



The *Scaffold*

The Scaffold is the official monthly publication of the Arrowhead Builders Association, 802 Garfield Ave., Duluth, MN 55802

ABA Member Night Out **October 15th (date change)** **Lakeview Castle Restaurant**

Join us at
Lakeview Castle
5135 North Shore Drive
In Duluth, MN

Social Hour starts at 5:30 pm!
Dinner starts at 6:30

Please join us for our next Member Night Out. We will be at the Lakeview Castle Restaurant in Duluth. Lakeview Castle is a proud member of the Arrowhead Builders Association. Keith Kylmala, our very own ABA President, will be speaking on the trips to Guatemala that he has taken with Rotary International. We have a dinner choice of Prime Rib; Deep-Fried Walleye; or Spinach/ Ricotta cheese/ Red Pepper and Prosciutto Stuffed Chicken Breast. You must let the ABA office know how many are coming, and what your dinner choice will be by October 8th.

The cost will be \$22.50 per person.

Please call, e-mail or fax your RSVP to the ABA office today! 218-722-5707, fax 218-722-1448 or e-mail: aba@abamn.org. Just let us know who and how many are coming.

October 2008

Look inside for...

National Assn Home Builders
Call on Congress to Pass Rescue Plan

Annual Dinner / Holiday Party
Find out the latest information

Member Night Out at the Pickwick
and seminar at the Depot pictures

ABA MEMBER EVENTS CALENDAR

OCTOBER 2008

- 6 – Marketing Committee Meeting Noon ABA
- 14 – Exec. Committee Meeting 7:00AM ABA
- 14 – Annual Dinner Comm. Meeting Noon ABA
- 15 – **Member Night Out 5:30PM Social**
Lakeview Castle DATE CHANGE

NOVEMBER 2008

- 11 – Board Meeting 7:00AM ABA
- 20 – Member Night Out 5:30PM Social
Black Woods Banquet Center
- 27-28—ABA Office Closed for Thanksgiving

DECEMBER 2008

- 4 – ABA Annual Dinner/ Holiday Party
- 9 – Exec. Committee Meeting 7:00AM ABA
- 25-26—ABA Office Closed for Christmas

SCAFFOLD ADVERTISING RATES

Business card size 2.5" x 3.5"	\$150.00
Banner ad size 1.25" x 7.5"	\$150.00
¼ page – 3.75" x 5" or 5" x 3.75"	\$250.00
½ page – 7.5" x 5" or 5" x 7.5"	\$300.00
Full Page – 7.5" x 10"	\$450.00

THESE ARE SIX MONTH RATES

Deadline: 20th of each Month.

Payment of ads are billed and due upon receipt. Pre-payment is acceptable and appreciated. Credit Card Payments are available.

Advertisers – are active members of the ABA, BAM or NAHB.
Advertisements are to be appropriate content for this publication.

Distribution: 400 copies each month, emailed to ABA Members, Local HBA's in MN, Chamber of Commerce, City Mayors in our area, other building trade associations.

Arrowhead Builders Association 2008 Board of Directors

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Kylmala Truss

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* Life members

The Arrowhead Builders Associations newsletter is the official publication of Arrowhead Builders Association. This newsletter is published and distributed monthly to its members and others associated with the building industry. Neither the advertisers, nor ABA will be responsible or liable for misinformation, misprints, typographical error, etc., herein contained.

Contact Paul for advertising or article placements in the Scaffold.
This newsletter is created for the ABA members by Paul Manning.

A brief message from our President...

“Doing Business with a Member” has been around for sometime within the various Builders Associations throughout these United States. At the ABA this theme has been, unfortunately, on the back burner for several years. Now, more than ever, we all need to come together and make ***Doing Business with a Member*** a part of our daily routine.



Is the vendor that you just did business with a member of the ABA? It is easy to find out in the Member Directory on the ABA website or just ask them. If they are be sure to thank them for being a member, if they are not please ask them to join. Contact the office and bring them a new member packet. Paul would be more than happy to follow up with them.

Doing Business with a Member holds true for both Builder and Associate members. We all can ***Do Business with a Member*** as we go about our daily lives. Did you know that we have numerous restaurants that are members? Need a plumber to fix a leaky faucet at your house? We have plumbers who are members. Need your driveway black topped? We have members who do this. Next time you are looking for insurance be sure to see the insurance agents who are members. The list goes on.

We all need to support our fellow ABA members. Please make it a point to ***Do Business with a Member***. I'll see you all at our next Member to Member Event on the 15th at the Lakeview Castle.

Keith Kylmala
Kylmala Truss



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OVERHEAD DOOR

Come Visit Our New Showroom

Welcome to our newest member

Nordic Electric of Grand Marais

David Saethre - Owner
123 Cedar Grove Lane
Grand Marais, MN 55604
nordic@boreal.org

Paul Manning is in the newest class of Leadership Duluth.

The Leadership Duluth Program

Developed by the Duluth Area Chamber of Commerce, Leadership Duluth is a ten-month, comprehensive leadership training program. Leadership Duluth educates participants about Duluth's cultural and business history, as well as the current issues facing the Duluth area. The program focuses on the elements necessary to develop leaders who are invested in community health. The comprehensive format includes an orientation, overnight leadership advance, and nine day sessions, all of which are oriented towards helping participants acquire and cultivate leadership skills.

Leadership Knowledge to Action

Through a combination of educational and practical experiences, Leadership Duluth provides participants a vehicle to develop and enhance their leadership skills. Throughout the course of the program, participants are introduced to various aspects of the Duluth area and are given insight into the components of a healthy community. Participants will be charged with the task of developing and completing group community service projects and will have regular opportunities to collaborate with one another, so as to benefit from the collective experience of the class. Finally, participants are encouraged to take a leading role in impacting positive change in their own workplaces and in the larger community. This is Leadership Duluth's call to action and is an integral part of the program.

Who Should Participate?

Leadership Duluth seeks applicants who:

- Illustrate a sincere interest in and commitment to being an active participant in Leadership Duluth.
- Demonstrate an aptitude for setting and attaining goals.
- Are committed to seeking and cultivating leadership roles in the workplace and in the community.
- Desire to have an understanding of issues facing the Duluth community and possess a willingness to participate in their resolution.

Arrowhead Builders Association - **Membership Fitness Update**

Thank you for your continued support.

Come Alive Audio	2005
Country Trucking & Excavating	2005
Comfort Systems	2000
Goodin Company	1993
Great Lakes Alarm & Security	2006
Green Mill Duluth	2006
Jim Perrault Construction	2006
Johnston Masonry	2006
Members Cooperative Credit Union	2006
Northern Trends Building & Design	1997
Port Cities Realty	2007
Rasmussen Well Drilling, Inc.	2000
Summit Mechanical, LLC	2006
Superior Construction	1994
The Home Improvement Co.	1998
US Bank	2004
Walker Construction	2007

August Memberships up for Renewal:

Home Depot	2001
Home Lighting Gallery	2006

Sept Memberships up for Renewal:

HRA	2002
Edwin E. Thoreson, Inc.	2006
Lipe Brothers Construction	1992
Minde Log Home Construction	1996
RJF Agencies, Inc.	2004
Rouleau-Bakke Construction	2004
RWC Construction, Inc.	1970

October Memberships up for Renewal:

Arrowhead Flooring Installations	2007
Arrowhead Water	2006
ASDCO/Division of Jamar Co.	1978
Billman Construction	1987
Budget Blinds - Twin Ports	2007
Carlson Floor Center, Inc.	2006
Cartier Agency, Inc.	2003
Citon Corporation	2007

October Memberships continued:

Concrete Sawing Services	2007
Conservation Technologies, Inc.	1995
Creative Construction	1995
Daugherty Hardware	2007
Demo-licious	2006
Don Mitchell Construction	2007
Duluth Electric	2006
E&H Custom Builders, Inc.	2007
Elias Masonry, Inc.	2004
Engwall's Florist & Greenhouse	2006
Equipment Rental	2003
F.I. Salter Co., Inc.	2006
Fryberger, Buchanan, Smith & Fred...	2006
Hermantown Lumber Co.	2006
Kalenowski Construction	2007
Ken Hiukka Custom Builder	2006
KTM Paving, Inc.	2006
Lakes Gas Co.	2004
Lakeside Advanced Builders, LLC	2005
Lakeside Builders, Inc.	2006
Lakeview Title, Inc.	2006
Lakewood Electric	2007
LaPorte's General Contracting	2001
Let the Whole World Know	2006
Mellin Promotional Advertising	2006
Merrill Lynch	2006
Midwest Builders	2006
Minnesota Power	1981
Nations Trust Insurance	2007
Northern States Basement Systems	2001
Pete Cagle Construction	2007
Plaunt Plumbing & Heating	1991
Quality Drywall & Plastering, Inc.	2007
Raven & Associates	2007
Ridge Runner Construction	2007
Service Electric	2007
Shelton Excavating	2006
Sherwin-Williams Co.	2007
SIMCO	2006
Slowinski Construction	1997

REMEMBER YOUR MEMBERSHIP DOES NOT COST, IT PAYS!

Arrowhead Builders Association - **Membership Fitness Update**

October Memberships continued:

Solid Rock Masonry	2006
Superior Squeegee	2007
Superior Stove Works, Inc.	2003
The Tile and Stone Company	1992
Tower Plumbing & Heating, Inc.	2006
Tradesman Building Center	2006
United Rental	2006
United Truck Body	2006

Dropped Memberships from July:

Abramson Heating	1997
Kalkbrenner Plumbing & Heating	2002
Porky's Building Supply	1997
Sweeny Materials	1997
Verndale Homes of the North	2002

November Memberships up for Renewal:

Anderson & Hammack Construction	2000
Basement Savers	2005
Common Ground Deconstruction & reuse	2005
Diamond Drilling & Supply	1976
Duluth Teachers Credit Union	2006
Duluth Window & Closets	1979
Dwight Swanstrom Insurance	1988
ECO Environmentally Conscious	2007
Floor Technologies, Inc.	2002
H & H Lumber	2005
High Mark Construction, LLC	2005
Homestead Construction	1991
Jeff Nelson Construction	2003
Kylmala Truss	1993
Mesabi Masonry	2003
Morin's Siding and Window	1987
P & M Construction of Northern MN, Inc.	2001
Pohaki Lumber Co.	1975
Rental Service Corporation	1999
Rob's Custom Cabinetry & Millwork	2002
Sawtooth Ridge Woodcraft	1992
Shel/Don Design & Imaging	2007
St. Germain's Cabinet, Inc.	1989
UBS Financial Services	2006
Van Dyke Home Inspections	2006
Ziegler Rental, Inc.	2000



Do Business with a Member

REMEMBER YOUR MEMBERSHIP DOES NOT COST, IT PAYS!

Member-to-Member News!

Pictures from the Member's event at the Depot.



Michael LeBeau of Conservation Technologies, Inc. talking about "Conserving Energy and Climate Change."



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Arrowhead Builders Association's Mission:

The Arrowhead Builders Association's purpose is to support, promote, educate, and enhance the building industry.

Arrowhead Builders Association's Vision:

To be the region's primary resource for the building industry and its customers; setting the standard for integrity, value and trust.

Member-to-Member News!

Pictures from the Member Night Out at the Pickwick!



Builders Association of Minnesota Past-President Jim Gander speaking about Associates in local Builders Associa-



ABA President Keith Kylmala makes a few announcements.



Building Inspection – Itemized Building Permits for the City of Duluth

	September 2008				September 2008			
	September		Year-to-Date		September		Year-to-Date	
	number	valuation	number	valuation	number	valuation	number	valuation
New Residential								
One family dwellings	6	1,117,475	34	7,597,758	8	1,583,150	51	6,820,382
Townhouse								
two family dwellings			2	605,672			12	685,657
three/four family dwellings							3	440,481
five/more family dwellings	1	3,810,000	5	8,686,738			1	1,142,932
Total New Residential:	7	4,927,475	41	16,890,168	8	1,583,150	67	9,089,452
Hotels/motels etc.								
Other non-housekeeping							1	600,000
Total New Non-Hskpg:							1	600,000
New Non-Residential								
amusement/recreation			1	877,842	1	2,171,125	1	2,171,125
churches/religious			1	2,100,000				
industrial buildings			2	4,950,000			2	1,060,000
parking garages			1	59,265	1	100,000	1	100,000
service station/repair garage			1	640,000				
hospital/institutional			1	2,700,000	1	3,700,000	3	9,900,000
office, bank, professional			3	1,396,544			4	3,345,000
public works/utility							1	110,000
schools/educational								
stores/mercantile			2	2,279,900			1	614,000
other buildings	2	86,940	14	425,062	5	143,916	14	1,404,970
garage/carport	20	405,959	105	2,915,360	20	295,373	135	2,051,790
structures not buildings	3	94,000	5	161,139	1	108,163	2	115,663
Total New Non-Residential:	25	586,899	135	18,445,847	29	6,518,577	164	20,872,548
Addition/alteration/repair:								
alterations, residential	76	331,626	621	3,612,677	75	918,913	663	3,829,126
additions, residential	15	5,700,667	70	8,574,831	10	439,083	66	3,040,637
alterations, non-res	12	1,242,260	129	15,227,551	19	1,164,602	114	18,501,283
additions, non-res			14	22,740,432	1	24,500	7	4,374,368
roofing/siding	150	615,789	1,086	6,694,432	275	1,593,892	1,258	7,977,005
foundation permits	4	38,916	40	1,148,389	1	200,000	20	2,158,431
Total Addition/Alteration:	257	7,929,258	1,960	57,998,312	381	4,340,990	2,128	39,880,850
Total Building Permits	295	13,465,471	2,169	93,456,558	426	12,442,717	2,436	70,442,850
Total Plumbing Permits	260	474,818	1,399	4,271,599	155	807,173	1,181	4,422,790
Total Electrical Permits	237	774,831	1,502	9,309,675	191	1,364,882	1,559	10,390,082
Total Mechanical Permits	122	859,023	626	6,827,787	68	778,529	442	5,487,475
Total Sign Permits	10	61,063	94	383,493	1	698	102	442,274
Total Moving Permits			9		4		11	
Total Use Permits	6		25		6		32	
Total Mobile Home Permits			24		4		13	
Total Sprinkler Permits								
Total Window Box Permits								
Total Wrecking Permits	10		90					
		(units)		(units)				

BAM Update

What We're Doing For You:

CWGO Insurance

TBG Insurance

Gov. Relations

Legal Action

Education

Online Forums

Action Center

Energy Payback

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log-in to the Members
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information on these
BAM initiatives!



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Mike McCalvy

BAM Monthly Column
October 2008
Minnesota State Housing Caucus Created

In May of 2008 Minnesota legislators convened a bi-partisan Housing Caucus made up of members from the house and senate to address housing at the Legislature. The caucus was formed on the belief that the continuum of housing needs should be a priority in future legislative sessions, and it will engage leaders from the many facets of housing to find workable solutions to problems **and challenges facing Minnesota's communities. The Minnesota Housing Partnership (MHP)** is serving as facilitator of the group.

Since May the group has met monthly to discuss opportunities to address housing needs in the 2009 session and in the future. The group decided on two main goals: to ensure major political parties see housing as a priority; and develop a multi-year plan to address Minnesota's housing needs.

Senator John Marty (D-District 54), Senator Mee Moua (D-District 67), Representative Karen Clark (D-District 67A) and other members of leadership plan to restructure their existing committees to better address housing. A subcommittee will be formed to address housing and coordinate between the numerous committees that share jurisdiction over housing issues. Representation will be comprised of members from the Health, Housing and Family Security Committee, the Finance Committee, the Economic Development Budget Division, and the Judiciary Committee.

In preparation for the 2009 legislative session the group decided to hold hearings throughout Minnesota and feed information to legislators once a month. With respect to the multi-year initiative the group decided to broaden its focus beyond affordable housing and homelessness. It decided to focus on conveying the message that housing is an economic concern, a community asset and good affordable housing at a range of prices is vital to healthy communities.

The federal Housing & Economic Recovery Act of 2008 (H.R. 3221), which was signed into law July 30, 2008, was discussed and the workgroup determined a need for more training and education and asked MHP to develop and host a summit addressing how these programs and **resources will be executed in Minnesota. The group's next steps will be to develop election cycle** literature, continue with caucus recruitment, and circulate messaging materials.

The most recent meeting topic was federal legislation and how it will impact Minnesota. The Housing & Economic Recovery Act of 2008 and the Emergency Economic Stabilization Act **were discussed in terms of Minnesota's role and how the state might fill in any gaps that may be** revealed. The Builders Association of Minnesota will be monitoring the progress of the Housing Caucus.



WWW.NAHB.ORG

NATIONAL ASSOCIATION OF HOME BUILDERS

BUILDERS CALL ON CONGRESS TO PASS TREASURY RESCUE PLAN

October 1, 2008 - With credit markets frozen and the economy unraveling at an alarming rate, the nation's home builders today called on Congress to enact the financial rescue plan now to avoid a complete meltdown in financial markets.

Sandy Dunn, chairman of the National Association of Home Builders (NAHB) and a home builder from Point Pleasant, W.Va., said that tonight's vote in the Senate and the subsequent vote in the House might be "our last chance to save the global economy from a very deep and painful recession, or worse."

NAHB represents 235,000 member firms that construct about 80 percent of new housing units constructed annually. Its members range from small family-owned businesses that construct 10 or fewer homes per year to large publicly held companies such as Pulte Homes, Centex Homes, Lennar Corporation and K. Hovnanian Homes that construct tens of thousands of units annually.

In a letter to every member of Congress, NAHB said that the housing industry is fully united in its support of the rescue plan now before Congress.

"Falling home prices, mounting foreclosures and a frozen credit market have taken a severe toll on the nation's economy. As the financial markets struggle, mortgage credit costs are increasing and home builders are finding it more and more difficult to obtain any business credit. By providing a market for troubled mortgage assets, the financial rescue package will restore confidence in global financial markets and allow credit-worthy home buyers, builders and other small businesses access to credit," NAHB said in its letter to members of Congress.

"It's time to set aside politics, self-serving interests and ideology and unite as Americans in support of this legislation," Dunn added.



Do Business with a Member

TIME MANAGEMENT SECRETS

By: Dr. Donald E. Wetmore

I have spent most of the last thirty years researching, studying, writing and speaking about Time Management and Personal Productivity. I have learned a whole lot and my full-time mission now is to share that knowledge through my writings, seminars, consulting and keynotes with people who want to get more done in less time in their business and personal lives.

One important lesson I learned is that there are three simple, yet powerful Time Management Secrets. Knowing these will go a long way to helping you to better manage your time each and every day and get more done in less time and with less stress.

We All Have Too Much To Do. Almost everyone I speak with tells me they have more to do than time permits. This says a lot of good things about you. That you have too much to do means many have entrusted a lot to you. People who seldom have enough to keep them busy and are always looking for things to do may not have earned this level of confidence from others.

There Is Never Enough Time For Everything. If you have too much to do, by definition, you will not have enough time for everything. In fact you will only accomplish but a tiny fraction of what you will want to accomplish in your lifetime. You will leave undone far more than you ever get done in this world. Your life is going to be like a sandy beach. Take one grain of sand and let that represent all that you accomplish in your lifetime. The other billions of grains of sand will represent all of the other things you might have done.

While There's Never Enough Time For Everything, There's Always Enough Time For The Important Things. Early in our marriage, my wife and I were both working, our social life was packed and we didn't seem to have a spare five-minute block of time in our days. Soon we were to receive our first daughter and a few weeks before she came to us my wife and I were agonizing over how to find the time to take care of this new addition to our family. Babies, they take a lot of time! But what happened? Jennifer came along and we made the time for her. Did we still have a social life? Sure, but it was different. Three years later, our second child Pam arrived, and once again, we found the time to attend to this new responsibility and still have time for other things.

While there is never time for everything, there always seems to be time for the most important things in life. "Necessity is the mother of invention."

But you don't have to wait until circumstances come upon you forcing you to attend to the most important things in your life. You can do it now. Each day in Daily Planning, identify the most important things you want to get done in your day. Place a high priority of those items and leave undone the less important things.

You won't get it all done but you will get the most important things done.

The secret's finally out.

Annual Dinner and Holiday Party

Planning for the Annual Dinner and Holiday Party is underway once again. The date and location has been set and is as follows:

Thursday, December 4, 2008

The Edgewater Resort

2400 London Road

Duluth, MN 55812

5:00 pm - Social Time and Mingling

6:30 pm - Dinner and Awards & Recognition

This year's theme will be ***"Building the Spirit of Giving"***. An appropriate theme as we would like to put our focus on brightening the lives of needy families in the northland during a season that can be so trying for those who have so little.

Last year as you may recall, we collected toys along with the usual door prizes, and then the toys were donated to three local organizations. The Annual Dinner Committee decided that this year we would like to collect the toys ***only*** and have chosen PAVSA (Program for Aid to Victims of Sexual Assault) to be the primary recipient of these donations. Due to your generous donations of toys, clothes, and art supplies last year, PAVSA was able to supply seven different families with gifts for the holidays. We would like to do much more this year! We are confident you will all leave this holiday celebration with a gift... the gift of knowing you personally brought joy to someone in need.

We will provide ideas for things to donate as well as sizes needed for clothing in the coming weeks as details are worked out with PAVSA. Plan now to join us in ***"Building the Spirit of Giving"***. There will be two levels of Sponsorships for our Annual Dinner and Holiday Party: Major Sponsor at \$300., and Contributing Sponsor at \$100. Please feel free to call the ABA office for details any time!



Do Business with a Member