

# blueprint

A publication of the HBA of Greater Des Moines

February 2017 | Volume 49 | Issue 2



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12 KEY INTERIOR DESIGN TIPS

HOME & REMODELING MEMBER NIGHT

HBA CHRISTMAS PARTY

SAVE THE DATE-HOMESHOWEXPO 2017

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# WHEN THE HOMEOWNER CALLS IT'S DEFINITELY NOT ABOUT THE WINDOWS OR DOORS

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# blueprint

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## Thank you to our 2017 Platinum Partners!



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# WOW! WHAT A START TO 2017

*“I was also struck by the fact that over 1/2 of our awards were presented to women in our industry which really shows how amazing of an organization we’ve got.”*

I’m going to start this letter off with something that should have happened a couple of weeks ago at the Holiday Party. I typically like to finish off the nite by publicly thanking the team members of the HBA and that didn’t happen on the 20<sup>th</sup>. To Melisa, Jessica and Laura thank you for an amazing event and for all that you did for our Association over the past year. It’s far too easy to take for granted the seamless events that are held during the course of the year. The hours of tireless work behind the scenes done by the 3 of you truly make our events what they are and I cannot thank you enough. When you see them next, tell them thank you as well.

While on the topic of the Holiday party, What a Night! We raised enough money for 4 full \$1000 scholarships that will be awarded this summer by the HBAI. We had over 250 guests in attendance and auctioned off 29 gift baskets. Thank you to those who made donations, we cannot do what we do without your generosity. As is tradition at our party we gave away our year end awards and 2 things really struck me as the ceremony took place. First, I’d like to suggest another standing ovation for Rachel Flint &



Gary Scrutchfield for their dedication to the Skilled Trades Alliance. I was proud to be in attendance on January 24<sup>th</sup> when they made a formal donation presentation for over **\$1.4Million in pledged donations** to the Des Public School Board. WOW! I was also struck by the fact that over 1/2 of our awards were presented to women in our industry which really shows how amazing of an organization we’ve got.

Early January brought our annual pilgrimage to the International Builders Show which this year was in Orlando. This was the first time I attended the show when it wasn’t in Las Vegas and I have to say the trip was a huge success. Our members showed up in strong numbers and as I stated last year, our local members made their presence known. We were extremely well represented on the show floor, in committees, on expert panels and in the Board Room. Our newly elected 3<sup>rd</sup> Vice Chair of NAHB attended our annual party which was expanded to include our entire National Area. Again in 2017, Area 10 is represented at the National Level by our very own Keith Butz who’s definitely connected in the National circles.



*\$1.4Million in pledged donations to the Des Public School Board.*

## IBS Wrap Video

Rachel Flint spoke on 2 separate panels and our very own Jessica Verwers spoke on a panel about membership retention. As a team, we attended breakout sessions on a wide variety of topics that have already started implementing here at the office. The show itself was very impressive and with the orientation of the Orlando venue, smoke was rolling off of the fit bits in the group.

Since our return from IBS the office has been a flurry of activity. As many of you know, this is the first year of us publishing our show guides in house and it's been exciting around here. The Home & Remodeling Show is really picking up steam and we are extremely excited about the promise that the 2017 show brings. We've moved off of Spring Break weekend, we've changed our show venue, the seminar schedule is packed with great discussions and we're introducing a completely interactive online directory for those in the show. The consumers will be able to navigate the show, look up members and even set appointments on their smart devices. The guide is already being printed and the booth spaces are at capacity. Member night is on the 23<sup>rd</sup> and as usual, it will be a can't miss event.

With all of this going on, I've not even touched on our Lobbying efforts, the Skilled Trades Alliance which is rolling out it's PR campaign soon to increase visibility to students and parents and I've also not talked about the Walnut Creek Watershed group. Too much to report on and too little time to report it all. Stay tuned. See you all on the 23<sup>rd</sup>.

Dan Knoup  
Executive Officer, HBA

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Tom's Video here  
as large as possible

*“Don't forget  
to sign up for  
Member Night  
on Thursday,  
February 23,  
at 5:30p.m.!  
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# “12 Key Interior Design Tips to Make Any Room Better”

Julie Youngblade, JY Design

When it comes to design style, every individual person has their own preferences, likes and dislikes. As an interior designer, it is my job to recognize my client’s true design style and compose their space in a way that creates a room that they will love. No matter the room, there are some basic principles that can help any space become more appealing with your preferred style. What you will find is that these principles are simple enough for anyone to try.

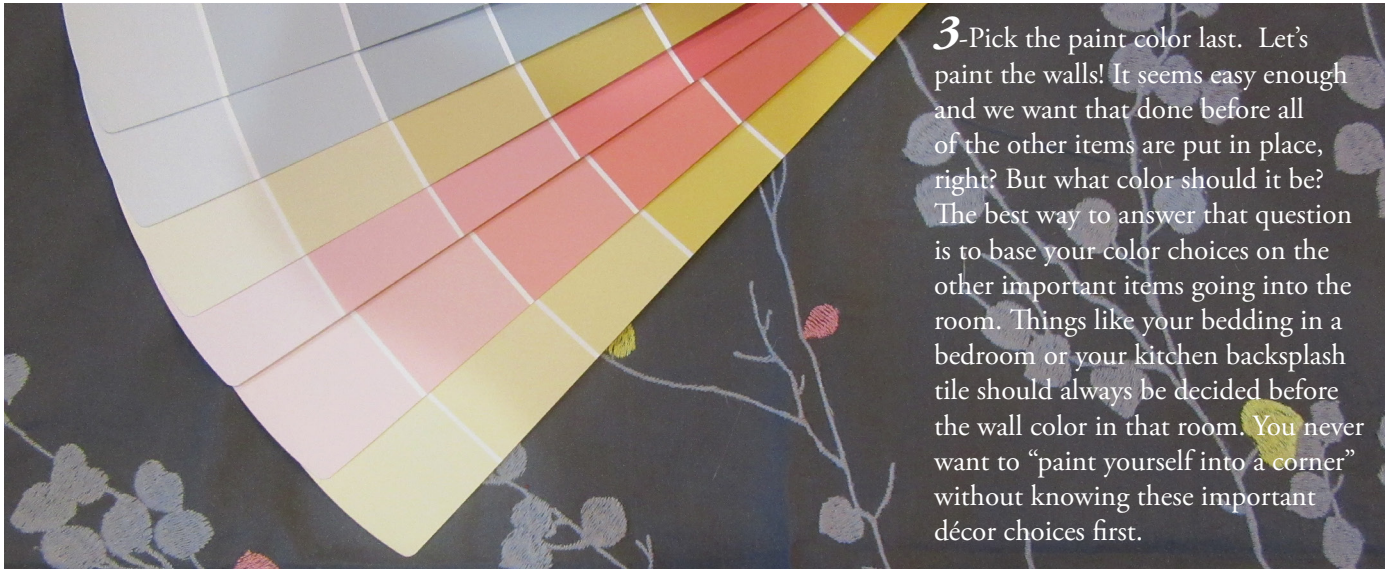
**1**-Resist the urge to be too theme-y. Whether you love the look of a cabin in the mountains or a vacation home on the beach, you can bring aspects of this look into your home to be effective without being too cliché. Your interior will be calmer and more “in place” if you do not stray too far from the architecture of the home itself. Hints of a theme might be incorporated with artwork and pillows or furniture and interesting mementos from your travels.



**2**-Create a focal point. I often run into situations where my client wants everything to be fabulous and unique. However, a better approach is to have one piece be the star of the show. A large picture window in a great room, a beautiful chandelier in a dining room, or an upholstered headboard in your master bedroom could all be the focus of attention with surrounding items supporting that focal point.







**3**-Pick the paint color last. Let's paint the walls! It seems easy enough and we want that done before all of the other items are put in place, right? But what color should it be? The best way to answer that question is to base your color choices on the other important items going into the room. Things like your bedding in a bedroom or your kitchen backsplash tile should always be decided before the wall color in that room. You never want to "paint yourself into a corner" without knowing these important décor choices first.

**4**-Be **BOLD**. Even with a subtle theme, color composition, and purpose, it is still acceptable to add in an unexpected item or color. You can easily work a family heirloom or collectible into your design. Rules are made to be broken. Your room will be even more interesting if you let your life stories show through.



"This bench upholstered with a dog them fabric gives this room extra personality."



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There are more to come! This article is a preview of the "12 Tips". Come to my seminar on **Saturday, February 25th at 2 pm** and you can hear the rest of these easy ways to make your home great! There are many other informative and inspiring seminars to get you excited about doing your next home project.

***Join us February 24-26th for the Home and Remodeling Show at the Jacobson Building Iowa State Fairgrounds. We look forward to seeing you there!***

# HOME & REMODELING *show*

Members Night \$25  
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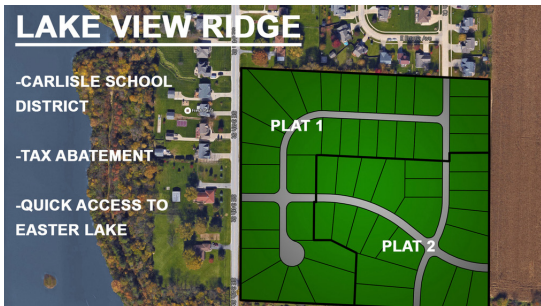
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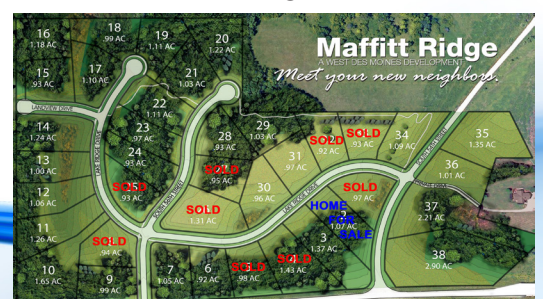
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## *Mitch, Dan & Jordan Johnson*

**Q: Where is your Hometown?**

**All: St. Charles, IA**

**Q: Family?**

**Mitch: Wife Anna & 9 month old son Ari Andrew**

**Jordan: Yes, in the St. Charles Area**

**Dan: Yes, in the St. Charles Area**

**Q: First Job?**

**Mitch: Trim Carpenter w. Johnson Construction**

**Jordan: Plumber w/ Cook Plumbing**

**Dan: Rothchild & McCarville Construction**

**Q: As a kid, I wanted to be?**

**Mitch: Agent for Professional Athletes**

**Jordan: Police Officer/Firefighter**

**Dan: Farmer**

**Q: Words I live by or Favorite Quote?**

**Mitch: Be humble enough to be coachable, but be confident enough to dominate!**

**Jordan: Do something today that your future self will thank you for.**

**Dan: Anything worth doing, should be done right or if you can't do it right don't do it.**

**Q: What would you do if you were not in the remodeling industry?**

**Mitch: Farming**

**Jordan: Full time Realtor & continue to learn about new construction**

**Dan: New Construction & Woodworking**

**Q: Mentors and/or heroes?**

**Mitch & Jordan: Our father is our mentor as he has always been there to push us to be the best we can be.**

**Dan: People who work hard & do the right thing.**

**Q: What would people be surprised to know about you?**

**Mitch: I wrestled for UNI & Grand View**

**Jordan: Wrestled for 18 years of my life**

**Dan: BIG wrestling fan.**

**Q: What is your most useful business "tool"?**

**Mitch: My mind & mouth. Both allow me to develop strong and meaningful relationships.**

**Jordan: Referrals & my computer**

**Dan: Referrals & Website**

**Q: Favorite creative outlet or hobby?**

**All: Hunting, fishing, golfing and spending time with Family**

**Q: Why is membership in the Remodelers Council important to you?**

**All: Exposure, we want to grow our company. We want the Des Moines metro to see the high quality work we are doing for our clients.**

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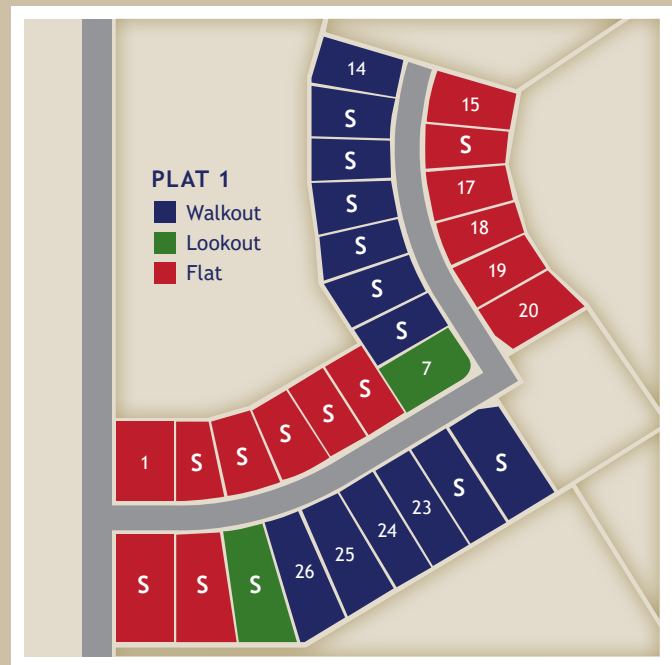


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# Q4: DES MOINES METRO HOUSING SNAPSHOT

*“We are seeing active inventory of new construction homes on the rise over the past several years.”*

*-Kalen Ludwig  
Peoples Company*

A historic number of 9,277 single-family homes sold last year in the 18 communities. I track with new construction comprising 16.3 percent of the total sold for 2016. For comparison, in both 2007 and 2010, 19 percent of total sales in the Des Moines market were tied to the development of new construction homes.

The resale market over the past year has been very hot due to a lack of new construction homes being built under a \$250,000 price point. This trend in part can be attributed to the rising costs of land and building materials. There is a limited 2.5-months supply of single-family homes—1,910 active listings today compared with 2,546 at the end of 2013.

At the same time we are seeing active inventory of new construction homes on the rise over the past several years—to 775 listings today, compared with 606 at the end of 2013. New construction has a healthy six months supply, which is what is considered to be about perfect between a seller’s and buyer’s market.

My [Single Family Housing Statistics for Q4 2016](#) provide a breakdown that allows for an assessment of different cities and price points across the Des Moines Metro. It may be smart for builders to consider that the lowest months worth of new construction supply currently sits in the \$300,000-\$349,000 price point range. With fewer single-family homes on the market, there are greater numbers of buyers of residential real estate in search of the ideal lot and builder to meet their family’s specific needs.

More information in regard to the availability of lots and new developments can be found on my new-and-improved website at [www.NewConstructionSpecialistDSM.com](http://www.NewConstructionSpecialistDSM.com). Builders looking for lots should take a peek at the [Development & Lots page](#). If you are an end-user on the hunt for a home, please [contact me](#) directly as my door is always open to discussing the process of buying or building in Central Iowa communities!

## As of January 16, 2017

Total ACTIVE NC ACTIVE	1,910 775
Total PENDING NC PENDING	1,090 278
Total SOLD (2016) NC SOLD (2016)	9,277 1,516
Total Months Supply NC Months Supply	2.5 6.1

*I am a Residential REALTOR® and Certified New Construction Sales Professional who specializes in helping homebuyers locate a suitable lot, secure a qualified builder, and pick a perfect floor plan to match their unique tastes or personal style. After listening and understanding the needs of my clients, I offer appropriate feedback and credible data that help buyers and seller make informed decisions in regards to real estate transactions. Follow me on Facebook, Twitter and LinkedIn.*

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### AFFILIATE

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Des Moines, IA  
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bern403@gmail.com

## UPCOMING EVENTS

Unless noted all meetings will be held at the HBA office.

### February 8, 2017

Remodelers Exec  
11:30 a.m. to 1:00 p.m.

### February 9, 2017

Home & Remodeling Show Committee  
11:30 a.m. to 1:00 p.m.

### Developers Council

4:00 p.m. to 5:00 p.m.

### February 10, 2017

Exec Committee  
11:30 a.m. to 1:00 p.m.

### February 14, 2017

Board of Directors  
11:00 a.m. to 1:00 p.m.

### February 15, 2017

Remodelers Council  
8:00 AM to 9:00 AM

### February 15, 2017

Game Watch  
Twisted Vine Brewery  
5:30 p.m.

### February 20, 2017

HomeShowExpo Committee  
11:30 a.m. to 1:00 p.m.

### February 22, 2017

Membership Committee  
10:30 a.m. to 11:30 a.m.

### February 23, 2017

Home & Remodeling Show  
Member Night  
Jacobson Building  
Iowa State Fairgrounds  
5:00 p.m. to 9:00 p.m.

### February 24, 2017

Home & Remodeling Show  
Jacobson Building, Iowa State Fairgrounds  
12:00 p.m. to 7:00 p.m.

### February 25, 2017

Home & Remodeling Show  
Jacobson Building, Iowa State Fairgrounds  
10:00 p.m. to 7:00 p.m.

### February 26, 2017

Home & Remodeling Show  
Jacobson Building, Iowa State Fairgrounds  
11:00 p.m. to 5:00 p.m.

## JOIN US!

# BANGERT COMPUTER SYSTEMS



Welcome our new HBA member, Bangert Computer Systems! Misty Palek is the primary member for this company and we are excited to welcome her to the Associates and Engagement committees! Besides being a member in the HBA, Bangert Computer Systems is also a member in ABC, PHCC, MBI, AGC, NARI, ASA, TUG, BA, Rotary Club, Chamber of Commerce, and BNI. Bangert Computer Systems was founded by Richard and Kurt Bangert, father & son, in 1983. The company focus was developing and implementing software solutions specifically for the oil and gasoline distribution industry. As the business grew, Kurt realized that many of Bangert Computer Systems' customers also owned construction companies and were in need of a software solution to improve the efficiency and success of their construction projects. This realization fostered the start of the relationship with Timberline Software, known today as Sage 300 CRE Software. Bangert Computer Systems became a Timberline Software business partner in July of 1988, and by 1991 was the number one Timberline Software supplier in the country. They've continued since then, by expanding their software product offerings and consulting expertise. Kurt Bangert is the current owner of Bangert Computer Systems and they have 15 employees. They sell Accounting, Project Management, Estimating and related software to the construction industry. They also supply consulting services, including implementation, training and bookkeeping. In addition, they offer online and onsite software consulting, software installation, upgrades and integration, software implementation, software and system review, report design and modifications, software and hardware training, on-demand support and other work. Brands that they sell are Sage Construction, Real Estate software products and BlueBeam. When selling products, Bangert Computer System's main selling point is that they can work with a company to find the right mix of software and services to help them make their accounting and management processes work more efficiently – no matter

how big or small the company – they can help! Their niche is construction related software and consulting. Main customers include all kinds of construction related companies: builders, remodelers, specialty contractors, electrical, mechanical, HBAC, paving, landscapers. One thing that Bangert Computer Systems is known for over their competitors is their well-rounded consultants with real world experience and top notch support. While Bangert Computer Systems doesn't have an official mission statement, their mission is pretty simple – provide their customers with the product and support that best fits their business. Their biggest win in the company's history is every time they partner with a company and find them a software and support solution – it's a win! Advice that Misty would give the "next generation" would be to watch, listen and learn! The construction industry is made up of a huge amount of experience and knowledge... pay attention and you'll learn a lot! Bangert Computer Systems is a technology related company so they are embracing new technology all the time. They believe they are on the front line when it comes to learning about new technology and testing it out for their customers. They make an effort to learn about new products – integrating and competing so that they can provide real information to their customers. Bangert Computer Systems' next big challenge is getting referrals! Their biggest challenge remains being on the forefront of the construction technology market. As technology grows and needs shift – they need to be knowledgeable and ready to shift with it! If they had an extra \$100,000 in their business, they would use it to sponsor a conference for their customers and staff to spend time working together on new ways to use the software, training and other areas where they believe their customers could benefit from learning from their staff and each other. Bangert Computer Systems work to provide charitable support in many of the areas they do business. Make sure you stop and say "Hi" to Misty or any Bangert Computer Systems employee at the next event!

***Make  
sure you  
stop and  
say "Hi"  
to Misty  
or any  
Bangert  
Computer  
Systems  
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at the next  
event!***



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# SPIKE CORNER

## SPIKE CANDIDATES

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

## MEMBERS

Spike Name	Spike Points
Russell Baugh	25.00
Robert Boesen	20.50
Zachary Fleming	19.50
Frank Lindsey	19.25
Christopher Boley	16.00
Rick Laffoon	15.50
Amy Kimberley	14.50
Brad Schulte	14.00
Eric Grubb	14.00
Greg Arganbright	13.00
Shannon Buttz	12.50
Jon Heim	12.00
Richard Parrino	11.00
John Sample	9.50
Brian Meyer	8.50
Scott Cierzan	8.00
Eric Munn	8.00
Craig Van Langen	8.00
Carrie Norris	8.00
Jeffrey Grubb	7.50
Kalen Ludwig	7.00
Curtis Busch	7.00
Mark Reetz	7.00
Ralph DiCesare	7.00
Dick Larimer	6.50
David Cosgriff	6.00
Kirk Mickelsen	6.00
Dave Adickes	6.00
James Von Gillern	6.00

## LIFE MEMBERS

Spike Name	Spike Points
George Mirras	651.75
Tom Gratias	449.50
Don Marean	321.00
Don Beal	250.00
Keith Butz	244.50
Colin King	220.00
Lloyd Clarke	211.00
LaDonna Graitas	211.25
Tom Stevens	200.00
Rick Thompson	187.50
Ted Lockwood	181.25
Rollie Clarkson	173.75
Bill Kimberley	158.50
Ron Grubb	138.00
Steve Archer	134.25
Polly Marean	127.25
Leslie Mayo	104.25
Rick Bach	98.00
Brad Gannon	93.50
Gary Scrutchfield	83.50
Ben Harrington	72.00
Tom Sheehy	67.50
Devan Kaufman	63.75
Ron Wyckoff	61.50
Scott Brower	60.50
Kim Beisser	59.00
Creighton Cox	55.50
Matt Connolly	53.00
Steve Schrodt	45.50
Greg Marean	43.50
Matt Thompson	43.50
Dan Knoup	40.00
Jack Bohlender	39.50
Dan Collins	36.50
Brian Donaghy	35.00
Ralph Haskins	33.50
Jim Best	33.00
Justin Washburn	30.50
Eric Heikes	28.00

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**2015 - DECEMBER**  
PERMIT TOTALS

City	SF	TH	MF
Adel	4	0	0
Altoona	4	24	0
Ames	6	0	46
Ankeny	25	16	36
Bondurant	2	0	0
Clive	4	0	0
Des Moines	15	0	111
Grimes	9	2	0
Indianola	2	0	0
Johnston	1	0	24
Newton	0	0	0
Norwalk	7	0	0
Pella	0	0	0
Pleasant Hill	1	0	0
Polk City	0	0	0
Polk County	5	0	0
Urbandale	11	14	0
Waukee	31	18	0
WDM	9	0	0
<b>TOTAL</b>	<b>136</b>	<b>74</b>	<b>217</b>

**427**

**2016 - DECEMBER**  
PERMIT TOTALS

City	SF	TH	MF
Adel	5	0	0
Altoona	9	0	24
Ames	17	0	60
Ankeny	21	57	80
Bondurant	8	0	0
Clive	9	0	0
Des Moines	3	23	0
Grimes	16	0	0
Indianola	2	0	0
Johnston	3	0	40
Newton	0	0	0
Norwalk	14	0	0
Pella	1	0	0
Pleasant Hill	6	0	0
Polk City	6	0	0
Polk County	3	0	0
Urbandale	11	0	0
Waukee	15	4	72
WDM	3	21	0
<b>TOTAL</b>	<b>152</b>	<b>105</b>	<b>204</b>

**461**



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**2015 - TO DATE BUILDING PERMIT TOTALS**

City	SF	TH	MF
Adel	116	0	0
Altoona	91	58	78
Ames	73	19	272
Ankeny	497	134	357
Bondurant	116	0	0
Clive	56	9	0
Des Moines	149	103	594
Grimes	196	55	0
Indianola	39	16	0
Johnston	117	49	395
Newton	0	0	0
Norwalk	105	0	0
Pella	18	38	0
Pleasant Hill	32	6	72
Polk City	45	13	0
Polk County	105	6	0
Urbandale	178	40	60
Waukee	372	89	184
WDM	154	212	212
<b>TOTAL</b>	<b>2459</b>	<b>847</b>	<b>2224</b>

**5530**

**2016 - TO DATE BUILDING PERMIT TOTALS**

City	SF	TH	MF
Adel	134	4	0
Altoona	116	52	159
Ames	93	15	454
Ankeny	573	323	628
Bondurant	123	11	0
Clive	38	11	0
Des Moines	145	92	1072
Grimes	207	70	84
Indianola	40	16	116
Johnston	105	18	75
Newton	7	0	0
Norwalk	161	13	0
Pella	23	2	0
Pleasant Hill	39	7	0
Polk City	80	6	0
Polk County	89	2	0
Urbandale	158	0	0
Waukee	278	275	360
WDM	182	96	296
<b>TOTAL</b>	<b>2591</b>	<b>1013</b>	<b>3244</b>

**6848**

*\*Permits as up-to-date as possible*

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**\*SITE ADDRESSES**

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**JULY**  
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 20TH - 23RD  
 27TH - 30TH

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 Jessica Verwers- Membership Services Coordinator

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 Zak Fleming, Fleming Construction LLC  
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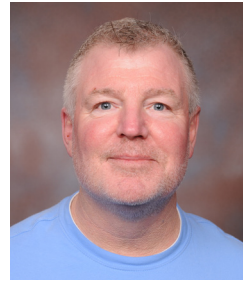
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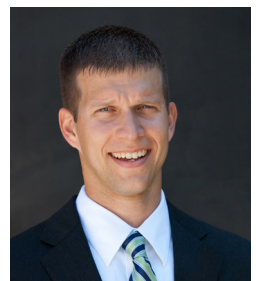
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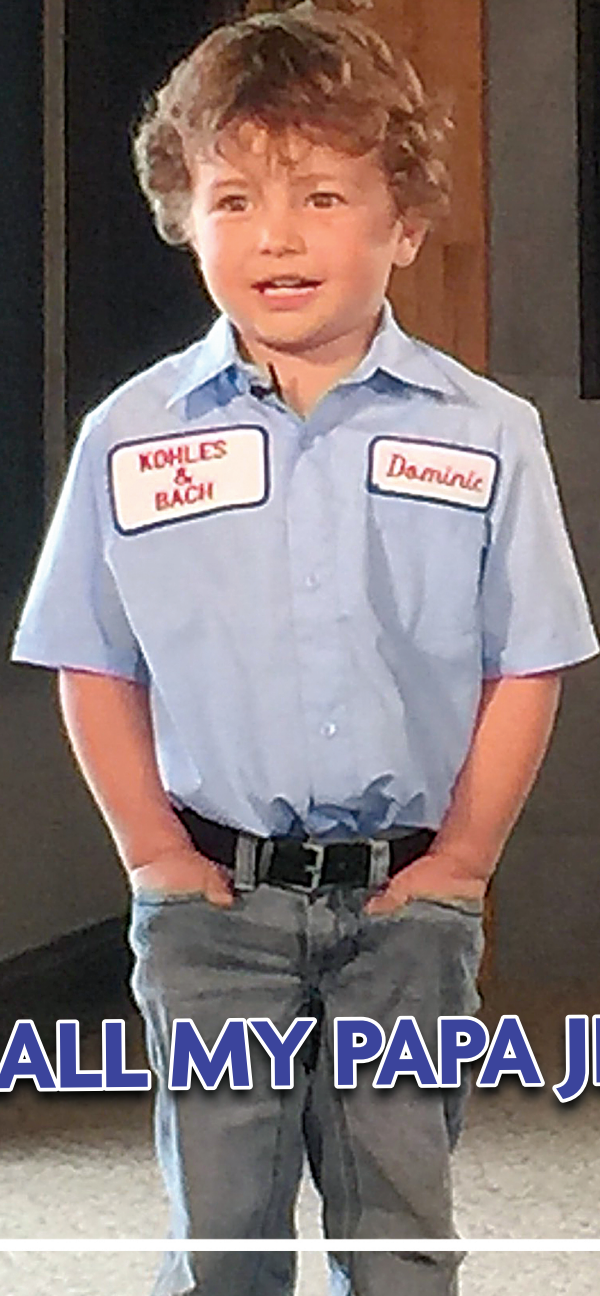
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