



NEWSLETTER



Builders After Hours

Hosted By



65th Anniversary
Tuesday, April 12, 2016
4-7 p.m.

408 N Broadway
Program 6:30 p.m.

Taco Bar catered by Paradiso & Cash Bar

Please RSVP by Monday April 11th

Email: MAOB@srt.com or call 701-852-0496

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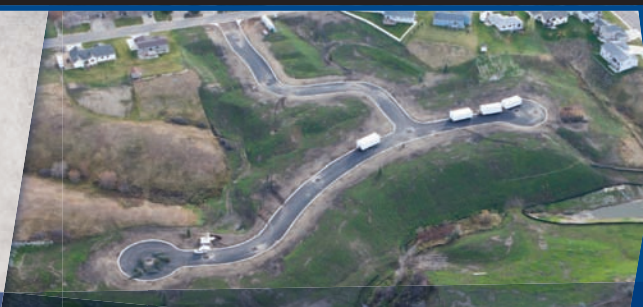
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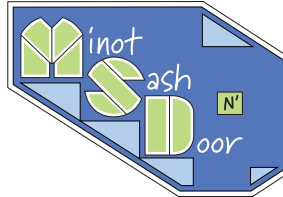


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Minot Association of Builders

2016 Leadership

EXECUTIVE COMMITTEE

President: Phil Risbrudt
Quality Concrete, Inc

V-President: Dawn Rasmussen
Century 21 Action Realtors

Sec/Treas: Robb Rotramel
Real Builders

Immediate Past President: Kal Larson
Northwest Contracting

Senior Life Director:
Bruce Walker
Coldwell Banker-1st Minot Realty

Life Director:
Joe Stenvold
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Mitch Kraft ('15-'17)
Prairie Supply

Rob Orts ('16-'18)
Verendrye Electric

Bill Huber ('16-'16)
Minot Lumber

Al Schall ('14-'16)
Northstar Steel

Steve Siemieniowski ('16-'18)
Crane Johnson Lumber

Christopher Dahl ('16-'18)
United Rentals

Eric Wanner ('15-'17)
Future Builders

STAFF

Executive Officer: Elysha Head

NDAB STATE DIRECTORS

Kal Larson
Eric Wanner
Phil Risbrudt
Joe Stenvold
Bruce Walker



2016 Committees / Chair

Governmental Affairs:
Kal Larson

PAC: *Kal Larson, Joe Stenvold*

Finance: *Robb Rotramel*

Home & Garden Show:
Kasper Ziegler

Membership: *Rob Orts*

Nominating: *Phil Risbrudt, Al Shall*

Events: *Rob Orts, Phil Risbrudt, Dawn Rasmussen, Robb Rotramel, Mary Anne Bamberger, Becky Bertsch, Joe Stenvold*



April Renewals

Brady Martz

Coughlin Construction

Dakota Fence Co.

First International Bank

Humphreys Insurance & Surety

Minot Sash & Door

United Rentals

Wold Engineering



New Members

Commercial Concrete Solutions, LLC.

Integrity Outdoor Living

Double J Construction & Snow Removal, LLC.



Our Membership Committee is looking for members! Contact Elysha if you are interested in joining!



SPIKE REPORT

(Reported thru 02/29/16 from NAHB)
(denotes change)*

SUPER SPIKES: (250-499 Credits)

John Coughlin (481)
Todd Brady (332.5)
Bruce Walker (327)
Joe Stenvold (297.5)

ROYAL SPIKES: (150-249 Credits)

Gary Kramlich (199.5)
Joel Feist (166.5)

RED SPIKES: (100-149 Credits)

Greg Aasmundstad (105.5)

GREEN SPIKES: (50-99 Credits)

Rob Orts (84)
Jim Montgomery (74.5)
John Lund (60.5)
Dave Lebrun (52.50)
Karen Engle (50)

LIFE SPIKES: (25-49 Credits)

Cindy Snay (45)
Joe Kraft (39.5)
Kal Larson (40)
Mitch Kraft (27)

BLUE SPIKES: (6-24 Credits)

Lauri Hopwood (14)
Clyde Thorne (13.5)
Eric Wanner (14)
Matt Geinert (8)
Kevin Connole (6)

CANDIDATES: (1-5 Credits)

Leonard Niess (6.5)
Stacey Abel (5)
Carrie Montoya (5)
Rich Priesing (3.5)
Jim Christ (3)
Todd VanDusen (3)
Pat Bailey (2)
Christopher Dahl (1)
Sheila Melaas (1)
Dale Zarr (1)

President's Message

written by
Phil Risbrudt

Spring has sprung early this year. The robins have made an appearance in my yard. Bidding activity is also picking up for the start of the construction season. Many projects will benefit from the earlier than normal start to the construction season.

I would like to thank everyone that came out to the "Home and Garden Show." We had very good attendance Saturday and Sunday. Many people were able to enjoy the beautiful weather. Again I would like to thank the committee for all their dedication and hard work putting on a great show.

Elysha Head now has a month on the job at the Minot Association of Builders. She has been a great addition to the association, offering up many great new ideas and possible future changes to make this organization grow and thrive. Please stop by to welcome her so she can put names to faces.

The North Dakota Association of Builders met in Bismarck. Many topics were discussed that focused on local, state, and national concerns that affect the building industry.

I would like to congratulate Kal Larson in serving as secretary for the North Dakota Association of Builders.



Introducing Elysha Head as Executive Officer

Hello!

My name is Elysha Head. I'm thrilled to be able to introduce myself as the new Executive Officer with Minot Association of Builders!

Originally from Watford City, I relocated to Minot after high school to attend Headquarters Academy of Hair Design. I worked in the cosmetology industry for almost ten years while I attended Minot State University. In 2012, I received my Bachelor's degree in Marketing, Management and International Business with a minor in Spanish. During this time, I met my now husband. We recently welcomed our first child. He's quickly become our favorite person and is the number one thing we snap pictures of with our cellphones. We have two dogs, Walter and Leroy, who don't mind sharing the spotlight with our little guy. I was previously employed by Gooseneck Implement as their Training Coordinator for several years.

I look forward to many new changes in the association. I want to make being a member of our organization more beneficial to each of our supporters. I'm eager to help the Minot Association of Builders become an organization that everyone knows is essential to join! I intend on getting out to meet our members and building working relationships. To anyone reading this that isn't a member and is interested in becoming one, let us know! The number to our office is 701-852-0496.

Thank you to the association for deciding I am the right person for this position. It is a pleasure to be here!



HOUSING PREFERENCES ACROSS GENERATIONS

By Rose Quint

NAHB recently released its latest study tracking the evolution of home buyer preferences, titled *Housing Preferences of the Boomer Generation: How They Compare to Other Home Buyers*. The study answers key questions on how various designs influence the home purchase decision as well as the location, features and size of the home consumers want.

The majority of buyers (65%) would like to buy a single-family detached home. A majority of buyers in all generations have the same preference: Millennials (68%), Gen X (72%), Boomers (63%), and Seniors (55%).

Buyers expect to pay about \$220,000 for their next home. Of the four generations, Gen X'ers expect to pay the most: \$231,600.

A traditional forward mortgage is how most buyers across generations (67%) would choose to pay for a home.

Buyers want a home with a median 2,020 square feet of finished area, about 9 percent larger than they have now.

Millennials

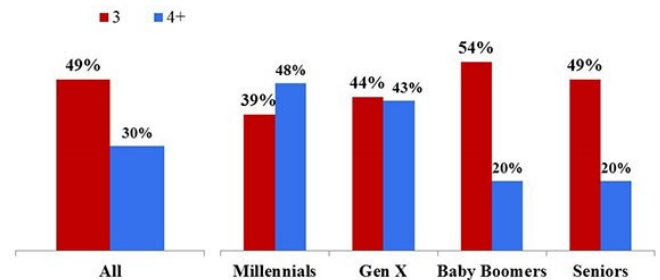
and Gen X'ers want over 2,300 square feet; Boomers and Seniors less than 1,900 square feet.

A majority of all buyers (68%) want the washer and dryer on the first floor of the home.

58% of home buyers want a full or partial basement, but the preference declines with age: from 77% of Millennials to 43% of Seniors.

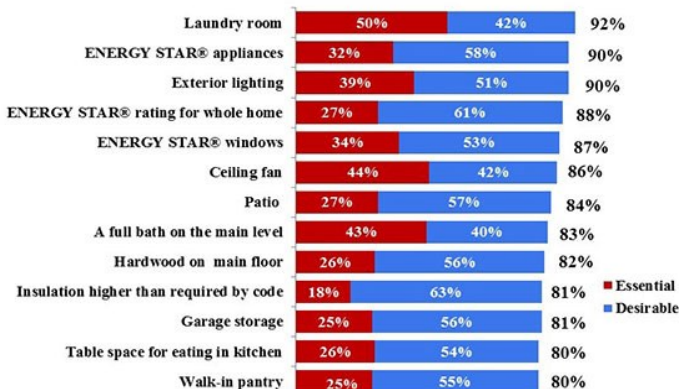
About half of all buyers want a home with three bedrooms, but 30% want at least four. Over 40% of Millennials and Gen X'ers want the latter, com-

Bedrooms: 3 Are Popular, but 4+ Attract Younger Buyers



Source: NAHB, 2016 Housing Preferences of the Boomer Generation: How They Compare to Other Home Buyers

The Most Wanted List (% of all respondents)



Source: NAHB, 2016 Housing Preferences of the Boomer Generation: How They Compare to Other Home Buyers

pared to only 20% of Boomers and Seniors.

Of more than 150 home and community features rated as 'essential/must have,' 'desirable,' 'indifferent,' or 'do not want,' 13 are wanted (i.e. rated essential or desirable) by 80 percent or more of home buyers. This "Most Wanted" list shows buyers remain focused on features that will help them save energy and keep the home organized. ENERGY STAR® appliances and windows, insulation higher than required by code, a laundry room, garage storage, and a walk-in pantry are features the vast majority of buyers want. Also very influential in most buyers' purchase decision are exterior lighting, a patio, a full bath on the main level, and hardwood on the main level of the home.



Building Permits - City of Minot

Building Permit Type	Number of Permits	Permit Valuation
Single Family Dwelling	1	\$117,000.00
Amusement , Social and Recreational	1	\$0.00
Stores and Customer Service	1	\$0.00
Residential Remodel and Addition	7	\$242,700.00
Commercial Remodel and Addition	7	\$226,500.00
Relocate Single Family Dwelling	1	\$39,000.00
Total	18	\$6,252,000.00

PROJECT OF THE MONTH

Did you know that Future Builders can also remodel for you? Here's an example of a kitchen remodel they recently completed. Give Future Builders a call for a consultation (701-838-1818) or visit their website at <http://www.futurebuildersinc.com>.



Do you want one of YOUR projects to be featured as project of the month?
Send two to three pictures along with a description of your project to maob@srt.com to be considered!

April 2016 - Events Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

April 12th—Builders After Hours—Hosted by Watne Realtors—6-7 PM

April 14th—Minot Association of Builders Board Meeting—MAB Board Room—11:30 AM

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Our team is diversified, experienced and trusted. We look forward to serving YOU!



Jay Hight
President



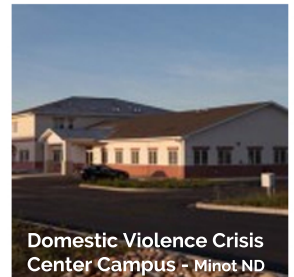
Michael Oakleaf
Architect AIA



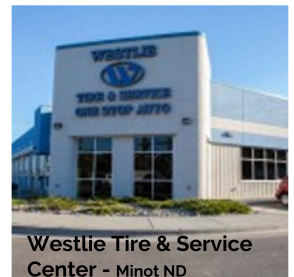
Steve Saucerman
Chief Estimator & PM



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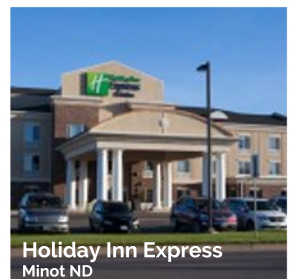
Domestic Violence Crisis
Center Campus - Minot ND



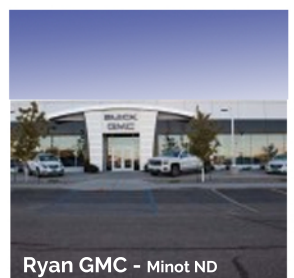
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WATNE REALTORS CELEBRATES 65 YEARS!

Watne Realtors was founded by Clair Watne in April 1951 and has been serving the residential and commercial real estate needs of northwestern North Dakota to this day. Marking 65 years of bringing buyers and sellers together. We are proud to have the number 4 on our company license issued by the North Dakota Real Estate Commission.

In July of 2012 Mr. Watne turned over the ownership to Blake Krabseth, President/Broker, Carrie Montoya, and Matt Watne (Clair's son). They continue to run the company with the same dedication and ethical standards that Mr. Watne brought to the real estate industry.

Watne Realtors is a full service real estate office with 20 professional agents ready to list your property or assist you with the purchase of a property. From competitive market analysis; assisting in staging your property; marketing properties; guiding the buyer and seller through the paperwork; coordinating the real estate process with lenders, home inspectors, appraisers and the closing companies a Watne REALTOR® is with you serving your needs first.

MinotHomes.com is the Watne Realtors website that brings you all the listings (residential, commercial, land, multi-family, mobile homes and investment opportunities) in the Minot Multiple Listing Service. You can search for properties at home from your computer or on the go with a tablet or smartphone with our MinotHomes.com app on Google play and Apple's App Store.

Watne's philosophy for MinotHomes.com is you search anytime, for any type of property and at the price range you want. Our website doesn't capture your contact information before you get the information on the property you are searching. When you are ready, hit the agent tab on MinotHomes.com to contact one of our professional licensed agents.



Blake Krabseth has held his real estate license since 2004. He became the Sales Manager at Watne Realtors in June 2009 and served in that role until becoming a co-owner, President, Managing Broker in July 2012. Blake also performs as a comedian/magician and serves Trinity Lutheran Church in Drake, ND as their lay pastor. His wife, Brenda is a loan processor at Farm Credit Services.

Carrie Montoya has held her real estate license since 2002 and has been Watne Realtors top producer for the past few years. Her husband Ric got his license in 2011. Carrie and Ric are both retired Air Force. They are just two examples of

Watne Realtors strong ties to the Minot Air Force Base.

Matt Watne has held his real estate license since 1994 and has his associate broker's license. Matt owns and operates IPM Property Management which is housed in the Watne Real Estate office. His wife, Susan Ness, is the District Manager for Blue Cross Blue Shield in Minot.

Thank you to Watne Realtors for holding our April Builders After Hours! April 12th from 6-7 PM!

Would your business like to host a Builders After Hours? Give us a call at 701-852-0496 to set up an event!



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Would you like to become a Professional Home Builder?

Visit this link to fill out the application:

<http://ndbuild.realityco.co/wp-content/uploads/2014/12/Form1.docx>

What's the Average Profit Margin of Single-Family Builders?

Industry benchmarks on profit margins, asset levels, and equity positions are important because they allow businesses to compare their performance to their peers, and that can be extremely helpful in identifying areas for improvement and increasing efficiencies.

Builders reported an average of \$16.2 million in revenue for fiscal year 2014, of which \$13.2 million (or 81.1% of revenue) was spent on cost of sales (i.e. land costs, direct and indirect construction costs), thus leaving them with a gross profit margin of 18.9% (\$3.1 million). Operating expenses (i.e. finance, sales and marketing, general

and administrative, and owner's compensation) consumed another \$2.0 million (12.5% of revenue), and as a result, builders posted an average net profit (before taxes) of \$1 million - a 6.4% net profit margin.

	Average (in Millions)	% of Revenue
Total Revenue	\$16.2	100%
Cost of Sales	\$13.2	81.1
Gross Profit	\$3.1	18.9
Operating Expenses	\$2.0	12.5
Net Profit	\$1.0	6.4

How do your profit margins stack up next to this?



NDAB NEWS

Volume XXIII, Issue 4 Monthly News from the North Dakota Association of Builders April 2016



Arnold Karsky
NDAB President

Advocacy and Resources

On Friday, March 11, members of the North Dakota Association of Builders came together in Bismarck to meet with Senator Heitkamp, Congressman Cramer, Attorney General Wayne Stenehjem, and a staff member of Senator Hoeven to discuss important home building industry policy items and to learn what our Association can be doing to offer support on these issues. This was all a part of the National Association of Home Builders Bringing Housing Home initiative where each state was asked to hold meetings with their National Delegation. I want to personally thank all those who took time to join us for these important meetings. Along with our ND Delegation, we had special guests 2nd Vice Chairman Randy Noel, Regional Field Rep. Michael Bezruki, and Federal Legislative Manager Julius Bogue, all from NAHB, join us for the two days as well, and they told us our Board and Members represented the best attended and best prepared BHH meetings they have seen so far.

Over the course of the day we not only got to put our industries views and requests front and center, we also were able to learn of many resources, individuals, and offices that work to help us in our industry. A great wealth of information was shared by Attorney General Stenehjem and I would encourage members to contact that office regularly, along with our Secretary of State's office to get guidance in a variety of instances. Here are some of the agencies within the Office of the Attorney General, or overseen by that office.

Bank of North Dakota (oversight)
Bureau of Criminal Investigation & Crime Lab
Consumer Protection & Antitrust Division
Contractor Compliance Checks
Criminal Justice Information Sharing (CJIS)
Criminal & Regulatory
Finance & Administration
Fire Marshal
ND Gaming
Industrial Commission (oversight)
Information Technology
Licensing
ND Housing Finance Agency
ND Lottery
Natural Resources & Indian Affairs
ND State Mill & Elevator (oversight)

The Attorney General is the chief legal counsel and advisor to state government in North Dakota. He represents and defends the interests of the state (and, therefore, the people) of North Dakota in civil and criminal actions. He may take legal action to protect the state's rights, defend the actions of state officials, and ensure public order. State law prohibits the Attorney General and his staff from providing legal advice to, or representing, members of the public.

As you can see, by building relationships with our elected officials at local, state, and national levels, NDAB gives a voice to our members, as well as many valuable resources. We plan to continue providing this service and look forward to hosting additional opportunities like Bringing Housing Home in the future.

My final takeaway of the event is key philosophy Mr. Stenehjem shared during our visit. He and his office constantly encourage North Dakotans to "Do business locally, and with people that you know." Our Board appreciates this sound advice as NDAB members represent and employ 77,000 people across our state. We know you are all invested in your communities and in your state. So be confident when promoting your business!

Arnold



Kim Schneider
NDAB Executive Officer

2016 Legislative Conference

The nation's home builders and remodelers are doers. We work hard, take risks and get the job done. We are engaged in our communities, giving back day after day, year after year. We create jobs and build the homes that are the foundation of American family life.

Housing drives our nation's economy. Our industry contributes to Gross Domestic Product (GDP) through private residential investment (5%) and spending on housing services (12%), representing roughly 17% of GDP in a typical year. Roughly 3.5 million people- including those who are self-employed - worked in residential construction and remodeling last year, accounting for 2.4% of the U.S civilian labor force.

Without a healthy housing market, the economy can't flourish. The issues that are important to home builders, remodelers and others in our industry are the same issues that are key to a thriving economy. On Friday, March 11, members of the North Dakota Association of Builders came together in Bismarck to meet with Senator Heitkamp, Congressman Cramer and a staff member of Senator Hoeven to discuss critical policy items. This was all a part of the National Association of Home Builders Bringing Housing Home initiative where each state was asked to hold meetings with their National Delegation back in their home states. ND was proud of our meetings and the success we had in conveying our messages and the strong support of attendance from our volunteer members. Below are some of the topics NDAB covered:

Reduce burdensome regulations. Most home building and remodeling companies are small businesses. We are saddled with disproportionate share of costs associated with excessive - and often unnecessary - regulations.

Promote energy efficiency. We need the freedom and flexibility to build energy-efficient homes in the most cost-effective way we can.

Adopt sensible workforce development and immigration policy. Properly conceived, immigration reform will help our industry fill open jobs, boosting our nation's economy. Protect middle class tax breaks. The mortgage interest deduction is a key to the financial well-being of the middle class. We also need tax credits to encourage production of housing for less fortunate families.

Address soaring health costs. Enable small businesses to help employees with healthcare costs through the use of Health Reimbursement Arrangements. Senator Heitkamp was the lead sponsor on this bill and we thanked her for her work!

Enact housing finance reform. The nation needs federal backstop that provides for a reliable and adequate flow of affordable housing credit in all economic and financial condition.

Our voices were heard thanks to the many members that took time away from their business and partake in these important meetings. Thank you to all the volunteers and the National Delegation for taking the time to meet with us.

Kim Schneider

Back your PAC ... your PAC backs you! NDAB-PAC is the North Dakota Association of Builders' Political Action Committee. It is a non-partisan political action committee that provides support for candidates who are friends of the building industry. Contact NDAB at (800) 326-4746, (701) 222-2401 or info@ndbuild.com to contribute or learn more!

Around the State

Bismarck-Mandan Home Builders Assoc.

Dot Frank, Executive Officer

701-222-2400

bmhba.com

- Board members participated in the Governor's Prayer Breakfast in March. Attendees were able to network with local leaders and promote the association.
- The HBA teamed up with the State Water Department to host NAHB's webinar on Stormwater Management.
- EO Dot Frank attended the NDBOA meeting in Minot. The event featured a presentation on significant changes to the 2015 IRC.
- Board member Brian Eiseman of Stoneshire Builders was a panel speaker at the Chamber's 2016 Economic Outlook Forum in March.
- Members gathered on March 22 for Bowling with the Builders. The high scorer walked away with a logoeo pin as the prize for 1st place.

Dickinson Area Builders Assoc.

Tiffany Dolechek, Executive Officer

701-483-0044

dickinsonareabuilders.com

- We combined our legislative night and PAC night with our March general membership meeting. We invited each Dickinson City Official/candidate to speak to our members, and share their positions on the upcoming campaign. After the meeting we had our PAC fundraising event which raised a total of \$3355.00! Thank you to everyone who contributed!
- Our Home Show is April 9th and 10th at the West River Ice Center. We currently have 107 vendors and more than 140 booths have been purchased to date. Our Home Show committee is working hard to make this the best home show yet!
- We are excited to announce a new event has been approved for this year. We are planning our first Parade of Homes for this fall!
- We have updated our email address to daba@dickinsonareabuilders.com.

Home Builders Assoc. of Fargo-Moorhead

Bryce Johnson, Executive Vice President

701-232-5846

hbafm.com

- The Spring Parade of Homes will feature 99 homes by 51 Builders and will run April 28 – May 1 and May 5-8. This will be the third largest Parade in its 56 years. The HBA of F-M will be unveiling a new Parade-dedicated website, mobile app and a re-vamped publication. Visit www.ParadeFM.com or search Parade of Homes Fargo-Moorhead to download the app. There is also the option to tour luxury Featured Homes to benefit Home Builders Care.

- Home Builders Care of Fargo-Moorhead Foundation hosted its annual Fish Fry last month. This year featured new kid-friendly activities like a photo booth and face painting! In addition attendees participated in meat and money raffles, an auction and a raffle to win one of two wheelbarrows filled with either alcoholic or non-alcoholic beverages. To see pictures from the event visit Home Builders Care on Facebook!
- HBA of F-M members and staff traveled to Bismarck to attend NAHB's Bringing Housing Home Legislative Conference. They met with U.S. Sen. Heidi Heitkamp, U.S. Rep. Kevin Cramer and North Dakota Attorney General Wayne Stenehjem. Thank you to NDAB for coordinating the meetings.
- HBA of F-M members and staff traveled to St. Paul to attend the Builders Association of Minnesota's Builder Day at the Capitol. They met with Minnesota legislators Rep. Ben Lien, Sen. Kent Eken and Rep. Paul Marquart.
- The Herdina Academy for the Construction Trades applications are available at www.hbafm.com/herdina. The two-week construction trades academy is in its 19th year, and offers a hands-on experience to students between the ages of 15-21. After completion of the academy, the students are awarded three college credits to use at applicable schools.

Forx Builders Association

Betty McDonald, Executive Officer

701-746-4536

forxbuilders.com

- The Structural Materials crew did a great job hosting the March Builders after Hours. They are in a newly remodeled location and it is wonderful!
- The Forx Builders will sponsor a Lunch and Learn 19th presented by the Construction Law Practice Group of Zimney Foster PC Attorneys at Law. Attorneys Erin Zasada, Warren Roehl and Cassandra Marka' presentation will be The "Nuts & Bolts" of Construction Lien/ Mechanics Lien Law.
- Our annual Sporting Clay Shoot will be May 24th at the Dakota Hunting Club.

Minot Association of Builders

Executive Officer

701-852-0496

minotab.com

- We welcomed our new Executive Officer, Elysha Head, this month. We look forward to the exciting changes she will bring to our association!
- The Home and Garden Show was last month. Over 5,000 people came through our doors. Next year we anticipate expanding the show and introducing new

features.

- Executive Officer Elysha Head attended the NDAB conferences in Bismarck last month. Many great contacts were made and she learned a tremendous amount about the North Dakota association.
- Watne Realtors is holding our April Builders After Hours event. We hope to see large attendance numbers!

Williston Area Builders Association

Janna Lutz & Jackie Wieg, Executive Directors

701-572-5744

willistonbuilders.com

- Our 2016 Home & Garden Show is finally here!! The 6th Annual Home & Garden Show is gearing up to be bigger and better. We have added: Food Shelf Friday to benefit the Salvation Army, awesome kids activities, new seminars, woodworking demonstrations and Miss North Dakota will be here again this year! We have also opened up a few community booths for non-profit organizations to promote their non-profit organizations, and will have a Humane Society booth outdoors. There is also a Vendor/Member Social planned for Friday night. We hope to see you April 15-17th at the Williston Raymond Center!
- Our May GMM is the annual update on the building codes, where City Officials and Builders continue to build a solid working relationship. Sponsored by the City of Williston and Montana-Dakota Utilities.
- April is our membership drive month and members are gearing up to earn triple spike credits and compete for prizes.
- Plans are underway for our 5th Parade of Homes! Please contact Jackie@willistonbuilders.com to join the committee or become involved in the parade! It is planned for June 24-26th.



NDAB Members with special guests for Bringing Housing Home. Senator Heitkamp, Congressman Cramer, and Attorney General Wayne Stenehjem all joined us for a great day talking about the housing industry.



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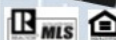
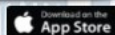
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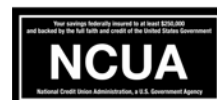
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