

NUTS&BOLTS



NOVEMBER 2022 | NEWSLETTER OF THE MMBA

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Greeting MMBA Members,

Thank you, First Supply, for hosting our October General Membership Meeting and bringing back "Casino Night". I really enjoyed this fun event. Thanks to everyone who attended along with those who sponsored tables.

INPUT NEEDED:

Our Board has been brainstorming the last few months on ideas for our 2023 General Membership Meetings. We have our ideas but, I would love to hear from our members. If you have ideas on information or products you would like us to present or an idea for a fun game night, or even a new event we could host next year, we would love to hear from you! Please send in your ideas to Colleen so that we can start planning the new year before it is here.

I have been anxiously waiting to communicate to you all that we have launched our new and improved MMBA website! This was a project we decided to tackle for 2022. We were looking for a new fresh site that provided more safety, information, integration features and user friendly. If you know anything about websites and web design this was not an easy task. Thank you Growthzone, Colleen Faacks and Jenna Anderson (Crow Wing Power) for tackling this project. Please take the time and check it out!

www.midmnba.org

Thank you,

Justin Berg
2022-2023 MMBA President
Nor-Son Custom Builders
General Superintendent



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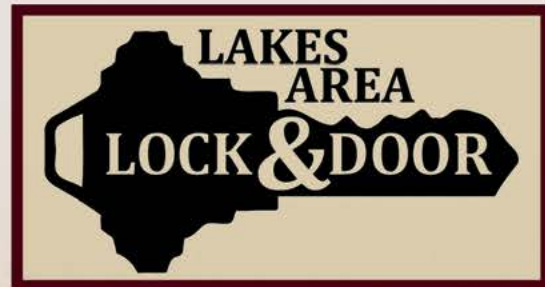
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NOVEMBER EO MESSAGE

Colleen M. Faacks
Executive Officer



IMPROVE YOUR BUSINESS • ENHANCE YOUR REPUTATION
BELONG TO THE FEDERATION THAT SUPPORTS YOUR PROFESSION



FIRST SUPPLY SPONSORED CASINO NIGHT:

Great fun was had by all who attended the MMBA Casino Night in October. Special thanks to First Supply for sponsoring the event, we appreciate your continued support and involvement of the association.

Table Sponsors: Culligan Water, First Supply, Hirshfield's Decorating Center and Hunt Utilities Group.

Prize Sponsors: Grand View Lodge and Nor-Son Custom Builders.

For the past 126 + years, First Supply has been a leader in the Midwest as a Wholesale supplier of plumbing, heating, air conditioning, water well, septic, and irrigation. Our mission at First Supply is to provide our customers with quality products and service in a timely, accurate and cost effective manner. First Supply is a family owned business and prides itself on knowledgeable employees with ongoing training & education on all products to better serve our customers. First Supply – Brainerd has been serving this area since 2000 and in 2010 they added Gerhards Kitchen & Bath Store which is a full line showroom for plumbers, contractors and their customers. First Supply – Gerhards offers a wide range of products such as faucets, sinks, whirlpools, toilets and many other items



Learn more about First Supply at:
www.firstsupply.com



Learn more about Gerhard's Kitchen and Bath Store at:
www.gerhardstore.com

Volunteer Opportunities:

Help with an Event • Join a Committee • Serve on the Board of Directors. If you are interested in becoming more involved with the MMBA whether it's volunteering for an upcoming event, joining a committee, or serving on the Board of Directors, please Colleen for more details.



INTRO TO CAREERS IN THE BUILDING INDUSTRY

THE TOOLS FOR SCHOOLS PROGRAM IS BACK FOR THE 2022-2023 SCHOOL YEAR!

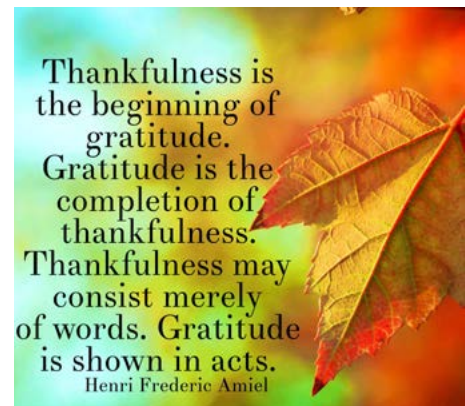
Members of the Mid-Minnesota Builders Association visit high schools located in the areas MMBA serves (Crow Wing, lower part of Cass and Wadena Counties). Tools for Schools educating high school students career options in the building industry. Students are able to acquire not only basic construction information about the careers, but they also have the opportunity to learn about further education options, advancement options, benefits from industry experts.

The Education Committee needs your help. If you would like to take part in planning the Tools for Schools Program, contact Colleen (218) 829-4982, mmba@brainerd.net

Thank You for **making a difference** and **strengthening our association.**

Colleen

Colleen M. Faacks
Executive Officer





BUILD ENERGY SAVINGS INTO EVERY PROJECT.

We offer a variety of programs and services to assist builders and developers. Through our partnership with Focus on Energy, conservation rebates and energy efficiency programs provide you with opportunities to save money and build energy efficiency into construction and renovation projects.

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SAVE *the* DATE

DECEMBER 2022

- 1 Marketing & Communications Committee meeting 8:00 am
- 7 Executive Board meeting 8:00 am
- 8 Wake the Lakes – Radio Show 100.1 FM 8:30-9:00 am
- 14 Board of Directors meeting 8:00 am

Save the Date



CONTRACTOR CONTINUING EDUCATION CLASS

February 2, 2023 ~ 8:00 - 4:00 pm
Breezy Point Resort



PRODUCT SHOWCASE

February 2, 2023 ~ 11:30 - 2:00 pm
Breezy Point Resort




BRAINERD LAKES HOME SHOW & EXPO

March 24 & 25, 2023
Essentia Health Sports Center Education



If it affects Builders, it will affect Associates

NOVEMBER 2022

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1	2	3 Marketing & Communications Committee 8 am	4	5
6	7	8 Wake the Lakes Radio Show 100.1 FM 8:30-9 am	9	10	11	12
13	14	15	16 Executive Board Meeting 8 am	17	18	19
20	21	22 Board of Directors Meeting 8 am	23	24 Happy Thanksgiving 	25	26
27	28	29	30			

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Malissa Whitted

218.316.3500 | NMLS#769614
malissa.whitted@deerwoodbank.com

Planning has begun!



Brainerd Lakes Home Show & Expo **March 24 and 25, 2023** Essentia Health Sports Center

The Brainerd Lakes Chamber and Mid-Minnesota Builders Association hosted a Paul Bunyan size Home Show and Expo in March of 2022. Over 170 businesses participated in the event showcasing their products and services.

Feedback from a few of the exhibitors!

"This by far was the event of the decade! Walking into the Expo really had the feel of something you are happy you didn't miss."

"We had a great show and have already followed up and closed several leads that were generated at the show. We will be back for 2023!"

"That was a fun show this past weekend and I can't thank the Chamber and MMBA enough for giving me the opportunity to connect with so many people in the Brainerd Lakes area!"

"That was a fun show this past weekend and I can't thank the Chamber and MMBA enough for giving me the opportunity to connect with so many people in the Brainerd Lakes area!"

Details and registration for the 2023 Home Show & Expo will be available in mid-November.

FIRST-TIME ATTENDEE DEAL



<http://www.buildersshow.com/>

The NAHB International Builders' Show® (IBS) is the home building industry's premier event. Join us in Las Vegas, January 31-February 2, 2023.

The next BIG idea. The strategies and trends. The products, connections and experts you won't see anywhere else. It's all here!

The NAHB International Builders' Show® (IBS)—the premier, once-a-year event that connects, educates and improves the residential construction industry—is a three-day epicenter for new product launches, construction demos, industry thought leader sessions, workshops, panel discussions...and more.

FIRST-TIME ATTENDEE DEAL

Put your NAHB membership to work and join us at the building industry's most anticipated event for only \$175*!

Register Now

[HTTPS://REGISTRATION.EXPERIENTEVENT.COM/SHOWNHB231/](https://REGISTRATION.EXPERIENTEVENT.COM/SHOWNHB231/)

WHO QUALIFIES?

- New NAHB members:
If you're a new member of your local home builders' association and NAHB.
- First-time IBS attendees:
If you're a current member of your local home builders' association and have only registered for IBS in the past as a non-member *OR* if you're a current member who is new to the show and have never previously registered for IBS.

EDUCATION & EVENTS

Search Education Sessions at 2023 IBS

<https://www.buildersshow.com/Search/EducationEvents.aspx>

2023 NAHB International Builders' Show

January 31 - February 2, 2023 | Las Vegas, NV



The Essential Industry Experience is coming back to Las Vegas!

This premier event connects, educates, and improves the residential construction industry with new product launches, construction demos, industry thought leaders and more.

The National Association of Home Builders (NAHB) manages and organizes the Builders' Show. NAHB represents 140,000+ members and is the voice for housing policies to make housing a priority. When you attend IBS, you help NAHB support and shape the housing agenda and enrich communities across the United States.

www.buildersshow.com



Immerse Yourself in IBS: The Essential Industry Experience from Minute 1.

Don't miss the DCW Opening Ceremonies featuring Mike Rowe.

Best known as the "dirtiest man on TV" from the hit TV series Dirty Jobs Mike Rowe is the headliner for the Design & Construction Week® Opening Ceremonies.



Member Benefits

The five pillars of NAHB membership:
Advocacy • Expertise • Knowledge • Networking • Savings
Form the foundation to build your future.

NAHB members save thousands of dollars each year thanks to NAHB's advocacy efforts and other member benefits. While home building is a challenging industry, NAHB's resources, expertise, and educational opportunities can help you build a better product, build a better business, and create a more positive business environment.

To learn more visit nahb.org

ADVOCACY: NAHB fights for our members on Capitol Hill, in your state and in the communities where you do business.

EXPERTISE: In-depth economic analyses of the home building industry to help you gain insight into the issues and trends driving the industry.

KNOWLEDGE: NAHB's educational programs and professional designations provide opportunities to improve your skills and advance your career.

NETWORKING: Discover opportunities to build relationships with fellow professionals, future customers and suppliers.

SAVINGS: Members receive exclusive discounts and private offers on a wide range of products and services offered by many top companies.

Sponsoring a General Membership Meeting / Lunch & Learn in 2023

General Membership Meeting/Lunch & Learn Sponsorship Benefits:

Sponsoring a monthly General Membership Meetings (GMM) or a Lunch & Learn is a great way to promote your business with the MMBA. The GMM's/Lunch & Learns are typically held the third Tuesday of every month at various locations and average an attendance of 35-60 members.

As a General Membership Meeting/Lunch & Learn Sponsor you will receive:

A ½ page article in the 'Member Spotlight' section of our monthly newsletter.

Promotion on the Calendar of Events in the newsletter and on our website.

Presentation time at the meeting itself. Approximately 10-15minutes during the meeting to give valuable information about your business and what you have to offer other members.

Display time during Social Hour of the meeting, an opportune time to "Show & Tell".

Highlights in our monthly newsletter the month following the meeting.

Logo will be placed on the Email Invitations highlighting your business as the sponsor.

Sponsorship: Cost \$350

If you are interested in sponsoring one of our meetings or have any questions, feel free to contact the MMBA office at 218-829-4982 or mmba@brainerd.net

Reservations for GMM/Lunch & Learns Sponsorships are honored on a first come, first serve basis.



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NAHB

Industry Issues

NAHB is the leading voice for the housing industry on the wide range of issues that impact home building.

Builder Confidence Falls for Ninth Straight Month as Housing Slowdown Continues

Builder sentiment has plummeted as high inflation and the steepest borrowing costs in more than a decade are forcing many prospective buyers to pump the brakes.

In another sign that the slowdown in the housing market continues, builder sentiment fell for the ninth straight month in September as the combination of elevated interest rates, persistent building material supply chain disruptions and high home prices continue to take a toll on affordability.

Builder confidence in the market for newly built single-family homes fell three points in September to 46, the lowest level since May 2014 with the exception of the spring of 2020, according to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) released today.

“Buyer traffic is weak in many markets as more consumers remain on the sidelines due to high mortgage rates and home prices that are putting a new home purchase out of financial reach for many households,” said NAHB Chairman Jerry Konter, a home builder and developer from Savannah, Ga. “In another indicator of a weakening market, 24% of builders reported reducing home prices, up from 19% last month.”

“Builder sentiment has declined every month in 2022, and the housing recession shows no signs of abating as builders continue to grapple with elevated construction costs and an aggressive monetary policy from the Federal Reserve that helped pushed mortgage rates above 6% last week, the highest level since 2008,” said NAHB Chief Economist Robert Dietz. “In this soft market, more than half of the builders in our survey reported using incentives to bolster sales, including mortgage rate buydowns, free amenities and price reductions.”

Derived from a monthly survey that NAHB has been conducting for more than 35 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as “good,” “fair” or “poor.” The survey also asks builders to rate traffic of prospective buyers as “high to very high,” “average” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

All three HMI components posted declines in September. Current sales conditions dropped three points to 54, sales expectations in the next six months declined one point to 46 and traffic of prospective buyers fell one point to 31.

Looking at the three-month moving averages for regional HMI scores, the Northeast fell five points to 51, the Midwest dropped five points to 44, the South fell seven points to 56 and the West posted a 10-point decline to 41.

HMI tables can be found at nabh.org/hmi. More information on housing statistics is also available at [Housing Economics PLUS](http://HousingEconomicsPLUS) (formerly housingeconomics.com).



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PRODUCT SHOWCASE 2023

Do you have a Product and/or Service related to the Building Industry that you would like to showcase? Here's the perfect opportunity to get your Product and/or Service to this Exclusive group of Local Licensed Builders and Remodelers.

The Mid-Minnesota Builders Association (MMBA) is hosting the Product Showcase in conjunction with the Continuing Education Class.

Thursday • February 2, 2023
11:30 am to 2:00 pm • Breezy Point Resort

Open to all Associates, Members and

Non-Members. BOOTH SPACE is Limited and will be sold on a first come, first serve basis.

BE AN EXHIBITOR Promote your Business to the Local Licensed Builders and Remodelers.

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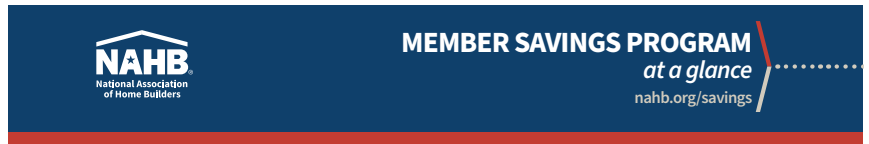


Member Savings Programs

Join thousands of members who save money for their families and businesses. As a member of your local and/or state home builders' association, you can take advantage of NAHB's member savings programs.

Benefits and Perks

- Exclusive Savings:** As a benefit to members, NAHB negotiates on your behalf to offer the best pricing available at 20 national companies. Click "Learn more" below to explore the variety of discounts from each company. You can also [download an overview of all discounts](https://www.nahb.org/news-and-economics/housing-economics-plus-including-phone-numbers-and-program-codes), (<https://www.nahb.org/news-and-economics/housing-economics-plus-including-phone-numbers-and-program-codes>).
- Support for Your Local HBA:** All products and services purchased by members through the member savings programs offer monetary support for your HBA. Last year, NAHB gave more than \$700,000 to HBAs as a result of member participation in these programs.



AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
GM	Save \$500 on select vehicles for retail and fleet customers. Discount is stackable with most national retail and fleets offers. NAHB Members and household family are eligible for discount.	Chevrolet, Buick, GMC	nahb.org/gm
Goodyear	Members must log into NAHB.org to save 15% on Goodyear Tires	Goodyear Tires & Services	nahb.org/goodyear
NISSAN	Save between \$2,500 - \$8,150 per vehicle. Must be purchased in member's company name. NOT stackable with most national offers. Member's company eligible.	Nissan	nahb.org/nissan

BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
LOWE'S	3% off* in store, plus 2% statement credit with Commercial Account (LCA) or Lowe's Business Advantage (LBA). 5-10% off online orders using any payment method	Building Materials	lowes.com/nahb 877-435-2440

TRAVEL & ENTERTAINMENT

COMPANY	SAVINGS	PRODUCTS	INFO
AVIS	Save up to 30% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number G572900.	Rental Cars	avis.com/nahb 800-331-1212 AWD #G572900
BUDGET	Save up to 35% off Budget PAY NOW rates when making a reservation using Budget Customer Discount (BCD) number Z536900.	Rental Cars	budget.com/nahb 800-263-4387 BCD #Z536900
HOTELPLANNER	NAHB members can save up to 65% on hotel room rates at over 800,000 properties worldwide in more than 250 countries.	Hotels	nahb.hotelplanner.com 1-800-497-2175
MEMBER DEALS	Up to 50% off.	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201

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MMBA offers effective ways to promote and showcase your business news. Have a special

announcement? Need to place an ad for hiring? Promoting a sale, upcoming event, open house or selling items? We have you covered!

Newsletter

Reserve a 7.75 x 10.25 area to showcase your event or announcement. We offer a first come, first served spot in the newsletter - a full page to promote your news. You can design and supply the information to be displayed, or we can take your concept and create a page for you. (This is not a page for bios about your business - If you are interested in being a Featured Member in the newsletter, contact Colleen at the MMBA Office for information).

Mail

Want your news in the mail box of our members? We offer a mailing list you can purchase to do just that - our Excel document includes the business name, contact and address for our members.

Constant Contact

Reach out via constant contact to keep your news in front of your audience. MMBA can create a constant contact email to be sent out three times to ALL of our members, reinforcing your news, dates or deadlines.

Cost

- Option 1 - \$100 - ALL THREE - BEST DEAL**
 - newsletter mail constant contact
- Option 2 - \$75 - Select TWO**
 - newsletter mail constant contact
- Option 3 - \$50 - Select ONE**
 - newsletter mail constant contact

For more information contact Colleen at the MMBA Office: (218)829-4982, cmfaacks@brainerd.net.



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B-Dirt Construction

Greg Ranweiler & Joe Ranweiler
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Fax 218/822-5920
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Joe Cell 218/821-5243
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joe@b-dirt.com
www.b-dirt.com
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Baratto Brothers Construction

Ben Baratto & Matt Radniecki
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Fax 218/692-1071
Ben Cell 218/851-6702
Matt Cell 218/820-8049
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Bercher Design & Construction

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www.bercher.com
License# BC004461



Berscheid Builders

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www.berscheidbuilders.com

CMoore Custom Builders, LLC

Chad Moore
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License# BC741218

DK Investments

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kpeterson6@live.com
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Cell 218/820-4464
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E.L. Builders, LLC

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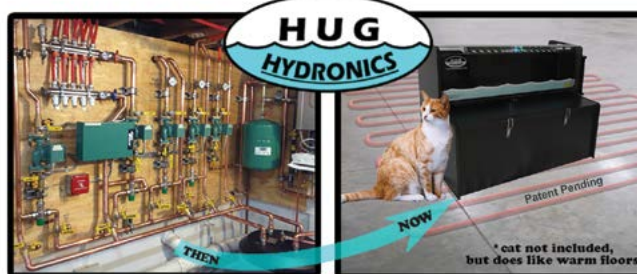
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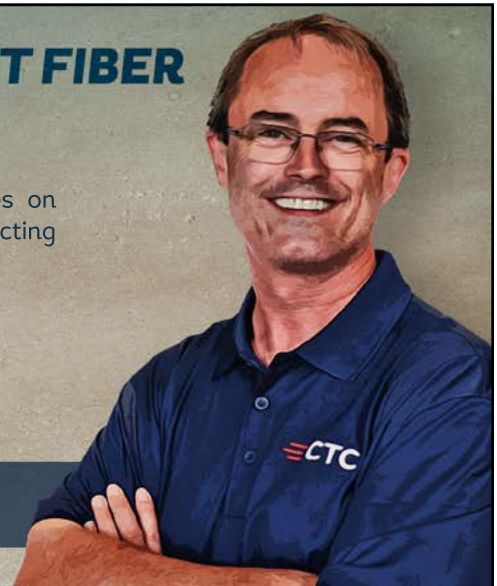
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