

The Magazine of the Home Builders Association of the Sioux Empire

Table of Contents

President's Message	3
Membership Meeting	4
Calendar of Events	5
Remodeling Council News	6
Holiday Gala	7
Membership Updates	8-9
Clay Shoot Challenge	10
Showcase / Brule Concert	11
NAHB Director Reports	12-13
New Members / Builders Show	14
From the City / SDHBA	15
HBASE Committee Reports	16
HBASE Member News	17
September Building Permits	18

Mark Your Calendars...

Brule & AIRO Concert
November 28, 2009

HBASE Holiday Gala
December 4, 2009

International Builders Show
Jan 19-21, 2010

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.

HBASE members are invited to attend...

Holiday Gala

**Friday,
December 4**
Ramada Inn & Suites

6:30pm Social Hour
7:30pm Dinner
8:30pm Awards & Presidential Installation

See page 7 for details.

Brule & AIRO Holiday Concert

Sat., Nov. 28 @ 7:30pm

Buy 10 or more tickets & get 10% off!

See page 10 for details.

Concert
proceeds
benefit:



Membership Meeting

Thurs., Nov. 19
Westward Ho Country Club

4:00pm Seminar: "Re-evaluate, Re-purpose
& Re-invent Your Business"

5:30pm Social Hour

6:30pm Dinner

7:30pm Program: "The Economy Isn't Down;
It's Different"

See page 4 for details.



ADVERTISER'S INDEX

2009 HBASE OFFICERS

President/Alt. Nat'l Dir., Mike Hoffman, Dakotaland Builders
 1st Vice-Pres., Dayl Christensen Prairie Risings Construction Services, Inc.
 2nd Vice-Pres., Doug Allen Allen Homes, Inc.
 Secretary / Alt Nat'l Dir., Russ Pies, CGP, ProBuild
 Treasurer / SD Assoc Nat'l Dir., Kim Hefner, Home Federal Bank
 Past President, Kyle Eberts, CGP, Eberts Construction, Inc.

2009 HBASE STAFF

Cindy Sheehan - Executive Vice-President
 Todd Anawski - Government Affairs & Education Director
 Kristie Brunick - Membership Director
 Jan Hanten - Administrative Assistant
 Lisa Ottmar - Public Relations Director
 Cathy Wiese - Office Assistant

2009 HBASE BOARD OF DIRECTORS

Ray Brooks, CGP, Brooks Construction Services
 Dudley Deffenbaugh, Deffenbaugh Homes
 Susan Hilmoe, CGA, CGP, Sioux Valley Energy
 Todd Irvine, Lowe's Home Improvement
 Paul Kirkwood, CGB, Kirkwood Homes
 Gregg Lebert, Lebert Construction
 Cynthia Monnin, Friessen Construction Co., Inc.
 Marci Piret, Frisbee Plumbing, Heating, A/C & Electrical
 Mark Promes, Fargo Glass & Paint Company
 Cary Shaw, Beckman Construction
 Jarrod Smart, CGB, CAPS, CGP, Jarrod Smart Construction Co.
 Mike Sprang, J.H. Larson Electric
 Del Walthers, Sport Games

2009 EX-OFFICIO

National Dir., Mike Metzger, Metzger Construction, Inc.
 National Dir., Tim Miller, Millers & Hass Builders, Inc.
 National Dir., Kurt Hanson, GMB, CAPS, CGP, Home Tech Inc.
 National Dir., Paul Nelsen, Nelsen Construction, Paul
 National Dir., Mark Peterson, MAP Properties, Ltd.
 Alt. National Dir., Alan Amdahl, Amdahl Construction Co., Alan
 Alt. National Dir., Mel Zelmer, Zelmer, Inc.
 National Life Dir., Charlie Beach, CGR, CGP, Beach Construction, L.L.C.
 National Life Dir., Terry Konechne, CGB, CGR, CAPS, CGP, Konechne Building
 National Life Dir., George Bunkers, Bunkers Construction, George
 National Life Dir., Jim Lowe, Land Title Guaranty
 SD State Rep., Duane Bickett, Bickett's Construction

2009 HBASE COMMITTEE CHAIRS

Associates, Gary Van Zee, The Insurance Connection
 Builders Forum, Kurt Hanson GMB, CAPS, CGP, Home Tech, Inc.
 Building & Grounds, Charlie Beach, CGR, CGP, Beach Construction LLC
 Developers, Clayton Jamison, Site2, Inc.
 Education, Gregg Lebert, Lebert Construction
 Home Show Co-Chair, Kyle Eberts, CGP, Eberts Construction
 Home Show Co-Chair, Deb Ziemke, Plains Commerce Bank
 Home Builders Care Foundation, Susan Hilmoe, CGA, CGP,
 Sioux Valley Energy
 Legislative, Todd Boots, CityWide Insulation
 Local Govt Affairs Committee, Paul Fck, Paul Fck Homes
 Membership Committee, Lisa Malone, Liberty National Bank
 Ambassador Sub Committee, ShAWN Kleinwolf, rnk CU Mortgage Direct
 Parade of Homes, Chuck Wiseman, Complete Contracting, Inc.
 Golf Classic Committee, Candi Bartels, Viereck Commercial Real Estate
 Political Action (SEFAH), Mark Peterson, MAP Properties, Ltd.
 Public Relations, Rhonda Ims, Frisbee Plumbing, Heating A/C & Electrical
 Repair Affair Sub Committee, Mike Hartman, Hartman Specialty
 Contracting / Radon Mitigation System
 Sioux Empire Green Build Committee, Kurt Hanson GMB,
 CAPS, CGP, Home Tech Inc
 Sponsorship Committee, Donna Larson, Dacotah Bank

2009 HBASE REMODELING COUNCIL OFFICERS

Chair - Terry Konechne, CGB, CGR, CAPS, CGP, Konechne Building
 Vice-Chair - Tobias Konechne, CGP, Konechne Building
 Secretary/Treasurer - Roy Edwards, Component Mfg. Co.
 Past Chair - Jarrod Smart, CGP, CGB, CAPS,
 Jarrod Smart Construction

RC ADVISORY COMMITTEE MEMBERS

Angi Allen, Ferguson Bath, Kitchen & Lighting Gallery
 Dan Bruner, Bruner Landscaping
 Dick Davis, The Davis Company
 Chris George, George Custom Building
 Tim Jorgenson, Sioux Marble
 Paul Rowenhorst, Handyman Matters
 Bruce Schroeder, Frisbee Plumbing, Heating, A/C & Electrical
 Dave Serck, Flooring America

RC COMMITTEE CHAIRS

Membership - Paul Rowenhorst, Handyman Matters
 Public Relations & Advertising - Tim Jorgenson, Sioux Marble
 Education & Programs - Tobias Konechne, CGP, Konechne Building
 Showcase of Remodeled Homes - Angi Allen, Ferguson Bath,
 Kitchen & Lighting Gallery

© 2009 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: Home Builders Association of the Sioux Empire, 6904 S. Lyncrest Place, Sioux Falls, SD 57108, Phone: 605-361-8322, Fax: 605-361-8329, info@hbasioouxempire.com

"Opportunity is Knocking!"

Advertiser Name.....	Page #
AlphaGraphics.....	8
Avera Health Plans.....	17
Boen & Associates, Inc.....	13
Brooks Construction Services.....	20
Component Manufacturing Co.....	20
Creative Surfaces / The Stone Center.....	11
First National Bank.....	7
Frisbee Plumbing, Heating, A/C & Electrical . 2, 20	
HomeFront Magazine.....	16
Home Ideas Magazine.....	14
Home Buying & Remodeling Guide.....	12

I-90 Fuel Program (Shell Cards).....	6
The Insurance Connection.....	2
Mahlander's Appliance & Lighting.....	20
Marvin Windows.....	10
ProBuild.....	17
Reliabank.....	web site
RK Contractor Services.....	6
Schoeneman Bros. Lumber Company.....	9
SCM Business Services LLC.....	15
Scott Lumber & Supply.....	3
SD Housing Development Authority.....	web site
Van Buskirk Companies.....	19
Zome's Construction.....	web site



The Official Founding Agent of the HBASE Insurance Discount Program

Receive an additional 10% to 12% discount on already competitive business, auto, work comp programs plus a 5% to 10% discount on eligible personal insurance programs. To find out if you qualify contact:

Oscar De Vries, CIC, LUTCF or Gary Van Zee
 oscar@insconnection.com or gary@insconnection.com

339-3147 or 1-800-471-2097

Everything for the Kitchen or Bath.



Whether you are building a new house or remodeling the one you have, Frisbees has everything you need.

Visit our showroom today, and see our beautiful displays that will inspire you.

Remodels • New Construction • Residential • Commercial

4009 S. Minnesota Ave.
 Sioux Falls, SD 57105



605.338.6321

www.frisbeesinc.com



Mike Hoffman,
Dakotaland Builders, Inc.

Well, here it is... my final President's Message of the year. I want to start by thanking everyone for such a positive and memorable year while I have served as your Association President. It has been my honor.

To touch on just a few of the great things that your Association has done this year, I'd like to do a year-end recap for you:

Home Show™ - The committee worked so hard promoting the 50th anniversary show this year. The new layout required a lot of attention from the committee and volunteers. Special thanks to everyone who assisted in the big event!!

Ronald McDonald House® - Hard to believe this project is coming up on 2 years in the works. I truly hope that when you drive by this house on 17th Street & Lake Avenue that you take great pride in knowing that if it weren't for the HBASE's donations and volunteered services, so many families would not have benefited from the charity's services. Thank you to everyone for your great work on the amazing home!!

Legislative Victory - The HBASE was successful in getting the Spec Home Taxation Bill into law this year. This allows single-family dwellings that are under construction or listed for sale by contractors to be classified as owner-occupied single family dwellings (qualifying for a reduction in annual property taxes). Another example of how the HBASE is working for the housing industry at the government level.

NAHB Visits Sioux Empire - We were fortunate to have two separate occasions this year to host a professional from the National Association of Home Builders. In May, Dr. Elliot Eisenberg reassured us of how grateful we should be, living in the conservative state of South Dakota. Then in September, Jared Mathis reminded us of the vast amount of useful resources we have available to us as being a member of the local, state and national HBA's.

To conclude my term as President of the HBASE, I'd like to thank everyone for their hard work and dedication to the local housing industry. You should be proud of yourselves!

I have no doubt that your upcoming President, Daryl Christensen, will lead the Association with a positive and inspirational attitude.

2010 Board of Directors Election

The 2010 HBASE Board of Directors election will be held on Thursday, November 19, 2009 at the Annual Membership Meeting at the Westward Ho Country Club.

The following nominations will be presented for approval at the Membership Meeting:

Builders: Paul Fick, Paul Fick Homes; Tobias Konechne, Konechne Building; Chuck Wiseman, Complete Contracting.

Associates: Todd Boots, CityWide Insulation; Susan Hilmo, Sioux Valley Energy; Mark Promes, Fargo Glass & Paint.

Mike Hoffman of **Dakotaland Builders, Inc.** will continue to serve on the Board as an ex-officio member.

Thank you to the following Board members for their years of service (terms expiring): **Paul Kirkwold, Kirkwold Homes; Gregg Lebert, Lebert Construction; Mike Sprang, J. H. Larson Electric.**

Additional nominations will be accepted from the floor with his/her consent in writing. One vote per company, please. Call the HBASE office at 605-361-8322 for an absentee ballot if you cannot attend the Nov. 19 Membership Meeting.

Find the 2010 HBASE Committee Sign Up Sheet online:
www.hbasiouxempire.com



Relax...It's Next Dimension

Enjoy an easy-going lifestyle with Windsor's maintenance-free, durable Next Dimension Series windows and doors. Constructed of high-quality vinyl, Next Dimension products are easy to operate and never need painting, which lets you simply relax and enjoy the view.

As a Windsor distributor, we represent Windsor's promise of quality, service, responsiveness and value. Call today and you'll see, Windsor Windows & Doors is your Excellent Choice.



Scott's Lumber & Supply Co.
More than an ordinary lumber company!

4040 S. Grange Avenue • Sioux Falls, SD
605.336.0860 • scottslumber.com



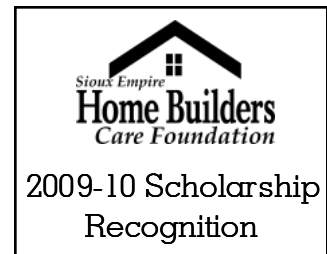
windsorwindows.com

WINDSOR
WINDOWS & DOORS
A Windsor Fibretek Company

HBASE General Membership Meeting

Thursday, November 19, 2009
Events located at the Westward Ho Country Club

Time	Event
4:00pm	Seminar presented by Jim Mathis (\$15/person)
5:30pm	Social Hour
6:30pm	Dinner (<u>Cost</u> : \$20 w/ reservation OR \$23 w/o reservation)
7:30pm	Program — The Economy Isn't Down; It's Different - Care Foundation Scholarship Recognition - Annual HBASE Board Election (see nominees on pg. 3) - Spike Appreciation Night



About the Program...



"The economy isn't down; it's different" is the message that Jim Mathis will talk about at the November Membership Meeting.

He'll get right down to it... the truth is that the business we're in is not determined by us but rather by the need or want that is satisfied when the customer buys our products and services.

Jim is a Corporate Re-Invention Strategist and an International Certified Speaking Professional, author, corporate trainer and executive coach from South Carolina.

KEY POINTS DURING THE PROGRAM...

- The recession will NEVER end. *How to adjust your perspective...*
- People don't buy what you sell. *They buy what they buy...*
- Teamwork doesn't always work. *You must build community...*

Associate Member Tables

1. Closets & More
2. MSH Architects
3. (table still available)

Tables are available at no charge for Associate members to display their products/services. These are available on a first-come, first-serve basis. Call the HBASE office for open tables at future meetings.

Re-evaluate, Re-purpose & Re-invent Your Business

Seminar presented by Jim Mathis

Time: 4:00pm @ WWHO **Cost:** \$15 / person

- Be market-oriented to get closer to your consumer
- Re-invent yourself to compete in new or overlooked markets
- Convert product-driven marketing into value-driven marketing
- Hear indisputable truths that will differentiate your company

"In today's challenging economy, Jim will give our membership a new perspective for re-inventing our businesses. I highly encourage all HBASE members to attend both his seminar and the membership meeting! Bring a co-worker to experience his high-energy presentations."

*- Gregg Lebert, Lebert Construction
 HBASE Education Committee Chair*

Make plans to attend the events on **Nov. 19** at Westward Ho Country Club.

Name: _____ Company: _____


Attending: _____ 4:00pm Seminar (\$15/person)
 _____ Dinner/Program (\$20 w/ RSVP; \$23 w/o RSVP)



HBASE Policy: If you do not cancel within 24 hours of the meeting you will be billed. Please RSVP by Tuesday, November 17, 2009.

To RSVP please call the HBASE office at 361-8322, fax this page to 361-8329 or log in online at www.hbasiouxempire.com and register through the HBASE website.

CALENDAR OF EVENTS



Sun	Mon	Tue	Wed	Thu	Fri	Sat			
November		3 8:30-11:30am, Hero Boot Camp, HBA; Noon, Membership Com., HBA; 1pm, Building Codes, HBA; 4pm, Product Show Wrap-Up, Callaway's; 4pm Sponsorship Com, HBA	4 Noon, Remodeling Council, HBASE	5 SDHBA Annual Convention Hilton Garden Inn Sioux Falls, SD	6 SDHBA Annual Convention Hilton Garden Inn Sioux Falls, SD	7 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW			
1 8 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	2 3:00pm, Care Foundation, HBASE 9 10 9am & 11am, BAR & PREP, HBASE; 3pm, Finance Com., HBASE; 4pm, Public Relations Com., HBASE	11 11:00am, Developers & Local Gov't Affairs Committee, HBASE	12 Noon, Education Com., HBASE; 4pm, HomeShow Com., HBASE; 4pm, Ambassador Com., Shenanigan's Tea; 5-7pm, Orientation/Social, Shenanigan's Tea	13 14 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW	15 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	16 17 11:30am - 1pm, Home Show Idea Juice Session, HBASE	18 11:30am, Board of Directors, HBASE	19 4:00pm, Business Seminar, WWHO; 5:30pm, Annual Membership Meeting (Board Election), Westward Ho	20 21 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW
22 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	23 Noon, Sioux Empire Green Build Committee, HBASE	24 25 26  HBASE Office Closed	27 HBASE Office Closed	28 Brule & AIRO Holiday Concert, 7:30pm, Washington Pavilion (proceeds benefit Home Builders Care Foundation)	29 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	30			

Sun	Mon	Tue	Wed	Thu	Fri	Sat			
December		1 4:00pm, Membership Committee, HBASE	2 Noon, Remodeling Council, HBASE	3 4:00pm, Ambassador Committee, Grille 26	4 6:00pm, Holiday Gala & Installation Banquet, Ramada Inn	5 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW			
6 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	7 8 11:30am - 1pm, Home Show Idea Juice Session, HBASE	9 11:00am, Developers & Local Gov't Affairs Committee, HBASE	10 4:00pm, Public Relations Committee, TBD	11 12 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW	13 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	14 15 11:30am, Committee Chair Orientation, HBASE 4:00pm, Education Committee, TBD	16 10:30am, Board Orientation, HBASE 11:30am, Board of Directors, HBASE 7:05pm, Stampede VIP Party Suite, SF Arena	17 Noon, Parade of Homes Task Force Mtg., HBASE	18 19 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW
20 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	21 22 23 24 25  HBASE Office Closed	26 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW	27 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am My UTV	28 29 30 31  HBASE Office Closed	Jan. 1 Jan. 2 Home Ideas TV airs 10:30am KCPO Noon KDLT 6:00pm KTTW				



Terry Konechne,
CGB, CGR, CAPS, CGP
*Konechne Building
Remodeling
Council Chairman*

Between now and April 22, 2010, there will be a need for understanding the new lead paint regulation.

I'm not sure how closely you have been following the topic but at this point there is so much information that contradicts itself that it is not clear what form it will take once it is enacted.

While I was recently in Chicago for an NAHB Board meeting, I found sources for more information once the procedures are more clearly defined. The rules are being promulgated by OSHA. Budget and funding are part of the delay.

We know that we (remodelers) will need to be certified in order to score our projects or hire a third party verifier. It's not clear where we will go to become certified. At this time teachers and course content are not clearly identified. As more information develops we will bring it to the Remodeling Council of the Sioux Empire.

There is also a possibility of the homeowner being able to opt out when children are not present.

The paperwork for the lead paint issue will be enormous as record keeping will be a must. This, in turn, makes the costs of remodeling go up considerably.

Another thing I learned while in Chicago attending the NAHB Fall Board is that bad decisions make good stories!



Remodeling Council Highlight

*Susan Uken,
The Bath Collection*

Susan Uken, showroom manager, has been with The Bath Collection for over eight years.

The hottest trend in the bath industry, according to Susan, is the request for walk-in showers with multiple heads and jets.

The Bath Collection (located just west of 49th St. & Western Ave.) is a kitchen and bath plumbing showroom.

Susan, and her husband, Randy, have a 7-year-old son, Cody. In her spare time, Susan enjoys gardening, scrapbooking and reading.

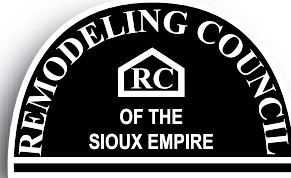
Her secret to success is to really listen to her customers' needs and connect with them while smiling and being friendly. And she never forgets to thank them for their business.

Susan can be reached by calling 605-336-8297 or by sending an email to thebathcollection@midconetwork.com.

Next Remodeling Council Meetings

*Wednesday, November 4
Noon @ HBASE*

*Wednesday, December 2
Noon @ HBASE*



RSVP by calling 361-8322

RK Contractor Services

Drywall Insulation
 Paint

Drywall Services

Hang - Tape - Texture
Residential & Light Commercial

Painting Services

Interior - Exterior - Stain - Garage Floors

InsulSafeSP

Fiber Glass Insulation
The Blow-In Blanket System
Thermally Efficient and Cost Effective
BIBS • Batts • Attics

**46962 Mindy St.
Tea, SD 57064
1-800-320-0750
605-368-9038**



SAVE UP TO 3% WITH THE SHELL FLEET PLUS FUEL REBATE PROGRAM

Benefits of the Shell Fleet Plus Credit Card include:

- No annual fee
- Internet account access
- Add or delete employees or vehicles to your fleet, or cancel a lost or stolen card within moments, via phone or online
- One card assigned to each vehicle or driver - whichever best fits your business
- Accepted at thousands of stations nationwide
- Pay-at-the-pump reduces downtime for drivers

APPLY TODAY to control expenses, save money, and manage your fleet program more efficiently.

Call 1-888-98-SHELL or VISIT www.ShellCreditCard.com



The GAS STOP
We're on Your Way

Holiday Gala

**Friday,
December 4**

Ramada Inn & Suites
(Russell St. & West Ave.)

HBASE members
are invited to attend
the event of the 2009
HBASE Holiday Gala.



RSVP Form

Name(s) _____

Company _____

Number Attending: _____

Dinner is \$30 if pre-registered.

Indicate Menu Choice(s) & Quantity:

_____ Ribeye Steak

_____ Pork Tenderloin

*To RSVP, please call 361-8322 or
fax this page to 361-8329
by Wednesday, November 25, 2009.*

Evening Agenda

6:30pm Social Hour

7:30pm Dinner *(choose one of the following)*

- Charbroiled Ribeye Steak with Mushroom Sauce
- Pork Tenderloin with Apple Brandy Cream

8:30pm 2009 HBASE Award Presentation

- Builder Member of the Year
- Associate Member of the Year

2010 HBASE Presidential Installation

- Daryl Christensen, Prairie Risings Construction Services

Make Your Move

A great home is built on a solid foundation.

We make home loans easy with a foundation of experienced mortgage lenders. For fast decision making from a face you can trust.

Best of all, your loan is likely to stay here. So you'll get the same great local service throughout the life of the loan.

Call **782-5710** or visit **www.fnbsf.com** today.



Home Loans from
First National Bank
www.fnbsf.com The First National Bank in Sioux Falls® Member FDIC

Where Eagles Fly

