

THE HOME BUILDERS blueprint

The Voice of the Greater Des Moines HBA

November 2012 • Volume 45 • Issue 11

Your ONE VOTE Matters!

**Board Elections:
November 8th
Christmas Party:
November 30th**

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***Election time is upon us,
make sure you VOTE!***

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Jim Miller - President



While driving the cities checking on the field operations of our company, I see residential construction at every development that has lots available to build in. You heard statistics thrown around of September national housing starts being up 15% over last year. Well if that is the case on a National level, and we are feeling it here, what are our true numbers where we all build? For this data I turn to the local building permits reports and just pulled a couple of numbers out of this information to make it clearer, a member benefit for belonging to this Association of Trade Professionals.

In September 2012 as compared to the same month a year ago, Single-family permits increased 77%, Multi-family 588%, overall showing a 201% increase. Year to date information through September 2012 compared to last year, shows Single-family up 21%, Multi-family up 118%, with overall starts being up 52% over last year. Guys and gals, folks in our business are going back to work. We will have many challenges ahead if these numbers continue at this pace. Can we get the lots quick enough? Can the trades find quality employees? I have heard a couple of businesses say they can't hire anyone. This may pose a real problem.

If you listen to all the campaign commercials (and how can you not) unemployment is over 8% and a problem in this country. I took a look at our local unemployment rate and through August it was up a tick to 5.5%. Well below the National average. If you don't think we don't have some things to get excited about in our part of the country, then go to the local bar, pull up a chair, and drink until you need a driver. Then wake up and take a few aspirin, because the day will be looking even brighter tomorrow. I am so excited about the industry we all work in and hope you are all ready for the challenges ahead.

Okay, so now after a summer of almost zero rain, is it going to play catch up all before the snow begins to fly? We needed this desperately, but after not being able to pour any concrete a couple of days this month, and the framers having a couple of days off, can it just rain only on Sundays?

Last weekend was the dedication to the new owners of the Habitat for Humanity homes that were built by our Home Builders Association of Greater Des Moines. It was a gratifying experience for me personally, being able to turn the keys of a brand new, safe and secure home, built by Trade Professionals, with the most energy efficient features, over to a single mother of 4 beautiful girls. We not only changed a couple of families' lives, we also changed a neighborhood, by transforming a couple of empty lots into two historically accurate homes to enhance the street scape, right across the street from a city park.

The families of both homes had prepared food for all the folks who showed up to celebrate this event. I am not real sure what I ate, it being customary food from Libya, but how tasty it was!

Thanks so much to all the folks who took part in this Blitz Build to support such a worthy cause. Home Builders, helping Home Builders, and our chance as an Association to give back to the community and families that need help getting on their feet. We do make a difference. •

Sincerely,
Jim Miller
President of Home Builders Association
of Greater Des Moines

***Celebrate the Season at
the 2012 HBA Christmas Party!***



Sponsorship Opportunities Available!

Creighton Cox, Executive Officer



One Vote Matters

Actually, in my personal experience, three votes mattered.

Last November, I entered into the political arena known as “Elected Politics” and won my first race for public office by three votes. I’ve always known that “every vote counts”, but I always thought “every vote” was in reference to hundreds, or even thousands of votes in state and national elections. Had one of those three voters decided not to vote that evening, and another chosen to not vote for me, a tie would have occurred and the winner would have been decided by drawing a name from a hat! My campaign was proof that a single vote (or three) can change the direction of a city, state, or national government.

Now let’s bring it down to an even smaller scale where one vote has an even greater impact on the election. Let’s look at what one vote can do in a race for Board of Directors in the Home Builders Association of Greater Des Moines.

First, I would like to congratulate every individual, and the businesses supporting those individuals, for volunteering to become candidates for the 2013-2014 Board of Directors. The Volunteers will put in countless hours, debate ideas and vote on decisions that will guide the HBA for the next one, three, and five years. These candidates were nominated by their peers as future leaders of the Association. Now all they need is your support, and all you need to do is find out which candidates you believe will be best for the future of the HBA of Greater Des Moines.

We have invited each candidate to submit a photo and profile to introduce themselves and their business to the membership. In this issue, nearly all of the candidates are profiled to help you learn more about each one as you make your decision. Currently, each of the “ladder” positions of President, 1st VP & 2nd VP are running unopposed. There are nine Builder candidates for four positions, and nine Associate candidates for three positions.

I use the word “currently” due to our By-Laws which allow additional nominations from the floor. If you are interested in being nominated, or would like to nominate an individual, you must follow these rules:

Section 2. NOMINATIONS

B. Additional nominations may be made from the floor with the following provisions:

1. Each nomination must be accompanied with the supporting petition to include ten signatures of members in good standing with the Association.
2. Nominations for President are invalid unless the Builder candidate so nominated has served as an officer for at least one (1) year at some time in the past. Nominations of another office are invalid unless the candidate nominated has served on the Board of Directors at some time in the past, or has served as a Committee Chairperson and in this capacity has attended at least three (3) Board meetings during the calendar period.

C. There shall be no restrictions for the nominations for the position of Director except as may otherwise be specifically provided for in these bylaws.

This Association is blessed to have so many great candidates, but that also increases our members’ responsibility to find the right ones to support. I encourage you to reach out to each candidate, ask them more questions about why they are running and the vision they have for the HBA. The last several elections have included races that were decided by one, two and three votes. The elections will be very close on November 8th at Stoney Creek Inn, and your ONE vote will matter!

ELECTIONS HAVE CONSEQUENCES

As you may have seen on TV recently, the HBA Board of Directors Election is not the only election in early November (Tuesday, November 6th to be exact). The Federal elections for Congress and the President, as well as the State legislative races all can have positive or negative consequences to you as individuals, as business owners, and as employees.

As an IRS listed Non-Profit 501c6, it is not my place to instruct our members how to vote. As Owners, I encourage you to speak with your employees about consequences of candidates or political party agendas and how they may impact your business and your employees. As employees, I encourage you to ask your employer what they feel will happen if one candidate wins or one party takes control of the US Senate, House, or Iowa House or Senate. As individuals, what impact will the election have on you? Higher or lower taxes, both individual and property; health care costs and availability; size and scope of public services; education, EPA & DNR requirements, and many more.

For the 2012 Iowa Legislative Elections, the Home Builders Association of Greater Des Moines PAC has donated to the following candidates:

House Candidate John Landon: District 37 in Ankeny

House Candidate Mike Brown: District 40 in Urbandale

House Candidate Ralph Watts: District 19 Urbandale, Grimes, Dallas Center

House Candidate Rob Taylor: District 44 in Waukee

Senate Candidate Dave Edwards: District 16 – East Des Moines & Pleasant Hill

Senate Candidate Vicki Stogdill: District 18 – Des Moines Northwest, Beaverville

Senate Candidate Pat Ward: District 22 – Clive, West Des Moines (Senator Ward passed away recently after a long fight with breast cancer that many of us thought she had won. Her passing was surprising. Iowa Election rules provide that a special election will be held on December 11th and a new candidate chosen at a special nominating convention.)

Each of these candidates is supportive of the housing industry and small business. They are in tough races and the HBA Government Affairs Committee chose to support these candidates with our limited PAC funds.

NAHB PAC is a federal PAC and has supported Congressman Tom Latham.

NAHB does not get involved in Presidential Elections.

When members ask me who I am voting for, as an individual and not in an official capacity of the Executive Officer of the Association, I tell them I am voting for Governor Mitt Romney, Congressman Tom Latham, House Candidate Mike Brown (Urbandale) and State Senator Brad Zaun (Urbandale).

If you have questions about candidates in your District, please feel free to contact me and I will provide as much information as I can to help you make an informed decision.

See you on November 8th at Stoney Creek Inn. I'm excited about our HBA Candidates and I'm sure we'll have plenty to say about the November 6th election and the impact and consequences.

Whatever you do on November 6th and November 8th – MAKE SURE YOU VOTE!

Please feel free to email me at anytime at ccox@desmoineshomebuilders.com, call me at the office: 515-270-8500, or on my cell phone: 515-778-5516. I look forward to hearing from you.

Creighton Cox, Executive Officer/Director of Government Affairs! •



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Rollie Clarkson



It happens every year. We know it's coming, we're just not sure when – the cold dark days of winter! I don't like it, certainly don't look forward to it, but there's not much we can do about it. Fortunately, God, in His infinite wisdom, gave us fall to enjoy. The leaves changing colors, the air cooling down, football, and the holiday season practically around the corner – a wonderful time of year!

As fall arrives with winter right on its tail, the conversations I have with potential customers seem to change. Often times they are more urgent dialogue, trying to get projects in they should have considered in May. Some are thinking about more interior projects such as kitchens and bathrooms. Others are inquiring about improvements that may help get through the winter such as better insulation, new windows and doors to make the home more energy efficient. Either way, it's a great time to be selling remodeling projects.

Change is certainly a good word to describe the fall season. Change is also a good word to describe our HBA and Remodeler's Council. About the time this article comes out we will have voted on new officers and board members. As I scan over the potential new candidates it makes me feel good as a member – for several reasons. I see some of our more seasoned members wanting to stay involved by seeking reelection. They obviously see a certain value to what they do enough to want to stay involved. These types of people help to set the firm foundation we experience in our association. I noticed a few names that have been involved in the past and are coming

back for another round. It is great that these people are willing bring their experience and insight back to our association to help in any way they can. Lastly I see many new people venturing out to some uncharted territory, desiring to volunteer their talents and time to make our association stronger and a better organization for all of us. Hats off to you all, good luck in the election and thanks for what you do. And a special shout out to all those “leaves” that are falling from the tree (to keep the fall theme going here). Those who have served in the past and are now having your futures freed up. Thank you.

The changes from fall into winter will certainly be noticed on the national stage far more than any local stage. It's hard to believe that when you read this article, we will have elected a different president and vice president than we had when this was written. I have no crystal ball – not really sure what is going to happen. Some will be happy with the outcome of the election and some will be disappointed. We all have our favorites. Some of the candidates are more favorable to our profession than others. Either way we will have to play the cards we are dealt. I'm confident – even with all the changes going on around us – that our association will thrive, not just survive. •

God Bless America
Rollie Clarkson
Chairman



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Builder Assessment Review

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Professional Remodeler Experience

Profile PREP EXAM

November 30, 2012

8 a.m. – 12 p.m.

BAR EXAM: The Certified Graduate Builder (CGB) designation is your sign to clients and colleagues that you are a member of this respected group of professionals. The Builder Assessment Review (BAR) is your first step towards obtaining this prestigious designation. This comprehensive course assessment will measure your expertise in five key areas of the building industry: Building Technology, Business and Finance, Project Management, Sales and Marketing and Safety.

PREP EXAM: The PREP is the required first step in the process of becoming a Certified Graduate Remodeler (CGR). Candidates do not pass or fail the PREP. Results determine the course of study for CGR candidates.

The 150 question assessment measures a candidate's knowledge in five core areas of remodeling business management:

- Marketing and Advertising
- Business Management
- Estimating
- Contracts, Liability and Risk Management
- Project Management

To register for both the BAR or PREP Exam please fill out the Registration Form or contact Nicole Wilson at nicolew@desmoineshomebuilders.com or 515-270-8500.

Registration Information

(one form per attendee)

Name

Company

Address

City State Zip

Phone Fax

E-Mail

Check which exam you will be taking

PREP BAR

Registration Fees

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BAR & PREP

Exams

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November 30, 2012

8:00 am—12:00 pm

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HBA of Greater Des Moines

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For more information contact:

Nicole Wilson at 515-270-8500 or

nicolew@desmoineshomebuilders.com

Cancellation Policy:

All cancellations must be made in writing by Monday Nov. 15th for a full refund. There is a \$50 non-refundable processing fee for cancellations made after the 15th. Because of high demand for class space any cancellation made after Nov. 23 will not be refunded.

Matt Connolly
CGP, CGB
office 515.453.6196



It's a fantastic fall here in central Iowa - not yet cold temperatures are making for a comfortable football season, and hopefully plenty of holes are being dug in the ground for a good spring new home sales market.

The rental market is still hot and for those of you in it or wanting to be in it, I wish you continued success. It seems that the rental market kept our construction industry afloat during the great recession and it is still probably leading our way out of it. All over the metro there are many apartment buildings going up, as all that are up seem to be full. If more units downtown are a sign of trends towards urban development, then that day is coming soon, because there are tons of units being added to the downtown market. The studies show there is plenty of room for all these units or the financing wouldn't be available.

Our downtown is so awesome who wouldn't want to live down there? It's a good place for all of us to invest our real estate dollars because our metro will never allow downtown be anything other than awesome. It's clean, it's pretty, it's fun, it's walk-able. There are some major players in town who see the bright future of downtown too, and who are doing what they can to secure land opportunities for future real estate developments.

To grow from our core is about as healthy for a metro as it gets. The DART plan, including new downtown hub and new rapid transit are there for us to utilize in major ways, to navigate around town cheaper and healthier. My friend rode his bike downtown with some friends of his this summer. They pulled over on the trail out in front of the World Food Prize building and had a little picnic with wine and cheese. If you haven't checked out the beauty of the downtown trails along the river yet, you have to put it on your

"must do" list, as it is absolutely gorgeous down there.

That friend of mine said that it just so happened that the World Food Prize architect was in town and caught onto what was going on with the wine and cheese stop. Keep in mind that this building is on the map around the world as one of the coolest remodels of all time (certified platinum green, of course), and the architect said to people leaning against their bikes this is "exactly what he had in mind" when designing the beautiful river frontage on that property. Downtown is attractive for all ages, especially Generation Y and Empty Nesters. Look for our downtown to continue to grow, with residential construction leading the way, then commercial development and businesses will continue to follow suit.

Have a great winter; our green council is having fun. Please join us the 4th Thursday of any month. We change it up some on locations, but always start at 11:30 and try to be done by 12:30. Give me a call and tell me what you think is hot, or going to be the next "must have" in residential construction, and we'll consider spending some time on it. Cheers to keeping things efficient and affordable. •

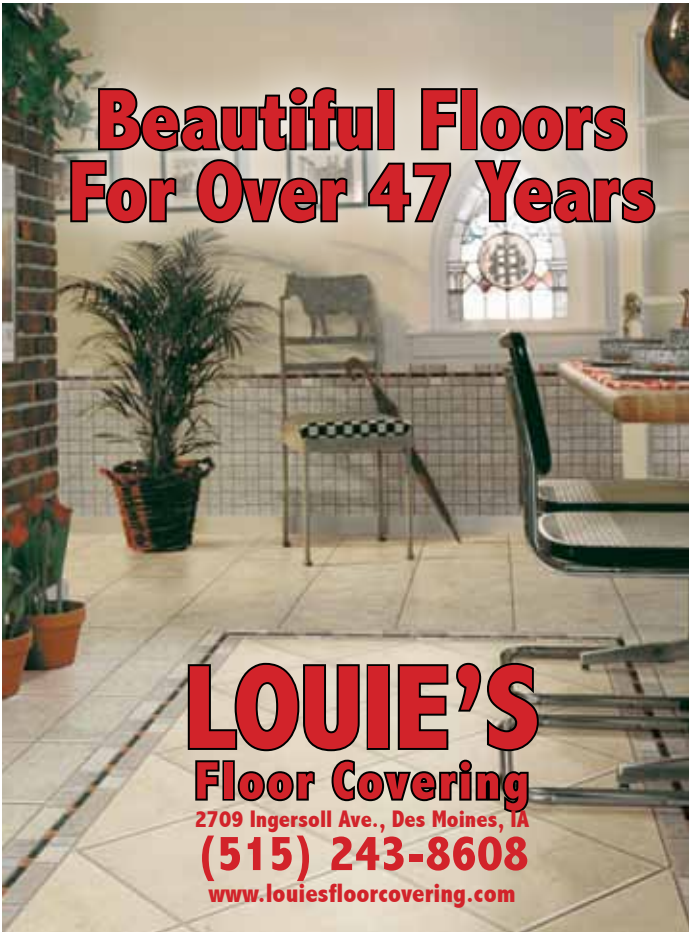
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Have a 'Green' Thanksgiving!

As you begin your Thanksgiving holiday preparations, consider incorporating these environmentally-friendly choices into your holiday routine.

Buy Local

Food transported by truck over hundreds or thousands of miles burns fuel and produces carbon emissions that are harmful to air quality. By buying locally when possible, you help cut down on the harmful effects on the environment.



As an added benefit, your produce will be much fresher and you will help support your local community's farms, businesses and economy.

Buy Organic

Organic farming processes do not use chemical pesticides and fertilizers on the produce or growth hormones in animal feed. These chemicals can seep into the soil and the runoff can contaminate the local water supply.

Use Cloth Napkins

Choose to use cloth napkins over paper napkins, thereby reducing the amount of waste going to landfills. Your pocketbook also benefits since cloth napkins are cheaper in the long run.



Light Candles

If you use candles at the dinner table, choose beeswax or soy candles. They burn cleaner and longer than traditional petroleum or paraffin wax candles – sometimes twice as long!

Recycle

Don't just pull out the cans for recycling, you may find that other articles can be recycled as well, including glass jars, plastic wrapping, boxes and cartons.

Don't Travel

Consider staying at home rather than traveling to a relative's house. Invite your neighbors over instead to help create a festive atmosphere and cut down on the fuel and pollution that result from long-distance driving or flying.

If you need or want to travel, check out more environmentally-friendly options. Choose to rent a hybrid car rather than taking the sport utility vehicle, or carpool with other family members.

Make It To-Go

Rather than putting pounds of leftovers in the refrigerator to be neglected and eventually thrown away, give your guests food to take home with them. Put the food in reusable containers that can be washed and used again.

Decorate Naturally



Instead of buying Thanksgiving decorations at the store, consider using items you find around your yard and neighborhood such as colorful fall leaves, pine cones and flowers from your garden.

These few quick and easy ways to be more environmentally friendly this holiday season are brought to you by the Green Building Council of the Home Builders Association of Greater Des Moines. To find ways to make longer-term, green changes in your home, check out the National Association of Home Builders' National Green Building Program at www.nahbgreen.org or find a Green Builder or Remodeler at www.desmoineshomebuilders.com.

Reduce Winter Fuel Costs

By Creighton Cox

Executive Officer, Home Builders Association of Greater Des Moines

As temperatures drop during the winter, home fueling costs often increase for home owners. Fuel options for home owners largely depend on the region — in the Northeast, fuel oil or electricity are most prominent while in rural areas, propane and wood are often the main choices. But whatever your heating fuel options are, you have options to reduce your costs.

Reducing fuel costs can involve both short-term and long-term solutions and range from simple, inexpensive changes to major home modifications. Here are some ways that you can keep the cold out and the costs down this winter:

Reduce Air Leaks

By caulking and sealing air leaks in a home, an average household can cut 10 percent of their monthly energy bill. Use caulk to seal any cracks or small openings on non-moving surfaces such as where window frames meet the house structure. Make sure your weather stripping in exterior door frames hasn't deteriorated and cracked, if it has, replace it.

Sealing windows and doors will help, but the worst culprits are usually utility cut-throughs for pipes (plumbing penetrations), gaps around chimneys and recessed lights in insulated ceilings, and unfinished spaces behind cupboards and closets. You can buy material that expands to fill the gaps and keep air from flowing through.

Use Energy Wisely

Set the temperature of your water heater to the warm setting (120 F). If your water heater is older, get an insulating blanket to wrap around it and reduce heat loss. Newer heaters are much more energy efficient and a blanket won't make a noticeable impact.

Lower the thermostat setting to 50 or 55 degrees when you are using your fireplace and the furnace is on. Some warmed air will still be lost, but the furnace won't have to use as much fuel to keep the rest of the house at its usual temperature.

Install a programmable smart thermostat that allows you to lower the heat during the workday or at night when you're asleep, and automatically increase the setting before you get home or awake in the morning.

Install Energy-Efficient Products

Upgrading to energy-efficient appliances and products such as new HVAC systems, high-performance windows and ENERGY-STAR rated appliances will also help lower your electricity bills. Windows with low-E glass may cost 10 to 30 percent more than conventional glass double-pane windows, but their effectiveness in keeping your winter-time heat indoors will make up for it with lower heat costs over time.

Replacing incandescent lights with compact fluorescents can save home owners up to three-quarters of the electricity previously used by incandescents. The best targets are 60-100 watt bulbs used for several hours a day. Check the fixtures to ensure they will accommodate the slightly larger compact fluorescents.

The best way to reduce your home's overall energy consumption is to hire a professional energy auditor to evaluate your home and identify all the inefficiencies. It may cost a couple hundred dollars, but will save you much more over the long run.

For more information and tips, contact The Home Builders Association of Greater Des Moines at www.desmoineshomebuilders.com or visit the National Association of Home Builders website at www.nahb.org.

Exploring Natural Solutions with Green Roofs

By Chaden Halfhill, LEED AP, Silent Rivers Design + Build.

Throughout the Midwest we experienced an intense summer and our long-standing drought is forecasted to continue well into 2013. Despite recent rain, further depleting ground moisture is in store presenting varying challenges to our communities.

The resiliency of building systems is tested, and where there are faults, we are provided the opportunity to consider better design solutions for a sustainable future; a future considered in tandem with natural law rather than in competition against it.

Last autumn, in an effort to highlight alternative roofing strategies and water management solutions, my firm installed a vegetative roof (more commonly referred to as a green roof). We selected a pre-grown product that comes site-delivered in four-inch trays, making installation and maintenance manageable.

The intent of incorporating living plants into roof protection provides long-term results such as summer time cooling, additional installation and management of storm water that falls upon the otherwise impervious roof plane. However, much like planting a garden, the plants are susceptible to changing climate conditions and this summer proved to be an exceptional time to evaluate roof performance throughout the region and assess how to maintain if not manage these elevated garden plots.

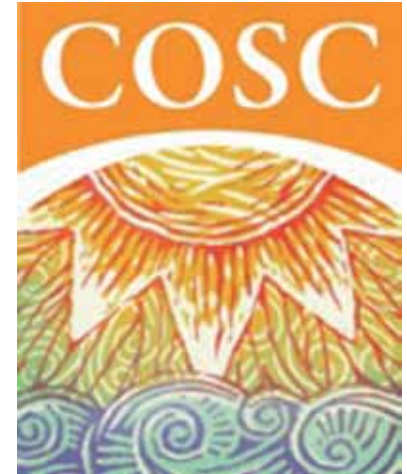
Using our local case study as a sampling of broader impact, here are several lessons learned:

1) The use of 57 bio-varieties of sedum within the roof proved beneficial when the intense heat arrived. With dry soil conditions, the sedum uses its leaves for food. The larger leaf species survived while the smaller leafed plants died off.

2) The early establishment of the plants by our vender provided trays with root structures that offered a stronger starting point than if the roof were young plugs.

3) Watering the plants during extreme heat can help cool the leaves as well as replenish the soils with moisture, but several varieties struggled within the heat intensity and died off. Timing of controlled watering impacted growth cycles, and appeared more effective at night.

4) The plant varieties with smaller leaves tended to hug the ground, so as they died off larger areas of soil were exposed to blowing seeds and weed development. This required additional



maintenance, especially as preparations were made this fall for next year's growing season.

5) Discovering the limitations of the vegetated system and adapting improvements to ensure bio-diversity as well as climate-appropriate plants helped ensure a resilient system to support and protect our built environments.

6) Slight climate adjustments reduced plant variation, the capacity of our green roof, and highlighted which plants withstood recent extreme conditions.

We are fortunate enough to have both time and ability to tend to the rooftop garden, introducing new plugs or establishing young growth from cuttings of the surviving plants. Considering how these challenges might translate to a much larger scale, however, stimulates questions about potential long-term impacts of our industrialized systems and whether they provide the resilience required, especially if the luxury of time is reduced. When integrating new technologies and ideas into our housing, contingencies that allow room for research and development is essential.

Sustaining the future of housing rests within our ability to enhance our capacity for innovation and integrating this ingenuity with natural process and bio-mimicry.

A great resource for products and ideas in the green-roof industry is www.greenroofs.com. •

Chaden Halfhill co-founded Center on Sustainable Communities in 2005 to foster a green building community and marketplace where none existed. His company Silent Rivers Design + Build has been providing award-winning design and renovation services to Central Iowa since 1995.

COSC Corner features insights from staff, partners and members of Center on Sustainable Communities. Join us at icosc.com.

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HBA Live Presentation and Webinar:
**An Overview of Iowa's New Mechanic's Lien
Law and the Latest Details on the New
Administrative Rules of the Law**

December 4, 2012 • Noon-1 p.m.
Home Builders Association of Greater Des Moines
6751 Corporate Drive • Johnston, IA 50131

Presented by:

Jodie Clark McDougal

HBA member, Attorney, Davis Brown Law Firm

On Tuesday, December 4, 2012, from noon to 1 p.m., Jodie McDougal, a construction law and litigation attorney at the Davis Brown Law Firm, will present on Iowa's new mechanic's lien law, which goes into effect on January 1, 2013, and the forthcoming administrative rules on the new law.

Among other things, she will explain the following changes in the law:

- The Secretary of State's new online registry, termed the Mechanics' Notice and Lien Registry, which will be used for the filing of all residential and commercial mechanic's liens, as well as all residential commencement and preliminary notices.
- The law's new requirements regarding the posting of a Notice of Commencement or Preliminary Notice, which will be applicable to many residential general contractors, remodelers, subcontractors, and suppliers. These commencement and preliminary notices must be posted on the new online registry in order to preserve one's right to later file a mechanic's lien.

The presentation will also be offered via live webinar. To register, visit:

<https://davisbrownlaw.webex.com>

Hosted by:
Home Builders Association of Greater Des Moines

THE LEGAL SIDE OF HOUSING: THE LATEST ON IOWA'S NEW MECHANIC'S LIEN LAW

JODIE McDUGAL (HBA MEMBER, ATTORNEY-DAVIS BROWN LAW FIRM)



A (non-attorney) friend of mine recently asked me, "What's this I've been hearing about auto-mechanics being able to file liens for their unpaid bills? Seems like a huge change in the law." Clearly, my friend is not savvy when it comes to mechanic's liens, but he was correct in noting that the new law equates to major changes in Iowa's mechanic's lien law system.

The new law goes into effect on January 1, 2013, and its major components are set forth herein. This article is intended to provide an overview, but not a complete recitation of the new law or any specific legal advice. Also, at the time of my writing of this article, in mid-October, the administrative rules for the new law had not yet been finalized. The HBA will continue to provide education on the new law and the administrative rules to be enacted later in 2012, including an HBA presentation taking place on December 4, 2012 at noon.

(1) New Online Filing System. The law implements an entirely new online registry, termed the Mechanics' Notice and Lien Registry (or MNLR), which will be used for the filing of (1) all residential and commercial mechanic's liens, (2) all residential notices, as discussed below, and (3) other lien-related documents. The MNLR will be administered by the Secretary of State, similar to the online UCC filing system. Construction companies, lenders, buyers, and other members of the public will be able to search the MNLR, similar to how the UCC filing system can be searched, and thus, the new law results in increased notice and transparency regarding many construction projects.

(2) Notice Requirements for Residential Construction Projects. The law implements new notice requirements for the residential construction industry. As the new law stands as of the date of my writing of this article and prior to the implementation of the administrative rules, general contractors utilizing subcontractors and suppliers on residential projects (both new construction and remodeling/repair projects) will generally be required to post a "Notice of Commencement" to the MNLR within ten (10) days of the commencement of each project, in order to preserve the right to later file a lien. Under the new law, such general contractors must still provide an owner notice to the owner, via a construction contract or separate notice, as is required under existing law. The language of the owner notice has been slightly amended and is posted on the HBA website. As is logical, owner-builders (i.e., builders who own the real estate/house during construction) are not entitled to a mechanic's lien for work performed while in the status of an owner-builder and, thus, owner-builders may opt not to file a Notice of Commencement. In addition, under the new law all subcontractors and suppliers working on residential projects are required to post a "Preliminary Notice" to the MNLR in order to preserve their lien rights. If one fails to timely file a required commencement or preliminary notice, such person loses the right to post and enforce a future mechanic's lien for such project.

The forthcoming administrative rules will provide greater details on some aspects of the new law. In particular, the administrative rules may include more precise and/or different language on the categories of contractors that fall within the notice requirements, so it is essential that you check the HBA website later in 2012 to obtain the most up-to-date information.

(3) Other Aspects of the New Law. Increased availability of attorney's fees for subcontractors and suppliers is an added benefit under the new law. Regarding commercial projects, the only major change is that all mechanic's liens, and other lien-related documents, must be posted on the MNLR; the law does not change the existing notice requirement for sub-subcontractors to provide notice directly to the general contractor on a commercial project.

While change may not always be easy, change is simply part of life, or at least part of life if you work in Iowa's construction industry.



JODIE McDUGAL; DAVIS BROWN LAW FIRM; 515-246-7951
JODIEMCDUGAL@DAVISBROWNLAW.COM; WWW.DAVISBROWNLAW.COM

Jodie McDougal is a litigation and construction law attorney and partner at the Davis Brown Law Firm. In the areas of construction and real estate law, Jodie has represented buyers, sellers, owners, builders, architects, and subcontractors/suppliers, and her work has included drafting contracts; mechanic's lien issues; warranty and defective work claims; purchase and lease agreement disputes; landlord/tenant matters; and a wide range of litigation and other matters.

Board of Directors Nominees

2013-2014



Blake Wyckoff - Wyckoff Industries - Associate

My name is Blake Wyckoff. As many of you may have guessed, I am employed at Wyckoff Heating and Cooling. As Director of Field Operations, my main responsibilities include scheduling, coordinating, and overseeing installations and service. During my tenure at Wyckoff's, I have held a variety of positions including sales, installation and service.

I have already had the pleasure of working with many Des Moines area builders and associates. If elected to the board, my primary goal would be to strengthen the HBA of Greater Des Moines. I will work with current members to introduce fun and new ideas to the association. While strengthening current membership, I will also promote and encourage new membership. Thank you for your consideration.



Brian Griffin - Lint Van Lines - Associate

- Quality controlled packing, handling, transportation & storage
- State of the art packing techniques, storage facilities & air ride equipment
- Specialists in antiques & fine arts
- Setting the standards for the moving industry: local, national & International services, office & commercial division
- International experts
- Climate controlled storage available



Scott Brower - Lumberman's Drywall & Roofing Supply - Associate

Greetings to all!

I am a born and raised lifelong Iowan. Stints in order of occurrence range from Coon Rapids, Waverly, Ames and presently Des Moines. I attended Iowa State University for Architecture and Graphic Design. But, the uncontrollable force of the human personality pulled me back to my destiny: Sales. It all began after college with my years of growth at Munn Lumber Company in Ames. I was given the joy and opportunity of becoming a part of the Ames builder community through the many cherished relationships created from my position of account manager at Munn's. Directly related to those relationships was my involvement in the Ames Home Builder Association, both at the local level and the state. I served on the board for the better part of a decade and continue to look upon of those experiences in great regard.

As we all know, life is ever turning, evolving and presenting us with new opportunities. A new chapter in my life began in 2006. That is when I was introduced to Gary Scrutchfield and became a member of the Lumbermans Wholesale team. Since then, I've grown my involvement in the Des Moines builder community into having the daily opportunity to service and create relationship that will last a lifetime. Just like our company has evolved by changing our name to Lumbermans Drywall & Roofing Supply, so can I. Lumbermans has had the foundation of years of experience, but needed a name change move forward. I too feel that I have a foundation built in the Home Builders Association. I would now like the opportunity to become a voice and help the Des Moines Home Builder Association move forward. I understand the need for involvement, the satisfaction of commitment and excitement of being part of a greater good. Please consider me for the Board of Directors of the Greater Des Moines Home Builder Association. I would be honored to serve for you. Scott Brower

Board of Directors Nominees

2013-2014



Brandon Patterson - Peoples Company - Associate

I really enjoy working with individuals and groups that are in the same industry as myself. Many of them have been doing this for a long time and I feel they are great mentors and leaders. I think that with them they are making me better at my job and more of an asset for my clients and company.

Brandon was born and raised in Tama, Iowa. He received his higher learning from Kirkwood & Marshalltown Community college before finishing school in NYC. When he returned home he met his future wife & moved with her to Denver, Las Vegas, Omaha & then back to Des Moines. While living in those places he worked in the commercial and residential building industry. Once back in Des Moines he made the jump in real estate and was licensed in August 2010. He focuses on the residential new construction, resales & lot sales markets. Brandon is also very engaged with the Home Builders of Greater Des Moines where he sits on the Board of Directors, Developers Council, Green Council and is the 2012 & 2013 Chairman of the Home & Remodeling Show. He is also

involved in the Waukee Chamber of Commerce and attends other Metro Chambers as well. Brandon lives in Waukee where he and his wife Jill are expecting their first child & their dog Rufus anxiously awaits the arrival.



Jeff Bognar - Granite, Marble, & Tile Solutions, LLC - Associate

In 2002, after a few short stints with a couple of custom counter top manufacturers, I decided to strike out on my own.

Through diligent efforts, aided by a then robust home building market, through the pull back, and by adjusting resources through what most would classify a home building depression, built a successful small business. Without the help of President Obama.

The business started out as a sales and installation company, with the fabrication sub-contracted to local shops. As steady growth - spurred by a commitment to solid customer service and quality installations- required, equipment was purchased and a facility leased. The original facility, a mere 2000SF, has grown to an 8000 sf shop, office, and showroom.

While I have only been involved in the Home Builder's Association for a few short years, I have promoted a culture of involvement and support of the organization by myself and staff.

I personally attend as many functions as I can, while seeing to the demands of running a small business. My favorites include attending the Remodeler's Council monthly meetings (cheap lunch - good folks) as well as volunteering at Home Show Expo (one night can make a difference), participating in the Home and Remodeling Show (a real success story), and of course - the "after hours" (free food and refreshments!)

These are all opportunities to meet and visit with folks - and those that know me personally - know that I will talk to anyone that will listen..... and listen and listen..... Once in a while I can come up with a joke or two, occasionally they are funny.

In any organization, there is always room for improvement. This in no way negates the hard work that many builders, remodelers, and associates have put into our organization. I would like the opportunity to interact in a more meaningful way. I have gotten to know many builders, remodelers, and associates. Many of these meetings have resulted in meaningful business relationships. Some, not so much. I can bring a fresh perspective to the association. I will speak my mind and always uphold my Christian conservative values. I am confident my proven problem solving skills will be an asset to the association. I tell it like it is. Some of you know what I mean.

Board of Directors Nominees

2013-2014



James Von Gillern - Coldwell Banker—Mid America Group Ltd - Associate

As a real estate agent I know the importance of new construction as a life line to growth in the metro. HBA members play an important role to home ownership and I'd like to lend my assistance of time and effort to providing a unified voice for those members.

I personally got involved with the HBA thanks to Steve Theis and guidance from Colin King with the HomeShowExpo. Their devotion to the cause has really impressed me and has shown me just how important of a role the HBA plays in the industry and our community. I understand that events the HBA puts on showcase the industry with a lot of success and I'd like to continue to grow the events. They provide great exposure to the community and are vital parts of the association.

I believe my past leadership experiences can bring a unique perspective. My previous community leadership roles such as operations of VEISHEA and recruitment and fundraising of Children's Miracle Network Dance Marathon can bring new ideas to growing the member base and smoothly running events. I welcome the challenges of the role and appreciate your consideration for the position.



Tim Gilman - The Des Moines Register - Associate

I am an Advertising Account Executive for the Des Moines Register and have worked there since March. Previous to that I worked as a financial advisor and golf professional in Las Vegas. I attended Texas Lutheran University and UNI, majoring in Economics and Math. I live in Adel, am married and have a son and daughter, as well as 2 step-daughters.

Since I started with the Register, I've tried to be as involved with the HBA as much as my schedule allows. I've enjoyed getting to know all the members and staff, and would love the opportunity to serve on the board as an associate member. I love what the HBA represents for the building industry and as for the community as a whole, and I look forward to the opportunity.



Amber Battani - American Concrete Products - Associate

For those of you who I have not had the pleasure of meeting yet, my name is Amber Battani, Central Region Sales Manager for American Concrete. It is quite an honor to be nominated to serve on the Board of Directors for the HBA. Having been involved in several events with the HBA throughout the past year, I have been able to make many connections and build some great relationships with both members and non-members.

If elected to serve, I feel that I would bring fresh ideas on ways to promote the association, gain new membership, sustain current membership, and perhaps more efficient, creative ways of marketing and gaining community involvement for the HBA events.

Associates Running for Board Positions: Not Pictured

Matt Thompson - Gilcrest/Jewett Lumber Company

Kent Katch - Restore Magic Construction, Inc

Board of Directors Nominees

2013-2014



Bert Houge - Greater Des Moines Habitat for Humanity - Builder

In 2007, I began my time with Greater Des Moines Habitat for Humanity and I am currently the Director of Field Operations. Since starting here, I have been honored to be a part of an organization that promotes community involvement and growth. It is through my efforts here, that I have experienced working with a good number of the HBA membership. We have built homes together, volunteered together and watched a building industry change right before us. I believe the HBA gives the builders of the Des Moines area a voice and a solid support structure. If elected to serve on the Board of Directors, I will strive to continue bringing the builders together to learn, advocate, and be involved in the communities we build in.

On a personal note, I have lived in Iowa my entire life. I have worked in residential and commercial building in the Des Moines area since 1996. Together, my wife and I have four children and

reside in Osceola. We have two girls of our own- 14 and 6; we also have two adopted children- 15 and 13.

It has been an honor to be nominated for the Board of Directors, and I look forward to meeting all of you- Thank you



Justin Washburn - Vista Real Estate & Investment Corporation - Builder

Justin Washburn works for VISTA Real Estate Investment Corporation and has been an active member of the HBA since March 2010. VISTA was founded in 1978 with a focus on single family residential land development. Today the company is deeply rooted in the development business successfully providing residential and commercial development projects throughout the Greater Des Moines metro. Justin was a part of Home Show Expo 2011 which VISTA hosted at Ironwood in Altoona IA and has been on the board of Directors for the HBA during 2012. He is actively involved in the planning for Home Show Expo 2013 which will be hosted once again by VISTA at Bent Creek Estates in Urbandale.



Zak Fleming - Fleming Construction, LLC - Builder

I started Fleming Construction LLC in 2001 at age 24, with very limited resources and knowledge of the industry. With determination, we were able build the company I have today, and a portion of the credit for my success over the years has been due to my association with the HBA. I now see it as my responsibility to return the favor. I am an active member of the Remodeler's council and have made many friends in this industry due to the great people in that group. I look forward to forging new relationships with the members of the board of directors as I expand my commitment to the HBA.

I have no specific plans to shake things up here at the HBA, but people who have worked with me on the Remodeler's council know that I am not a quiet chair at the table. I am a firm believer in efficiency and strive for a positive return in everything I do.

2nd Vice Chair of Remodeler's Council

Co Chair PR/ Marketing Committee-Remodeler's Council

Thank you for your consideration - Zak Fleming

Board of Directors Nominees

2013-2014



Dave Adickes - Midwest Contracting & Construction, LLC - Builder

20 things about Dave Adickes:

I...

- grew up in Macedonia, IA, very small town in SW Iowa.
 - spent a half decade at Iowa State, two majors is my excuse.
 - have four US states left to visit, due to my previous careers in corporate and non-profit.
 - swept the HBA Chili cookoff overall winner the last two years.
 - served on the HBA Board of Directors in 2010.
 - currently, and in the past, handle the logistics for the Home Show Expo (behind the scenes work).
 - started my company, Midwest Contracting & Construction, LLC in January of 2007.
 - mainly focus on general contracting, custom homes, remodeling and a few commercial build-outs.
 - still wear my tools every day and apply a hands-on approach with clients and trade professionals.
- married my wife Emily in 2009, I am biased, she's the best.
 - enjoy hunting deer and pheasants. If any birds are around, our lab Moose will find them.
 - believe in handshakes between two people.
 - have helped with HBA Habitat builds in the past.
 - enjoy full distance triathlons and marathons when I can dedicate time for training.
 - understand teamwork, efficiency and productivity.
 - am a member of St. Francis of Assisi Catholic church community and in the Knights of Columbus.
 - have donated over eight gallons of blood.
 - like the colors blue, gray, black and white...just look at my truck and trailer.
 - do enjoy listing items out (such as these statements) it's just my straight forward personality.
 - will use my talents and skills to serve the HBA if elected to the Board of Directors.



Dan Knoup - KRM Development, LLC - Builder

- Building & Remodeling in Des Moines since 1994
- President of Greater Des Moines HBA 2011
- Board member since 2004
- State Board member since 2007
- Builder of the year 2008
- Graduate Master Builder

Builders Running for Board Positions: Not Pictured

Chris Gardner - Bella Homes, LLC

Devan Kaufman - Kaufman Construction

Rollie Clarkson - Remodeling Contractors

Board of Directors Nominees

2013-2014

President Candidate:
Carrie Norris, Grand Homes & Renovations

1st Vice President Candidate:
Colin King, K&V Homes

2nd Vice President Candidate:
Justin Bauer, Clarity Construction

Secretary Candidate:
Amy Kimberley, Ferguson Bath, Kitchen, & Lighting

Shingles Got 'em.

Custom Cabinets Got 'em.

Siding Got it.

Ceramic Tile Got it.

Windows Got 'em.

Tricycles? Don't got 'em.

Millwork Got it.

Doors Got 'em.

Hardware Got it.

Laminate Flooring Got it.

Countertops Got 'em.

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MARKET PULSE**Home Inventory & Sales Statistics For The Des Moines Metro
Month of September 2012****Residential Homes - All Price Ranges - Resale & New Construction**

Location	Current Inventory (Active)	Accepted Offers (Pending)	Closed Transactions (Sold)	Avg Sales Price	Avg Days to Contract	Months of Inventory
Altoona	97	42	17	\$164,500	76	2.3
Ankeny	390	147	53	\$228,923	85	2.7
Bondurant	45	24	9	\$178,013	90	1.9
Clive	116	37	14	\$299,313	73	3.1
Des Moines East	59	27	13	\$58,260	85	2.2
Des Moines Northeast	276	94	35	\$68,113	70	2.9
Des Moines Northwest	382	119	49	\$114,309	78	3.2
Des Moines Southeast	154	60	20	\$101,700	95	2.6
Des Moines Southwest	188	48	7	\$119,414	104	3.9
Des Moines West	125	41	15	\$204,569	88	3.0
Downtown Des Moines	4	2	0	\$0	0	2.0
Indianola	90	17	8	\$150,137	110	5.3
Johnston	114	39	14	\$294,989	71	2.9
Norwalk/Lakewood	52	31	8	\$211,042	104	1.7
Pleasant Hill	68	31	4	\$162,225	65	2.2
Urbandale	231	90	34	\$278,550	159	2.6
Waukee	99	55	24	\$253,342	119	1.8
West Des Moines	231	94	45	\$268,987	87	2.5
Windsor Heights	20	10	4	\$159,725	48	2.0

*Source: Les Sulgrove, Keller Williams Realty - Des Moines Area Association of REALTORS® MLS***MARKET PULSE****Home Inventory & Sales Statistics For The Des Moines Metro
Month of September 2012****Condo/Townhome Properties - All Price Ranges - Resale & New Construction**

Location	Current Inventory (Active)	Accepted Offers (Pending)	Closed Transactions (Sold)	Avg Sales Price	Avg Days to Contract	Months of Inventory
Altoona	44	7	0	\$0	0	6.3
Ankeny	134	44	11	\$104,463	110	3.0
Bondurant	8	0	0	\$0	0	8.0
Clive	28	7	4	\$139,887	182	4.0
Des Moines East	9	0	0	\$0	0	9.0
Des Moines Northeast	8	3	0	\$0	0	2.7
Des Moines Northwest	4	2	0	\$0	0	2.0
Des Moines Southeast	25	5	1	\$100,800	344	5.0
Des Moines Southwest	16	5	1	\$63,500	3	3.2
Des Moines West	39	8	0	\$0	0	4.9
Downtown Des Moines	56	10	5	\$163,580	390	5.6
Indianola	18	4	2	\$52,000	59	4.5
Johnston	22	17	6	\$170,416	277	1.3
Norwalk/Lakewood	19	1	0	\$0	0	19.0
Pleasant Hill	14	2	6	\$131,901	222	7.0
Urbandale	72	28	9	\$156,067	165	2.6
Waukee	32	11	5	\$109,300	64	2.9
West Des Moines	149	71	24	\$167,687	99	2.1
Windsor Heights	2	0	0	\$0	0	2.0

Source: Les Sulgrove, Keller Williams Realty - Des Moines Area Association of REALTORS® MLS

2011 - September Permit Totals				2012 - September Permit Totals				2011 - To Date Building Permit Totals				2012 - To Date Building Permit Totals			
City	SF	TH	MF	City	SF	TH	MF	City	SF	TH	MF	City	SF	TH	MF
Adel	6	0	0	Adel	0	0	0	Adel	24	0	0	Adel	21	2	0
Altoona	3	0	0	Altoona	6	0	0	Altoona	55	4	0	Altoona	69	2	0
Ames	4	0	48	Ames	10	2	0	Ames	41	2	327	Ames	49	2	75
Ankeny	25	2	0	Ankeny	42	0	0	Ankeny	222	14	246	Ankeny	346	55	228
Bondurant	11	0	0	Bondurant	9	56	0	Bondurant	36	0	0	Bondurant	56	76	0
Carlisle	1	0	0	Carlisle	0	0	0	Carlisle	9	0	0	Carlisle	6	0	0
Clive	5	0	0	Clive	2	0	0	Clive	75	10	0	Clive	53	4	0
Cumming	2	0	0	Cumming	0	0	0	Cumming	7	0	0	Cumming	3	0	0
Des Moines	6	5	0	Des Moines	9	0	62	Des Moines	59	5	109	Des Moines	99	0	113
Grimes	12	0	0	Grimes	12	0	0	Grimes	84	7	0	Grimes	94	2	84
Indianola	2	0	0	Indianola	3	2	0	Indianola	14	2	0	Indianola	11	8	37
Johnston	10	0	0	Johnston	11	4	16	Johnston	108	20	0	Johnston	90	4	211
Marshalltown	0	0	0	Marshalltown	0	0	0	Marshalltown	3	0	0	Marshalltown	1	0	0
Newton	0	0	0	Newton	0	0	0	Newton	0	0	0	Newton	2	2	0
Norwalk	3	0	0	Norwalk	5	0	0	Norwalk	26	14	0	Norwalk	42	2	0
Pella	1	2	0	Pella	2	2	0	Pella	12	6	0	Pella	8	6	0
Pleasant Hill	3	0	0	Pleasant Hill	5	0	0	Pleasant Hill	25	0	0	Pleasant Hill	23	0	0
Polk City	2	0	0	Polk City	8	2	0	Polk City	31	2	0	Polk City	61	20	0
Polk County	6	0	0	Polk County	16	0	0	Polk County	43	0	0	Polk County	57	0	0
Urbandale	19	0	0	Urbandale	15	0	0	Urbandale	125	4	0	Urbandale	166	0	0
Waukee	12	0	0	Waukee	15	0	0	Waukee	110	4	0	Waukee	111	0	204
WDM	8	0	0	WDM	15	13	252	WDM	123	70	64	WDM	140	77	511
Totals	141	9	48	TOTAL	185	81	330	Y-T-D Totals	1294	164	670	Y-T-D Totals	1,502	262	1,463

198

596

2,128

3,227

Coming Soon: The NEW Washington Update

NAHB is reinventing, updating and improving the Washington Update, the bi-monthly e-newsletter focused solely on NAHB's advocacy efforts and the value that they bring to members every day.

Members can expect to see more hard-hitting, comprehensive coverage of NAHB's actions on their behalf – on Capitol Hill, in the federal regulatory arena and in the federal courts – than ever before in a reader-friendly format.

Every other week, Washington Update provides stories tackling national issues of interest to the home building, development and remodeling industry, complete with details on those issues' potential cost impacts on your business. In addition, Washington Update will include a legislative and regulatory roundup of issues to watch – and that the NAHB staff tracks closely.

The e-newsletter will debut in members' inboxes on Tuesday, Nov. 13, featuring an overview of election results and how they can be expected to affect your business. You

won't want to miss this very important analysis! After that, the Washington Update will sent every other Tuesday (unless you opt-out of receiving it). Have a story idea you'd like to explore? Contact Washington Update editor Michael Strauss with your opinions.

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Understanding Soils & General Permit #2 Topsoil Requirements

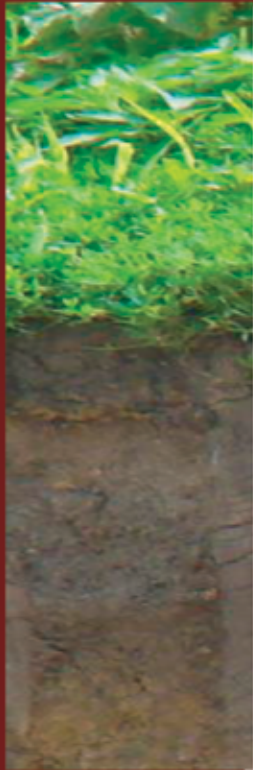
Lunch-and-Learn

11:00 am – 1:30 pm



Wednesday—November 28, 2012 in Ankeny
IAMU, 1735 NE 70th Ave—Ankeny, Iowa

Wednesday—December 5, 2012 in Iowa City
Water Plant, 2551 Dubuque St NE—Iowa City, Iowa



Who Should Attend: MS-4 stormwater staff and inspectors, builders, developers, consultants, engineers, landscape architects, landscape designers, landscapers / landscape contractors, irrigation contractors, grading contractors, general contractors, topsoil – soil amendment retailers / wholesalers, and other interested groups.

Topics covered: Revisions and the anticipated enforcement process and action by the Iowa Department of Natural Resources in response to the NPDES General Permit #2 issued on October 1, 2012. The primary focus will be new topsoil requirements in GP#2. The NRCS State Soil Scientist will present a “crash course” on soils, including topsoil / soil characteristics and classifications, along with compaction minimization strategies. Topsoil classification includes a field assessment and a hands-on class soil texture and color assessment activity.

Presented by: **The Iowa Department of Natural Resources** Field Office 5 and 6 staff will present on the new regulations with a specific emphasis on topsoil requirements, in General Permit Number 2.

The Natural Resource Conservation Service, State Soil Scientist for Iowa - Richard Bednarek. Richard will share his 20 plus years experience in soils management and will cover soil characterizations and topsoil quality minimums.

Certificate of Attendance will be provided for those in need of Professional Development Hours (pdh).

Lunch and Learn: Understanding Soils and GP#2 Topsoil Requirements

Name: _____ Organization: _____

Address: _____ City: _____ State/Zip: _____

Phone: _____ E-mail: _____

REGISTRATION FEE: ISWEP Members \$20 / Non-Members \$35 (Lunch Included)

Make checks payable to: Iowa Storm Water Education Program

Mail registration form and payment to:
Iowa Stormwater Education Program
Attention: Sandi Longfellow
c/o Iowa Association of Municipal Utilities
1735 NE 70th Ave., Ankeny, IA 50021-9353

To pay by credit card,
please call Sandi Longfellow at 800-810-4268 or e-mail slongfellow@iamu.org

November is Spike Appreciation Month!

Your HBA's participation in the upcoming Beat 2011 Surge membership drive and competition is a great opportunity for your Spikes to get extra recognition by earning additional Spike Credits and winning more tickets to see a legendary rock band at the 2013 International Builders' Show.

Spikes from participating HBAs who recruit a new member during the drive will receive double Spike Credits. When a Spike brings in 11 or more new members, he or she receives quadruple Spike Credits for each member recruited above 10.

For example, if a Spike recruits 15 new members, he or she receives 40 Spike Credits: Recruits 1-10 will count towards double Spike Credits ($10 \times 2 = 20$) and recruits 11-15 will count towards quadruple Spike Credits ($5 \times 4 = 20$).

The Top 50 Spikes who recruit the most new Builder and Associate members during the Beat 2011 Surge are also going to win a pair of extra tickets to the Spike Party and Director's Reception at the 2013 IBS taking place Jan. 24. You won't want to miss this year's party, as it features a headlining performance by rock and roll legends Cheap Trick!

Spike Appreciation Month is also a perfect opportunity for your HBA to sample the great features that the new TouchPLUS system offers. Through TouchPLUS, HBAs create customized collateral materials that can be sent out to custom mailing lists to more specifically target a promotional campaign. Consider using the Ad Hoc template to send out a thank-you email to all of your Spikes for their hard work and dedication to growing our federation!

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American Heritage Homes, LLC
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 Waukee, IA 50263
 P. 515-971-1385
 F. 515-987-6942
 Patrick Fox
 info@ahhomesiowa.com
 www.ahhomesiowa.com

Associate

Keller-Williams of Greater Des Moines
 10200 Hickman Ct #100
 Clive, IA 50325
 P. 515-334-4900
 F. 515-331-4301
 Marsha Bannister
 C. 515-205-8696
 mbannister@KWDSM.com
 www.KWDSM.com

September 2012 Renewals

<u>Company</u>	<u>Member Type</u>	<u>Since</u>
BSB Design Inc	Associate	1965
Aluminum Distributors	Associate	1971
Norwalk Ready-Mixed Concrete Inc	Associate	1972
Detrick Excavating Inc	Associate	1982
Pella Company	Associate	1983
Springer Pest Solutions	Associate	1993
Accurate Development	Builder	1996
Continental Western Insurance Co	Associate	1996
Master Crafted Homes Inc	Builder	1996
Mid-America Sales Group Inc (Delta Faucets)	Associate	1998
Mike Clark, Coldwell Banker Mid-America Group	Affiliate	1999
Gustave A. Larson Co	Associate	2000
TBB Design & Build	Builder	2001
Highland Development Inc	Builder	2004
Stone Source	Associate	2005
Triple R Builders	Builder	2007
Julie Gannon, Gannon Roofing Supply	Affiliate	2008
Wells Fargo Home Mortgage	Associate	2008
AKC Marketing	Associate	2009

SPIKE CANDIDATES

Spike Name **Spike Points**

Jeffrey Grubb	5.00
Justin Washburn	5.00
Curtis Busch	3.50
Creighton Cox	3.50
Robert Jacobs	3.50
Dick Larimer	3.00
Brian Meyer	3.00
John Sample	3.00
Matt Thompson	3.00
Ralph DiCesare	2.50
David Cosgriff	2.00
Zachary Fleming	2.00
Eric Grubb	2.00
Amy Kimberley	2.00
Brandon Klinge	2.00
Dan Knoup	2.00
Robert Myers	2.00
Kelly Sharp	2.00
Joseph Smith	2.00
Beth Bezdicek	1.50
Brennan Buckley	1.50
Mark Detrick	1.50
Gil Petersen	1.50
James Slife	1.50
Joe Tollari Sr	1.50
Rob Applegate	1.00
Chad Baker	1.00
Justin Bauer	1.00
Don Dorrian	1.00
Barry Elings	1.00
Larry Goodell	1.00
Chaden Halfhill	1.00
Dennis Hanson	1.00
Jon Jacobson	1.00
Brad Long	1.00
Michael Marinangeli	1.00
Rory Robson	1.00
Mike Schmit	1.00
David Volante	1.00

Larry Webster	1.00
Sumner Worth	1.00
Frances Best	0.75
Cliff Anderson	0.50
Kathy Barnum	0.50
John Buttz	0.50
Shannon Flickinger	0.50
Ted Grob	0.50
Char Hobson	0.50
Mark King	0.50
Keith Kuennen	0.50
Bret Nehring	0.50
Mark Parlee	0.50
Georgette Schutte	0.50
Oran Struecker	0.50
Mike VanGorp	0.50

MEMBERS

Spike Name **Spike Points**

Eric Heikes	24.00
Steve Schrodtt	17.50
Steve Theis	17.50
Robert Boesen	17.00
Frank Lindsey	14.50
Christopher Boley	13.00
Brad Schulte	12.00
Rick Laffoon II	11.50
Scott Cierzan	8.00

LIFE MEMBERS

Spike Name **Spike Points**

George Mirras	553.25
Thomas Gratias	418.50
Don Marean	296.00
Doug Mayo	232.00
Don Beal	226.50
Lloyd Clarke	211.00
Keith Butz	200.50
Darrel Avitt	188.50
LaDonna Gratias	173.00
Rick Thompson	167.00

Tom Stevens	161.00
Ted Lockwood	152.75
Bill Kimberley	150.50
Tom Ward	150.50
Rollie Clarkson	138.75
Colin King	138.00
Jim Paine	129.50
Ronald Grubb	127.00
Gerald Grubb	112.50
Polly Marean	112.50
Steve Archer	97.25
Rick Bach	90.50
Gene Buttrey	84.25
Gary Scrutchfield	73.50
Ben Harrington	65.00
Brad Gannon	63.50
Tom Sheehy	63.00
Ronald Wyckoff	56.00
Leslie Bryant-Mayo	53.75
Gaylen Eller	52.50
Tom Lynner	51.50
Devan Kaufman	48.25
Dave Best	47.50
Kim Beisser	44.00
Kent Katch	41.50
Greg Marean	41.50
Charles Wasker	39.00
Terry Doling	38.00
Tom Gannon	33.50
Jack Bohlender	33.00
Ralph Haskins	32.00
Brian Donaghy	31.50
M. Dan Collins	30.50
Jim Best	30.00
Matt Connolly	27.00

November

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 11:30 a.m. Associates Mtg. 5 p.m. Networking After Hours – American TV & Appliance	2	3
4	5	6 11 a.m. Community Service/Special Projects	7 11:30 a.m. Tour of Remodeled Homes Mtg.	8 11:30 a.m. Home & Remodeling Show Mtg. 4:30 p.m. New Member Orientation Stoney Creek Inn 5 p.m. General Membership Mtg. /Presidential Election Stoney Creek Inn	9 11:30 a.m. Executive Mtg.	10
11	12	13 11 a.m. Board of Directors	14 11:30 a.m. Remodelers Exec.	15 11:30 a.m. Governmental Affairs 1 p.m. Developers Council	16	17
18	19 11 a.m. Home Show Expo Mtg.	20 11 a.m. Remodelers Council	21 HBA Office Closed	22 Thanksgiving HBA Office Closed	23 HBA Office Closed	24
25	26	27	28 11:30 a.m. Membership	29 11:30 a.m. Green Council	30 8 a.m. – 12 p.m. BAR & PREP HBA Christmas Party at Prairie Meadows	<div style="border: 2px solid black; padding: 5px; display: inline-block;">2012</div>



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