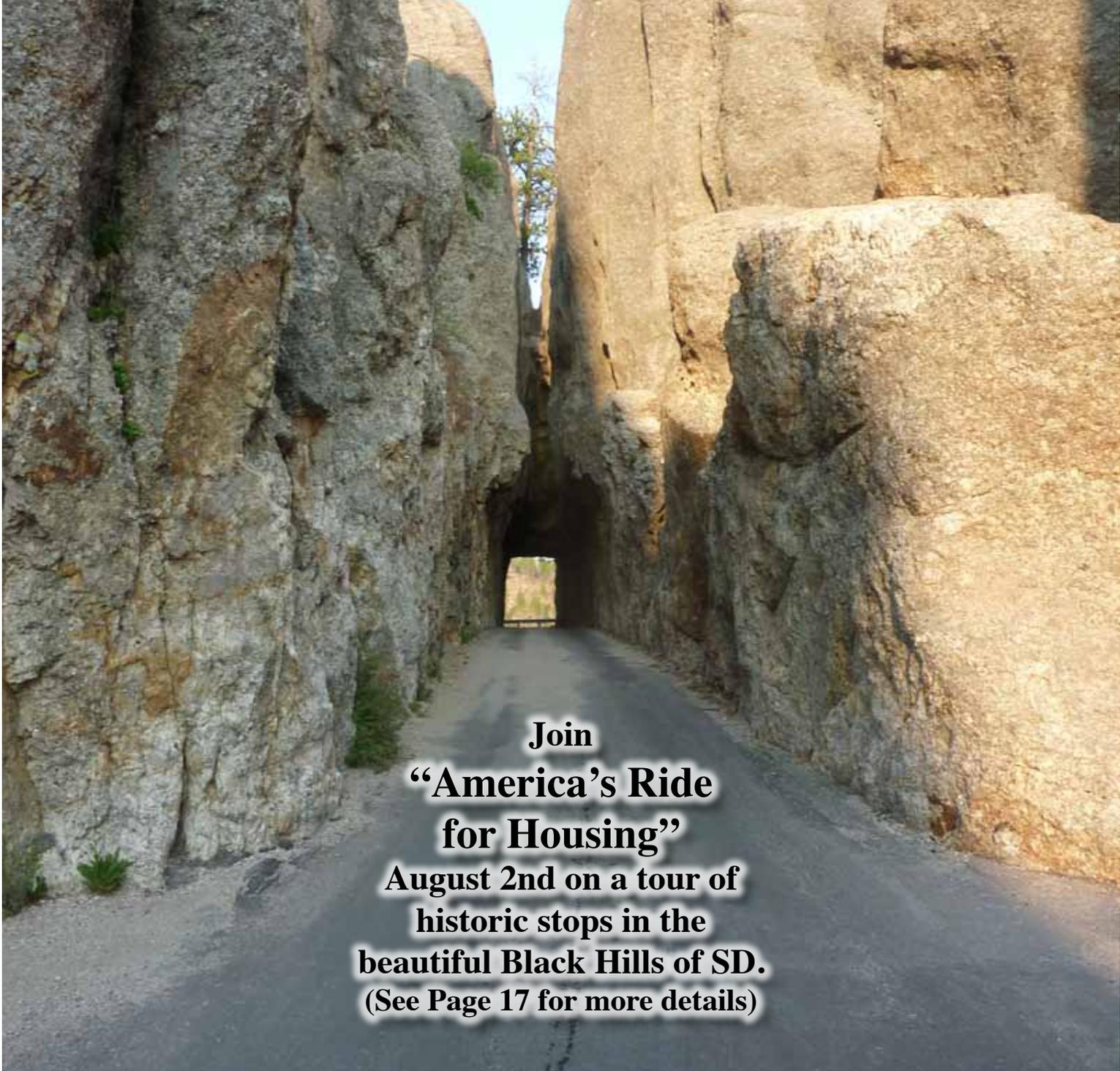


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June 2014



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(See Page 17 for more details)

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Spearfish, SD 57783  
605.642.4733

**HOT SPRINGS**  
1045 S 6TH ST  
Hot Springs, SD 57747  
605.745.3300

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## BHHBA Staff

**Cheryl Bettmeng - Executive VP**  
 cbettmeng@blackhillshomebuilders.com  
**Sara Gregory - Membership Director**  
 membership@blackhillshomebuilders.com  
**Joe Doyle - Event Director**  
 events@blackhillshomebuilders.com

All staff can be reached Monday through Friday at (605) 348-7850 between the hours of 8am - 5pm.

# 2014 Board of Directors

<b>PRESIDENT</b> David Asbridge DreamMaker Bath & Kitchen 605-716-2266	Mutch Usera Black Hills Power 605-716-3951	<b>NATIONAL ALTERNATE DIRECTOR</b> Jay Mendel Mendel's Masonry & Construction 605-431-1900	Desi Mendel AFLAC 605-209-0479	Jay Mendel Mendel's Construction & Masonry 605-431-1900
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	Curt Cartwright RC Window & Glass 605-343-4999			

# From the President

## South Dakota Builder Associations

### Aberdeen HBA

Katelyn Dvorak, Executive Vice President  
PO Box 201, Aberdeen, SD 57401  
Phone: 605-225-2055  
Fax: 605-225-2365  
Email: ahba@midconetwork.com  
www.aberdeenhba.com

### Black Hills HBA

Cheryl Bettmeng, Executive Vice President  
3121 W Chicago St., Rapid City, SD 57702  
Phone: 605-348-7850  
Fax: 605-348-7864  
Email: cbettmeng@blackhillshomebuilders.com  
www.blackhillshomebuilders.com

### Brookings Regional BA

Nancy Ahlers, Executive Vice President  
PO Box 323, Brookings, SD 57006  
Phone: 605-692-5405  
Fax: 605-692-5406  
Email: brba@brookings.net  
www.brba@brookings.com

### Lewis & Clark HBA

Judy Studebaker, Executive Vice President  
PO Box 582, Yankton, SD 57078  
Phone: 605-661-7215  
Fax: 605-260-8526  
Email: lchomebuilders@iw.net  
www.lewisandclarkhomebuilders.com

### Watertown Area HBA

Vern Brenden, Executive Vice President  
110 8th Avenue S.E. #2, Watertown, SD 57201  
Phone: 605-878-3033  
Fax: 605-878-3034  
Email: wahba.sd@gmail.com  
www.orgsites.com/sd/wahba

### HBA of the Sioux Empire

Julie Terrell, Executive Vice President  
6904 S. Lyncrest Pl., Sioux Falls, SD 57108  
Phone: 605-361-8322  
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Email: info@hbasiouxempire.com  
www.hbasiouxempire.com

### Oahe HBA

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PO Box 221, Pierre, SD 57501  
Phone: 605-222-5235  
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www.oahehomebuilders.com

### South Dakota HBA

Dwight Neuharth, Executive Vice President  
PO Box 1218, Pierre, SD 57501  
Phone: 605-224-2761  
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Email: sdhbvp@sdhomebuilders.com  
www.sdhomebuilders.com

### National Association of Home Builders

1201 15th St NW,  
Washington D.C., 20005-2800  
Phone: 202-266-8200  
Fax: 202-266-8400  
www.nahb.org



**David Asbridge**  
**DreamMaker Bath & Kitchen**  
**2014 BHHBA President**

Looks like we skipped Spring and went right to Summer. Don't be surprised if we skip Fall and go right to Winter. It's hard keeping up with Mother Nature.

There are a number of events coming our way in June, and for that matter in July as well.

The National Association of Home Builders Spring Board of Directors meetings are being held in Washington DC June 3rd through the 6th. Ralph Siemonsma, Curt Cartwright and Jeff Lage will be traveling to Washington DC to be our voice for the Association. Thanks to those men for serving as our National Directors.

Thanks again to Knecht Home Center for sponsoring the Builder Appreciation Night in May. It was a great evening and was also special because of the presentation to the

3 Scholarship winners David Pulis, Justin Carsrud and Nathan Wentz.

The June social will be held at the Chophouse on June 17th. This is our Mayor's Night meeting and social, so please plan on attending.

The Membership Committee is planning a New Member Orientation on June 26th. New member orientation will be at 5:30 pm at Beau Jo's (830 Main St).

As we look forward to July, here is a heads up on the Annual Fish Fry Social. Mendel's Masonry and Construction is the sponsor for this event, and last year, Jay Mendel made an excellent batch of fish for everyone to feast on. The date for the Fish Fry is July 15 at the BHHBA Warehouse.

**SPEND AN HOUR A MONTH  
VOLUNTEERING...HELP OUR  
ASSOCIATION GROW!!!!**

**GET  
INVOLVED!**

## Mark Your Calendars

**The Next SDHBA  
Board Meeting is July  
17 & 18 in Aberdeen.**



For more information contact Dwight Neuharth at 605-224-2761.

# Finance



**Tyler Tribby**  
**Premier Home Mortgage**  
**2014 BHHBA Treasurer**

Investors viewed the news from the Fed this week as favorable for mortgage rates. A very light batch of economic data contained no major surprises and had little impact. As a result, mortgage rates ended the week a little lower.

Following comments from Fed officials this week, attention has

turned to the Fed's plans for its enormous bond portfolio. After years of bond purchases to boost the economy, the Fed owns close to two trillion dollars of mortgage-backed securities (MBS). Investors expect that the Fed will continue to steadily taper its purchases of additional bonds, ending the program around the end of the year. At that point, the Fed's balance sheet will stop growing.

A remaining question is how long the Fed will replace balance sheet runoff (principal payments, prepayments, and maturing securities) to hold the size of its portfolio steady. So far, the Fed has been replacing runoff with new MBS. Prior to this week, the Fed had given little guidance about the timing of future policy changes in this area. This week, Fed officials indicated that they may continue replacing runoff for a

long time, possibly even after the first fed funds rate hike. This would mean more MBS purchases by the Fed than had been previously anticipated, which was favorable for mortgage rates.

The housing data released this week reflected improvement. April Existing Home Sales posted the first monthly increase this year, while April New Home Sales increased 7% from upwardly revised March figures. One factor holding back the pace of home sales activity over the last few months has been a lack of inventory, and the news on this front was also positive. Total inventory of existing homes available for sale jumped 17% from March to a 5.9-month supply.

Tyler Tribby  
Premier Home Mortgage, INC.  
NMLS# 178134



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# Eye on the Economy: New Home Sales and Starts Post Gains in April

Housing data for April offered positive news as the traditional spring housing season began with the pace of home building and new home sales increasing for the month.

The monthly rate of housing construction starts exceeded 1 million for first time since last year and housing permits were over 1 million for a third consecutive month. However, the monthly increases were almost entirely in multifamily rental construction. Single-family starts increased 5,000 on a seasonally adjusted annual basis to 649,000 from an upwardly revised March of 635,000.

Multifamily construction soared 40% to an annual rate of 423,000 starts, the highest since January 2006. Multifamily starts were particularly strong in the Midwest, where the pace more than doubled perhaps due to weather effects. Rental demand remains strong. Recent consumer price data, for example, indicate that inflation adjusted housing rents are up 1.2% year over year.

The pace of new single-family home sales increased 6.4% in April to a seasonally adjusted annual rate of 433,000, virtually matching the first quarter average of 434,000. The 26,000 monthly increase was entirely due to a 27,000 jump in sales in the Midwest region. However, this increase was not outside the survey's regional confidence interval.

A positive component of the April new home sales report was a continued increase in inventory, now up to 192,000 homes for sale from a low of 142,000 in July 2012. Builders continue to experience supply-chain

difficulties, but the slow increase in inventory indicates some ability to expand construction.

Existing home sales increased 1.3% in April but was down 6.8% from the same period a year ago. The National Association of Realtors (NAR) reported April 2014 total existing home sales at a seasonally adjusted rate of 4.65 million units combined for single-family homes, townhouses, condominiums and co-ops, up from 4.59 million units in March. Total housing inventory jumped 16.8% in April to 2.29 million existing homes due to typical seasonal patterns.

First-time buyers continue to display weakness in the existing home sales market, comprising 29% of April 2014 sales, down from 30% in March and unchanged from last April. The January first-time buyer share of 26% was the lowest since NAR began reporting that share monthly in October 2008.

Data for the first quarter of 2014 provide additional detail concerning the home construction market. Total townhouse construction declined on a year-over-year basis in the first quarter due in part to first-time buyer weaknesses. According to NAHB analysis of Census data, single-family attached starts totaled 13,000 for the quarter, compared to 15,000 during the first quarter of 2013. Over the last four quarters, townhouse construction starts totaled 66,000, down from the 72,000 total for the four quarters prior to this period.

The market share of homes built on an owner's land, with either the owner or a builder acting as the

general contractor, was effectively unchanged on a quarter-over-quarter basis at the start of 2014. NAHB's analysis of Census data indicates that the number of starts of this type of building rose from 25,000 at the start of 2013 to 27,000 for the first quarter of 2014.

The average size of newly built single-family homes increased during the first quarter of 2014, with much of this ongoing multiyear trend of increasing size likely due to the greater proportion of move-up and higher income new home buyers. According to first-quarter 2014 data from the Census and NAHB analysis, average single-family floor area increased from 2,656 to 2,736 square feet, while the median rose from 2,465 to 2,483. Since cycle lows and on a three-month moving average basis, the average size of new single-family homes has increased 13% to 2,685 square feet, while the median size has increased more than 17% to 2,471 square feet.

While multifamily construction continues to expand due to rising rental demand, single-family starts built for rent were effectively unchanged at 4,000 starts for the first quarter of 2014. The market share of built-for-rent single-family remains elevated, but the share and count of starts appear to be declining off post-Great Recession highs, with the market share, as measured on a one-year moving average, standing at 3.3% for the first quarter of 2014. This is higher than the historical average of 2.8% but is down from the 5.8% registered a year ago.

**Continued on next page...**

# Eye on the Economy: New Home Sales and Starts Post Gains in April

After rising during the boom years and falling during the Great Recession, the average size of newly built, multifamily units remains close to levels seen a decade ago due to lack of typically larger condo construction. According to fourth quarter data from the Census Bureau and NAHB analysis, the average unit size for multifamily housing construction starts was 1,182 square feet. The median was 1,023. These current estimates are very close to the typical data from the 2001-2003 period.

As National Home Remodeling Month in May ends, NAHB continues to publish data and analysis concerning home improvement trends. This includes estimates of spending on improvements to owner-occupied housing by ZIP code. On average, total spending on improvements in a ZIP code is projected to be about \$5.1 million in 2014.

The top five total-spending ZIP codes are all in Maryland, Texas, or Illinois. Each of these top five areas contains at least 15,000 owner-occupied homes and home owners who average at least \$145,000 in income and are 60% or more college educated.

NAHB survey data recently revealed the leading green products used by remodelers. Nearly 9 out of 10 remodelers surveyed said they commonly used low-e windows during the past year. Next on the list were high efficiency HVAC systems and programmable thermostats at 70% each, closely followed by ENERGY STAR appliances at 69%.

Finally, industry survey data was published that examines consumer preferences when selecting an individual contractor for home improvement projects. “Reputation for quality construction” easily came in first, ranked most important by 45% of customers—over twice the “most important” percentage for any other attribute on the list. The survey also revealed that industry professional designations, such as NAHB Certified Graduate Remodeler and others, were important to home owners when selecting a service provider.

While weather played a significant negative role on housing and the economy in recent months, certain residential construction industry headwinds moved in positive directions in April but remain key concerns. With respect to building materials, softwood lumber prices were down 4% in April from March and off 8.2% from a peak one year ago. OSB prices continue to tread water so far in 2014, declining 0.6% in April, after a sharp 2013 reversal of the steep run-up in prices in 2012. OSB prices remain 23.8% above their average level in 2011. Gypsum prices declined 3.7% in April, the second monthly decline, but remain 41.9% above their average 2011 level.

Mortgage delinquency rates continue to decline. Data released by the Mortgage Bankers Association indicates that the delinquency rate for mortgage loans on one-to-four-unit residential properties, considered single-family properties, decreased to a not seasonally adjusted rate of

5.69% of all loans outstanding at the end of the first quarter of 2014, 106 basis points below the 6.75% delinquency rate recorded in the first quarter of 2013. This level represents the lowest level since the first quarter of 2008.

And in other finance news, NAHB survey data suggests that lending conditions for acquisition, development and construction (AD&C) loans continue to ease but remain tight. In the first quarter of 2014, the overall net tightening index based on the AD&C survey improved from -25.5 to -30.8. The index is constructed so negative numbers indicate easing of credit; positive tightening, so a lower negative index means greater easing.

Lastly in policy news, the Federal Reserve’s monetary policy committee turned its attention to the timing of its long-run intention to raise short-term interest rates. To avoid the adverse reaction experienced last spring during the speculation concerning the timing of quantitative easing tapering, the minutes included the phrases to communicate that the discussion was planning for the future. NAHB believes this moment will come during the summer of 2015.



# Membership Minute



**Sara Gregory**

**Membership Director**

[membership@blackhillshomebuilders.com](mailto:membership@blackhillshomebuilders.com)

Did you take advantage of the Triple SPIKE points you could have earned from recruiting a new Builder or Associate member during the month of May? There were a couple people who recruited and earned some extra points, but for those of you who didn't, you can still

earn Triple SPIKE points in September!

It would be great to see our numbers continue to increase over the next few months; we are so close to having 500 members! It would also be great to see our builder member number reach 100; we are only about 10 away! When our builder number reaches 100, we automatically get another voting member of the NAHB Board of Directors which makes our South Dakota voice in Washington that much stronger!

The local membership drive is doing great as well, and there are some exciting new things that will be revealed in the months to come about the various incentives you could earn by recruiting new members and being involved, by going to

committee meetings, socials and other events! See page 10 to see who's leading the race to the \$500 grand prize!

The June social, sponsored by First National Bank, will be held at the Canyon Lake Chophouse, and Rapid City Mayor, Sam Kooiker, will be there to give us an update on Rapid City's progress so far in 2014, you won't want to miss this social!

Finally, a big thank you goes out to the Knecht Home Center Grill Masters for hosting and sponsoring a great social in May. The evening was fun for all and I want to thank the Knecht Team for all their hard work, those burgers were delish!

Sara Gregory

## Members:

Did you know that as a member of the BHHBA you can make copies at the office for a minimal cost of \$0.10 for black and white or \$0.20 for color?

AND

That as a member you may use the BHHBA Conference Room for your meetings at no cost? (Based on availability, please schedule in advance.)

BHHBA Members can also take advantage of free notary services at the office.

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# Membership Minute

## BE A CHAMPION OF THE MEMBERSHIP CAUSE:

### **BE A SPIKE!**

**BY RECRUITING, INVOLVING,  
AND RETAINING MEMBERS,  
SPIKES STRENGTHEN AND  
BUILD BOTH OUR  
ASSOCIATION AND THE  
ENTIRE INDUSTRY.**

SPIKE credits are earned by recruiting and retaining members. NAHB recognizes and rewards your membership development efforts with a SPIKE Club awards program. Awards are earned beginning with six credits and at increments of 25, 50, 100 etc. until the All-Time Big SPIKE level is achieved at 1,500 credits. At 50d, 100d, 150d and 250d levels you can choose among several distinctive awards. To achieve SPIKE status, you must earn six credits within two consecutive membership years (November 1 through October 1) to retain SPIKE status, and become a LIFE SPIKE, you must earn a minimum of one SPIKE credit (new or retention) each membership year until you reach a total of 25 credits.

For more information on the SPIKE Awards program, log on to [www.nahb.org](http://www.nahb.org) or stop by the BHHBA office for a free brochure.



Royal SPIKES: 150.50 and beyond	
Curt Cartwright	265.50
Ralph Siemonsma	259.50
David Asbridge	213.50
Jennifer Landguth	159.00
Bob Leonard	158.50

Red SPIKES: 100.50 - 150.00	
Jim Tolley	127.50
David Reyelts	120.50
Ross Jones	115.50

Green SPIKES: 50.50 - 100.00	
Mutch Usera	68.00
William Morrison	67.00
Rod Cowling	66.50
Mike Tennyson	66.00
Al Weidenbach	64.00
Paula Lewis	59.50
Darin Howie	54.50
Randy Cariveau	52.00

Life SPIKES: 25.50 - 50.00	
Rick Borden	40.50
Gale Davis	39.50
Ryan Kelly	38.50
Dan Staeffler	38.50
Curt Wieman	37.00
Charles Hammerquist	36.50
Ron Sjodin	27.00
Jeff Carsrud	25.50

Blue SPIKES: 6.00 - 25.00	
Tyler Tribby	24.50
Jeff Lage	22.50
Dave Viall	21.50
Bryan Mehlhaff	19.00
Rick Askvig	18.00
Todd Eliason	17.50
Dwight Eich	17.00
Jeff Mehlhaff	16.00
Jeff Weidenbach	12.00
Dick Cuka	11.50
Jay Mendel	10.00
Perry Grosz	9.00
Glen Kane	7.00
Steve Fenenga	7.00
Doug Melum	6.50
Jeff Penney	6.50
Tim Stulken	6.50

NAHB SPIKE Rosters typically run at least one month behind, so if you recruited last month, this roster may not yet reflect your current numbers.

## HALL OF FAME SPIKE HONOREES

Thank you HALL OF FAME SPIKE CLUB members who helped BHHBA be as strong as we are today!

Clarence Ley (300+)  
Ken Brenneise (166.5)  
Bob Knecht (119.00)  
Willard Lage (84.00)  
Dotty Johnson (67.50)  
Wally Bork (61.25)  
Wayne Loof (40.00)  
Bob Gengler (7.00)

## Please Welcome These New Member!

**Don Lamb**, Lamp Painting  
605-642-5015, SPIKE: Desi Mendel

**Joe Kerkvliet**, Ruby Creek Builders  
605-440-1470, SPIKE: Russ Johnson

**Shawn Wood**, The Real Estate Group  
605-415-1209, SPIKE: Daene Boomsma

**Dean Peterson**, BH Area Habitat for Humanity  
605-222-4791, SPIKE: Jay Mendel

**David Grundstrom**, DMG Construction  
605-341-3091, SPIKE: Jeff Weidenbach

**Andy Mitchell**, A & A Service Co. Inc  
605-923-6415, SPIKE: Russ Johnson

**Heather Porvasnik**, Winsupply of Rapid City  
605-399-3990, SPIKE: Jeff Carsrud

**Todd Walhof**, Wells Fargo Mortgage  
605-341-4000, SPIKE: Dan Staeffler

Feel free to give these new member a call!  
Make them feel welcome and invite them to get involved on a committee or attend a social!

## King of Hearts Update

We drew 15 more cards out of the deck at the May Social, and didn't have a winner! There is \$716 in the pot and 26 cards left. Be sure to attend the June Social for your chance to win!

## Congratulations May Recruitment Drawing Winner: Dwight Eich!

Dwight won a BHHBA apparel item of his choice for recruiting in April. Be sure to recruit in June for your chance to win!

# 2014 Membership Drive

## 2014 BHHBA Duck Dynasty “Theme” Membership Drive

Prizes will be awarded at the 2014 BHHBA Christmas Party, which will be redneck prom themed.

**Recruit New Members and Participate  
in HBA Events to Earn Points!**

**Cash In Your Points For A Chance  
To Win Great Recruitment Prizes!**

For every 50 Points you earn in the membership drive you earn a Ticket to enter prize drawings at the Christmas Party. Prizes will include two guns and various other hunting themed goods!

Membership Drive Point System	Point Value
Attend State Convention in Watertown	10
Volunteer for an event (per day)	10
Attend a Social	10
Attend a Committee Meeting	15
Recruit a Affiliate Member	25
Recruit an Associate Member	50
Recruit an Builder Member	75



### Top 40 Member Point Standings (through 5/20/14)

First	Last	Company	Pts	First	Last	Company	Pts
Jay	Mendel	Mendel's Masonry	530	Jesse	Welbig	Dakota Craft Builders Supply	125
David	Asbridge	DreamMaker Kitchen & Bath	340	Shane	Regelin	Heartland Pella	120
Jim	Tolley	J&D Woodworks	265	Brian	Bennet	Knecht Home Center	115
Ross	Jones	Jones Construction	235	Dick	Cuka	J&D Woodworks	110
Russ	Johnson	RCG	225	Jessica	Meza	Black Hills Builder Magazine	110
Daene	Boomsma	Boom Construction	220	Zach	Shull	Knecht Home Center	110
Jeff	Lage	Villagio, LLC	220	Randy	Olivier	The Real Estate Group	110
Desi	Mendel	AFLAC	220	Micheal	Lhotak	The Real Estate Group	110
Tim	Stulken	TLS Construction	220	Dave	Viall	Building Products Inc	100
Jeff	Carsrud	Winnsupply	200	Sheryl	Peebler	First American Title Co.	95
Jeff	Weidenbach	Weidenbach Bros Construction	190	Loretta	Hammerquist	B & H Heat	90
Dwight	Eich	Custom Homes by Eich	175	Teri	McNally	Premier Home Mortgage	90
Mutch	Usera	Black Hills Power	175	Dan	Staeffler	Bierschbach Equipment	90
Shaunte	Stulken	TLS Construction	170	Rick	Askvig	REA Construction	80
William	Morrison	Morrison Construction	160	Curt	Cartwright	Rapid City Window & Glass	75
Jeremy	Muth	Select Construction	160	Gloria	Wentz	Bursch Travel	75
Bryan	Mehlhoff	Mehlhoff Construction	150	Jennifer	Landguth	Lage Construction	75
Ron	Sjodin	RE/MAX of Rapid City	150	Marcia	Cuka	J&D Woodworks	70
Ralph	Siemonsma	Siemonsma Construction	145	Kandi	Moulder	Robert Sharp & Associates	70
Jackie	Hansen	Security First Bank	145	Tyler	Tribby	Premier Home Mortgage	70

# 2014 Membership Drive

**Each time you recruit a Builder or an Associate member, you earn a ticket into a reverse drawing for \$500.**

#	First	Last	Company
4	Russ	Johnson	RCG
2	Jay	Mendel	Mendel's Masonry
2	Ron	Sjodin	RE/MAX of Rapid City
2	David	Asbridge	DreamMaker Kitchen & Bath
2	Bryan	Mehlhoff	Mehlhoff Construction
1	Jeff	Carsrud	Winnsupply
1	Mutch	Usera	Black Hills Power
1	Brian	Bennet	Knecht Home Center
1	Jennifer	Landguth	Lage Construction
1	Ralph	Siemonsma	Siemonsma Construction
1	Jeff	Weidenbach	Weidenbach Bros Construction
1	Dwight	Eich	Custom Homes by Eich
1	Ross	Jones	Jones Construction

#	First	Last	Company
1	Jeff	Lage	Villagio, LLC
1	Desi	Mendel	AFLAC
1	Dan	Staeffler	Bierschbach Equipment
1	Tim	Stulken	TLS Construction
1	Jim	Tolley	J&D Woodworks
1	Dave	Viall	Building Products Inc
1	Mark	Kerr	Menards
1	Randy	Olivier	The Real Estate Group
1	Dan	Maguire	Black Hills Insurance Agency
1	Grant	Bolt	Grant Bolt Roofing
1	Kory	Weisbeck	Creative Ironworks
1	Scott	Owen	Allied Building Products

## There will be a Special Prize for the Top 5 SPIKEs in 2014!

**Here is a list of the Top 5 SPIKE recruiters so far...**

This is updated through April 30. May points have not been calculated by NAHB.

(The calculation for this and NAHB SPIKE of the Year is based on NAHB's calendar year recruitment - which is Oct. 1, 2013 through Oct. 31, 2014.)

Points	Name	Company
2	Russ Johnson	Russ Johnson Construction
2	Bryan Mehlhoff	Mehlhoff Construction
2	Jay Mendel	Mendel's Masonry & Construction
2	David Asbridge	DreamMaker Bath & Kitchen
2	Mutch Usera	Black Hills Power



**The Top 5 SPIKEs in 2014 will each receive an embroidered BHHBA jacket.**

## THE ENFORCEABILITY OF PAY-IF-PAID CLAUSES IN SOUTH DAKOTA\*



**Jason Smiley**  
Attorney with Gunderson, Palmer,  
Nelson, & Ashmore, LLP

South Dakota is one of only a handful of states that have not adopted legislation concerning the enforceability of contingent payment clauses, also known as “pay-if-paid” clauses. A “pay-if-paid” clause is a clause in a contract that conditions the general contractor’s obligation to make payment to its subcontractors to first being paid by the owner. The legislative

trend is to prohibit or limit the enforceability of these provision and at least 32 states have adopted some form of legislation. William M. Hill and Mary-Beth McCormack, “Pay-If-Paid Clauses: Freedom of Contract or Protecting the Subcontractor From Itself?” *The Construction Lawyer*, Volume 31 at 26-29. Until legislation is passed, it will be up to the courts to decide whether contingent payment clauses are enforceable in South Dakota.

Results vary in other jurisdictions that have considered the issue. New York and California have refused to enforce contingent payment provisions on the basis of public policy; however, most courts have enforced these provisions if drafted correctly. *Id.*

Some courts recognize a distinction between clauses that call for payment “if paid” versus clauses that call for payment “when paid.” Use of terms such as “when paid” have been treated less favorably by some courts, and the tendency is to interpret these clauses to

require payment within a reasonable time regardless of whether payment has been made by the owner. *Id.* Many, but not all, courts will enforce clauses that make payment by the owner a “condition precedent” to the general contractor’s obligation to make payment to its subcontractors.

It is probably only a matter of time before the legislature or the courts take action on conditional payment clauses in South Dakota. Until such time, as with all contractual matters, the parties are encouraged to read the fine print.

---

Jason M. Smiley was born and raised in Rapid City, where he lives with his wife, Darby, and their two children. He is a partner at the law firm of Gunderson, Palmer, Nelson & Ashmore, LLP, and is admitted to practice in South Dakota and Wyoming. Jason is a member of the BHHBA.

**\*This article is for informational purposes only and does not constitute specific legal advice.**

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# June Membership Meeting: Mayor's Night Tuesday, June 17, 2014

- **Social Hour Begins at 5:30 pm**
- **Dinner Served at 6:30 pm**
- **Canyon Lake Chophouse**
- **Cost is \$17 with Early RSVP**  
(before noon on June 16th)  
**or \$19 with Late RSVP or Walk-In**



**Hear about Rapid City's  
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Return this form to the BHHBA Office:

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# May Builder Appreciation Social Review



The May Builder Appreciation Social was held at the BHHBA Warehouse.

The 2014 Builder Appreciation Social was held on May 20 at the BHHBA Warehouse .

Thank you to Knecht Home Center for sponsoring the social and doing all the grilling.

Thank you to everyone who attended!



Approximately 85 members and guests attended the social.



Knecht Home Center was the social sponsor. Thank you Knecht!



Membership Committee Chair Jim Tolley and Membership Director Sara Gregory awarded a recruitment drawing prize to Dwight Eich.



Three \$1,000 scholarships were presented at the social, from left to right: David Pulis, Justin Carsrud and Nathan Wentz.



Knecht Home Center staff grilled the hamburgers and brats, which turned out great.



Jeff Weidenbach was one of the winners of the many Knecht Home Center door prizes.



Although we drew 15 cards out of the King of Hearts deck, we still do not have a winner. See page 9 for King of Hearts information.



Thank you to our sponsor:



## America's Ride for Housing



**Dwight Eich**  
Custom Homes by Eich  
PAC Rally Ride Task Force Chair

This year the BHHB BUILD-PAC will be hosting a State fundraiser for the NAHB BUILD-PAC in the form of a Poker Ride for 2, 3, or 4 wheel vehicles. The funds raised will go to support NAHB BUILD-PAC.

The ride is August 2, and will be approximately 125 miles with

multiple historic stops throughout the Black Hills. The ride will start and stop at the Central States Fairgrounds.

\$3,000 in cash prizes will be awarded as follows:

1st Place - \$1,500 awarded to Best Poker Hand

2nd Place - \$1,000 awarded to Second Best Poker Hand

3rd Place - \$500 random drawing to include all other poker hands.

The entry fee is only \$50 per person or \$90 per couple. At the end of the ride each rider will draw 7 cards to create the best 5 card poker hand. Riders can purchase additional poker hands for \$20 each.

Registration will open June 3rd. Visit [www.blackhillshomebuilders.com](http://www.blackhillshomebuilders.com) and look for the Ride with the PAC logo, which will link to the

registration page. T-Shirts will only be guaranteed to participants who are registered by July 7. You can still register after July 7, through August 2, but event t-shirts cannot be guaranteed for people who register after July 7. T-shirts will be for sale, if available, after the ride on August 2.

I'm looking forward to an excellent ride, and encourage you to get registered and Ride with the PAC on America's Ride for Housing.

Dwight Eich  
BHHB BUILD-PAC Rally Ride  
Task Force Chairman



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# America's Ride for Housing

## NAHB BUILD-PAC Poker Run

Saturday, August, 2, 2014

- Cost to participate is \$50 per person or \$90 per couple
- Ride begins and ends at Central States Fairgrounds (Use the 800 San Francisco St. Entrance)
- Approximately 125 Miles
- Open to 2, 3 or 4 wheel vehicles
- Free Food and Beverages served upon return with a cash bar available
- Event T-Shirts guaranteed to those who register on or before July 7.
- Once everyone has drawn their poker hands at the end of the ride, prizes will be awarded.
  - 1st Place - \$1,500 awarded to Best Poker Hand
  - 2nd Place - \$1,000 awarded to Second Best Poker Hand
  - 3rd Place - \$500 random drawing to include all other poker hands.
- Extra poker hands will be available for \$20 each
- Register online at [www.blackhillshomebuilders.com](http://www.blackhillshomebuilders.com) (Look for the "Ride with the PAC" logo.)

Call 605-348-7850 for more information.



South Dakota  
BUILD PAC

Contributions to BUILD-PAC are completely voluntary. You may choose not to contribute without reprisal. Contributions to BUILD-PAC will be used for political purposes and are not tax deductible for federal income tax purposes. Federal law requires political action committees to report the name, mailing address, occupation and name of employer for each individual whose contributions exceed \$200.00 in a calendar year. Foreign nationals cannot contribute to BUILD-PAC.

ALL FUNDS RAISED ARE FOR "BUILD-PAC, or Builders United in Legislative Decisions Political Action Committee, which is the political arm of the National Association of Home Builders (NAHB). BUILD-PAC helps elect the most qualified pro-housing, pro-business candidates to federal office."



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## 2014 Home Show

### Congratulations Home Show Bingo Winner!

This year's Home Show Blackout Bingo winner is Bonnie Maniscalco from Rapid City!

Bonnie will be enjoying a free Deadwood getaway for two at the Deadwood Gulch Gaming Resort!



## 2014 Spring Parade

### Congratulations Spring Parade of Homes Bingo Winner!

This year's Spring Parade of Homes Blackout Bingo winner is Eric Gustafson from Rapid City!

Eric will be enjoying a free Deadwood getaway for two at the Deadwood Gulch Gaming Resort!

The getaway includes a free hotel room, \$20 in gaming credits, and a breakfast for two.

Thank you to the Deadwood Gulch Gaming Resort for their continued support of Home Show Bingo.



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### Member News

If you have member news to share, including award announcements, sympathies, articles of interest, etc., please submit them to [events@blackhillshomebuilders.com](mailto:events@blackhillshomebuilders.com) or speak with Joe at 605-348-7850.

The BHHBA will feature member articles that relate to the building industry in this publication.

Thank You!

## City Notifies Public about Unlicensed Contractor

On January 30, 2014, the City of Rapid City revoked the contractor's license of Hail Strike Restoration for the reasons enumerated in the license revocation notification. It has since come to the attention of the City's Building Services Division that Hail Strike may have performed roofing construction within the City after its contractor's license was revoked. Due to Hail Strike's unlicensed status, the company is unable to obtain permits to do construction work in the City.

It is a violation of City ordinance for a contractor to perform roofing work within the City without a

contractor's license and a building permit. There may be homeowners in the City who contracted for work by Hail Strike when the company was unlicensed.

Anyone with information about unlicensed or non-permitted construction work performed by Hail Strike is asked to call the Rapid City Building Official at 394-4120, or to fill out a form at the Building Services desk at the City School Administration Center, 300 6th Street, Rapid City.

The City further encourages anyone who comes across unlicensed

contractor activities to report the information to the Building Services Division at the phone number or address provided above. Details to provide, when available, include the unlicensed contractor's name, address (business and/or physical location where work is being performed), phone number, vehicle description, license plate, business card and/or advertisement, contracts signed by the unlicensed individual/company, and any other information that may have been obtained.



### SERVICES AVAILABLE TO YOU AS A BHHBA MEMBER



#### MEETING Location

Members of BHHBA can use our conference room or the warehouse during business hours (based on availability).

#### WiFi Service

Need to fire off a quick email? No problem! We have an extra desk for members on the go who need a place to do last minute work.

#### Free NOTARY Service

Any BHHBA staff can notarize your documents free of charge, and all because you are a member.

#### FAX Service

Receive or send faxes.

#### COPY Service

Make copies at the BHHBA office. It's only 10 cents for Black and White copies and 20 cents for Color copies. Double sided copies count as two copies.

#### Information Station

Industry information on the state, local and national level. We will help you find the answers to any building industry questions you may have.

#### Educational Opportunities

We offer opportunities for continuing ed. credits, and you can gain a competitive edge with the NAHB University of Housing.

#### Expert Advisors

Access to NAHB's economic, legal, financial, regulatory and technical specialists.

#### Membership Discounts

Significant discounts on vehicles, office products, PC's, payroll services, delivery and more through NAHB.

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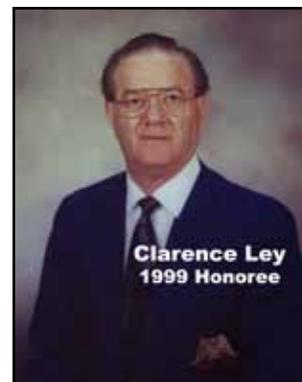
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# In Memory



## Clarence Ley

October 1, 1933 - May 3, 2014

On Saturday, May 3, 2014, Clarence Ley, a long time member, and a friend and colleague to many went to be with the Lord. Clarence was born October 1, 1933 the ninth of ten children to Jacob and Selma Ley in Cold Water, ND.

He moved as a young child to Ashley, ND and this is where he completed his education. After high school Clarence moved to Billings, MT and was employed by Buick Garage. He met his first wife, Patricia Gillette, in Billings and they were married in 1954. To this union was born Dennis, Steve and Richard. They joined a brother, Tim, to complete the family. While married to Patricia the family lived in Powell, WY, Cheyenne, WY, Sheridan, WY and Rapid City, SD.

Clarence joined the Air Force in 1954 in Butte, MT and was stationed in Cheyenne, WY where he received his Technical Training. That training was put to use at Thule AFB in Greenland. He was discharged in 1955 and moved back to Powell WY. Here he received his training in Marketing and continued in Marketing until his retirement in 1995. In Powell he worked at Gambles and Firestone. He later was hired by MDU and moved to Sheridan and onto Rapid City in 1969. He retired from MDU after 33 1/2 years. He always said he could never keep a steady job.

Clarence belonged to the Elks and

Jaycees in Sheridan. Once moving to Rapid City he belonged to the following: Lions Club, Toastmasters, Christian Business Men's Committee, Lutheran Brotherhood, The Gideon's International, Black Hills Home Builders and he also served as a United Way Board Member. He also belonged to the Mount Rushmore Memorial Society, the Germans from Russia Heritage Society, the Moose, the 39 Dance Club and the Dakota Territory Dance Club. He also was an active member at Trinity Lutheran Church and Restored Life Outreach.

Clarence was a friend to all and was always ready to give you the privilege and opportunity to participate in his adventure. He enjoyed gardening, woodworking and traveling. He especially enjoyed traveling and dancing with his second wife, Bonita, the love of his life, who he married in 1996. Clarence left this world knowing that he had his Visa and Passport ready. He knew that he was going to Heaven to be with his Lord and the deceased family members that had gone on before him, especially his son, Steve.

Clarence is an honouree of both the Black Hills Home Builders Hall of Fame and the South Dakota Home Builders Hall of Fame. He also has held and continues to hold the BHHBA all time high SPIKE CLUB member title (recruiter of members) with over 300 SPIKES.

Clarence's energy and personality had you at "pleased to meet you"! Even after retirement, he continued to attend socials and events and every year showed up at the Hall of Fame Banquet with his lovely wife Bonita at his side, proudly wearing his Hall of Fame medallion, which he truly earned. I always loved seeing him walk into the room when he joined us at an event or social or just stopped by the office to say hello. His energy brought the room to life.

I've heard stories of Clarence's recruiting days and of his never ending dedication to recruiting members to the Black Hills Home Builders Association. Clarence never failed to show up at the Home Show every year to hand out membership information and gain new members. I did get to see Clarence in action a couple times and the 2013 Home Show is the time that really stands out and the time that made me realize how much he loved recruiting and giving people the privilege and opportunity to become members. I did not expect to see Clarence that year because he had told us that he was having troubles breathing and getting around wasn't quite as easy for him. BUT – SURPRISE US HE DID! Clarence came strolling in on a 3 wheeler and of course his lovely wife Bonita was by his side. Well she escorted him around and believe it or not, Clarence helped bring in about a half dozen members at the 2013

Home Show. Clarence was retired and was an honorary member through the Hall of Fame, but he could not get the SPIKE points from those businesses he was working on recruiting. That didn't matter to Clarence. When we asked him about it he told us that it was in the bag and all someone had to do was go and seal the deal. He then suggested that some of our newer younger members be given these hot leads and that he'd go with them if they'd like and he did. Always ahead of the game and still recruiting even when he wasn't getting a SPIKE out of it, Clarence recruited because he loved the Black Hills Home Builders and the building industry. He stopped by the Home Show office several times to see Sara or I and give us another lead or pick up more new member packets. His energy and love for the industry was amazing!

It is because of the never-ending dedication of members like Clarence Ley, who give so tirelessly of themselves that the BHHBA and the construction industry are what we are today! Our success is achieved through dedication and volunteer efforts of our members, great members like Clarence Ley.

Clarence gave so many of our members past and present the privilege and opportunity to be a part of our association and I am sure anyone that knows Clarence will say they were happy to have had the privilege and opportunity to have known such a great man! I'm sure I speak for our Board of Directors, the staff of BHHBA and our members when I say that Clarence will be missed dearly!

Please take a moment to remember our great friend and colleague, Clarence Ley, in recognition of all that he did for the Black Hills Home Builders Association and the building industry.

A memorial has been established to Gideon's International Hospice of the Hills. Cards may be sent to Bonita Ley, 1415 Penny Lane, Rapid City, SD 57702.

This article is Clarence's obituary with additional content by Cheryl Bettmeng.

## Newsletter Advertising

# BHHBA Members Can Advertise in the Monthly Newsletter!

## Take Advantage of these Great Rates!

<b>1 month advertising:</b>		<b>1 year advertising:</b>	
¼ Page	\$200.00	¼ Page	\$400.00
½ Page	\$400.00	½ Page	\$700.00
Full Page	\$600.00	Full Page	\$1000.00
		½ Back Cover	\$1200.00
		Full Inside Cover	\$2500.00

**1 year advertising rates will be pro-rated for those who would like to advertise for the rest of the year.**

**Members also can advertise in the bulletin with a flyer.  
475 flyers must be provided to the BHHBA office.  
Cost is \$250 per insert.**

If you are interested in advertising in the monthly newsletter or would like more information please call the BHHBA office at 605-348-7850 or email [events@blackhillshomebuilders.com](mailto:events@blackhillshomebuilders.com).

## 2014 BHHBA Socials

### 2014 Remaining Social Schedule

#### June 17 - Mayor's Night & Social

Location: Canyon Lake Chophouse  
Sponsor: First National Bank

#### October 21 - Election Night

Location: Hotel Alex Johnson  
Sponsor: Sherwin Williams

#### July 15 - Fish Fry & Social

Location: BHHBA Warehouse  
Sponsor: Mendel's Masonry & Construction

#### November 18- Awards & Officer Installation Night

Location: Adoba Eco Hotel  
Sponsor: Kieffer Sanitation

#### August 12 - Family Picnic

Location: Bear Country USA  
Sponsor: Premier Home/Rushmore Mortgage

#### December 6 - Christmas Party & SPIKE Awards

Location: Ramkota Convention Center

#### September 4 - Associates Night & Golf Calcutta

Location: BHHBA Warehouse  
Sponsor: Montana-Dakota Utilities



# Recruiting Tips from NAHB Top SPIKES

Here are some tips and tricks for recruiting new members from some of NAHB's top recruiters.

## 1. How do you present the value proposition of joining the HBA?

- Each prospective member is unique; listen to find out what they are looking to get from their membership; tailor your response to address their specific needs/wants
- Focus on the savings that your HBA can offer through local and national programs
- Have on-hand a list of recent advocacy "wins" or issues that the HBA or NAHB has worked on
- Develop a 30 second elevator speech to communicate the association's value quickly
- If possible, use success stories of other members in the same trade or industry that are a direct result of joining the HBA

## 2. What do you say to prospective members to overcome specific objections?

### I'm too busy to be involved.

- "There are many ways and areas of involvement, I'm sure one of these will suit you and work with your schedule."
- "If you can't fit committee or council meetings into your schedule, just start with a networking event after work or an HBA luncheon."
- Be understanding, but ask if another member of their company could come in their place.
- "Everyone's schedule is different. You don't have to get involved if you are truly too busy. There are other members just as dedicated to the industry that can 'carry the water.' Help support the members who can get involved."

### I can't afford it right now.

- Be understanding; try to resonate with the financial concerns that are cited, but note that connecting with peers will help boost business.
- "With all that is happening in the building industry right now, you almost cannot afford *not* to join today."
- If your association has a partial payment plan, describe it as an option for the new member.
- Taking advantage of many of the discounts and member benefits can result in the dues paying for themselves.

### I don't see the value of joining the association.

- Ask questions about their business, how they market, how they keep abreast of current issues, how they gain referrals – joining the association will help with all of these.
- Ask why they don't see the value; as they answer you can address their specific points one-by-one. This may also help you to better articulate your proposition going forward.

## 3. How do you find new people to recruit? What creative and resourceful ways do you get new leads?

- Ask builder & remodeler members for their list of subcontractors, manufacturers, and suppliers
- Ask member title companies, mortgage lenders, etc. who they would recommend as new members
- Go to networking events of other trade associations or Chambers of Commerce in the area
- Create a council at your HBA to develop new leads – for example a Commercial Council whose purpose is to specifically target commercial developers in your region
- Home Show participant lists
- New licensees in the area

# Recruiting Tips from NAHB Top SPIKEs

Here are some tips and tricks for recruiting new members from some of NAHB's top recruiters.

- Perform an internet search on other local trade associations and ask for their membership lists
- Use the Book of Lists and phone book
- Take down the names and contact information of related business from vehicles or billboards

#### 4. Do you have techniques that are specific to your region or industry that aid in getting new members?

- Answers vary. The point is to think about the unique challenges or issues that exist in your area, and emphasize how your HBA addresses those issues and works for its members and the industry.

#### 5. How valuable do you find networking?

- Very important and extremely valuable for getting new members and existing members
- Inviting prospective new members to a networking event is beneficial because they will usually find at least one person that they can get referral business from, and they start to enjoy being around the group and forming relationships
- For invitation-only events, encourage members bring someone who might be a potential new member
- Networking is especially important for membership retention; the more involved members feel, the more likely they are to renew
- Go to the networking events of other organizations in related fields, such as real estate and construction
- Hold networking events at product showrooms (sponsorship opportunity), so that members and non-members can learn about new products and services available; potential new members could come from sponsoring company's invitation list

#### 6. When and how do you make prospecting calls?

- If working directly off of a referral, it's easy to introduce yourself and immediately talk about why you're calling
- In person (with an appointment) is best, however due to time and scheduling, phone calls are most effective, followed up by email
- Any time of day can be effective; just find what works for you and make note of when you have been most successful in reaching people
- Find certain hours/days of the week for making calls and be consistent for the best results

#### 7. How do you manage your pipeline of interested prospects that need more follow up?

- Employ a tracking system – either a notebook, spreadsheet or other system that works for you – so you know who you've contacted and when & what their status is (interested/committed/paid)
- Follow up in person, on the phone, or by email – depending on what you and the prospect are most comfortable with
- You may invite the potential new member for a follow up meeting at the HBA offices or even invite them to an association meeting
- Time frame: within 24 hours after initial contact; varies after that depending on interest level (from 1x/week or more to 1x/month)

# Real Money: Real Savings

We know you're already seeing the value of attending this year's International Builders' Show, where NAHB members enjoy discounted registration fees.

## But wait...There's more!

See how your membership puts money in your pocket – just from these 2013 NAHB programs and resources:



**\$169 million**  
Industry savings from blocking overly restrictive capital requirements



**\$225,000**  
Local ordinance review and litigation assistance

**\$260 million**  
Builder revenue saved by preserving the mortgage insurance tax deduction



**\$7.2 million**  
Cost savings in 2013 through the NAHB Member Advantage Program

**\$6,300**  
Average cost savings per home when NAHB helped Illinois builders strike down sprinkler mandates



**\$150,000**  
Savings realized by just one developer after NAHB's successful litigation efforts on exactions for permit approvals



Count up the savings from discounts, members-only services, educational designations and other NAHB offerings and now you're talking real money – an average savings of

**\$6,200**

per housing start for a typical home builder in 2013.



Learn more at [valueofnabh.org](http://valueofnabh.org)

# Candidate Forum Review



Candidates for Wards 1 and 2 attended the forum at the SD School of Mines and Technology.

The BHHBA Government Affairs Committee and the Rapid City Chamber of Commerce Government Affairs Committee teamed up to host a Candidate Forum with Candidates for the Rapid City City Council and School board.

Candidates were given 5 minutes to talk about themselves, and then each candidate answered questions from the audience.

Thank you to everyone who attended!



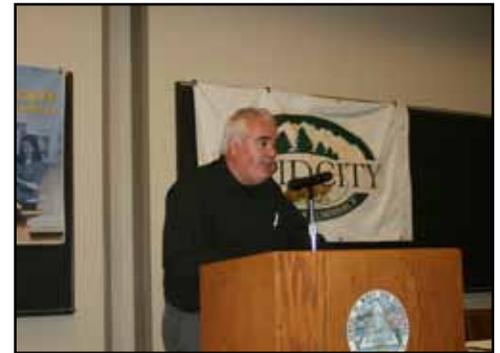
Candidates for wards 3, 4, and 5 also attended. The candidates for school board are running unopposed, and did not attend.



RC Area Chamber of Commerce Governmental Affairs Committee Chairman Dr. Helen Usera was the moderator for the forum.



Tim Rose (standing) and Richard Towne (seated) are the candidates for City Council Ward 2.



Ron Weifenbach (pictured) and Vince Vidal are the candidates for City Council Ward 1.



Rick Askvig (pictured) and Amanda Scott are the candidates for City Council Ward 4.



Ron Sasso (standing) is one of the Ward 5 candidates. Chad Lewis (seated) is running unopposed for Ward 3.



Darla Drew is the other Ward 5 candidate, running against Ron Sasso.



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# April 2014 Building Permits

	Permits	Permits	Permits	Permits	Est. Value	Est. Value	Est. Value	Est. Value
	April '14	2014 Total	April '13	2013 Total	April '14	2014 Total	April '13	2013 Total
City of Rapid City	31	76	14	75	\$5,890,127	\$13,462,549	\$2,782,080	\$13,912,032
Pennington County	9	26	4	29	\$2,274,765	\$6,203,145	\$1,009,095	\$6,953,180
Boxelder	4	10	6	23	\$510,000	\$1,236,000	\$855,000	\$2,919,000
Spearfish	8	24	5	32	\$1,931,900	\$5,057,900	\$953,938	\$5,975,123
<b>Total</b>	<b>52</b>	<b>136</b>	<b>29</b>	<b>159</b>	<b>\$10,606,792</b>	<b>\$25,959,594</b>	<b>\$5,600,113</b>	<b>\$29,759,335</b>

## Rapid City Building Permits

BH Construction	3934 Park Dr	Townhouse	\$155,423
BH Construction	3930 Park Dr	Townhouse	\$155,423
Caekaert Const	602 Topaz Ln	Townhouse	\$141,501
Caekaert Const	602 Topaz Ln	Townhouse	\$141,501
Chad Zandstra Construction LLC	1001 Enchanted Pines	Single Family	\$345,217
D&T Ventures	306 E Bengal	Single Family	\$159,130
Dakota Castles	1120 Settlers Creek Pl	Single Family	\$232,774
DAZ Construction	702 Ziebach	Single Family	\$157,694
Guthrie Inc	4947 Good Shepherd Way	Townhouse	\$164,028
Guthrie Inc	4945 Good Shepherd Way	Townhouse	\$164,028
Guthrie Inc	4930 Grace Way	Townhouse	\$164,028
Guthrie Inc	4920 Grace Way	Townhouse	\$164,028
Haas Industries	4216 Vinecliff	Single Family	\$210,462
Horizon Homes	4912 Three Rivers Dr	Single Family	\$160,649
Howie Const LLC	5949 Nugget Gulch Rd	Single Family	\$201,495
Howie Const LLC	5930 Bendt	Single Family	\$177,572
K&S Custom	171 Savoy Cr	Single Family	\$155,733
Lipp Construction	723 S Berry Pine	Single Family	\$524,142
MMI LLC	6015 Nugget Gulch Rd	Single Family	\$284,376
Nesland Const Co.	4313 Duckhorn	Single Family	\$167,828
Parker Const	3938 JW Gould Memorial Dr	Single Family	\$232,872
Pulis Construction	4907 Ambrose	Single Family	\$111,857
Select Const	151 Melano St	Single Family	\$173,686
Select Const	144 Melano St	Single Family	\$157,935
Select Const	140 Melano St	Single Family	\$130,410
Six LLC	311 Dunbar Ct	Townhouse	\$161,465
Six LLC	313 Dunbar	Townhouse	\$160,006
Slate Ridge Builders Inc	2241 Cognac Ct	Single Family	\$172,498
Triple J Const	1020 Lennon	Single Family	\$218,335
Wood Builders	824 Ziebach	Single Family	\$173,264
Wood Builders	815 Ziebach	Single Family	\$170,767

## Pennington County Building Permits

Accurate Builders Inc	7720 Redemption Rd	Single Family	\$489,560
Chris Wells Const	15006 225th St	Single Family	\$130,970
Erskin Construction	4005 Falling Rock Rd	Single Family	\$178,780
Monty Engel	14934 Back Country Trl	Single Family	\$366,620
Rave Brothers Inc	9120 Ivory Cliffs	Single Family	\$267,760
TNT Homes & Const	14769 Lamplight Dr	Single Family	\$170,640
TNT Homes & Const	14771 Lamplight Dr	Single Family	\$197,295
TNT Homes & Const	22971 Morninglight	Single Family	\$302,500
TNT Homes & Const	22970 Morninglight	Single Family	\$170,640

## Box Elder Building Permits

Boom Construction	1248 Iditarod	Single Family	\$115,000
Boom Construction	1219 Fairbanks	Single Family	\$115,000
Energy Smart Homes	485 Coyote Trl	Single Family	\$160,000
MMI LLC	439 Sovereignty	Single Family	\$120,000
Guthrie Inc	22726 Partridge	Single Family	\$210,000
Pulis Construction	482 Bluebird	Single Family	\$120,000

## Spearfish Building Permits

Apex Construction	931 & 933 Ames Ave	Duplex	\$120,000
Delta Construction	2810 Hillsview	Single Family	\$298,000
Diversified Construction	3621 Westview Dr	Single Family	\$185,000
Diversified Construction	2518 Chokeycherry Cr	Single Family	\$250,000
EKE, Inc.	2315 Gunslinger	Single Family	\$236,000
Iverson Construction	1119 Canyon St N.	Townhouse	\$265,000
Iverson Construction	1121 Canyon St N.	Townhouse	\$265,000
Kevin/Lynette Wermager	2005 Lookout Mt. Rd	Single Family	\$248,000
Neighborhood Housing	2733 River View Cr	Single Family	\$64,900

# BHHBA Calendar

## JUNE

- **June 3 - 6, 2014** - NAHB Spring Board of Directors Meeting Washington DC
- **June 10, 2014** - Associates Committee - Noon - BHHBA Office
- **June 10, 2014** - Membership Meeting - 4 pm - BHHBA Office
- **June 10, 2014** - Build PAC 5:15 pm - BHHBA Office
- **June 11, 2014** - Education & Scholarship Cmte. Meeting - 4 pm BHHBA Office
- **June 12, 2014** - Home Builders Care Cmte - 4 pm - BHHBA Office
- **June 14, 2014** - **Flag Day**
- **June 15, 2014** - **Father's Day**
- **June 17, 2014** - Board of Directors Meeting - 3:30 pm - BHHBA Office
- **June 17, 2014** - Mayor's Night Social - 5:30 pm - Canyon Lake Chophouse

Sun	Mon	Tue	Wed	Thur	Fri	Sat
1	2	3	4	5	6	7
NAHB Spring Board - Washington DC						
8	9	10 Associates Meeting - Noon BHHBA Office Membership Meeting - 4 PM BHHBA Office Build-PAC 5:15 PM - BHHBA Office	11 Education & Scholarship 4 PM BHHBA Office	12 Home Builders Care 4 pm	13	14 <b>Flag Day</b>
15 <b>Father's Day</b>	16	17 Board of Directors Meeting 3:30 PM BHHBA Office Mayor's Night Social - 5:30 PM Canyon Lake Chophouse	18	19	20	21
22	23	24	25	26	27	28
29	30			<b>June</b>		

## JULY

- **July 1, 2014** - Membership Meeting - 4 pm - BHHBA Office
- **July 1, 2014** - Build PAC - 5:15 pm BHHBA Office
- **July 4, 2014** - **Independence Day**
- **July 8, 2014** - Associates Committee - Noon - BHHBA Office
- **July 9, 2014** - Education & Scholarship Cmte. Meeting - 4 pm BHHBA Office
- **July 10, 2014** - Home Builders Care Cmte - 4 pm - BHHBA Office
- **July 15, 2014** - Board of Directors Meeting - 3:30 pm - BHHBA Office
- **July 15, 2014** - July Social 5:30 pm - BHHBA Warehouse
- **July 17 - 18, 2014** - SDHBA Summer Board Meeting Aberdeen, SD

Sun	Mon	Tue	Wed	Thur	Fri	Sat
		1 Membership Meeting - 4 PM BHHBA Office Build-PAC 5:15 PM - BHHBA Office	2	3	4 <b>Independence Day</b> BHHBA Office Closed	5
6	7	8 Associates Meeting - Noon BHHBA Office	9 Education & Scholarship 4 PM BHHBA Office	10 Home Builders Care 4 pm	11	12
13	14	15 Board of Directors Meeting 3:30 PM BHHBA Office July Social 5:30 PM BHHBA Warehouse	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	<b>July</b>	

## Other

### Upcoming Events

- **September 3 - 6, 2014** - NAHB Fall Board of Directors Meeting Phoenix, AZ



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