

## Being Relevant Matters

by Gary Jeskie, Chairman of the Board



Gary Jeskie  
Chairman of the Board

As defined by Webster's Dictionary, relevant means to relieve, to help, or aid; to the purpose; pertinent; applicable, bearing on the issue in question. With this definition in mind, I think it is fair to say that all of us want others we interact and do business with to see all that we do as relevant as possible in the context of constructing a product that is highly desired. As builders we want the buying public to learn about, see, and ultimately come to the conclusion that the purchase of a new home today is without question a prospective home buyers best home buying alternative.

Being relevant, however, does not just mean that the location and what it is constructed on and how it is priced is all that is necessary. We as builders, suppliers, providers of services, and sales and marketing professionals must work together to integrate and align all our activities in such a manner that we are not just building the right structure, in

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**"It is within the context of establishing a high performance team that each one of us must be viewed as relevant to other team members."**

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the right location, at the right time, for the segment of the market we are targeting, but we are investing in the right team, establishing benchmarks to monitor performance, and maintain a clear focus on motivation and training of those with which we are involved with in the team effort. It is within the context of establishing a high performance team that each one of us must be viewed as relevant to other team members. It takes tremendous effort, investments of time and other resources to achieve success but it can and must be done in order to successfully compete in today's economy.

There are numerous components that contribute to achieving success, but for the new home construction segment of our industry none is more important than the new home marketing and sales component. This year, our Association's Sales and

Marketing Council is spending a good deal of time engaging in outreach to developers, builders, and members of the general real estate community to find out what concerns they have in dealing with builders and new home agents. The goal is to find out what the concerns are and address them by recommending that certain policies and protocols be put in place to promote consistency in how things are done in the new home buying process.

To-date the Sales and Marketing Council Leadership has conducted focus groups with area developers, builders, and is in the process of finalizing a survey to present to individuals within the general real estate brokerage community, to solicit as much relevant information as possible. We are anxious to learn the results of this most worthwhile effort and will be working with all involved to bring about needed improvements for the benefit of us all. The work the Council is doing is truly relevant to all of us as members, and will bring about needed improvements at a time when the industry can benefit the most.

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# Home Builders Care Building Materials Auction July 10, 2010

## WE NEED YOUR DONATIONS!

We are looking for surplus, old, new or used items for the Home Builders Care Building Materials Auction. Items such as: lumber, appliances, plumbing fixtures, doors, equipment, floor coverings, cabinets, windows, electrical supplies, interior decorating items, insulation, lighting, etc.

We have storage available to store items until the auction and we also will have four pick-up days throughout the year. If you have any items you would like picked-up on any of these dates or need to take items to one of our storage locations, please contact Lori at the WABA office at 265-4226, fax 265-5964 or email [lori@wabahome.com](mailto:lori@wabahome.com)



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## Remodelers Council.....



*Clay Morse,  
Chairperson*

### Providing Clarification on Lead-Based Paint Requirements

With the new lead-based rules and regulations taking effect on April 9th of this year and the rush by companies and individuals with companies within our industry to get registered and certified by the Kansas Department of Health and Environment in the proper manner, a lot of questions are being asked. In order to address questions and concerns, the Council has asked all members to e-mail their questions and concerns to the Association office. Upon receipt, answers will be sought from the technical staff of the KDHE and all responses shared with all members to keep everyone informed and up-to-date as possible. If you have questions and need answers or clarification to an answer that has been provided, please contact the Association office.

**Informing Members on News Law and Imposition of Additional 1 Cent Sales Tax**

With the passage of legislation during the final hours of the wrap-up session of the 2010 state legislature, the Council took the opportunity to provide detailed information to all members attending the May meeting of the Council. All members of the Association were given a heads-up as soon as the legislation was passed so that we could all plan accordingly in assessing the impact on our respective businesses and be ready to respond as necessary. ■

## Sales and marketing council.....

*Richelle Knotts,  
Chairperson*

### Working on Revisions to On-Site Registration Policy

This year's Council leadership has begun a review of the previously developed On-Site Registration Policy for use by those companies who choose to adopt an on-site registration as company policy. The purpose of such a policy is to determine if new home buying prospects are being represented in the home buying process by a buyer agent, find out who the buyer agent and take steps to respect the agency relationship established and make sure the buyer agent is involved in the home buying process. It is also intended to exclude from commission payments those agents who "parachute into a transaction" while not performing their judiciary responsibility as an agent – in essence separating the professional agents from the non-professional. The review is taking place presently and the revised policy will be forwarded to all area companies for their consideration in continuing operating with such a policy in place, or adopting such a policy.

**Improve Working Relationships with General Real Estate Community**

In order to improve the working relationship with members of the general real estate community, an effort is underway to determine what concerns general real agents have to selling a new home to a prospective home buyer. Focus group meetings have taken place with targeted groups and a survey is being conducted by the leadership of the Council to solicit as much relevant information as possible. The goal? Take whatever steps

necessary to address concerns and eliminate barriers to getting general agents to show new homes to home buying prospects in an effort to afford prospective home buyers as many options as possible and in the process promote the purchase of a newly constructed home as ones best home buying alternatives.

### Education Course to Teach "How To's" of Selling New

With the changes that have been taking place in the market the Council has determined that the interests of all engaged in the new home segment of the industry can be better served by educating both new home sales and marketing and general real estate agents as to all that is involved in the process of selling newly constructed homes. A lot has changed in the last decade and it is apparent that an effort to get everyone up-to-date on how things are being done today, versus yesterday, will serve everyone's best interests – including today's home buyers.

### Advice on Dealing with Incidents Occurring During New Home Selling Process

A new key initiative of the Council is taking time at each meeting to discuss and deal with specific concerns members have or are experiencing in the dealing with prospective buyers and buyers' agents. Incidences occur and everyone needs to be aware of the options available in how they deal with them. Dealing with concerns in this manner is consistently advancing efforts to learn from each other, and allow the more experienced agents to act as mentors for those less experienced. Members are encouraged to report incidences they have experienced so that programs can be developed to discuss how to deal with them at Council meetings. ■

**Legislative Committee.....**



*Bernie Hentzen,  
Chairperson*

**Association Successful During 2010 State Legislative Session**

The 2010 State Legislative Session was a very busy one that demanded a lot of time be spent by the Associations Legislative Committee. At right is a summary of issues dealt with and the outcome of each.

**Focusing on Elections**

As is customary, the Association will conduct a Candidate Training School for candidates identified as being the most worthy of support in mid-June shortly after the June fining deadline. This year's elections are more important than ever and record attendance at this year's School is expected. ■

**Don't let potential customers "forget" who to call. You can let them "see" your ad in the Builders Digest. Call the WABA office, 265-4226, for advertising rates.**

**2010 Kansas Building Industry Association Session Goals**

Issue	Goal	Outcome
✓ Sales tax exemptions	Protect and maintain the sales tax exemption for construction.	Construction sales tax exemptions preserved.
✓ Tax Increases	Defend against any other proposed tax increases that would have a negative impact on Kansas businesses and the economy.	KBIA successfully worked against proposed tax increases on business, including one in the Senate tax package that would have eliminated the state allowance of the IRS Section 199 domestic production exemption. This legislation was passed and signed by the Governor.
✓ Rural Water Legislation	Support the passage of legislation to facilitate transfer of land from rural water districts to municipalities. <b>HB 2283</b>	
✓ Lead Paint Rule	Support legislation to require that Kansas be no more stringent than the federal regulations on lead-based paint renovation.	Following passage of the KBIA bill out of House committee, KDHE agreed to implement a final rule no more stringent than the federal rules, which they have done.
✓ Housing Loan Deposit Program	Support legislation to expand the State Treasurer's housing loan deposit program. <b>SB 382</b>	This legislation was passed and signed by the Governor.
✓ Abandoned Housing	Support legislation to shorten the time period for local governments to access abandoned housing for renovation.	This legislation was passed and signed by the Governor.
✓ Fire Sprinklers	Support legislation that would prohibit local governments from mandating fire sprinklers in new housing.	This legislation was passed and signed by the Governor. However, there is a July 1, 2011, sunset date in the bill, so this will be an issue for the 2011 Session.
✓ Historic Tax Credits	Support legislation to reinstate the historic tax credits, with the 10% cut intended in the 2009 session.	This legislation was passed and signed by the Governor.
✓ Lien Registration	Make sure residential construction is not included in the online lien registration law.	This bill did not pass out of committee. However, AGC is expected to offer it again in the 2011 Session, and the Aggregate Producers have said they will not support it without residential construction being included, so this is another issue that will continue to be on our agenda.
✓ Energy Code	Make sure there is no statewide energy code requirement passed this session.	Nothing was passed this year, but the state energy office is drafting legislation for the 2011 Session which provides for a statewide energy efficiency code - to be voluntary - but based on the 2009 IECC and with strong encouragement to local governments to adopt an energy code. So this is also an issue we will be working on going forward.
✓ Radon Legislation	Make sure any radon regulation legislation allows builders to install radon mitigation measures without further requirements beyond building codes and	A bill was passed and signed by the Governor but has a provision stating that it doesn't apply to the construction of new homes.

## Developers committee.....

*Greg Allison,  
Chairperson*

### Proposed Changes to Storm Water Pollution Prevention Ordinance

As has been reported earlier, a great deal of time has been spent reviewing and working on proposed changes to the draft Storm Water Pollution Prevention Ordinance proposed by Wichita City staff to the City Council for review and approval. Although the Ordinance was approved on first reading, it has not been considered further by the Council. Due to the number of changes that have since been made, it is likely the revised Ordinance will begin the process of approval all over again. In the very near future, a revised draft addressing concerns expressed by various entities will be presented to the City Council and city staff for review and approval. The major change that is being proposed would move much of the content of the draft Ordinance to the Technical Guidance Manual that will be adopted by reference when the Ordinance is finally approved. This will allow more flexibility in dealing with developments of various sizes and types and allow developers and others to develop in as cost effective manner as possible while meeting the intent of the Ordinance. Once adopted, the Association will work with the city of Wichita to inform and provide training for developers, consulting engineers and others in regard to what the Ordinance requires and options for accomplishing compliance.

### Storm Water Deferral Option Approved

A long sought after option for developers that will allow deferral of a percentage of the costs associated with construction of storm water improvements in the early stages of a development is pending approval by the Wichita City Council. No opposition is expected when the Ordinance containing the option is presented on second reading. Upon final approval, the Association will provide detailed information as to when and how the option can be used.

### Ag Deferral Option under Discussion

A long sought after option for developers that would allow the use of what has become known as an Ag deferral is pending further consideration by the Wichita City Council. Although a concern has been raised by the city's Bond Counsel regarding the City Council making an exception to the criteria that must be met in order to grant use of the deferral during special circumstances, efforts are being advanced to address concerns expressed. More information will be provided when final action is taken by the Council.

### Wichita Sewer and Water Blue Ribbon Committee Begins Work

Due to concerns expressed earlier by Wichita Mayor, Carl Brewer, regarding the operation of the Wichita Sewer and Water Utility a special Blue Ribbon Committee has been established. The Committee will interface with the consulting firm hired by the City during a complete review of the Utility's operations, financial condition, and the continuation of the Aquafer Recharge Project. The Committee is made up of the following individuals: David Banks-Energy Manager for Wichita Public Schools, Tim Boese-Manager for the Equus Beds Groundwater Management District (GMD2), Ronald Brunton-Senior Vice President of Special Assignments for Spirit AeroSystems, Darryl Crofts-Owner/Broker of Crofts Commercial Real Estate, Joyce Dixon-Intrust Bank Vice President of Residential Lending, John Goetz-District Water Engineer for KDHE, Willis Heck-Mayor of the City of Newton, Art Huber III-Vice President of Facilities at Via Christi Medical Center, Stephen Lackey-Senior Design Engineer, Nancy McCarthy Snyder-WSU Associate Professor of Public Administration, Hugo Wall School of Urban and Public Affairs, Senator Carolyn McGinn-State Senator for the Kansas 31st District, M.S. Mitchell - Retired Assistant Superintendent of the City of Wichita Public Works Maintenance Division, Joe Norton-Director of Gilmore & Bell, P.C., Kenney Nguyen-Medical Technologist at Via Christi Hospital, Kathy Sexton-

City Manager of Derby, George Sherman-Key Construction Inc, Vice President of Special Projects, David Traster-Special Counsel for Foulston Siefkin, LLP, and Thomas Winters-Community leader who served as County Commissioner for 16 years. ■

## Codes & standards committee.....

*Randy Holm,  
Chairperson*

### Deck Standards Nearing Completion

An initiative taken on by a special subcommittee is the development of deck constructions standards that can be utilized as a guide and alternative to requirements in the IRC code. The subcommittee which is chaired by Builder Mark McKenna and assisted by Ross Powers is nearing the completion of the standards. The final draft will be reviewed during the July meeting of the Committee subsequent to which they will be published and distributed to all members for use. They are being developed as a standard, rather than proposed as a code amendment, so that further adjustments can be made to them without going through the process of amending the code.

### Staying Put on Codes

After much discussion with the city of Wichita and other governmental entities throughout the area, it is expected that virtually all area entities will continue operating under the current codes each has previously adopted and hold off on adopting the most currently released versions of the construction and trades codes. The Committee and Association supports continuing with the currently adopted versions of the codes during these difficult and challenging times but in doing so would consider supporting the updating of the fire code and plumbing codes to 2006 versions to improve compatibility with other 2006 versions adopted previously by most jurisdictions within the greater area. ■

## **drywall council.....**

*Kent Brack, Co-Chair*

*Dan Labus, Co-Chair*

### **Clarifying Changes in**

#### **Insurance Due to Federal Legislation**

The May meeting of the Council featured a presentation on changes that are taking place in the Health Insurance Industry and options available for small business owners. Jamie McDonald with the Hayes

Companies presented the latest information available for small business owners who are wanting to learn as much as possible so as to be in a position to assess options and make the best decision that can be made for a company and employees of the company. There is a lot of confusion as to what is available in relation to what employers and employees must do. Council members who were unable to attend but who have questions are encouraged to contact the Association office. ■

## **Commercial builders council.....**



*Tim Shigley,  
Chairperson*

### **Working with Commercial Project Developers on Proposed CID Policy by City of Wichita**

Due to the enactment of new legislation during the last year by the Kansas Legislature, a new tool is now available for use by commercial developers. The new law allows the establishment of a Community Investment Districts by developers for commercial developments and affords flexibility in terms of how the financing of a project is structured which can include the utilization of assessments and

/or sales taxes. In order to utilize the CID Option, developers must petition the city within which the project is located to assist in the providing of community improvement financing in accordance with the law and city policies that apply. Items dealt with are financing of the construction, maintenance, and procurement of certain improvements, costs and services within the District, which may include, but are not

limited to: land acquisition, infrastructure related items, streets, sidewalks, parking lots and facilities, buildings, facilities, tenant improvements, water management and drainage related items, landscaping, lighting, are, water features and other cultural amenities, and the City's financing costs (if any) as well as the City's administrative costs in establishing and maintaining the District. ■

### **Sorry to See You Go!**

If your company is listed below, please contact Debra Moore at (316) 265-4226 to renew your membership TODAY!

**Chad Abbott** – Benchmark Land Survey

**Tommy Ahlf, Jr.** – Bank of the West

**Denise Bandemer** – Gotcha Covered

**Susan Boothe** – Boothe Basements

**Aaron Buckert** – Buckert Contracting, Inc.

**Jill Coad** – J. P. Weigand Company

**Kevin Davis** – Kevin Davis Construction

**Dennis Dodd** – New Home Marketing, Inc.

**Louis Eftink** – Design-Build Const., Inc.

**Steven Gardner** – National Builders, Inc.

**Laurie Gregory** – Laurie Gregory Agency

**Rod Hurt** – Floor Coverings International

**Gary Livingston** – Prudential Dinning Beard

**Robert Lobato** – Chase Development, LLC

**Mike McCollough** – Lowe's  
**Steve Manweiler** – B.I.D.S., Inc.

**Joseph Metzinger** – Kay Buildings

**Jason Mohler** – Crafton Tull Sparks

**Sarah Olson** – J. P. Weigand Company

**Shawn Pearson** – Clear Sky Communications, Inc.

**Richard Percell** – Chase Development, LLC

**Andre Perez** – Andre Perez Homes, LLC

**Bradley Ragland** – Integrated Electrical Technologies

**Roger Roper** – Dynamic Drywall, Inc.

**Greg Russell** – Pro Build/Truss

**Ted Seglem** – Seglem Construction

**Stuart Smith** – Cabinet Refacers, Inc.

**Steve Stoneburner** – Stone Enterprises

**Charles Swart** – Wichita Home Renovations, LLC

**Cindi Ward** – Littell's Design Studio

**Dana Werts** – Bank of America/Home Loans

## Membership Committee.....



*Jeff Wiens*  
&  
*Shawn Cleary,*  
*Co-Chairmen*



### National Membership Day

Thank you to everyone who participated in our National Membership Day drive. With your hard work and dedication, we recruited a total of 46 new members into the Association! Our Survivor Team "Nailaboarda" took top honors again with 13 new members and Jeff was our top recruiter this time around with 5 new members.

Our next membership drive will be this fall, however if you know someone who should be a member of the Association, don't hesitate to get them signed up! ■

Auction for the Wichita Children's Home coming up Thursday, July 22nd. Mark your calendars now to attend this awesome event. The Wine Tasting Committee is still looking for silent auction items. If you have something you would like to donate, please contact either Charlotte Hackett at Above & Beyond Travel or Lori at the Association office. ■

## Long range planning committee.....



*Carl Harris,*  
*Chairman*

### Planning for the Future

The Association has begun a major effort in assessing where the Association is today in relation to the current membership, and where it needs to be in the future in order to be in an ongoing position to address the interests and needs of members given a changing local, state, and national landscape. A complete assessment is underway in regard to activities and initiatives we are engaged in presently. We are looking at the make-up of the membership in terms of age, expertise, and tenure of membership and engaging in an environmental scan to determine what the Association is likely to look like in the future in terms of the make-up of the membership and its concerns and interests, challenges we will be facing on a local, state, and national level, leadership needs, financial needs, and staffing needs. WABA has long prided itself on being a first class Association with a long history of involvement by members and the goal is to remain as relevant in the future as we have been in the past. We will endeavor to keep all members updated as we continue with our efforts. ■

## Home builders care committee.....



*Brett Lynxwiler,*  
*Chairman*

### Involvement with Community Service Projects Continues

Our Building Materials and Landscaping Auction is scheduled for Saturday, July 10th. If you have any items to donate to the auction, please contact the WABA office. This is the Home Builders Care Foundation largest fundraiser of the year. The funds raised from the auction are used to provide and promote education and educational opportunities regarding homeownership, home construction, home safety and related issues and to make gifts, grants and contributions to other charitable organizations. We also have our 3rd annual Wine Tasting/Beer Fest/Silent

## Membership report.....

This list of proposed new members is published in compliance with Article V Section 3(c) of the WABA By-laws. If no contest is filed within 10 days these persons will become members effective the first of next month.

### CANDIDATES

#### Associates

**Bradshaw/David**, Air Capital Plumbing, 825 N. Anna, Wichita, KS 67206 (Plumbing Contractor)

**Chavez/James**, Chavez Masonry, 2350 Bullinger St., Wichita, KS 67204 (Masonry Contractor)

**Clupny/Dennis**, D & A Enterprises, LLC, 125 S. 6th St., Colwich, KS 67030 (Lanscaping Contractor)

**Edson/Randy**, R. W. Edson Const., LLC, P.O. Box 709, Wichita, KS 67201 (Siding Contractor)

**Edwards/Steve**, Edwards Pool Construction, 625 N. Ridgehurst St., Wichita, KS 67230 (Pool Contractor)

**Forshee/Dennis**, Forshee Paint Contractors, Inc, 448 S. Pattie St., Wichita, KS 67211 (Painting Contractor)

**Hiner/Brad**, Hiner, Inc., 6635 S. 254th West, Viola, KS 67149 (Dirt Work and Masonry)

**Norman/Joel**, Pella Windows of Kansas, 3951 N. Woodlawn Ct., Wichita KS 67220 (Windows and Doors)

**Pulley/Jack**, Davis-Moore Automotive, Inc., 6215 E. Kellogg, Wichita, KS 67218 (Auto Sales and Service)

**Stremel/Scott**, J. P. Weigand & Sons, Inc., 2872 N. Ridge Rd., #112, Wichita, KS 67205 (Real Estate)

**Williams/Duane**, Drywall Supply, Inc., 3420 N. Ohio, Wichita, KS 67219 (Drywall Contractor)

### Builders

**Groth/Chris**, Oak Construction, LLC, 13660 W. 117th North, Sedgwick, KS 67135

**Klausmeyer/Wesley**, Don Klausmeyer Const, LLC, 10008 W. York St., Wichita KS 67215

**Landwehr/Mike**, Landwehr Roofing & Const., LLC, 650 W. 101st North, Ste. D-5, Valley Center, KS 67147

**Prim/Ossie**, Ashley Construction, LLC, 1428 W. Harry, Wichita, KS, 67213

**Sayre/Scott**, Sayre Construction Co., 3825 N. Pepper Ridge, Wichita, KS 67205

**Thompson/Joe**, Summerhill Builders, Inc., 140 N. Hydraulic, Ste. 200, Wichita, KS, 67214

**Ward/Darren**, Midwest Roofing Services, Inc., 2209 W. Harry, Wichita, KS 67213

## New members.....

**Bean/Brian**, BNB Masonry, Inc., 401 N. Reece Rd., Goddard, KS, 67052, Sponsor: Gary Jeskie

**Blissett/Paul**, Auto Craft Collision Repair, 1427 E. First, Wichita, KS, 67214, Sponsor: Donny Sechrist

**Brumbelow/Jon**, Contracted Painting, 1524 S. Fivewood, Wichita, KS, 67235, Sponsor: Jim Goentzel

**Brunecz/Charlie**, Glidden Professional Paint, Sponsor: Eric Purkey

**Buckley/Mert**, Adams Jones Law Firm, P.A., 1635 N. Waterfront Pkwy, #200, Wichita, KS, 67206, Sponsor: Larry Higgins

**Caro/Mike**, Mike Caro Const., Inc./Caro Pools, 4 Huntington, Wichita, KS, 67206, Sponsor: Jeff Wiens

**Cleary/Shawn**, Wichita Roofing & Remodeling, 3821 Bounous St., Wichita, KS 67213, Sponsor: Mark Eaton

**Crabtree/Matt**, Matt R. Crabtree, 10830 E. 3rd, Valley Center, KS, 67147, Sponsor: Jim Goentzel

**Decker/Stephen**, Decker Electric, Inc., 4500 W. Harry, Wichita, KS, 67209, Sponsor: Bret Lynxwiler

**Dodds/Jeff**, Insurance Specialists Group, 8415 E. 21st St., Ste. 140, Wichita, KS, 67206, Sponsor: Dave Sproul

**Gauthier/Curtis**, G5 Const., LLC, 5129 N. Armstrong, Wichita, KS, 67204, Sponsor: Jim Gearhart

**Gohari/Farah**, Global Trends, 545 N. Carriage Parkway, Wichita, KS, 67208, Sponsor: Jeff Wiens

**Haertl/Bo**, Auto Craft Collision Repair, 1427 E. First, Wichita, KS, 67214, Sponsor: Donny Sechrist

**Halfery/Chris**, Mill Creek Lumber, 4010 W. Irving, Wichita, KS, 67209, Sponsor: Jeff Wiens

**Hernandez/Mael**, Custom Cupboards, Inc., 3738 S. Norman St., Wichita, KS, 67215, Sponsor: Jason Harris

**Huitz/Tessa**, Wichita Area Assoc., of Realtors - WAAR, 170 W. Dewey, Wichita, KS, 67202, Sponsor: Brian Galyon

**Jacobs/Nadine**, Studio Five, 1719 N. Rock Rd., Ste. 135, Wichita, KS, 67208, Sponsor: Larry Higgins

**Johnson/Cory**, Waste Connections, Inc., 2745 N. Ohio, Wichita, KS, 67219, Sponsor: Gary Jeskie

**Klein/Arnold**, Klein Const., Inc., 919 E. 53rd St. North, Wichita, KS 67219, Sponsor: Gary Jeskie

**Klitzing/Richard**, Klitzing Carpet Service, 1745 . Wichita, Wichita, KS, 67213, Sponsor: Kurt Bachman

**Kramer/Joe**, Joel Associates, LLC, 1999 Amidon, Ste. 375, Wichita, KS, 67203, Sponsor: Angie George

**Lenahan/Jill**, Jillco Landscapes, 854 Meadow Road, Valley Center, KS, 67147, Sponsor: Kurt Bachman

**Martin/Jason**, J. Martin Company, 16220 W. K-42 Hwy., Clearwater, KS, 67026, Sponsor: Mike George

**Martinez/Jerry**, Mill Creek Lumber, 4010 W. Irving, Wichita, KS, 67209, Sponsor: Jeff Wiens

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**Messmore/Mark**, Diebolt Lumber, 2661 Nebraska Rd., La Harpe, KS, 66751, Sponsor: Gary Jeskie

**Miller/Jason**, Miller & Miller Const., Inc., 3686 N. Forest Ridge Ct., Wichita, KS, 67205, Sponsor: Joe Keathley

**Moss/David**, Erosion Solutions, 518 Spring Creek Dr., Derby, KS, 67037, Sponsor: Gary Jeskie

**Newhouse/Richard**, Stony Point Construction, 1616 S. Mosley, Wichita, KS, 67211, Sponsor: Gary Jeskie

**Pauly/Randy**, Rapid Services, LLC, 6100 S. 199th West, Viola, KS, 67149, Sponsor: Jeff Wiens

**Peterson/Dal**, Jeskie Construction, LLC, 8724 W. University, Unit D, Wichita, KS, 67209, Sponsor: Gary Jeskie

**Robledo/Juan**, Complete Landscaping Systems, 1727 E. 2nd St. West, Wichita,

KS, 67214, Sponsor: Darin Campbell

**Thomas/Mike**, Acme Waste Systems, LLC, 1402 S. Auburn Hills, Wichita, KS, 67235, Sponsor: Dave Sproul

**Toguchi/Lance**, Cutting Edge Resources, Inc., 121 Bonnie Brae, Wichita, KS, 67207, Sponsor: Dennis Fisk

**Van Horn/Sharon**, Van Horn Promotion & Marketing, 14700 E. 45th St. North, Wichita, KS, 67228, Sponsor: David Gatz

**Welch/Brian**, Complete Landscaping Systems, 1727 E. 2nd St. West, Wichita, KS, 67214, Sponsor: Darin Campbell

**Werner/Susan**, Stoneborough Real Estate, 2411 N. Lake Ridge Cr., Wichita, KS, 67205, Sponsor: Sharon Wieters

## Transfer In

**Clouse/Allen**, Star Lumber, P.O. Box 7712, Wichita, KS 67277

**Chavez/Tony**, Kansas Gas Service, 1021 E. 26th N., Wichita, KS 67219

**Grady/Howard**, Pro-Build/Truss, 131 W. Industrial, P.O. Box 257, Valley Center, KS 67147

**Jansen/Keith**, Star Lumber, P.O. Box 7712, Wichita, KS 67277

**Saum/Tonya**, Continental Title Company/West, 3460 N. Ridge Rd., #110, Wichita, KS 67205

## Transfer Out

**Hamlin/Messina**, Continental Title Company/West, 3460 N. Ridge Rd., #110, Wichita, KS 67205

**Meyer/Chad**, Star Lumber, P.O. Box 7712, Wichita, KS 67277

**Pruitt/Mike**, Kansas Gas Service, 1021 E. 26th N., Wichita, KS 67219

**Spexarth/Jon**, Pro-Build/Truss, 131 W. Industrial, P.O. Box 257, Valley Center, KS 67147

**Storck/Erney**, Star Lumber, P.O. Box 7712, Wichita, KS 67277

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# 2010 WABA Golf Tournament

Whoever ordered the weather for the day of our golf tournament did an awesome job! We couldn't have asked for a nicer day. We had 40 teams play in the tournament, 22 in the morning and 18 in the afternoon. Thank you to all the players and sponsors! Thank you also to our great Golf Committee for all your hard work!

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Bill Coleman - *Chairman*  
Darin Campbell  
Janie Chisholm  
LaDonna Pauls  
Kris Rose  
Donny Sechrist  
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McMillan Seamless Guttering  
ProBuild Lumber & Truss

## AM Tournament

### Winners

#### Championship Flight

##### 1st Place:

Stan Stiverson  
Darin Byer  
Dal Peterson  
Phil Ruffin, Jr.

##### 2nd Place:

Jason Patty  
Mike Ball  
Butch Scholl

##### 3rd Place:

Brock Buckingham  
Kenny Sweet  
Donny Sechrist  
Keff Mullikin  
Jason Kelley

#### Closest to the Pin - Hole #3:

Jason Patty

#### Closest to the Pin - Hole #16:

Earl Carra

#### First Flight

##### 1st Place:

Tim Denning  
Jimmy Martinez  
Raymond Lara  
Miles Capps

##### 2nd Place:

Larry Higgins  
Dale Meyer  
Jason McCracken  
Ryan Seals

##### 3rd Place:

Reed Holbrook  
Shane Price  
Randy Truitt  
Vic Juarez

#### Longest Drive - Hole #9:

Jerod Heiman

#### Longest Putt - Hole #18:

Dale Meyer

## PM Tournament

### Winners

#### Championship Flight

##### 1st Place:

Darin Byer  
Jerry Veatch  
Stan Stiverson  
Craig Banzet

##### 2nd Place:

Jeff Wiens  
Ted McCormick  
Darin Campbell  
Doug Cooper

##### 3rd Place:

Shane Simmons  
Dustin Soyez  
Walker Russell  
Eric Eickelman

#### Closest to the Pin - Hole #3:

Craig Banzet

#### Closest to the Pin - Hole #16:

Rick DeMoss

#### First Flight

##### 1st Place:

Clyde Jones  
Bobby Saucedo  
Rob Wells  
Duane Schneider

##### 2nd Place:

Bill Coleman  
Eric Purkey  
Nick Niedens  
Kelly Danahay

##### 3rd Place:

Janie Chisholm  
Dave Chisholm  
Tom Balbierz  
Karen Balbierz

#### Longest Drive - Hole #9:

Sheryl McGreanor

#### Longest Putt - Hole #18:

Doug Cooper



1st Place AM  
Championship Flight



1st Place PM Championship Flight



2nd Place AM  
First Flight



3rd Place AM First Flight



2nd Place AM  
Championship  
Flight



2nd Place PM Championship Flight



1st Place PM First Flight



3rd Place PM Championship Flight



3rd Place AM  
Championship Flight



2nd Place PM First Flight

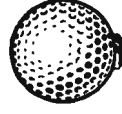


1st Place AM  
First Flight



1st Place AM  
First Flight

# 2010 WABA Golf Tournament Winners



## Thanks for renewing your membership.....

40 Years

**Robert Wolff**, Bobs Door Co., Inc.

38 Years

**Clifford Nies**, Nies Homes, Inc.  
**Bill Townsend**, Townsend Remodeling

32 Years

**J. D. Munley**, M6 Concrete Accessories

28 Years

**Steve Laughlin**, Comerstone Builders, Inc.

26 Years

**Gaylan Nett, Jr.**, Netco Remodeling  
**Greg Sullivan**, Sullivan Lithographics

25 Years

**Bernie Hentzen**, **CAPS CRG**, Hentzen Contractors, Inc.

24 Years

**LeWayne Bartel**, Bartel Kitchen & Bath

23 Years

**Matt Eck**, Matt Eck Real Estate

22 Years

**Bill Blair**, Blair Construction, Inc.

**Evertt Long**, Hartwood Homes, Inc.

**Guy McKay**, Casado McKay

18 Years

**Mark McCollom**, McCollom Construction

17 Years

**Chuck Bullock**, TECU Credit Union

**Jerry Wells**, Wells Construction

16 Years

**Trent Edelman**, Trenco Masonry, L.L.C.

**Tim Hendricks**, Tim Hendricks Homes, Inc.

15 Years

**Greg Esping**, Vantage Construction, Inc.

14 Years

**Jeff Henning**, Nails Plus, Inc.

**Michael Roby**, United Painting Contractors

13 Years

**David Kahmann**, K & M Building Company, Inc.

12 Years

**Greg Allison**, MKEC

**Chad Blackman**, Overhead Door Co.

**Sean Postelthwait**, Kansas Gas Service

11 Years

**Ed Bugner**, Lies-Bugner Homes, LLC

**Cathy Schmitt**, Flint Hills Realty Co., L.L.C.

**Todd Wenzel**, Cowboy Construction

10 Years

**Steven Dale**, JoJac's Lnadscap/Mowing, Inc.

**Stoney Ferraro**, Ferraro Homes

**Bret Frerichs**, MetLife Home Loans

**Quentin Moeder**, Moeder Construction, LLC

9 Years

**Anthony Nuessen**, Craig Sharp Homes, Inc.

**Darrel Roland**, Steamatic of Wichita, Kansas

**Darren Young**, Darren Young's Custom Flooring

8 Years

**Mel Buckert**, Buckert Contracting, Inc.

**William Covey**, Wired-Rite Electric

**Keith Harimon**, Harimon Homes, Inc.

**Terry Lewis**, DATA LINC Communications, Inc.

**Jason Lynch**, Kansas Roofing & Remodeling, Inc.

**Ted McCormick**, Exterior Construction

**Debbie Power**, HAJOCA Corporation

**James Sauer**, Horton's Carpets, Inc.

**Roger Voge**, Star Lumber

**Paul Wetta**, Precision Foundation, Inc.

7 Years

**James Clark**, Clark's Custom Design

**Joe Fisher**, Star Lumber

**Kevin McMullin**, McMullin Custom Design, LLC

**Tate Construction, LLC**

6 Years

**Steve Barrett**, KB Properties of Kansas, LLC

**James Byrne**, Benchmark Homes

**Ed Kurtz**, Design Group Architects, Ltd.

**Jim Nunns**, Nunns Construction, Inc.

5 Years

**Brett Bristow**, Central Plains Drywall, Inc.

**Stephanie Fisk McCurdy**, Coldwell Banker Plaza

**Doug Kitterman**, Twenty First Growth/Legend Development

**Jason Klausmeyer**, Don Klausmeyer Const., LLC

**Jeremy Zellers**, Ferguson Bath, Kitchen & Lighting Gallery

4 Years

**Gary Bond**, Top Master, Inc.

**Mark Herndon**, Royal Flush Plumbing, LLC

**Brian Klausmeyer**, Don Klausmeyer Const., LLC

**Roy Schmucker**, Construction Services, Inc.

**David Smith**, Century Drywall, Inc.

3 Years

**Steve Banyas**, Azek Building Products

**Brad Bugner**, Community Bank

**Davie Foreman**, Hahner Foreman & Hamesess, LLC

**Robert Glover**, Glover Custom Carpentry, Inc.

**Robert Hammond**, Integrated Builders

**Jerod Heiman**, Conway Bank

**William Jones**, Travelers Insurance

**Gregory Mott**, Overhead Door Co. of Wichita

**Nicholas Niedens**, Comfort Homes, Inc.

**Ross Powers**, Robl Construction, Inc.

2 Years

**Thomas Baker**, Bob Herman Masonry, LLC

**Don Burford**, Jeff Lange Real Estate

**Al Cameron, Jr.**, Cameron Constr. and Remodeling

**Derek Keller**, AXA Advisors

**Eric Lamb**, TNT Custom Metal Fabrication

**Shawn Snider**, Realty Executives Center

**Greg Stutzman**, Custom Carpentry & Design, Inc.

1 Year

**Adam Bauer**, Bauer & Son Const. Co., Inc.

**Ken Ferguson**, Seidl & Ferguson Const., LLC

**Alberto Guereque**, KaJo Professional Painting, LLC

**Chris Hentzen**, Hentzen Contractors, Inc.

**Paige Metzger**, CM Customworks, Inc.

**Teresa Miller**, Impressive Properties Design

**Greg Nicks**, Kansas Building Products

**Chris Shoen**, Star Lumber

**Dwight Scribner**, D/R Concrete Cutting, LLC

**Robert Seidl**, Seidl & Ferguson Const., LLC

**Blake Veazy**, Lustercraft Plastics, Inc.

**Bobbi Warren**, Dave Neal and Associates, Realtors

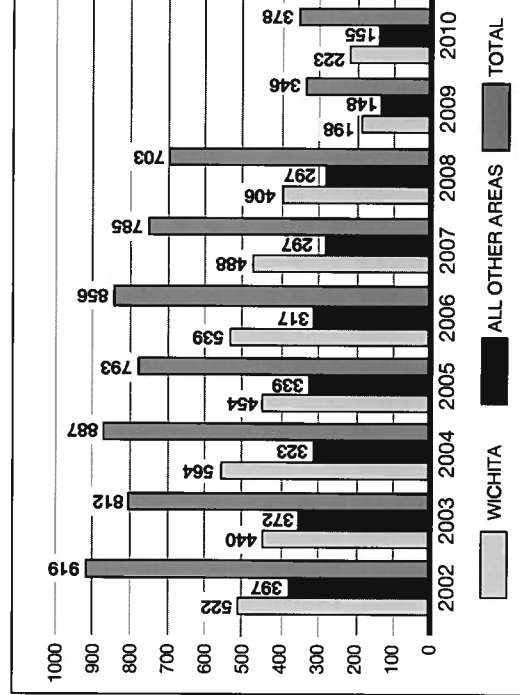
**Jennifer Winn**, Landscapes, Inc.

## Housing starts through april 2010.....

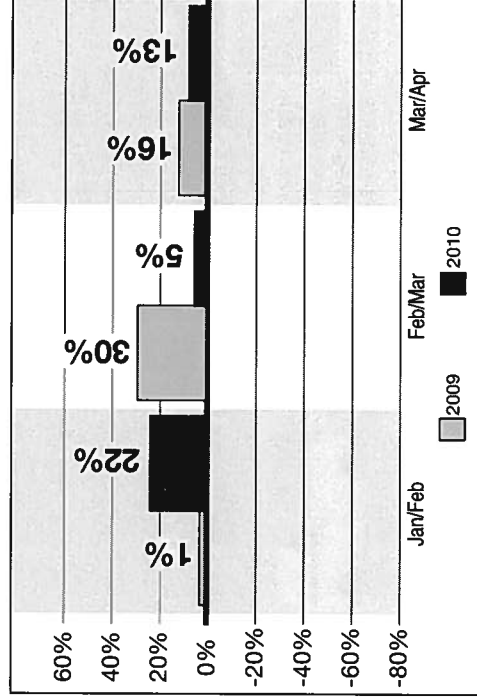
### Cumulative for the Year-By Location

	2010 Thru Apr.	2009 Thru Apr.	% Change
Andover	21	10	+110.00
Augusta	2	5	-60.00
Bel Aire	6	3	+100.00
Derby	33	29	+14.00
El Dorado	10	0	N/A
Garden Plain	2	0	N/A
Goddard	12	21	-43.00
Haysville	7	11	-36.00
Kechi	1	0	N/A
Maize	5	13	-62.00
Mulvane	2	3	-33.00
Newton	8	10	-20.00
Park City	10	11	-9.00
Rose Hill	3	1	200.00
Sedgwick County	26	25	+4.00
Valley Center	7	5	+40.00
Wellington	0	2	-100.00
Wichita	223	198	+13.00
All Other Areas	155	149	+4.00
<b>TOTAL</b>	<b>378</b>	<b>347</b>	<b>9.00</b>

### Cumulative for the Year-Prior Years Comparison



### Month to Month Change-2 Year Comparison



## New Member Profile

Adams Jones has provided quality legal services to individual and business clients for over 70 years and currently focuses its practice on real estate, business and estate law. The firm is the Kansas member of MERITAS, a global alliance of over 6,700 lawyers serving in 165+ full-service law firms across more than 60 countries.

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Mert Buckley, President/Managing Partner  
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For more information on Big Brothers Big Sisters, please contact Sharon Erwin at 316-290-8828 or serwin@ksbbbs.org.



**June 2010 calendar** .....

Tu	<b>8</b>	Executive Committee: 11:00 a.m. Board of Directors: 12:00 noon
W	<b>9</b>	Sales & Marketing Council: 9:00 a.m. Developers Committee: 12:00 noon
Th	<b>10</b>	Codes Committee: 12:00 noon
Tu	<b>15</b>	Candidate Training School
W	<b>16</b>	Candidate Training School
Tu	<b>24</b>	Remodelers Council: 12:00 noon

**July 2010 calendar** .....

Sa	<b>10</b>	Home Builders Care Auction - 9:00 a.m. 4-H Building
Th	<b>22</b>	Home Builders Care Wine Tasting & Silent Auction

**August 2010 calendar** .....

F	<b>27</b>	Build-PAC Golf Tournament - Sand Creek Station Golf Course
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*The scheduled meetings are tentative dates. A meeting notice will be sent to all Committee and Council members stating the date and time when the meetings will be held.*



VIEWED TO BE THE BEST.

**HELP WANTED**

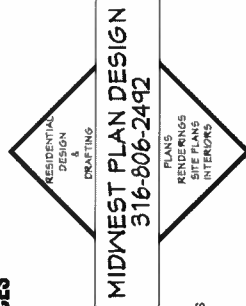
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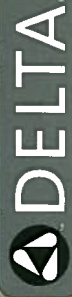
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116 W Chestnut, Arkansas City, KS 67005  
Phone: 620-442-7029 Fax: 620-442-3622  
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