



blueprint

November 2016 | Volume 48 | Issue 11

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HABITAT GALA

AFTER HOURS- SUNDERLANDS

POLITICAL FORUM



OUR MISSION

The Homebuilders Association of Greater Des Moines, chartered in 1944, is a non-profit trade association affiliated with the National Association of Homebuilders (NAHB) and the Homebuilders Association of Iowa (HBAI). The HBA of Greater Des Moines is dedicated to the advancement of the building industry, its members and the communities it serves.

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CAST YOUR VOTE



It's hard to believe that this critical, unprecedented election- which has gripped the American public and media for months- will come to a head on Nov. 8. In just a few short weeks, voters nationwide will go to the polls to choose our next president, congressional representatives and state

leaders. As Election Day nears, I'm proud to say that the NAHB is firmly established as an authoritative representative of the housing industry within both Democratic and Republican political circles. Perhaps most significantly, both parties sent a speaker to our recent Board of Directors meeting to talk about the importance of housing.

The Republican Party nominee, Donald Trump, addressed our board. The fact that an NAHB meeting drew a presidential candidate speaks volumes to our efforts to elevate housing as a national party in this election. On the Democratic side, Hillary Clinton's campaign sent Gene Sperling, one of Clinton's top economic advisers. Every new administration and every new Congress signals a new dynamic in Washington, D.C. The NAHB has been working hard to ensure that housing concerns are at the top of the agenda in that new dynamic.

I had the chance to speak to party officials and other lawmakers when I attended both national conventions this past summer. NAHB also has introduced recent programs that honor officials who have prioritized housing. The Defender of Housing Award recently was given to roughly 120 members of Congress whose actions show they understand and appreciate the significant role that residential construction plays in the national economy.

This election also marks the first time the NAHB has endorsed congressional candidates. This endorsement is a sign to our members and other friends of housing that they should support and vote for a specific candidate because of his or her track record as a pro-housing and pro-business candidate. To clarify, the NAHB does not endorse presidential candidates.

The national office worked closely with state and local

HBAs on both of these initiatives- no official received a Defender of Housing Award or NAHB's endorsement without the support of the local HBA. NAHB also raises money for BUILD-PAC, its bipartisan political arm that helps elect housing-friendly candidates to federal office. The association is striving to raise \$3 million for the PAC in this election cycle. NAHB takes these actions in the political realm because it knows our elected leaders' support is critical for the housing industry to continue to move forward. For instance, officials need to take on housing finance reform so that all deserving Americans can access a mortgage. Leaders also need to fight overly burdensome regulations that slow down business operations and raise the price of housing. It is not too late to ensure housing is a winner in November. Before heading to the polls, evaluate the candidates and think about who would be the best proponent of the housing industry. Whatever you do, make sure to cast your ballot on Election Day. The stakes are too important to sit this one out.

(This article was repurposed from the Builder magazine written by Ed Brady, NAHB Chairman of the Board.)

Dan Knoup
Executive Officer, HBA

AFTER
HOURS
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TIME SHIFT



Winter:

The earth is tilting away from the sun in the last few months of this year. It is beginning to get cooler in the evenings, leaves are dropping every day and the decreased time of daylight hours is noticed more each day. Some folks like the cooler/colder weather and

some hate it and retreat South for portions of the winter. Whether you like it or not, another season of winter will be here soon, be proactive and prepare for the shift of seasons and upcoming months as you need to.

Elections:

The HBA's yearly elections for the Board of Directors are coming up shortly. All the information for election night on November 17th is in this issue of the Blueprint. Sign up and plan to attend the evening at the Stoney Creek Inn. Another election is on November 8th, you certainly know about it unless you live under a rock. I would encourage you to vote, we have the freedom to vote and it is a great part about being a citizen of our country.

Baseball:

The World Series is in action as I write this, we'll all have to see what the outcome will be between Chicago and Cleveland. Des Moines has its fair share of Cubs fans, probably a few Indians fans too. Activities outside of work very important for a healthy work-life balance, so go enjoy the upcoming games with your family and friends.

Thanksgiving:

This holiday is one of my favorite of the year...family, food, football and free time away from work. I truly hope all of you reading this have a great Thanksgiving holiday here in town or as your travel destination with family and friends. Serving as your president for this year, I see all the internal workings of the HBA first hand and I will say that I am very thankful for the work of our HBA staff here in the Des Moines metro. Props to our staff team for all the work they do in front of everyone

and behind the scenes. Your work is very much appreciated!

We have two more months of 2016, make the most of it in your businesses and places of work. Take a few minutes this Thanksgiving season when you are driving around or working and think of the great people and aspects in your life that you are thankful for in your life.

Enjoy November and I hope to see you at the upcoming elections on the 17th.

Dave Adickes
President

Join Us for the Roast of our outgoing President, Dave Adickes!

November 17th at 5:30 p.m.
STONEY CREEK INN
Stoney Creek Ct., Johnston

RSVP on Builder Fusion
\$25 by November 11th /\$35 by November 17th

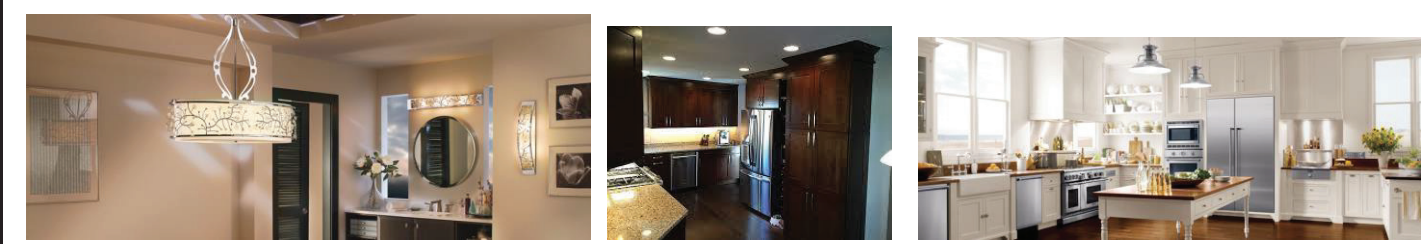
& Vote
2017 BOARD OF DIRECTORS



CONNECT WITH An Expert

Factory Direct Appliance was founded in 1990 by Rod Holsapple, Steve Johnson and Dennis Birkestrand in the Kansas City area. The business grew out of a wholesale appliance distributorship in response to demand from builders and remodelers for a better way to buy appliances. They were looking for a supplier focused on the building industry instead of dealing with retailers that focused on volume sales and consumer promotions. Factory Direct was tailored to the needs of those in the building industry and soon after opening its doors in Lenexa Kansas had expanded to a 5 store operation throughout metro Kansas City. Setting their sights regionally, stores were opened in Des Moines and Omaha in 2005. Those stores grew quickly by utilizing the founding principles of unequalled customer attention, service and appreciation. In 2013, Ferguson Enterprises took notice of Factory Direct and their unique way of creating and maintaining strong customer relationships within the appliance and building industry and purchased the business. Today Factory Direct operates under the Ferguson umbrella which has increased our responsiveness, gave us resources to grow, and offers buying power unmatched in the industry.

Finally, we would like to say a big thank you to our loyal contractors and customers for trusting Factory Direct with your clients and projects.



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POLITICAL CANDIDATE FORUM 2016 CONGRESSMAN YOUNG & SENATOR GRASSLEY



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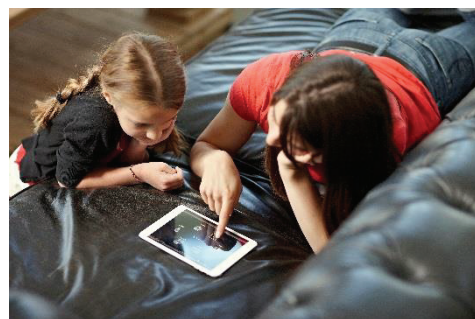


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HOW TO GET STARTED

Get started in a home of any size, scale, or scope—from a brand new loft to a 100-year-old mansion. Begin with a few smart door locks, a remote to unify your family room entertainment, a thermostat, and smart lighting in just the rooms where it makes the most sense. Or automate it all—from top to bottom, indoors and out—with additional control of the pool, security cameras, and front gate. Wherever you wish to start, Reference has you covered.

SMARTER LIVING FOR THE ENTIRE HOME

Relax and entertain in a home that is more comfortable and inviting. Be eco-conscious with smart lighting, indoors and out. And be reassured—while at home or away—that things are safe and

sound. With one touch, dim the lights, play music, turn up the heat, lock the doors and arm the security system. Or, have your house respond to your schedule and needs without touching anything at all.

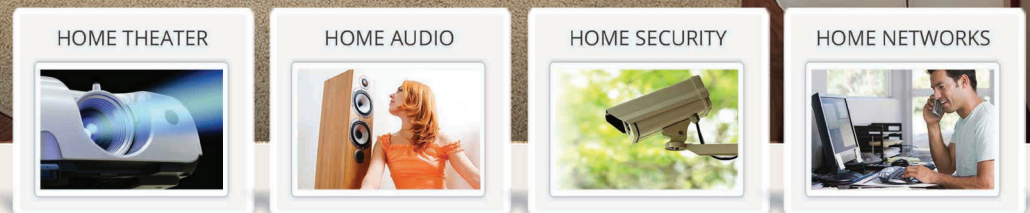
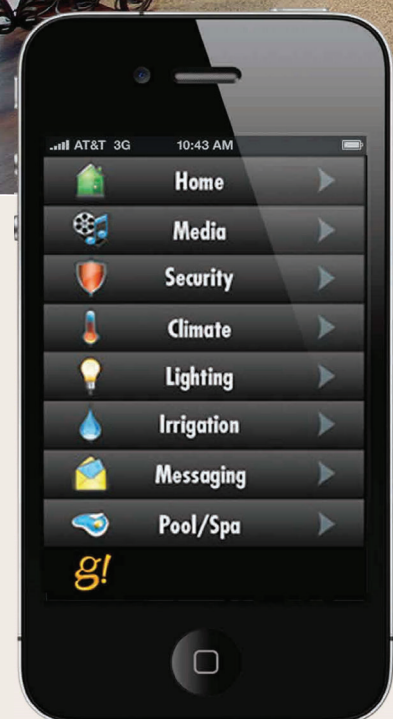
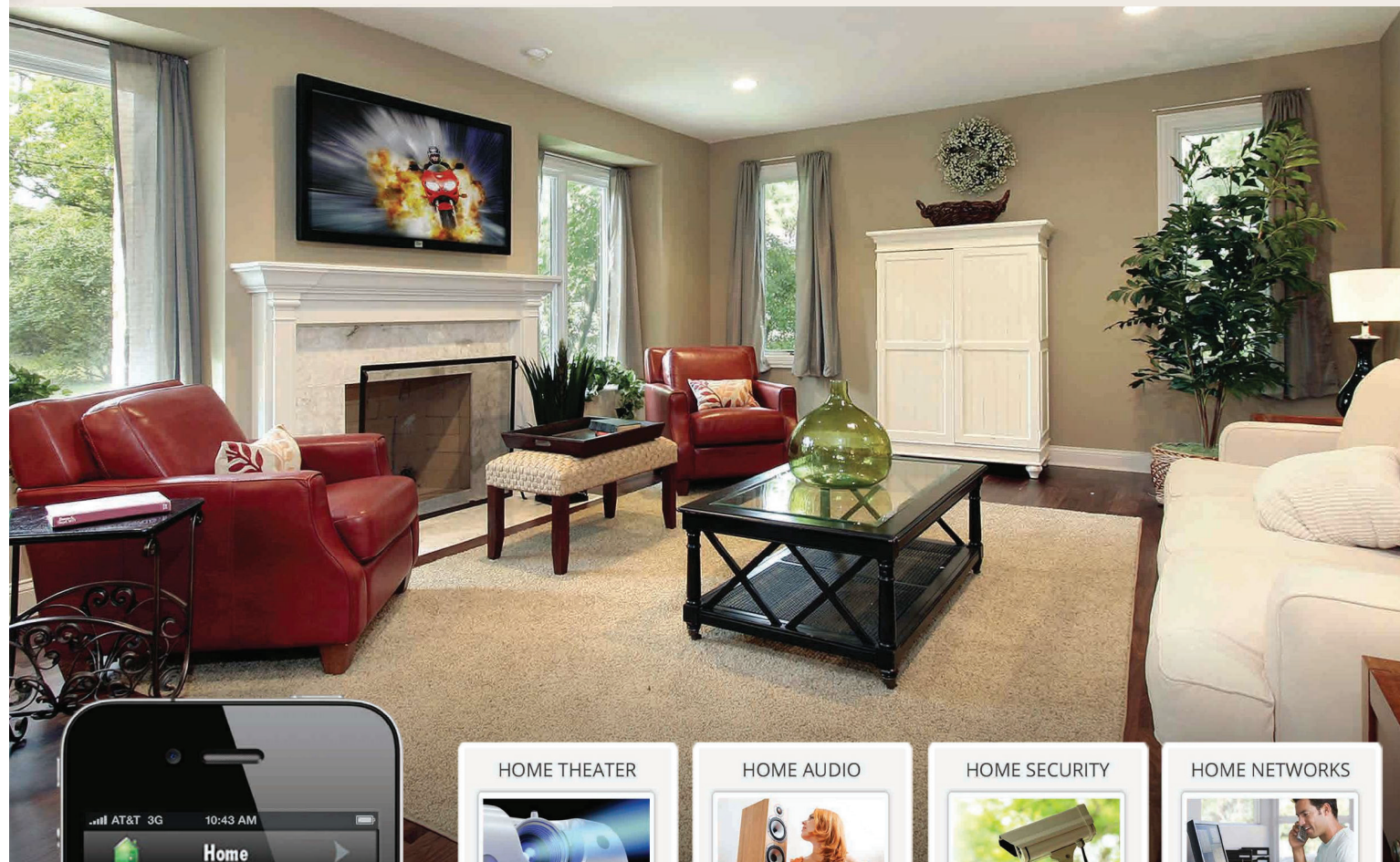
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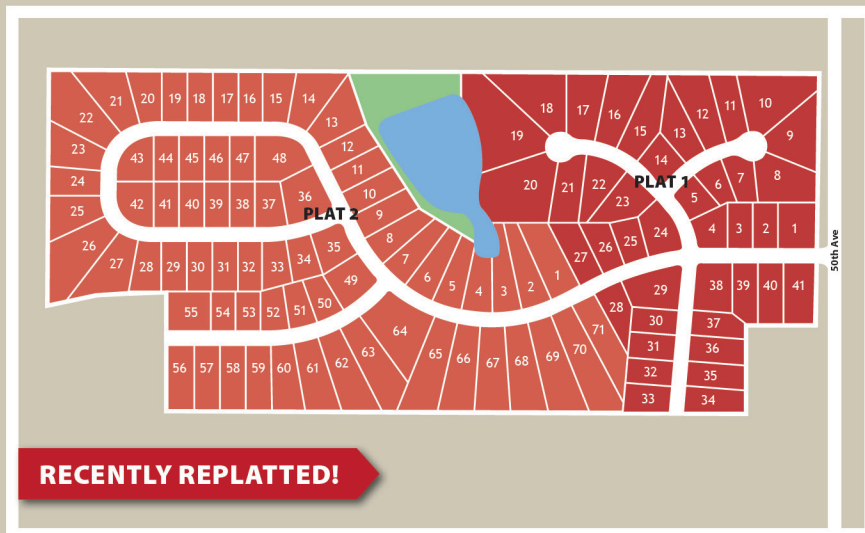
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Q3 2016: Des Moines Metro Housing Snapshot

By Kalen Ludwig, Ground Breaker Homes | Published October 31, 2016

The Des Moines-area housing market showed further signs of stabilization in Q3 2016 as the total number of homes sold year-to-date reached 7,450—up from 6,871 a year ago.

Q3 2016 - As of October 1, 2016

Total ACTIVE	2,210
NC ACTIVE	707
Total PENDING	1,494
NC PENDING	383
Total SOLD (YTD)	7,450
NC SOLD (YTD)	1,268
Total Months Supply	2.9
NC Months Supply	5.6

That puts the Des Moines Metro on track to achieve another record year. The number of new construction homes sold also increased—to 1,268—compared with 1,097 through Q3 2015.

Total inventory has continued to decrease with just 2,210 active single-family homes on the market—a 2.9 months supply as of October 2016—compared to 2,496 a year ago at this time. For further comparison, there were a total of 2,150 single-family homes on the market at the beginning of Q2 2016.

The local real estate market overall had a terrific 2016 so far with a super-hot Q1 and Q2 leading us into the second half of the year. Leveling off with somewhat of a more

steady pace in recent months, what we see now is indicative of a stable market heading into Q4.

As an agent who specializes in lot sales to builders and end users, I am always watching the new housing market, paying special attention to new construction. Lots in the \$50,000 to \$75,000 range are a hot commodity right now as the total cost for an entry-level home on one of these properties works out to somewhere between \$250,000 \$375,000. Other areas, with lots developed in higher price points from \$100,000 to \$300,000, are not selling as quickly and typically go to custom end-users as opposed to spec builders.

Furthermore, building and development costs have put our builders in a situation where it can be very difficult to build in the under-\$300,000 range. The townhome market is doing very well as new construction in this category is selling with a low average number of days on the market.

With 210 new townhomes/condos, out of 374 total on the market, there appears to be room for more inventory here.

Something to note: Millennials and Baby Boomers tend to appreciate the benefits of detached villa style association homes, and buyers in both of these age groups are finding themselves attracted to smaller, low maintenance yards—alongside the privacy afforded by the separation of walls.

In summary, new construction inventory is growing slightly and—though homes aren't flying off the market quite as quickly as they did in Q1 and Q2—supply is still in a good place and builders are still moving product.

DO BUSINESS WITH A MEMBER



It is great to hear how many of our RC members have expressed how busy they have been this year in 2016 and this fall. As a reminder, what makes our organization great and strong is by doing business with our members. When you use a member company, they will be more likely to purchase from you, and your business will be in the front of their mind for referral opportunities. This is a benefit you already pay for with your membership! So take a little time and pay attention to companies you do business with, you would want them to do the same for you.

The Remodelers Council also has a couple of major events in the near future. Thanks to John Murphy for partnering with the Des Moines Parks and Recreation to organize a community service project. On Saturday, November 5th from 11:00am - 3:00pm at 3705 SE Beisser Drive in Grimes we welcome our members to volunteer assembling garden boxes for the Allen Park Downtown Community Garden. The lumber has been precut so bring your cordless drills to assist with assembly!

Lastly, thanks to Jodi Peterman and Clark Anliker for organizing our annual Remodelers Council Holiday Party Friday, December 2nd! It is a great way to celebrate and thank our members for all of your work efforts in 2016. This event will be held at the Rollins Mansion ~ 2801 Fleur Drive with a variety of hors d'oeuvres and dinner from 6:00pm - 11:00pm. Seating is limited so RSVP before November 11th to purchase tickets for \$50.00.

It will be a great time, and I hope to see you all there!

Marie Procyk
Remodelers Council Chairperson

Allen Park Down Town Community Garden
Concept Graphic

GARDEN BOX BUILD **BRING YOUR TOOLS!**

Come join us for a community service project, that will be a benefit to many for years to come. Des Moines Remodelers Council has partnered with Des Moines Parks to help bring Allen Park to life, by assembling 88 boxes!

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2nd
DECEMBER

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Remodeler's Council Christmas Party

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ARBOR LAKE, PLEASANT HILL HOME SITES



Arbor Lake 2016

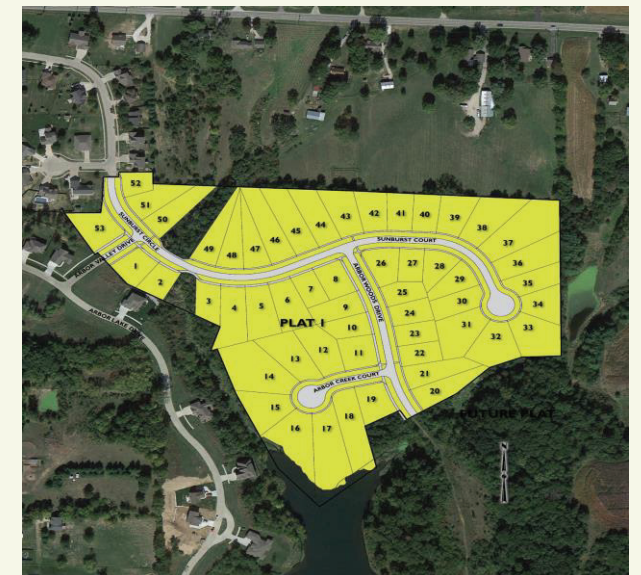
Limited Time Special Offer:

On an accepted offer written between now and December 31, 2016 receive a \$2500 credit towards the purchase price. A great incentive to purchase now and be ready to start on your dream home yet this year or as soon as spring arrives. Call for your personal tour today of the neighborhood, new construction homes available or to discuss your own custom home design!

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HBA of Greater Des Moines Board of Elections

PRESIDENTS NIGHT

November 17th at 5:30
Stoney Creek Inn
5291 Stoney Creek Court
Johnston

President Candidate:

Tom Stevens TS Construction



I am running for the board of directors because I believe I could continue to be an asset with great ideas and an open mind. Being on the board you need to be active and I have been an active member since joining the HBA of Greater Des Moines in 1988 and serving on numerous committees, executive board and president. The HBA of Greater Des Moines has come a long way in the last several years in this ever changing world we live in. We need to adapt to it along with our members to thrive as the leader in the housing industry.

Board of directors 2001-present
President 2004

Executive board 2002 to 2006
Builder of the year 2003 & 2004

1st Vice President Candidate:

Brian Hoodjer Brighton Homes



Brian Hoodjer was born and raised in Central Iowa. He understands Iowa values and work ethic. It all started when he took a summer job with his uncle at age 16. He learned how to be a carpenter the right way from old-fashioned guys that defined the word craftsmanship. After finishing a business degree at Iowa State he turned his life-long vision into reality.

2nd Vice President Candidate:

Adam Grubb Jerry's Homes



I am a 3rd generation HBA member and have worked with my family business Jerry's Homes for 13 years and 2017 will be our 60th year in business. I have worked in the field as an assistant, estimator, realtor and sales manager and now as VP managing our day to day operations and sales. I have been on the board in the past and believe completely in the great work of the HBA as a single voice for our industry. I also am the father of a 18 month old son George and my wife Kristina and I have twin girls on the way. I look forward to giving back and being a part of a great association.

Treasurer Candidate:

Jordan Kramer West Bank



Jordan Kramer, the current Treasurer of the HBA, has been employed at West Bank as a credit Analyst / 2nd VP since 2014. Before joining West Bank Jordan earned his AAS degree in Architectural and Construction Technology from Hawkeye Community College and BA in Business Management from Mt. Mercy University. Jordan worked as a salesman for a lumber company in Waterloo before moving into the finance industry where he has over five years of experience. In addition to the HBA, Jordan also sits on the Family Selection Committee for Habitat for Humanity. In his spare time Jordan enjoys golfing, fishing, and traveling.

Secretary Candidate:

Amy Kimberley Ferguson Enterprises



Amy Kimberley started her career in the Des Moines building industry with ABC Electric in 1993 running the residential department until 2003 and has been a showroom consultant at Ferguson Bath, Kitchen and Lighting Gallery since 2008. Amy has been active in HBA activities, Remodelers Council and Tour of Remodeled Homes for many years. She joined the Board of Directors in 2010 and has been Secretary since 2011.

BUILDERS nominated for Board Positions:



Justin Bauer
Clarity Construction

Justin Bauer is president of Clarity Construction and Midwest Development Partners. Justin founded Clarity Construction in 2008 after working at Kimberly Development from 2002-2008 as Vice President. Justin's newest company is Midwest Development Partners, which specializes in the building and development of Epcos communities in the Des Moines area. MDP is predicted to build approximately 30 units per year with their first development currently underway in Ankeny. Clarity Construction has participated in 3 DSM HomeshowExpos 2010, 2011 and 2012, receiving best of show in 2010. Clarity has built a total of 32 homes since 2010. Justin graduated from Ankeny in 1996 and Iowa State in 2000 majoring in MIS. Justin has been married to his wife Marissa for 15 years, they reside in Ankeny with their 2 children. Justin is an avid golfer, loves to travel, spend time with his family and cheer on the Vikings, Clones and Royals. Justin is currently finishing up a 4 year commit on the board of directors as 2nd Vice, 1st Vice, President and past President.



Kalen Ludwig
Ground Breaker Homes

Kalen Ludwig is a Realtor for Peoples Company, based out of Clive Iowa. Kalen specializes in development/lot sales, new construction, listing resale homes for sellers, and assisting buyers. By representing Diligent Development, Kalen is a great resource if you are a builder or an end user looking to secure a single family lot(s) to build on. As a agent who specializes in new construction, she represents builders and walks clients through the building process. Keeping the market place up to date with her quarterly new construction and housing statistics/blog and speaking annually at Peoples Companys Builder and Developer Luncheon are focal points of her business. After earning a Marketing and Real Estate degree from the University of Northern Iowa, Kalen joined Peoples Company in January 2005. She keeps active as a member of the Des Moines HBA, DMAAR Annual Banquet Committee and on the Culture Committee at Peoples Co.



Dan Sparks
Genesis Homes of Iowa

I was born and raised in Kansas City. During high school and while attending college at Central College in Pella, I worked in construction development. This work included underground infrastructure, paving, and residential foundations. After college I owned and operated a fitness center. In 1988 a friend of mine came to me because he needed help with his modular home company. I continued working with modular home construction until transitioning into SF homes. I have previous experience serving with the National Modular Builder Advisory Board from 2000-2004. This, along with my progression of experience in the construction industry ranging from development to modular homes to SF residential, brings a wide spectrum of knowledge to the table. My objective to holding a position with the HBA of Des Moines is two-fold. I want to be able to provide a different perspective from my point of view as well as obtain differnt perspectives from other builders in the industry.



Brenden Hannah
Hannah Homes

Brenden Hannah, owner of Hannah Homes, opened his business in 2013. He grew up in Granger, Iowa, graduating from Woodward-Granger High School, and then going on to Iowa State University. He graduated from Iowa State in 2005 with a degree in Landscape Architecture. Prior to owning Hannah Homes, he worked as a professionally licensed Landscape Architect at Shive-Hattery in West Des Moines for 8 years. During his time at Shive-Hattery, he gained experience in commercial design and construction oversight as well as 3D modeling and graphic rendering, which have remained very useful skills in his homebuilding process. Brenden enjoys building spec homes as well as custom homes. He especially enjoys working with custom clients to create a home that they can be proud of for years to come. Using 3D modeling in his custom projects has been an exciting way to bring plans to life for his clients. Brenden and his wife, Erin, have two daughters, ages 4 and 7. Brenden enjoys woodworking and golfing.



Jeff Ellis
First Call Construction

Jeff Ellis has been an employee of Firstcall Construction for 15 years, after 9 years he was asked to become a partner in the business. Jeff's responsibilities within Firstcall include General business oversight, business development, and sales oversight. His passion in business has always been and still is the customer contact. Jeff was the owner of Ellis Construction Group. He started that business in 1994 while attending Urbandale High School. Ellis Construction Group focused on building custom homes and remodeling. During that time Jeff served on the board of the Remodeler's Council. He attended Northwestern College in Orange City Iowa and later the Building Trades program at DMACC. Jeff has served on a National Contractor Advisory Board for Nationwide Insurance, the Urbandale Chamber of Commerce, and the Urbandale Community Action Network. In 2012 Professional Remodeler Magazine awarded Jeff with the 40 under 40 award. Jeff has been married for 19 years, they have two kids. His hobbies include watching his childrens events, gardening, and working in his wood shop.

ASSOCIATES nominated for Board Positions:



Matt Thompson
Gilcrest Jewett Lumber Co.

Matt Thompson is the Sales Manager at Gilcrest Jewett Lumber Company in Waukee. Matt graduated from Dowling Catholic High School, and went on to graduate from The University of Iowa with a degree in Business and Economics. In 1999 Matt went back to his roots at Gilcrest Jewett as a Sales Representative, following his father's footsteps. Matt works primarily with residential home builders. Matt's main focus is managing 25 sales persons, seeking out new business and maintaining strong relationships with vendors. However, Matt continues to carry on close relationships with clients and homebuilders as well. Matt has served on the Board of Directors for the HBA of Greater Des Moines since 2008. Matt served as Chairman of the HomeShowExpo of Des Moines in 2012 and 2013. Matt is part of The Executive Council on Construction Supply, American Trust and Savings Advisory Board and Crown's Club. Matt has been married to his wife, Stacey for nearly 13 years. They reside in Clive with their 3 children. Matt's hobbies include traveling, sports, music, and activities with his children.



Brandon Patterson
RE/MAX Real Estate Concepts

Brandon Patterson is a Realtor at RE/MAX Real Estate Concepts & has been a member of the Home Builder's Association of Greater Des Moines for the past 5 years. In that time he has served as chairman for the Home & Remodeling Show 2 years and sat on other committees and councils, as well as the board of directors. In 2013 he received the Member of the Year award from the HBA. He currently is certified through the NAHB with the Certified New Home Sales designation and is working towards the Certified Green Professional designation. In his spare time he likes to lose to Tom Stevens in big wheel bike races.



Ben Richter
Beisser Lumber

Ben Richter is an outside salesman at Beisser Lumber Company. He's been a member and avid advocate for the HBA of Greater Des Moines and the Remodeler's Council since 2006. In that time, Ben has served as the Chair of the Education Committee at the Remdeler's Council, been instrumental in many of the extra-curricular activities and has served on various other committees. He won Remodeler Associate of the Year in 2015. Ben would like to be a member of the Board of Directors so that he can better promote the HBA and Remodeler's Council and to futher Beisser Lumber's involvement in the future of HBA. Ben would bring much needed fresh ideas and enthusiasm to the Board.



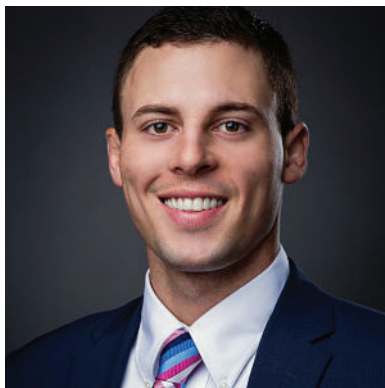
Brian Meyer
Granite, Marble & Tile Solutions

I am the Project Manager for GMT. We are a granite and quartz countertop fabrication and installation company located in Ankeny. I have worked for GMT Solutions for over 10 years, where I help manage projects, from sales to occasionally assisting our installation crew. We have been the countertop fabricator for several remodelers involved in the Tour of Remodeled Homes, as well as their day to day supplier. GMT has been an associate member of the HBA for over 8 years, and I am going into my 7th year as a member of the Home and Remodeling Show committee. This is my second year as Chairman of the Home & Remodeling Show. I am currently on the HBA Board as an appointed member due to my Chairmanship of the Home & Remodeling Show. I am asking for your vote so I can continue my contribution to the Board of Directors as a voted in representative. I am someone who is not afraid to speak my mind when I feel something is not working. Please support me in my effort to be a contributing member to the future success of OUR organization. Thank you!



Adam Steen
Liberty National Bank

Adam Steen is the Business Development Manager at Liberty National Bank in Johnston, IA and is owner of 25 Connections. Adam was integral in forming a business that has been recognized as the most innovative hunting product company. In mid-2015, Adam sold his ownership in the outdoor company and joined Liberty National Bank. He is also a professional speaker and believes that relationships are the key to growth within any youth group, any business, or any non-profit organization. Prior to business ownership, Adam was a baseball player at Minnesota State University, Mankato and was drafted by the Phillies as a pitcher. His favorite memory was pitching in the first summer after 9/11/01 against the minor league Yankees. He stood on the mound, listening to God Bless America, and stared at the Statue of Liberty. He thanks God for opportunities like that. Adam has become a credentialed minister in the Assemblies of God and works tirelessly to spread a Biblical message of hope throughout the country. He and his wife Kasey welcomed their first child Ryker, on July 4th, 2015.



Mitch Johnson
Principal Financial

Mitch Johnson is a Financial Advisor with the Principal®, specializing in business succession and contingency planning, including executive benefits, buy-sell agreements, retirement planning, estate planning and exit planning. Mitch's business and construction background aid him in providing valuable solutions to business owners and executives nationwide. A native of St. Charles, Iowa, Mitch has earned degrees from the University of Northern Iowa, and Grand View University. Mitch's accomplishments include wrestling for the University of Northern Iowa as well as earning two national championship team titles for Grand View University. Mitch currently resides in Truro on his farm with his wife Anna and their son Ari Andrew Johnson.



Sarah Kavalier
Coldwell Banker

Sarah Kavalier joined Coldwell Banker MAG in February of 2016 as the Home Building Marketing manager, a new position within the company. From 2003-2009 she was a Realtor with CBMAG's Northpark Office where she earned designations such as CRS and GRE and was awarded the 2004 Rookie of Year. Her sales experience was a mix of existing and NC homes. She also assisted her husband from 2000- 2009 with his construction company. She lives in Altoona with her family and in her spare time runs a part-time taxi service for her three boys. She has been a member of the HBA since spring but has assisted with the HomeShowExpo Committee.

new members

ASSOCIATE
Sport Construction Midwest
Adel, IA
P. 515.987.4484
Kelly Roder
kelly@sportconstruction.com

AFFILIATE
GAF
Clive, IA
P. 515.344.6881
Katie Kriener
kkriener@gaf.com

UPCOMING EVENTS

Unless Noted All Meetings Will Be Held
At The HBA Office

- November 3, 2016**
Networking After Hours
Iowa Stone Supply-3035 99th St, Urbandale
5:00 p.m. to 7:00 p.m.
- November 4, 2016**
Exec Committee
11:30 a.m. to 1:00 p.m.
- November 5, 2016-Saturday!**
Allen Park Garden Box Build
11:00 a.m. to 3:00 p.m.
Beisser Lumber Co.
- November 8, 2016**
Board of Directors
11:00 a.m. to 1:00 p.m.
- November 9, 2016**
Remodelers Exec
8:00 a.m. to 9:30 a.m.
- November 10, 2016**
Home & Remodeling Committee
11:00 a.m.
Jacobson Center-Fairgrounds

Developers Council
4:00 p.m. to 5:00 p.m.
- November 16, 2016**
Remodelers Council
11:00 a.m. to 1:00 p.m.
- November 17, 2016**
Membership Committee
10:30 a.m. to 11:30 a.m.
- New Member Orientation
11:30 a.m. to 12:30 p.m.
- Presidents Night/Board Elections**
5:30 p.m.
Stoney Creek Inn-5291 Stoney Creek Ct., Johnston
- November 21, 2016**
HomeShowExpo Committee
11:00 a.m. to 1:00 p.m.

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SPIKE CANDIDATES

Spike Name	Spike Points	Spike Name	Spike Points
Larry Heisler	5.50	Larry Goodell	2.00
Mark Reetz	5.50	Chaden B Halfhill	2.00
Beth Bezdicek	5.00	James Slife	2.00
James VonGillern	5.00	Brandon Klinge	2.00
Sumner Worth	4.50	David Volante	2.00
Barry Elings	4.00	John Grubb	2.00
Don Dorrian	4.00	Duane Van Hemert	2.00
Rory Robson	4.00	Ryan Roberts	1.50
Kalen Ludwig	4.00	Ryan Kline	1.50
Robert Myers	4.00	Dwayne Mcaninch	1.50
Mark Parlee	3.50	Mark Kiester	1.50
Scott Bezdicek	3.50	Jason Sheperd	1.50
Brandon Patterson	3.50	Randy Soper	1.50
Jennie Makovec	3.00	Matt Peterson	1.50
Chad Baker	3.00	Mark Detrick	1.50
Marc Black	3.00	Dave Tallant	1.50
Shannon Flickinger	3.00	Tyler Neuschwanger	1.00
Joe A Tollari	3.00	Jon Lipovac	1.00
Gil Petersen	3.00	Chad Baker	1.00
Joseph Smith	3.00	George Karwaski	1.00
Marie Herrick	3.00	Patrick Cardwell	1.00
Philip Bubb	3.00	David Adickes	1.00
Bill Corwin	3.00	Drew Rodish	1.00
Wallace Yoho	3.00	Justin Bauer	1.00
Keith Kuennen	3.00	Brian Hoodjer	1.00
Aaron Gross	3.00	Mike VanGorp	1.00
Larry Webster	2.50	Charity Moreland	1.00
Bret Nehring	2.50	Alan Rivers	0.05
Brennan Buckley	2.50	Ted Grob	0.05
Steve Bruere	2.50	Kevin Yoakum	0.05
John P Duer	2.50	Sharon Rooney	0.05
Joe Bass	2.50	Brian Prevor	0.05
Larry Goodell	2.00	Dan Flynn	0.05
Rachel Flint	2.50	Kathy Barnum	0.05
Cliff Anderson	2.50		

MEMBERS

Spike Name	Spike Points	Spike Name	Spike Points
Dan Knoup	24.00	George Mirras	638.75
Robert Boesen	20.00	Tom Gratias	445.00
Frank Lindsey	19.25	Don Marean	317.50
Russell Baugh	19.00	Don Beal	248.00
Zachary Fleming	17.00	Keith Butz	241.00
Christopher Boley	16.00	Colin King	212.00
Rick Laffoon	14.50	Lloyd Clarke	211.00
Brad Schulte	13.50	LaDonna Graitas	207.75
Amy Kimberley	13.50	Tom Stevens	197.00
Shannon Buttz	12.50	Rick Thompson	185.00
Greg Arganbright	10.50	Ted Lockwood	179.75
Jon Heim	9.00	Rollie Clarkson	168.75
Richard Parrino	9.00	Bill Kimberley	157.00
Eric Grubb	8.50	Ron Grubb	135.00
John Sample	8.00	Steve Archer	128.25
Scott Cierzan	8.00	Polly Marean	124.25
Eric Munn	7.50	Rick Bach	97.00
Brian Meyer	7.50	Leslie Mayo	88.25
Jeffrey Grubb	7.00	Brad Gannon	86.50
Curtis Busch	7.00	Gary Scrutchfield	81.00
Carrie Norris	6.50	Ben Harrington	71.50
Craig Van Langen	6.50	Tom Sheehy	67.50
David Cosgriff	6.00	Devan Kaufman	62.25
Dick Larimer	6.00	Ron Wyckoff	60.50
Ralph DiCesare	6.00	Scott Brower	60.50
		Kim Beisser	57.50
		Creighton Cox	51.50
		Matt Connolly	50.00
		Greg Marean	43.00
		Steve Schrodt	39.00
		Jack Bohlander	37.50
		Dan Collins	36.50
		Brian Donaghy	35.00
		Ralph Haskins	33.50
		Matt Thompson	33.50
		Jim Best	32.00
		Eric Heikes	28.00
		Justin Washburn	27.50



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2015 - SEPTEMBER PERMIT TOTALS

City	SF	TH	MF
Adel	7	0	0
Altoona	5	0	78
Ames	3	0	3
Ankeny	47	16	0
Bondurant	16	0	0
Clive	4	0	0
Des Moines	10	4	0
Grimes	15	6	0
Indianola	5	0	0
Johnston	18	0	0
Newton	0	0	0
Norwalk	10	2	0
Pella	2	0	0
Pleasant Hill	2	0	72
Polk City	0	0	0
Polk County	9	0	0
Urbandale	21	0	0
Waukee	35	0	72
WDM	15	92	55
TOTAL	224	120	280

2016 - SEPTEMBER PERMIT TOTALS

City	SF	TH	MF
Adel	16	0	0
Altoona	20	0	12
Ames	13	0	0
Ankeny	54	14	92
Bondurant	14	0	0
Clive	2	0	0
Des Moines	41	0	0
Grimes	20	5	54
Indianola	3	0	0
Johnston	6	2	0
Newton	1	0	0
Norwalk	24	4	0
Pella	0	0	0
Pleasant Hill	1	0	0
Polk City	7	0	0
Polk County	9	2	0
Urbandale	12	0	0
Waukee	25	20	72
WDM	13	35	0
TOTAL	281	82	230

2015 - TO DATE BUILDING PERMIT TOTALS

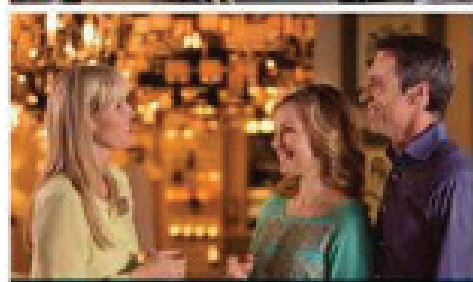
City	SF	TH	MF
Adel	84	0	0
Altoona	64	26	78
Ames	51	14	113
Ankeny	378	118	289
Bondurant	97	0	0
Clive	37	4	0
Des Moines	105	99	150
Grimes	157	42	0
Indianola	28	8	0
Johnston	106	38	347
Newton	9	0	0
Norwalk	76	36	0
Pella	11	6	0
Pleasant Hill	29	10	72
Polk City	39	0	0
Polk County	80	0	0
Urbandale	129	26	60
Waukee	261	55	184
WDM	130	180	127
TOTAL	1871	662	1420

2016 - TO DATE BUILDING PERMIT TOTALS

City	SF	TH	MF
Adel	108	4	0
Altoona	80	8	99
Ames	55	15	256
Ankeny	440	195	470
Bondurant	106	11	0
Clive	19	7	0
Des Moines	117	44	1072
Grimes	154	51	84
Indianola	33	14	116
Johnston	80	18	35
Newton	5	0	0
Norwalk	116	11	0
Pella	17	0	0
Pleasant Hill	26	7	0
Polk City	67	3	0
Polk County	55	2	0
Urbandale	122	0	0
Waukee	195	196	288
WDM	149	54	296
TOTAL	1944	640	2716

Revised & Updated

*Permits as up-to-date as possible



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WEEKDAYS 5, 6 & 10

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 Melisa Cox- Marketing/Event Coordinator
 Jessica Verwers- Membership & Association Services Coordinator

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 2nd Vice President- Brian Hoodjer, Brighton Homes
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 Steve Archer, Factory Direct Appliance/Ferguson Enterprises
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 Justin Bauer, Clarity Construction
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 Keith Butz, K-B Builders
 Rollie Clarkson, Remodeling Contractors
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 Eric Grubb, Newblood Development
 Brian Hoodjer, Brighton Homes
 Amy Kimberley, Ferguson Bath Kitchen & Lighting Gallery
 Colin King, K&V Homes
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 Luke Mohlenhoff, West Bank
 Carrie Norris, Grand Homes and Renovations
 Brandon Patterson, Re/Max Real Estate Concepts
 Randy Snider, Hubbell Homes
 Tom Stevens, TS Construction
 Matt Thompson, Gilcrest/ Jewett Lumber
 Joe Tollari, Metro Heating & Cooling
 Charles Becker, Belin/McCormick Law
 Eric Heikes, Mid American Energy
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 Tom Gratias, Gratias Construction

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Dave Adickes
President



Tom Stevens
1st V.P.



Brian Hoodjer
2nd V.P.



Amy Kimberley
Secretary



Jordan Kramer
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Marie Procyk
Remodelers Council Chair



Zak Fleming
Board Liason



Justin Bauer
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Dan Knoup
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