

Home Builders

THE HOME BLDG. OF THE SIOUX EMPIRE

HBA NEWS

The magazine of the Home Builders Association of the Sioux Empire

www.hbasiouxempire.com

September 2007

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David Pressly,
NAHB Immediate Past President

HBASE Membership Meeting

Thursday, September 27
Westward Ho Country Club

Speaker: David Pressly



NAHB
NATIONAL ASSOCIATION
OF HOME BUILDERS

See page 3 to make
your reservations today.

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.

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www.hbsiousempr.com info@hbsiousempr.com
Phone (605) 361-8322 / Fax (605) 361-8329

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Kristie Brunick - Membership Director
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Education_Tom Hines, Frisbee's
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2008 Street of Dreams_Gregg Lebert, Lebert Construction

2007 HBASE REMODELING COUNCIL OFFICERS
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Roy Edwards, Component Manufacturing
Terry Konechne, Konechne Building
Paul Nelsen, Paul Nelsen Construction
Tim Jorgensen, Sioux Marble
Ron Sundvold, Express Handymen Services
Paul Rowenhorst, Handymen Matters
Brad Weber, Weber Construction

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Public Relations & Advertising - Bruce Schroeder/Vice-Chair - Terry Konechne
Education & Programs - Jarrod Smart/Vice-Chair - Joel Buwaida
Showcase of Remodeled Homes_Terry Konechne, CGR, CGB, Konechne Building



By Steve Van Buskirk, Van Buskirk Companies

I am going to take my space and write about the report "The Local Impact of Home Building in the City of Sioux Falls, South Dakota."

This is an intriguing title for a report for anyone in the building industry in this market. This paper is a brief description of the generation of economic activity, including new jobs and residents as well as the additional revenue for local governments. It uses a model developed by NAHB to estimate the benefits of direct construction and the impact once the home is occupied. Even though this information is a couple years old it is still equivalent to our situation today.

With the issuance of 905 building permits in the Sioux Falls Metro area our activity generates:

- \$89 million in local income
- \$10.5 million in taxes and other revenue for local governments
- 2,260 local jobs

These are the one year impacts of the direct and indirect impact of the construction activity, as well as the local residents who earn money from the construction activity spending part of it locally.

- On top of that one time spending our activity also generates a recurring:
- \$27 million in local income
 - \$5.2 million in taxes and other revenue for local governments
 - 733 local jobs

This is a result of new homes being occupied and the occupants paying taxes in the local economy.

I remind you of this so that you can let your friends and family know how you are contributing to the growth of the metro area and why it is a good idea for this community to fund the infrastructure necessary for the our growth.

Energy Star Seminar

September 27 @ 5:00pm

Energy Efficiencies in Home Construction

Registration: 4:30 pm

Class: 5-6 pm

Course Fee: \$10/HBA member (\$35/HBA non-member)

Location: Westward Ho Country Club

Sponsor: Touchstone Energy

Steve Wegman, an analyst for the South Dakota Public Utilities Commission and Mark Leuthold of Leuthold Plumbing Heating and Electrical Inc. review residential construction as it relates to energy efficiencies and the Energy Star Program.

This seminar will cover: Residential home construction and energy efficiencies; Home Energy Rating System (HERS); Energy Star Program and Federal tax credits available to eligible builders.

Continuing Education Credit available for CGB, CGR, GMB, CGA and CAPS. Continuing Education Credit available for City of Sioux Falls residential contractor's licensing program.

To make reservations at this seminar, complete the form to the right or call the HBASE office at 361-8322.

Sept. Associate Tables

1. Hahn Financial Group
2. Amesbury Group
3. Midwest Blinds

These businesses will have a table setup during social hour at the membership meeting at Westward Ho Country Club. Tables are available at no charge for Associate Members to display their product or service. Each business is allowed to do it once per year. *These are available first come/first serve.* Please call the HBASE office for available meetings, 361-8322.



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About the Speaker...



David Pressly,
NAHB Immediate
Past President

David Pressly, President of Pressly Development Company, Inc. of Statesville, North Carolina, is the 2007 Immediate Past President of the National Association of Home Builders.

A home builder with more than 25 years of experience, Pressly constructs single family homes and apartments and light commercial projects in the Statesville area.

He was president of the North Carolina Home Builders Association in 1996 and twice served as president of the Iredell County Home Builders Association, which named him its Builder of the Year in 1991.

At the national level, Pressly has chaired numerous NAHB committees including the Resolutions Committee, the State and Local Government Committee, the Smart Growth Working Group, the Multifamily Council and he also chaired NAHB's political action committee, known as BUILD-PAC, which is the fifth-largest trade association PAC in the country.

Thursday, September 27, 2007
Westward Ho Country Club

Time: Event:

- 5:00 p.m. Energy Star Seminar (see page 2 for more info.)
- 5:30 p.m. New Member Orientation
- 6:00 p.m. Social Hour
- 7:00 p.m. Dinner Cost: \$17 w/ reservation OR \$20 w/o reservation
- 8:00 p.m. Program — NAHB Immediate Past President

Program Details...

On September 27 the members of the HBASE will have the privilege to hear David Pressly, 2007 Immediate Past President of the National Association of Home Builders.

Pressly will be talking with our members about NAHB programs that our local association is able to participate in (such as the Buy Now campaign, which HBASE received a \$5,000 advertising grant from NAHB earlier this year).

He will also discuss the legislative efforts on behalf of the building industry at the national level.

Pressly will also be talking about the NAHB double spike points program. During our local Membership Drive Week (Oct. 15-19, 2007) every new member that is recruited, that spike will receive double the points.

In addition to speaking to our membership about the above topics, Pressly will also be helping present the 2007 Fall Parade of Homes Awards.

So make your reservations today! This will be one meeting you won't want to miss. Come hear the informative and inspirational words of NAHB Immediate Past President, David Pressly.

Make Plans to Attend the **September 27** Energy Star Seminar & Membership Meeting at Westward Ho Country Club.

To RSVP please call the HBASE office at 361-8322 or fax this page to 361-8329.

Name _____

Company _____

Attending Energy Star Seminar @ 5:00pm _____

Attending Membership Meeting _____



Please RSVP for both the Seminar & the Meeting.

HBASE Policy: If you do not cancel within 24 hours of the meeting you will be billed.



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

First off, I'd like to thank everyone who came to the Annual Remodeling Council Picnic last month out at Thunder Road. It was a fun night!

This group is definitely worth being a part of. Some people may not fully understand what the Remodeling Council of the Sioux Empire is really about. Well, let me take a shot at explaining it to those of you.

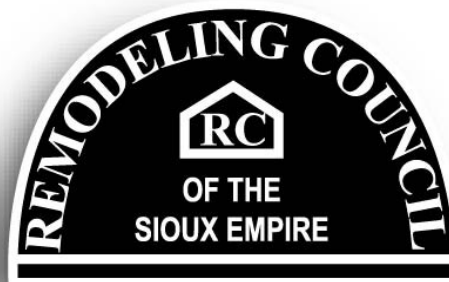
The Remodeling Council identifies its members as professionals, improves each member's business know-how, promotes the members service and builds member's consumer confidence. The group gives its members the information needed to improve their business operations. It also produces the Showcase of Remodeled Homes, coming up October 13-14.

The Remodeling Council holds monthly meetings. The meetings cover topics like industry trends, consumer preferences, new products and materials, consumer relations and warranties, public relations and advertising, financing and budget management.

This is what the Remodeling Council of the Sioux Empire is about. We are a group of individuals who go to great lengths to find out about the codes, ordinances, the latest technologies and quality materials that are durable, as well as cost efficient, for the job.

If our members were not educated in these areas, we wouldn't be able to pass on the correct information to our consumers. That is our ultimate goal.

Even if your company does not specifically remodel homes, you're still more than welcome to join the Council. We encourage everyone to look into becoming a member! Currently, more than 90 remodeling or rehab contractors, specialty contractors, suppliers, manufacturers or related professional members make up the Remodeling Council.



Making the Most of Remodeling Council Membership

Follow these steps to gain more success from your Remodeling Council membership.

- Commit for a minimum of 3 years. This way, you'll be able to make long-term contacts and help make changes you see necessary.
- Always use your company name when you introduce yourself
- Don't over commit. Stay involved and keep a good balance.
- Create a follow-up plan.
- Approach remodelers properly— make sure they are comfortable with requests.

REMODELERS ARE SPECIALISTS

- Purchase in smaller quantities
- Typically less price sensitive
- Everything is custom
- Homeowner is more involved in decision
- Fewer decisions on square feet

SDHBA Banquet

November 1 & 2

*Banquet to be held at
Minnehaha Country Club*

*Board Meeting at
Homewood Suites*

HBASE Holiday Gala

December 7

*Banquet to be held at
Ramada Inn & Suites*

2008 International Builders Show

February 13-18, 2008

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Sun	Mon	Tue	Wed	Thu	Fri	Sat
September						1 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
						2 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT
NAHB Fall Board—Seattle, WA						
9 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	10 10:00am, Dakota Dunes Golf, Dakota Dunes Noon, Sponsorship Committee, HBASE 3:30pm, Parade Signs Assembly, HBASE	11 11:00am, HIM Board, Planning Session, HBASE Noon, Membership Committee, HBASE	12 Noon, Home Show Committee 4:00pm, Associate's Committee, Tinner's	13 Noon, PR Committee, HBASE 1:00pm, HBA News Task Force Meeting, HBASE	14 11:00am, PAC Golf Wrap Up, Bakker Crossing Golf Course	15 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
Fall Parade of Homes						
16 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	17	18 4:00pm, Education Committee, HBASE	19 8:30am-10:00am IRAB, Water Plant 11:30am, Board Meeting, HBASE	20	21	22 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
Fall Parade of Homes						
23 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	24	25 4:00pm, Showcase of Remodeled Homes Committee, HBASE	26 11:30am-1:00pm, HBA News Focus Group, HBASE 4:00pm, Street of Dreams Committee, HBASE	27 5:00pm, Energy Star Seminar, WWHO 5:30pm, Membership Orientation, WWHO 6:00pm Membership Meeting, WWHO	28	29 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
HBASE Poker Run						

Sun	Mon	Tue	Wed	Thu	Fri	Sat
October						6 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
						1
8	9 Noon, PR Committee, HBASE 4:00pm, Ambassador Committee, Nutty's North 5:00pm New member Social, Nutty's North	10 4:00pm, Associate's Committee, Tinner's	11 Membership Drive Kick-Off	12	13 Home Ideas TV airs 10:00am KELO, 10:30am KCPO, 6:00pm KTTW	
Showcase of Remodeled Homes						
14 Home Ideas TV airs 8:00am KSFY, 9:00am KTTW, 10:30am UT	15	16 11:30am, HBC Annual Meeting, HBASE 4:00pm, Education Committee, HBASE	17 8:30am-10:00am IRAB, Water Purification Plant 11:30 am, Board Mg., HBASE	18	19 5:30 am, PR Committee serving at The Banquet	20 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
Membership Drive Week						
21 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	22	23	24	25 HBASE Product Show 5:00 pm @ Travelodge	26	27 Home Ideas TV airs 10:00am KELO 10:30am KCPO 6:00pm KTTW
28 Home Ideas TV airs 8:00am KSFY 9:00am KTTW 10:30am UT	29	30	31 9:30am, CAPS Seminar, HBASE	NOVEMBER 1 7:30am, CAPS Seminar, HBASE	NOVEMBER 2	
SDHBA Banquet - Sioux Falls						

2007 HBASE Poker Run Saturday, September 29, 2007



Ride your Harley, Dodge, Chevy, Ford or even John Deere in this year's Poker Run! It doesn't matter if you don't have a bike or a classic car, everyone is invited to participate in the 2007 HBASE Poker Run.

Meet at the Homewood Suites at 8:00am for breakfast and to sign in for the event. From there the group will depart at 9:00am to visit HBASE Associate members' businesses in the Sioux Empire area. At each location, you will receive a stamp on your participation card.

When you complete the run, return your full stamp card to the HBASE office where you'll be dealt a poker hand. The top three poker hands will receive a prize. Additional door prizes will also be given out during lunch.

If your company would like to be an event sponsor for \$100 please contact the HBASE office.

**Cost - \$10 per person OR \$15 per couple
(cost includes breakfast & lunch)**

RSVP by faxing form to HBASE office at 361-8329 by Wednesday, September 26, 2007.

NAME: _____

COMPANY: _____

NUMBER ATTENDING: _____



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ASSOCIATE'S PRODUCT SHOW

Associate members are encouraged to participate in the Associate's Product Show, held **Thursday, October 25** at the Oaks Hotel. Exhibit hours are from **5:00 - 8:30 p.m.**

Exhibits

The Show will include more than 50 displays of products and services by participating Associate members. If interested in being an exhibitor, call the HBASE office to request a contract.

Great Prizes

ATTENTION BUILDERS—Your company could win a **FREE** registration to Parade of Homes or Showcase of Remodeled Homes or a 1-year HBASE membership. Bring your employees to increase your chance to WIN!

Ticket Information

Builder members will receive up to four complimentary admissions. Extra reservations will be sold this year at a cost of **\$15.00** each, with each exhibitor receiving two complimentary admissions.

Silent Auction

A silent auction is scheduled from 5:30 to 8:00pm. Bid on valuable items and services offered by the show's exhibitors. Items must be paid for that night and you must be present to get the top bid! *Silent Auction clipboards will be pulled randomly from 7:30 to 8PM.* Net proceeds go to the Sioux Empire Home Builders Care Foundation.

Sponsors

Product Show sponsorships are available to help cover the cost of hors d'oeuvres and other expenses. Sponsors will be listed on the event program and on posters at the Show. Please contact the HBASE office for sponsorship details. **Gold sponsors** (\$100) will receive four complimentary admissions and **Silver sponsors** (\$50) will receive two complimentary admissions.

If you or someone at your office would like to volunteer to help work at the Product Show, please contact the HBASE office.

New Members

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

ALTY, Inc.

Todd Wordell
PO Box 1780
Sioux Falls, SD 57101
Phone: 521-8127
Fax: 338-3931
Builder
* Steve Van Buskirk



CertaPro Painters of Sioux Falls

Kari Happold
609 S Lyons, Ste 300
Sioux Falls, SD 57106
Phone: 338-3633
Fax: 338-3933
Painting Contractor
* Chad Dubisar



Creative Custom Homes, Ltd

Micah Mauney
7709 W Ione St
Sioux Falls, SD 57106
Phone: 362-6630
Fax: 362-5945
Builder
* Russ Pies

JBART Construction, Inc

Jeremy Bartman
45116 262nd St
Canistota, SD 57012
Phone: 366-4851
Fax: 605-296-2606
Builder
* Doreen Anglin

Minnkota Windows

Jack Kirkgasler
6201 S Connie #203
Sioux Falls, SD 57108
Phone: 701-282-7025
Fax: 701-282-7435
Windows & Doors
* John McFarland

Prestige Sound & Electronics

Jim Hyland
PO Box 87974
Sioux Falls, SD 57109
Phone: 362-4860
Fax:
Electronics
* Dennis Jones

Regal Tile

Don Swatlowksi
4005 S Bedford Ave
Sioux Falls, SD 57103
Phone: 201-2767
Fax: 271-5232

Tile contractor

* Kevin Zomermaand

Stack Construction/Concrete, LLC

Babe Stack
3560 Gateway Blvd
Sioux Falls, SD 57106
Phone: 366-2376
Fax:
Concrete
* Marc Harris

T & E Construction Services

Walter Turegano
PO Box 84223
Sioux Falls, SD 57110
Phone: 334-4405
Fax: 334-2125
Carpentry/Excavation
* Scott McMahon

*denotes sponsor (Spike)

Welcome!

If you know of a business interested in joining our Association, please let the HBASE staff know and a prospective member packet can be mailed out.

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