



CMBA
HOME & Lifestyle SHOW

Join Us Virtually!

March 5-14, 2021

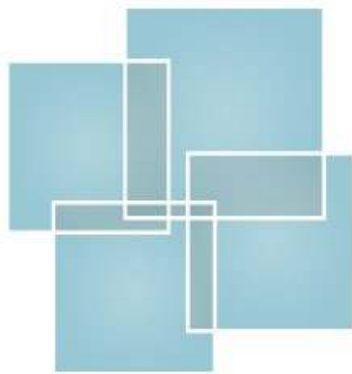
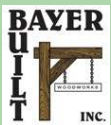
CELEBRATING 50 YEARS CMBA
CENTRAL MINNESOTA BUILDERS ASSOCIATION

0:01 / 1:02

Thank you to
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**TOUR-OF
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Tri-County Abstract
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From left - right: Melanie Walz, Mary Weis, Sue Lentner, Mary Schneider,
Jan Carlson, Brenda Roettger, Mary Jo Schepers

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Builders Continuing Education Opportunities

CMBA Builders Continuing Education is a SNAP February 18, 2021, 8 AM-3 PM

*Presented by:
Andy Schreder, Rum River Construction Consultants*

Sponsored by Simonson Lumber

ALMOST FULL



CMBA Builders Continuing Education March 4, 2021

**"High Performance Buildings That Work,
including Energy, Business and Law"**




*Presented by John Miller
Northstar Associates, Inc.*



We would like to thank our Sponsor Simonson Lumber for the Builders Continuing Education Opportunities, we appreciate the support in ensuring our local builders have access to courses that apply to their license requirements.



February 2021

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 7:30 Home and Lifestyle Show Committee Meeting	2 11:00 Membership Committee mtg 12:00 Spike Mtg.	3	4	5	6
7	8	9	10 9:00 CMBA Board Meeting	11 7:30 Commercial Council Board Meeting 9:00 Tools for Schools Mtg.	12	13
	15 12:00 Remodelers Council meeting	16	17	18 8-3 Builder's Continuing Education 	19	20
21 		23	24	25	26 ZOOM - CHAMBER CONNECTION @ 7:30am	27
28						

[View CMBA Online Calendar Here](#) Calendar subject to change—watch online



How can you Help?

This year, the CMBA Virtual HomeShow will feature a Silent Auction to benefit the work of Central Minnesota Habitat for Humanity (CMHFH). CMHFH partners with volunteers and supporters to build homes

for low income members of our community who demonstrate a need for decent, affordable housing. After completing 200 hours of sweat equity, taking 15+ hours of homeowner and financial wellness classes, and serving as an active ambassador and partner with CMHFH, accepted applicants purchase a home with a 20-30 year interest-free mortgage with manageable monthly payments limited to no more than 30% of their total household income. This “hand up” helps break the cycle of poverty and creates a win-win for Habitat homeowners and our community.

We're asking you or your business to thoughtfully consider donating items to the online Silent Auction to support this great cause. There will also be an opportunity for CMBA members, as well as HomeShow guests to make a monetary gift to Habitat for Humanity during the event.

Auction items need to be dropped off at the Central Minnesota Habitat for Humanity Office (3335 W Saint Germain St, Suite 108, St. Cloud, MN 56301) by Monday, February 15th. Donors to the silent auction will receive special recognition on CMHFH's website and social media accounts. Please fill out this online [Silent Auction Item Donation Form](#) so we can make sure you are recognized for your generosity.

Contact Kris Lehman for more information at 320-241-8662 or klehman@cmhfh.org.

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Photo courtesy of Milliken



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Central Minnesota Builders Association

January 2021

Advertisers in this Issue

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Contact Us

Give CMBA a call for more information regarding member services and a free list of member professionals.

CMBA 1124 W St. Germain Street, Saint Cloud, MN 56301
(320) 251-4382

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Steve Gottwalt
Steve@cmbaonline.org



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CMBA President Nate Moeller, Paramount Construction

I received some pretty great feedback from my last message, so I guess I'll keep this thing rolling. Turns out, there's a bunch of people who read this, much to my surprise. We already know this won't be typical, I'm going to share an experience I had at a Christmas party a few years back that changed the way I treat others. Ever notice how the construction industry in general is horrible to each other? It is like a mindset that we have to be hardnosed to get anything accomplished, but it turns out it doesn't have to be that way.

Back in 2013, I was a plus one at a holiday party for a local company in the service industry. When it came time for one of the leaders of the company to give a speech, I found myself standing front and center; there was no escape. The leader steps up and shares some wisdom and inspiration for the upcoming year. We've all heard these before - they start with a bad joke, ramble on with non-sense, forget what's next, and finally the awkward wrap up; generally uninspired. However, this one had a more somber feel. The message this year was "cut everyone some slack". Wait - what? We're just not supposed to care if any work gets done - maybe it will, maybe it won't? My thoughts were this - that might fly for you, but this doesn't stand a chance in construction. I mean, come on, have you ever tried to get a roofer or a sheet rocker on site? I couldn't believe what I was hearing and I knew for sure I couldn't do this, but it didn't matter because the message wasn't meant for me anyway. However, I listened as he continued and realized the message wasn't just to "slack off this year", the message was "don't be too hard on anyone because we never know what they might be going through". In the prior year, their co-worker was in an abusive relationship that ended in her death

and none of the staff had any idea this was going on up to that point. It is horrifying to think about making a nasty comment to someone who was going through something terrible. Could you imagine screaming at someone, wondering why they didn't show up on site on time, only to find out that they had just learned that their kid had cancer? So after listening to this speech, I decided to give it a real shot and I never looked back. It doesn't mean I don't hold others accountable, I just show compassion when I know someone is trying their best. If their best isn't good enough then we end the relationship, but nobody is punished for having a bad day or even a bad week. Dammit it is ever hard when a customer takes out their frustration on me not to pass it on to my employees or subs. Everyone needs a little slack here and there.

Interestingly, when I shared my experience to the speaker about a month ago he could not remember what he had said in 2013. I might be the only one who remembers. I don't know what was about that day, and the ramblings that got through my thick skull, but I'm forever grateful. It changed my entire mindset when I deal with anyone. He thanked me for letting him know how it impacted me, and he said that this will happen to me some day. Someone will tell you that something you said had an effect on them. The crazy part is the speech wasn't even meant for me, it was for his staff. I wonder if any of the staff could recount those words. I was a plus one for crying out loud. My wife was 8 months pregnant...I should have been at the bar cashing in her drink tickets, not listening to a speech directed at employees for a company I didn't work at. So remember, there could be words that can change a life - you might hear them or you might say them. Keep that in mind. Now before you think I'm just bragging about how nice I am to others - yes, others benefit, but the biggest benefactor? It's me.

CMBAonline.org

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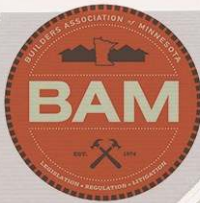
NAHB DIRECTORS 2021

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Government Affairs Committee On Ice : The CMBA GA Committee held its monthly meeting in January shortly after the tumultuous transition in our nation's Capital, and as our Minnesota Legislature began work on a new State Budget. We launched the virtual meeting from an ice fishing house on Pleasant Lake near Rockville (a "first" for CMBA), and chair Pete Cluever said he "is dedicated to injecting more fun" into meetings. We heard a federal update from our NAHB lobbyist, Julia Bogue, and discussed state developments. On the local front, area cities mostly held the line on development and building related fees for 2021, and some increased local property tax rates. CMBA is inviting one city planning/community development director to each GA Committee meeting this year to foster better understanding and closer engagement on local development and building issues. Stearns County continues implementing its **ShapeStearns 2040 Comprehensive Plan** with proposed new ordinance changes covering Accessory Dwelling Units (<https://shapestearns.com/wp-content/uploads/2021/01/012521-ORC-Review-Packet.pdf>) and Shoreland (<https://shapestearns.com/wp-content/uploads/2020/12/Proposed-Shoreland-Revisions-Executive-Summary.pdf>). Stearns County Environmental Specialist, Nick Neuman, joined our meeting to share the county's proposed Shoreland Ordinance revisions, and CMBA members asked questions and shared concerns. State lawmakers continue to show interest in CMBA activities, and we had four join January's meeting, including Rep. Tama Theis, Sen. Jeff Howe, Rep. Shane Mekeland, and Rep. Sondra Erickson.



Government Affairs Committee Chair Pete Cluever and CMBA's Steve Gottwalt taking the meeting on ice.

Next CMBA Government Affairs Committee Meeting: February 16th 8-9 AM at Tactical Advantage in Waite Park. Members are welcome to join the meeting on-site where we will socially distance and wear masks using Tactical Advantage's spacious classroom. Afterward, members are invited to stay for target shooting on Tactical Advantage's indoor range. Bring your own firearm, or rent on-site. Coffee, juice and rolls provided. To join the CMBA GA Committee, contact Steve Gottwalt, steve@cmbaonline.org, M: 952-923-5265.

Governor Walz's Budget Proposal: It is generally an unfriendly proposal to businesses, including most developers and builders who have been able to continue working during the COVID-19 public health emergency. Most observers agree the Governor's Budget Proposal will get little traction in the Minnesota Senate where the majority GOP leadership has made it clear they will not support tax increases. CMBA continues working with BAM and others to gather more details

and determine the best strategies for responding. Some early points from Governor Walz's Budget:

- Raises corporate franchise tax on every business that has been profitable through the COVID-19 pandemic (total \$423 million)
- New 5th Tier income tax bracket for the highest income earners (joint filers making \$1 million or more); tax breaks to the lowest tier tax payers
- \$735 million more dollars toward e-12 Education, including universal summer school
- No increase in license fees (yet)
- Increase in pay-out and cap amounts from Contractor Recovery Fund (we have concerns about the sustainability of increased pay-outs)
- Funding for 10 more state OSHA inspectors to keep eyes on your businesses
- Increased mandates on small and large employers for sick leave and time off (millions in added business costs)
- CMBA helped sideline proposed Energy Code changes last year, but the Governor proposes instituting a "Net Zero" energy consumption standard for all commercial and large multi-family construction by the year 2036 (huge cost increases)

BAM and others are digesting the impacts to our industry in more detail and we will share more information shortly. As always, please contact Steve Gottwalt with any questions or concerns, and CMBA will continue to keep you informed.

Local Affordable Housing Discussion: CMBA is working with local planning/community development officials and other stake holders as talks about how to address local affordable housing needs resume. Affordable housing is important for people at every stage of life, and particularly for those with low incomes. The renewed discussions focus on affordable housing development, and how to bridge the gap between the actual cost of building and people's ability to afford housing. If you are interested in participating, please contact Steve Gottwalt, steve@cmbaonline.org, M: 952-923-5265.

Building Permit Report

Jurisdiction	Jan-Dec 2015	Jan-Dec 2016	Jan-Dec 2017	Jan-Dec 2018	Jan-Dec 2019	Jan-Dec 2020
Cold Spring	10	14	24	28	15	18
Foley	6	6	7	9	6	5
St. Augusta	13	21	16	14	14	21
St. Cloud	100	113	109	86	92	113
St. Joseph	7	18	12	19	11	10
Sartell	61	81	52	61	54	51
Sauk Rapids	33	45	29	31	28	17
Waite Park	2	7	2	5	13	4
Rice	2	3	8	10	22	26
Rockville	7	11	3	6	4	4
Total	241	319	262	269	259	269

	2015	2016	2017	2018	2019
Cold Spring	10	14	24	28	15
Foley	6	6	7	9	6
St. Augusta	13	21	16	14	14
St. Cloud	100	113	109	86	92
St. Joseph	7	18	12	19	11
Sartell	61	81	52	61	54
Sauk Rapids	33	45	29	31	28
Waite Park	2	7	2	5	13
Rice	2	3	8	10	22
Rockville	7	11	3	6	4
Total	241	319	262	269	259

Building Permit Report Year to Date Jan - Dec

Five year building permit report Jan. - Dec.

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures. Based on residential market activity in the cities of St. Cloud, St. Joseph, Sartell, Sauk Rapids and

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		75	66	- 12.0%	2,293	2,085	- 9.1%
Pending Sales		80	95	+ 18.8%	1,848	1,930	+ 4.4%
Closed Sales		102	136	+ 33.3%	1,843	1,907	+ 3.5%
Days on Market		65	43	- 33.8%	53	44	- 17.0%
Median Sales Price		\$171,500	\$189,900	+ 10.7%	\$190,000	\$207,900	+ 9.4%
Avg. Sales Price		\$189,036	\$207,165	+ 9.6%	\$207,275	\$221,510	+ 6.9%
Pct. of Orig. Price Received		95.4%	96.4%	+ 1.0%	97.1%	97.8%	+ 0.7%
Affordability Index		203	202	- 0.5%	183	184	+ 0.5%
Homes for Sale		319	151	- 52.7%	--	--	--
Months Supply		2.1	0.9	- 57.1%	--	--	--

Why are you joining the Home Show?

American Door Works has been part of the CMBA Home Show since it started and we have always enjoyed the opportunity to connect with past and new prospective customers in that public setting. The situation with COVID-19 has created some changes and as a business we need to adapt and find new ways to connect with the public. While this process is new to us, we are excited to carry on our tradition of offering special "HomeShow" pricing and giveaways during the new "Virtual HomeShow"!

We will miss all of the great interactions with other vendors at the show, but feel free to reach out to us anytime, and best of luck to everyone at the show this year!

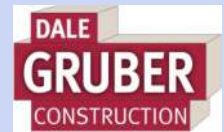
Nathan Brown,
American Door Works



We're excited to participate in the CMBA Virtual Home & Lifestyle Show! It's a unique and safe way to connect with potential clients, share who we are & what we do and jump start our busy remodeling season. We like how easy it is to set up our virtual booth and customize to what works best for our company.

We hope to "see" a lot of members at the show!

Rachel Gruber, Dale Gruber Construction



Minnesota Rusco has enjoyed attending the CMBA Home Show in the past. While we are unable to be together this year we want to ensure the community is able to get their questions answered and find a solution for their home remodeling needs. With an option for live conversations with prospective customers and a virtual booth with so many ways to customize it we felt it was a no brainer.

Savanna Forester, Minnesota Rusco



We have chosen to be a part of the CMBA Home Show, quite simply because we are proud of the products and services we offer and we know that they make a difference in the lives of our customers. A live event or a virtual one does not change the value in what we offer and better to be able to be seen by everyone than potentially found by no one.

Rachel Templin, Finken Water Treatment, Plumbing, Heating and Cooling



Don't miss out Register Today!

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March 5-14, 2021

Virtual Home & Lifestyle Show!

We invite you to join us as an exhibitor
at our Virtual Trade Show!

Gold
Sponsors are
still available

Virtual Trade Show Benefits!



- ✓ Generate Leads
- ✓ 1-on-1 Appointments
- ✓ Live Video Chat
- ✓ Raffles & Prizes
- ✓ No Travel, Stay Safe!

10 Days, March 5-14, 2021

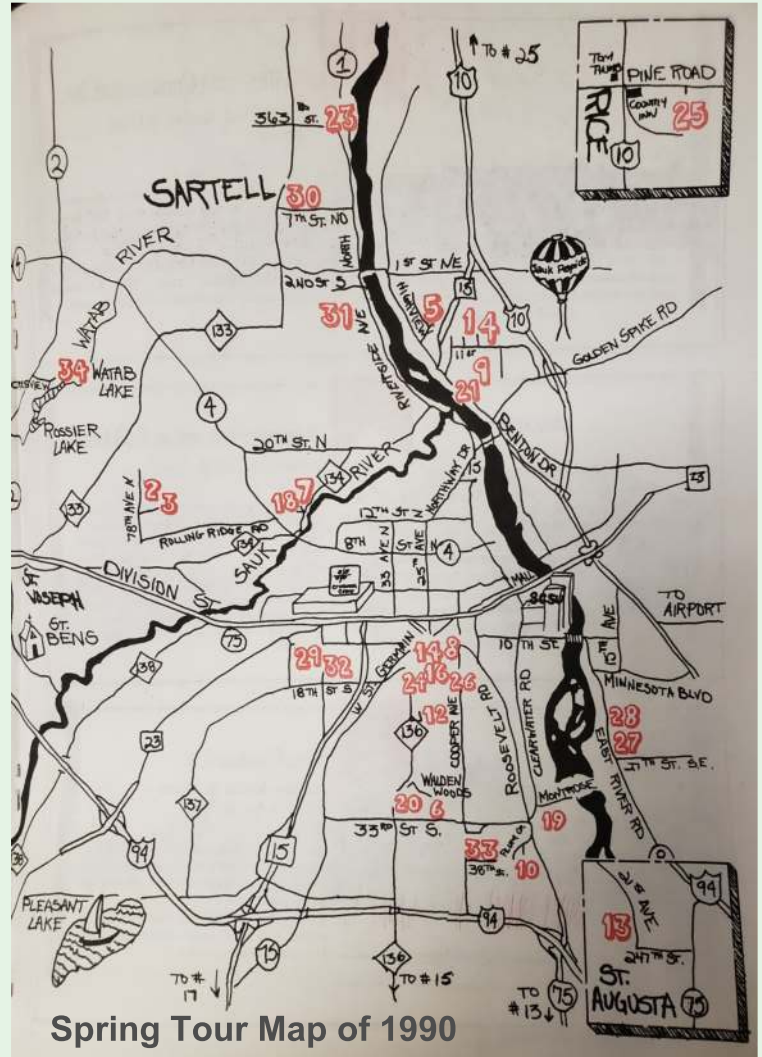


The CMBA is

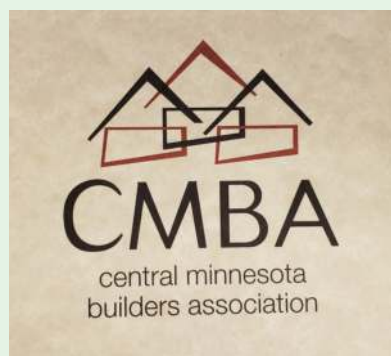
1981



Chairman Chip Hansen, President James F. Loehrer and Mayor Sam Huston sign proclamation declaring April as New Homes Month.



The Logos of the CMBA over the last 50 years

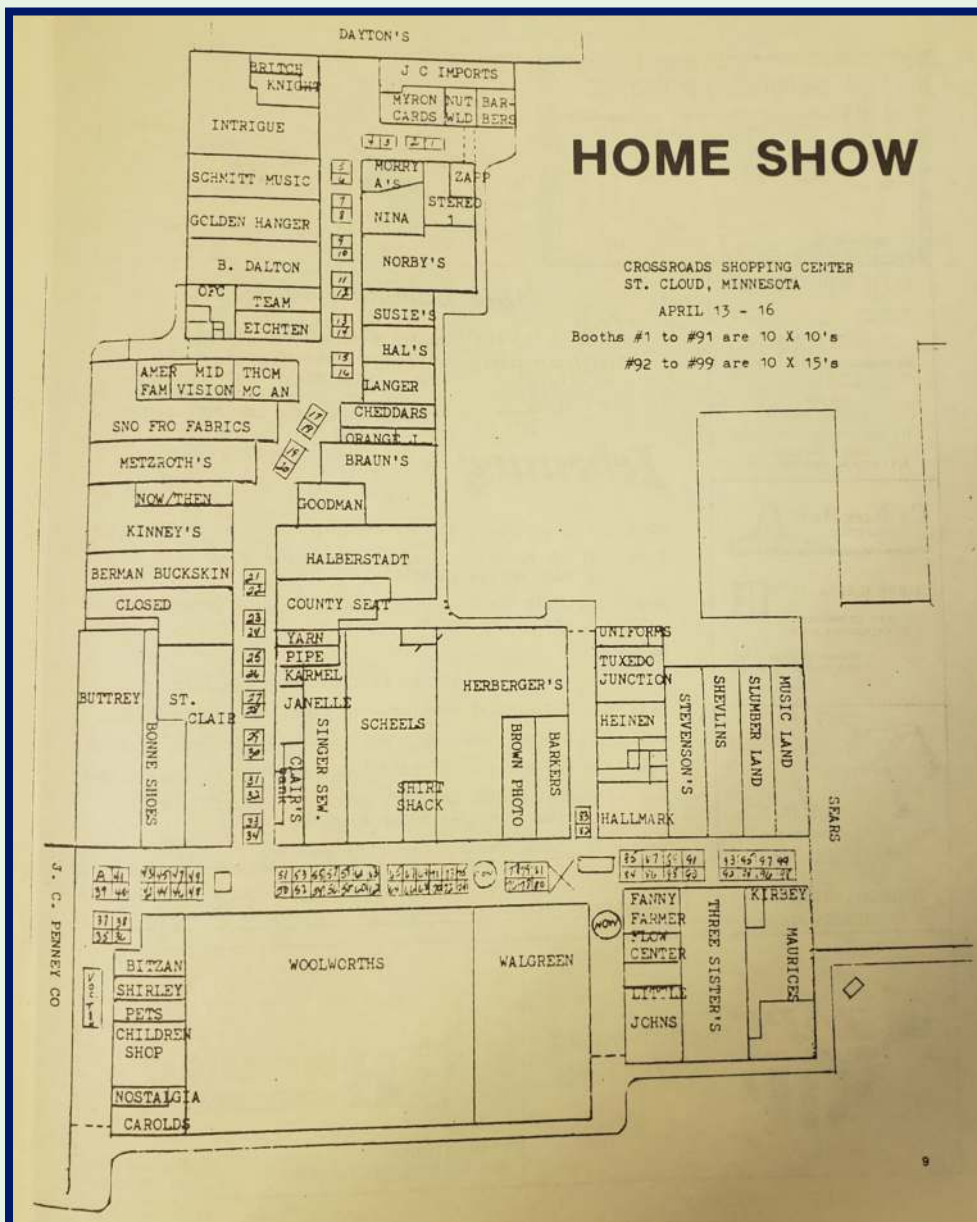


50 Years Old



**Habitat for Humanity
Home Show Booth 1992**

CMBA's Home and Lifestyle Show started in 1972. For many years it was held at the Crossroads Mall, then in 1990 the Home Show moved to the River's Edge Convention Center. Who would have ever thought that in 2021 the Home and Lifestyle Show would be VIRTUAL! This map not only explains how much the show has evolved but also the history within the Crossroads Mall in St. Cloud.



**Do you have one of
these Home Show hats?**

Strength in Numbers

Milestones in Membership

Thank you to all who renewed their membership in December, we are highlighting the Milestone years

30 Years

Hiltner Construction, Inc
Lamar Advertising Company

15 years

Ken Heim Repair & Construction

10 Years

Berscheid Builders LLC

Welcome Back

Brightpoint Homes

John Miller

Email - johnm@brightpointmgmt.com

Phone - (320) 204-5550

Website- brightpointhomes.com

RDV Companies

Ryan Voss

Email - ryan@rdvcompanies.com

Phone - (320) 864-6876

Website - rdvcompanies.com

NEW MEMBER SPOTLIGHT

Steve Gottwalt Consulting, LLC

Steve Gottwalt

Email - Steve@gottwaltconsulting.com

Phone - (952) 923-5265

Website - gottwaltconsulting.com

Design Tree Engineering & Surveying Will Huston

Email - WRH@DTE-LS.com

Phone - (320) 217-5557

Website - WRH@DTE-LS.com

Premier Real Estate Services Affiliate

Jeremy Forsell

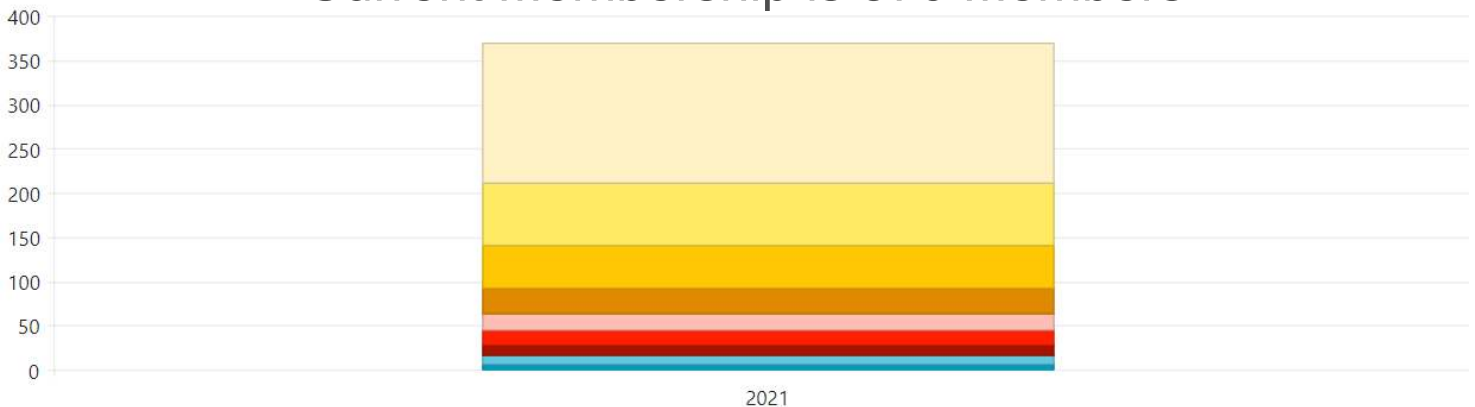
Email -

jeremy@premierhomesearch.com

Phone - (320) 980-5221

Website - premierhomesearch.com

Current Membership is 370 Members



- Associate 1-10 employees
- Builder-under \$1 million
- Associate 26 or more employees
- Associate 11-18 employees
- Associate 19-25 employees
- Builder-\$1-\$2.5 million
- Builder- over \$5 million
- Builder-\$2.5-\$5 million
- Affiliate Member Realtor
- Builder-over \$5 million *12 Monthly Recurring Payments
- Other

Think **First**
Do Business With a Member

CMBA
CENTRAL MINNESOTA BUILDERS ASSOCIATION

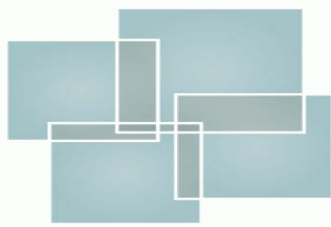
A man with a beard and a young girl with curly hair are in a kitchen. The man is leaning over the girl, who is stirring a pan on the stove with a wooden spoon. They are both smiling and looking at the food. The background shows a window with a view of trees.

PUT NATURAL GAS IN, GET A LOT OUT.

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TOUR-OF-HOMESSM

CENTRAL MINNESOTA BUILDERS ASSOCIATION

March 12-14 and March 19-21

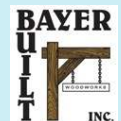
<u>Builder</u>	<u>Tour 2021</u>	<u>Development</u>	<u>House Address</u>	<u>City</u>
Bravo Homes by Dean Croat Construction Inc.	1	Avalon Village	2123 4th Street North	Sartell
Elite Development	2	Parkview Estates	2008 Forest Court	St. Cloud
Woodland Homes Inc.	3	Grove & Meadows 2	1631 Hurst Castle Road	St. Cloud
Berscheid Builders, LLC	4	Sauk River Estates	730 Pebble Creek Drive	St. Cloud
Berscheid Builders, LLC	5	Sauk River Estates	5833 Rivers Edge Drive	St. Cloud
DG Homes & Remodeling, Inc.	6	Sun Villa Estates	2343 40th Ave South	St. Cloud
Lumber One, Avon, Inc.	7	Stone Gate	4340 31st Street South	St. Cloud
Lumber One, Avon, Inc.	8	Stone Gate	3030 Nottingham Rd	St. Cloud
Lumber One, Avon, Inc.	9	Stirling Waters	4197 30th Street South	St. Cloud
Elite Development	10		2510 Meadow Rose Boulevard	St. Cloud
Schnettler Benning Custom Builders LLC	11	Deer Creek East	3470 Wildflower Road South	St. Cloud
Noble Custom Homes	12		23097 Topaz Street	St. Augusta
Woodland Homes Inc.	13	Blue Heron Heights 2	101 Roockery Drive	Cold Spring
Smart'n Construction LLC	14	Oak Creek	115 2nd Street South	Cold Spring
Brightpoint Homes, LLC	15	Waters Edge	4696 1st Street NE	St. Cloud

CMBA 2021 Spring Tour of Homes COVID-19 Safety Guidelines

CMBA is looking forward to offering the Spring Tour of Homes again this year. With COVID-19, we have added safety precautions and social distancing measures. Our highest priority remains everyone's health and well-being which means following the following guidelines when visiting the Tour homes.

- * A maximum occupancy of 15 people per home at a time
- * We encourage not bringing your children when touring the home
- * All visitors are required to wear a mask
- * Follow social distancing of 6' apart
- * Refrain from touching cabinets, doors, surfaces
- * Builders will wear masks and sanitize high touch surfaces frequently
- * Builders will be required to sign off that they have completed a COVID-19 safety preparedness plan mandated in the governor's order

Tour Of Homes Sponsors



BROCKWHITE
CONSTRUCTION MATERIALS



CMBA is committed to the safety of the community, and we urge everyone to follow CDC, federal and state recommendations regarding COVID-19



ANNOUNCING 2021 HEALTH PLAN OPTIONS

FITTING YOUR UNIQUE NEEDS.

The home building industry requires health care solutions that fit its unique needs. High demand is driven by health reform and desire to improve turnover, absenteeism, productivity and business culture. Kunkel & Associates and the Builders Association of Minnesota have partnered to offer an exclusive, members-only pricing and solution from United Healthcare to association members statewide. United Healthcare is the only endorsed carrier of the Builders Association of Minnesota.



ELIGIBILITY REQUIREMENTS

1. Members in good standing with the Builders Association of Minnesota.
2. Member's business must have a specific SIC code in Group 15 or Group 17.
3. Member's business must be domiciled in Minnesota and have at least 2 full time employees but no more than 99 employees.

Groups can implement one of these health plans on the first of any month.

KEY FEATURES

1. Exclusive plan designs customized to fit the Builders Association of Minnesota member needs.
2. Competitive pricing and cost-saving opportunities.
3. Dental and Vision options also available.
4. Access to United Healthcare's broadest network.



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- *Employee Assistance Program that allows access to confidential consultations and counseling 24/7.
- *Motion program to employees who elect a high deductible health plan option to earn rewards up to \$1,000 per year.

CONTACT US

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Kunkel&Associates



Members in the Community



Jim Gruenke, Traut Companies

Water Treatment Manager Jim Gruenke from Traut Companies now serves as a technical advisor to the Minnesota Pollution Control Agency's Smart Salting Assessment Tool (SSAt) program. The goal is to provide organizations and individuals in Minnesota with data to inform critical decisions for managing salt use. Learn more at TrautCompanies.com.



Jeremy Salzburn,
H&S Heating & Air
Conditioning

Congratulation to Jeremy Salzburn who is a member of the St. Cloud Times' 5 Under 40 Class of 2020. To read the full article click [here](#). The St. Cloud Times and LOCALiQ's annual 5 Under 40 awards were started 16 years ago with the Class of 2005 as a way to recognize, encourage and connect Central Minnesota's next generation of leaders.

Please send any information you would like to share with members in the On The Level to nikki@cmbaonline.org



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