President)
Dakotaland Builders, Inc.
47391 Tom Sawyer Tr.
Harrisburg, SD 57032
7432822

Directors

Todd Boots
CityWide Insulation
PO Box 88407
Sioux Falls, SD 57109
368-9106

Ray Brooks, CGP
Brooks Construction Services
27081 Sundowner Ave
Sioux Falls, SD 57106
368-5447

Bill Carney
Pella Windows & Doors
2604 S Louise Ave
Sioux Falls, SD 57106
334-1124

Dudley Deffenbaugh
Deffenbaugh Homes
5024 S Bur Oak Pl, Ste 112
Sioux Falls, SD 57108
359-2490

Paul Fick
Paul Fick Homes
615 Tan Tara Cr
Sioux Falls, SD 57108
371-3206

Mike Hartman
Hartman Specialty Contracting/
Radon Mitigation Systems
27441 477th Ave
Harrisburg, SD 57032
261-4440

Tobias Konechne, CGP
Konechne Building
1713 S Kathryn Ave.
Sioux Falls, SD 57106
231-1184

Cindy Monnin
Friessen Const. Co. Inc.
615 S Marion Rd
Sioux Falls, SD 57106
332-6355

Marci Pirlet
Frisbee Heating, Plumbing,
A/C & Electrical
4101 S. Minnesota Ave.
Sioux Falls, SD 57105
338-6321

Mark Promes
Fargo Glass & Paint Co.
400 E 54th St, N
Sioux Falls, SD 57104
336-9484

Cary Shaw
Beckman Construction
27067 Tallgrass Ave.
Sioux Falls, SD 57108
368-5620

Jarrold Smart, CGB, CAPS
Jarrod Smart Construction
707 S. Tayberry Ave.
Sioux Falls, SD 57106
275-2963

Del Waltner
SportGames
1000 N. Breckenridge Cr.
Sioux Falls, SD 57110
330-9777

HBASE Committees

Associate

- Plan and conduct Annual Product Show
- Coordinate plans and services for Associate members needs

Ambassador

- Welcome new members and ultimately improve member retention
- Help new members understand their benefits, encourage HBASE involvement

Builder's Forum

- Plan and conduct Builders Forum programs
- Plan Associates Appreciation Month activities

Building and Grounds

- Oversee repairs and updates to the HBASE office building

Education

- Recommend nominations of school(s) for NAHB Scholarship Program
- Coordinate dinner speakers, educational programs and seminars, and consumer education programs
- Address labor development issues and promote industry-related programs to schools

Home Show™

- Plan, organize, produce and promote the annual Sioux Empire Home Show (committee splits into 10 sub-committees)

Green Building

- Promote green building in both new construction and remodeling
- Educate consumers and HBASE members on the benefits of building green

Legislative

- Review proposed state legislative bills and national legislation
- Develop and maintain relationship with state and national officials

Local Government Affairs

- Work on local codes and ordinances
- Develop and maintain a relationship with local elected and appointed officials
- Review developer issues, including involvement on the Infrastructure Review Advisory Board (IRAB)

Parade of Homes™

- Plan, organize, produce and promote annual Spring and Fall Parade of Homes™ (committee splits into 8 sub-committees)

Political Action

- Plan and conduct fundraising events for local/national Political Action Committee (PACs)
- Organize City Government Night and/or "Meet the Representatives Night"
- Determine local and state candidates' contributions and delivery with PAC trustees

Golf Classic

- Plan and promote annual Golf Classic

Public Relations

- Ideas to enhance the image of the Builder and the Association
- Develop and implement public relations plan for the year
- Plan and conduct community service projects
- Oversee HBASE publications

Public Relations Ambassadors

- Attend ribbon cuttings, open houses and groundbreakings

Repair Affair™

- Coordinate efforts/review applications of volunteers to remodel homes of low-income elderly or permanently disabled homeowners

Membership

- Plan and conduct programs for membership development and retention
- Conduct incentive and recognition programs for Spike Club Members
- Plan and conduct Member Orientation

Sponsorship

- Solicitation of sponsors for 4 major events
- Review and promote sponsorship book

Committee sign up form can be found in Appendices

2010 Committee Chairs and Staff Liaison

Committee	Chair Name	Staff Liaison
Ambassador	Shawna Kleinwolterink, CU Mortgage Direct	Kristie Brunick
Associate	Bill Carney, Pella Windows & Doors	Cindy Sheehan
Builders' Forum	Culley Lebert, CGP, Lebert Construction	Cindy Sheehan
Building and Grounds	Dick Davis, The Davis Company	Cindy Sheehan
Golf Classic	Ryan Jansa, Van Buskirk Companies	Cindy Sheehan
Green Building	Ray Brooks, CGP, Brooks Construction Services, Inc.	Todd Anawski
Education	Marci Pirlet, Frisbee Plumbing, Heating, A/C & Elect.	Todd Anawski
Home Show™	Mike Hoffman, Dakotaland Builders (Co-Chair)	Cindy Sheehan
Home Show™	Matt Swenson, Dakota Wholesale (Co-Chair)	Cindy Sheehan
Legislative	Mark Peterson, MAP Properties, Ltd.	Todd Anawski
Local Government Affairs	Cynthia Monnin, Friessen Construction Co.	Todd Anawski
Long Range Planning	Alan Amdahl, Alan Amdahl Construction Co., Inc.	Cindy Sheehan
Membership (Development/Retention)	Jim Lowe, Land Title Guaranty	Kristie Brunick
Parade of Homes™	Shane Hartung, Hartung Homes LLC	Cindy Sheehan
Political Action (SEFAH)	Dave Bednar, CU Mortgage Direct	Todd Anawski
Public Relations	Colleen Elcock, First Bank & Trust	Lisa Ottmar
Repair Affair™	Bruce Schroeder, Frisbee Plumbing, Heat, A/C & Elect.	Lisa Ottmar
Showcase of Remodeled Homes™	Alan Amdahl, Alan Amdahl Construction Co., Inc.	Cindy Sheehan
Sponsorship	Susan Hilmoe, CGA, Sioux Valley Energy	Lisa Ottmar

Staff Contact By Topic

Topic	Staff Contact
Accounts payable, receivable	Jan Hanten
Government affairs issues	Todd Anawski
Media relations, newsletter, advertising, website	Lisa Ottmar
Community service projects	Lisa Ottmar
Membership directory/Membership records	Kristie Brunick
Educational opportunities	Todd Anawski
Event information	Cindy Sheehan & Jan Hanten
Spike club/Membership drives	Kristie Brunick
Accounting	Kristie Brunick

Meet & Network

Involvement is the key to membership success! There are several ways within the HBASE to meet new people and promote your company.



Do Business with a Member

The Association's motto is "Do Business with a Member." You'll often see and hear this phrase at membership functions. Membership in HBASE offers many opportunities for developing contacts and fostering long-lasting business relationships and friendships. HBASE encourages members not only to actively associate with their industry colleagues, but more importantly, support their fellow member businesses!

Committee Participation

Committees are the driving force behind the Association, making sure that things get done! Anyone from a member company is welcome to join a committee. Committee participation allows members to interact in an informal, small group setting. It's truly one of the easiest and most fun ways to network with other members. See pages 12 & 13 for a complete description of committees and their chairs.



Membership Meetings

Evening dinner meetings are held nine times a year. The evening features a social hour for networking, a sit-down meal and a short program. Meetings are usually held on the last Thursday of the month at the Westward Ho Country Club. These meetings offer a great way to meet new people, build business relationships, and receive updates about the association. See the appendices of this book for tips to get the most out of association meetings.

Member Orientation

Four times a year, an informal meeting is held for newer members. The meeting provides members with an opportunity to learn about the Association and the benefits we have to offer. It's also a great time to get questions answered, learn about upcoming events and meet other members. Member Orientations are held at the Westward Ho Country Club prior to a Membership Meeting.



Golf Outings

One of the most enjoyed social events of the year are the golf outings. HBASE hosts several golf outings throughout the summer. The highlight of the golf season is the Golf Classic Calcutta. The purpose of the Golf Classic Calcutta is to have fun, while raising funds to help elect the best qualified, pro-housing representatives.

Clay Shoot Challenge

Join other members in an afternoon of fun outdoors. This event allows members to shoot clay targets and enjoy a meal while networking with each other. Sponsored by HBA members, Clay Shoots are usually held in the spring or fall.



Volunteer Opportunities

The HBASE is always looking for members willing to donate their time and efforts. Volunteers are needed to help with events such as the Home Show™, Parade of Homes™, Repair Affair™, Associate's Appreciation Night, membership meetings and other events.

For more opportunities, see the Events section on page 18.

Discounts

By joining together, members of the Home Builders Association have clout and strength to negotiate. No matter what the size of your company, savings are just a phone call away.



I-90 Fuel Program - HBASE

Members can qualify for savings on their fuel purchases from I-90 Fuel Services (Gas Stop). This program allows qualifying association members to purchase diesel fuel, gas or dyed diesel at seven cents over the I-90 Fuel Company's rack price of fuel. To participate, members must purchase the fuel with an I-90 Fuel Card. Members must fill out an application to obtain a card. Applications are available at the HBASE office.

Omaha Steaks Discount - NAHB

Members receive a 10% discount from Omaha Steaks when ordering online (www.osincentives.com/promo/nahb). They have a first-class reputation and a variety of gourmet entrees, including beef, pork, poultry, pasta, salmon, tuna, seafood, appetizers, side dishes and desserts.

FTD - NAHB

FTD is offering members a 15% discount on all flowers and gifts. To purchase by phone, call 1-800-SEND-FTD and mention code 17421. Go to www.ftd.com/nahb/ for more information.

Hotel Discounts - NAHB

Discounts are available to members at the following hotels: Days Inn, Howard Johnson, Knights Inn, Ramada Hotels, Travelodge and Wingate Inn. Special toll free numbers are available to make reservations. For more information, refer to the discount page located in the appendices of this book.

GM Program - NAHB

All NAHB Members can get \$500 towards the purchase or lease of most new GM vehicles. The offer is compatible with many GM consumer incentive programs. Choose from an extensive selection of vehicles, well-suited for business and personal use. For details, visit www.gmfleet.com/nahb.

Financial Services - NAHB

MBNA America provides a MasterCard Credit Card with no annual fee and a credit line of up to \$100,000 for eligible applicants. For more information, refer to the Member Discount Flyer in the appendices of this book.

Office Management Products - NAHB

Members can take advantage of discounts from Viking Office Products, Paychex, Airborne Express Overnight Delivery and Dell Computers. For more information, refer to the Member Discount Flyer in the appendices of this book.

Member-to-Member Discount Program - HBASE

Participating companies in this program offer special discounts to HBA members. All members can take advantage of these great savings!

Artisan House Galleries

- A 35% Discount off M.S.R.P. on all Stickley Products to current HBA Members excluding Nichols & Stone, and any promotional items. For more information, call 373-0700

Boen & Associate, Inc., Mike Mahan, John Carlson, or Chad Dubisar

- A 10% to 12% discount on eligible commercial insurance. A 5% to 10% discount on eligible personal lines insurance. For more information, call 336-0425

The Insurance Connection, Oscar DeVries or Gary Van Zee

- Receive an additional 10% - 12 % discount on already competitive businesses, auto & work computer programs, plus a 5% - 10% discount on eligible personal insurance programs. For more information, call 339-3147

Michels Communications Corporation/Home Ideas Magazine, Sherry Lura or Todd Nelson

- Is now offering a 10% discount on all promotional products to all HBASE members. Go to www.adventurepromos.com to see all the products that are available. In addition to this discount, there are monthly specials that can save an additional 20-30%.

Van Buskirk Companies, Cindy Bieber

- 5% discount on any available Corporate Apartment at Bennington Hill Apartments to any HBA Member or their clients. For more information, call 361-8211.

A detailed listing of these savings can be found in the appendices of this handbook.

Sioux Empire Home Show™

2010 marks the 51st Annual Home Show™, a home-related trade show with over 200 exhibits displaying thousands of products and services. At the Sioux Falls Convention Center, the event attracts over 12,000 people during 3 days. In addition, free specialized workshops are held hourly for consumers to learn more about buying and improving a home.



March 5-7, 2010

Parade of Homes™

Held semi-annually, in the spring and fall, this event allows builder members to display their work to the public. Consumers tour parade homes during the four day event to view quality construction and new trends in home design. Associate members can display their work in parade homes.

PARADE
of
HOMES™

May 8-10 & 15-17, 2010

September 11-13 & 18-20, 2010

Showcase of Remodeled Homes™

Presented by the Remodeling Council, this event offers the remodeling members a chance to show off their craftsmanship. Local homeowners agree to open their homes to the public to view recently completed remodeling projects.

Showcase of
REMODELED HOMES™

A Parade of Remodeled Homes

October 9-10, 2010

Annual Product Show

Each October, Associate members have a chance to display their products and services to Builder members. Held at the Ramkota Exhibit Hall, this evening event takes the place of a regular membership meeting. In conjunction with the show, a silent auction is held to raise funds for the Sioux Empire Home Builders Care Foundation.

Associates' Appreciation Night

Once a year, Builder members host an event to say "thank you" to the associate members. Builders organize a special evening where they serve the associates a complimentary meal. This event is always a relaxed and fun filled evening.

Annual Installation Banquet

Each year, the HBASE installs the incoming officers for the upcoming year at an event held during the holiday season. Typically, this is the evening when the annual awards are announced (Builder and Associate Member of the Year).



Government Representation at all Levels

Sensible government relations and reasonable legislation can work for the benefit of the building industry. Staying involved in the legislative process ensures that the voice of the building industry is heard at all levels - local, state and national. At each level, committees work hard to:

- Monitor governmental rules and regulations that affect the building industry, and the ability of members to do business.
- Take action to defend the housing industry against the cost of over-regulation
- Help elect representatives who have spoken up for housing.
- Raise funds to help elect pro-housing candidates.

Local - HBASE

The local Legislative Committee works to monitor legislation and elect local candidates that support the building industry. The Building Codes subcommittee continues to work with City Hall to ensure reasonable building codes.

During an election year, the committee hosts a "Meet the Candidates Night" giving members the opportunity to visit with local candidates. In addition, local representatives are regularly invited to visit a membership meeting.

State - SDHBA

The State Association hires a lobbyist to help ensure that the voice of the building industry is heard at the State Capitol. SDHBA members are able to support local candidates for elective office through the SDHBA's political action committee.

SDHBA, in conjunction with the Board of Realtors, sponsors an annual Oyster Stew/Chili Supper in Pierre, SD. This event allows members from throughout the state to gather and talk face-to-face with state legislators.

National - NAHB

NAHB is the most powerful advocate for home builders and their affiliates in the nation's capital and beyond. Located in Washington, DC, NAHB works hard to ensure that housing remains a top national priority when laws are made and policies established.

Through expert lobbying, constituent contact and political action, the national association is devoted to winning the crucial legislative battles that directly impact your business.

BUILD-PAC

BUILD-PAC is your national political action committee. Members throughout the country unite to support the best qualified, pro-housing candidates for federal office. Throughout the year, fundraisers, such as the Golf Classic Calcutta, are held to support this action.

Affiliated Groups

Sioux Empire Home Builders Care Foundation

The Care Foundation was formed to support HBASE programs, some of which include Tools for Schools, Repair Affair and Scholarships. The non-profit organization is dedicated to the future of the home building industry in Minnehaha, Lincoln, McCook and Turner Counties.



The Care Foundation receives funds through donations and also from various public fundraisers including but not limited to the Showcase of Remodeled Homes™, any Feature Homes on the Parade of Homes™, HBASE Associate's Product Show and the Brule & AIRO Holiday Concert.

Remodeling Council of the Sioux Empire

The Remodeling Council identifies you as a professional. As a Remodeling Council member, you get put on a list that is sent out to consumers inquiring about hiring a remodeler. The monthly meetings cover topics including industry trends, consumer preferences, new products and materials, consumer relations and warranties, public relations and advertising, financing and budget management.



The Remodeling Council is proud to present the Showcase of Remodeled Homes. This event, held in October, offers remodeling members the opportunity to display their work to the public. Meetings are held monthly on the first Wednesday of the month, at the HBASE office, beginning at noon. Annual dues are \$40.

Sioux Empire Green Build

The Sioux Empire Green Build program, formed in 2009 by HBASE members, educates consumers and members on how to move the practice of green building into the mainstream.



The program also offers national verification and certification services to home builders, remodelers, developers and service providers in the Sioux Empire area. This ensures buyers that their home meets the strict benchmarks established by the National Association of Home Builders (NAHB) National Green Building Program.

** HBASE member companies can be an official partner of the Sioux Empire Green Build. Contact the HBASE office for costs and partnership benefits.*

Educational Courses - HBASE

Periodically, the HBASE offers educational courses to members for a nominal fee. In addition, the HBA News lists upcoming educational opportunities offered in the area.

Professional Designations - HBASE & NAHB

Professional certifications through NAHB help show customers that a builder, remodeler or associate is knowledgeable about the latest developments in the industry.

Some of the more common courses the HBASE offers are for designations such as Certified Graduate Builder (CGB), Certified Graduate Remodeler (CGR) Certified Graduate Associate (CGA) & Certified Green Professional (CGP).

Website - www.hbasiouxempire.com

The official HBASE website offers membership information, economic & housing data and event information. The Members Only section includes educational information, upcoming networking opportunities and more. This section of the site also requires personal login information. Contact the HBA office to receive yours.

Library - HBASE

Located at the HBASE office, the library offers members valuable information to benefit their businesses. Materials with information about managing a company, complying with regulations, organizing an office, and industry trends can be checked out by members at no charge.

International Builders' Show - NAHB

The NAHB annual convention draws thousands from around the globe. This show features 100,000 square feet of industry-related products and services on display. NAHB also sponsors an annual Remodelers' Show and Custom Builder Symposium with education seminars, workshops and roundtable discussions.

Website - www.nahb.org

This NAHB site is designed for members only. View member services and discounts, order NAHB merchandise and resources, get committee updates, learn about educational opportunities and view council information. Your access # (PIN) will be assigned to you approximately 30 days after Board approval. Contact the HBA office to receive your private number.

Online Resource Guide - NAHB

Located at www.nahb.org this special service allows members to learn about the industry's newest business management tools, search for the latest courses, workshops and seminars, discover books and other publications, explore market conditions and trends, and identify business discounts only for NAHB members.

Promote Your Business

HBASE Membership Directory

All members receive one copy of the HBASE annual membership directory. Additional directory copies can be purchased at the HBASE office. Members are encouraged to use the directory on a regular basis to "Do Business with a Member!" The directory also includes a "Classified" section which breaks down the membership by specialty (roofing, siding, interior design, etc.). Each fall, members receive a mailing to update and verify directory information for the next publication.

Advertising

Advertising space is available in local, state and national association publications. Members may also place ads in special event publications. A breakdown of the advertising costs for the newsletter and website can be found in the appendices. For more information about the publications, see page 24.

Member Highlights

Each monthly HBA Newsletter features two HBASE members for the Member Highlights. Members are selected on a first come, first serve basis. Contact the HBASE Public Relations Director for details.

Sponsorships

Throughout the year, members are offered the opportunity to further support the HBASE and increase their company exposure by sponsoring an event. Sponsorships, at varying levels, offer a variety of benefits. Contact the HBASE office for a complete list of sponsorship opportunities.

Membership Database

Market your company to the entire membership by purchasing a CD with member mailing information. Mailing labels are also available for purchase. Customize them to meet your marketing needs.

HBASE Website (www.hbasiouxempire.com)

As an HBASE member, your name, address and phone number are automatically listed on the HBASE website. A link to your website is also provided at no cost. This benefit allows you to reach a variety of people 24 hours a day. Banner ads can also be purchased on the HBASE website (see appendices for rates). All members are encouraged to link their company website to the HBASE website.

Associate Tables

Three tables are available to Associate members to display their businesses' products and/or services at the membership meetings. The tables are free and are available on a first come first serve basis. Call the HBASE office to reserve a table.

Member-to-Member Discount Program

The membership committee created a program to help members promote their businesses while offering a member service. Participating companies offer a discount to HBASE members. For a small fee, the HBASE will promote the participating companies and their discount to the membership. Benefits include mailing information, website listing, membership meeting exposure, and newsletter listing.

Repair Affair™

Since 1993, the HBASE has been remodeling homes for no cost to meet the accessibility needs of homeowners who are permanently disabled or are at least 65 years old.

Over the years, HBA member volunteers donated their time and made accessibility improvements to over 135 homes. On a day in June, over 80 HBASE member volunteers do projects focused on lighting, grab bars, handrails, raising toilets and wheelchair ramps. All funds for Repair Affair are provided by the Community Development Foundation grant and also through the Sioux Empire Home Builders Care Foundation.



Ronald McDonald House Charities

In 2008 & 2009, the HBASE generously offered to assist Ronald McDonald House Charities of South Dakota (RMHC-SD) in addressing the need for a new Ronald McDonald House® near the Sanford Health campus.

RMHC-SD provides a home away from home for families when their children come to town for medical attention. The location of the new home is located at 17th Street & Lake Avenue, approximately one block north of the new Sanford Children's Hospital.



The new home can house 18 families which is double the size of the previous home. The new home was completed in the Winter of 2009.



Publications

Knowledge is your best defense in this rapidly changing industry. Stay informed about issues that affect your business through a multitude of newsletters and publications provided at the local, state and national level.

The **HBA News** is published eleven times a year. This newsletter alerts members to HBASE projects, meetings and social events. As an added membership benefit, the HBASE staff collects and publishes monthly building permit information in the newsletter to help members gage local housing activity. Annual newsletter advertising is available to members only (see the appendices for rates). All new members have their picture and company information printed.

This magazine is the official event publication of the HBASE. It is printed by the Argus Leader for each of the 4 main HBASE events. The publication is inserted in the Argus Leader and also distributed in free racks throughout Sioux Falls. Members are encouraged to advertise in the publication and submit articles that relate to the event topics. For more information, call 331-2354.

HOMEFRONT

This monthly publication is the official industry publication of the HBASE and features various remodeling, renovating and redecorating ideas. It is published in cooperation with JamesDugan, Inc. and Michels Communications Corporation. Each issue is free and distributed throughout the Sioux Empire at various retail locations. Members may submit articles that relate to the monthly topics or advertise in an issue. For more information, call 332-0421 or 362-6250.

homeideas 

Published annually and distributed to consumers, this guide is a tool for anyone planning to purchase or remodel a home. Consumers can use this booklet to find a professional, settle on the details and finish the project. Advertising opportunities are available to members only. All members and their phone numbers are listed in the classified section of this book. The book is produced by the Sioux Falls Shopping News. For more information, call 339-3633.

Home
Buying & Remodeling
Guide

South Dakota Builder News - SDHBA

This quarterly newsletter published by the SDHBA focuses on state-level industry and association activities ranging from legislative news to convention information. All members throughout the state receive this publication. Advertising opportunities are available to members only.

Nation's Building News - NAHB

Nation's Building News is the official e-newspaper of NAHB. *Nation's Building News* covers all aspects of the housing industry, including national regulatory, technological, and legislative news. You can start getting the e-newspaper delivered direct to your desktop, by going to nahb's website (nahb.org) and completing a subscription form.

BUILDER Magazine - NAHB

The official magazine of NAHB, BUILDER magazine contains in-depth articles and information about the latest technological products. It also spotlights building projects around the country. Builder members automatically receive this publication; Associate members may receive this publication by purchasing a \$10 subscription.

Have a new employee?
Someone in your office get promoted?
Did you recently get married or have a baby?

Submit your member news to the HBASE office
to be published in the monthly member newsletter!

info@hbasionxempire.com

The Spike Club is an organization created to recognize and reward dedicated members who work to recruit, involve and retain other members.



Anyone from a member company is eligible to join the prestigious Spike Club ranks! Spikes earn awards through NAHB, which are presented at the monthly membership meetings and are featured in the HBA News newsletter.

To become a Spike, the first thing you must do is sponsor a new member. One credit is earned for each new member sponsored. Once you earn six Spike credits within two consecutive membership years, you are then considered a Spike. You must continue to earn one credit each year until you reach 25 credits and become a Life Spike. If someone is on the way to becoming a Spike but does not earn one credit during a given year, all prior years' Spike credits are cancelled as of the end of the membership year.

There are two types of Spike credits—new member credits and retention credits. Individuals earn one new member credit for each new member they sponsor. Retention credits are earned in more than one way. One retention credit is earned for all first-year renewals which occur on or before the renewing member's anniversary. One Half Retention credit is earned for securing the renewal of a member in their second year. Renewal must take place within the period of 60 days prior to 60 days past their anniversary month. If a member renews during the reinstatement period (60-120 days past due), one retention credit can be awarded to any member who secures their renewal.

A Life Spike is a Spike with 25 or more credits. It is the highest honor a member can obtain for member recruitment and retention. There are different levels of Life Spike status that Spikes can work to achieve. Each of the following levels comes with its own special recognition: **Green Spike** 50 credits, **Red Spike** 100 credits, **Royal Spike** 150 credits, **Super Spike** 250 credits, **Statesman Spike** 500 credits, **Grand Spike** 1,000 credits & **All-Time Big Spike** 1,500 credits

At the Annual Convention, NAHB hosts an exclusive Spike Party. To obtain two complimentary tickets, Spikes must have 6 or more credits and have recruited at least one new member during the year.

Recruiting information and New Member Applications may be picked up at the HBASE Office.

Available Legal Research

NAHB provides legal research on building industry-related issues to all members and affiliated home builders associations.

While NAHB does not replace your local attorney, its legal team can give you valuable information and answers that will get you started on solving your problem, *and* save you time and money.

NAHB provides a wide variety of legal research resources, including access to several nationally-recognized law libraries, as well as a computerized legal database that contains over three million court opinions, federal and state statutes, and numerous legal journals and publications.

When NAHB receives a question, they research it and provide a written summary of any related laws, citations to legal case precedents from appellate courts throughout the country, and a wealth of other information.

You don't need a legal background to use the Legal Research Program; all you have to do is be a member of NAHB. Simply call, e-mail, or write to the NAHB attorneys and give a brief overview of your problem or question.

Information on the following items can be obtained at nahb.net under Advocacy:

- Architectural & Aesthetic Controls
- Architectural Plans
- Builder's Guide to Handling Mold Claims and Litigation
- Contracts & Liability
- Copyrights
- Exterior Insulation Finish Systems (EIFS)
- Environmental Issues
- Exactions & Impact Fees
- Labor & Subcontractor Issues
- Landlord & Tenant Issues
- Legal Research
- Licensing
- Mechanics Liens
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- Moratoria
- Permits
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- Zoning & Planning



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Check out the
Member's Only section...

www.hbasioxempire.com

Contact the HBASE office to obtain
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