

ON THE

# LEVEL



**CMBA**  
CENTRAL MINNESOTA BUILDERS ASSOCIATION

December 2021



**THANK YOU FOR  
CELEBRATING 50 YEARS WITH  
US!**

# The Choice is Yours...

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**1-800-892-2399 / [tricountyabstract.com](http://tricountyabstract.com)**



## Advertisers in this Issue

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- 7 [Thermo-Tech Windows](#)
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If you are interested in advertising, please email [Nikki@cmbaonline.org](mailto:Nikki@cmbaonline.org)

### Contact Us

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

#### CMBA Office

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

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## 2021 CMBA Board of Directors

### OFFICERS

#### President:

Nate Moeller, *Paramount Construction*

#### 1st Vice President:

Jeremy Salzburn, *H&S Heating & A/C Residential & Services LLC*

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#### Associate Vice President:

Marty Czech, *Premier Real Estate Services*

#### Past President:

Tony Steinemann, *ADS Designs LLC*

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Alex Mastellar, *Rinke-Noonan*

John Muller, *SB Restoration Services, Inc.*

Stuart Swenson, *SUNCOM Development, Construction, Management*

David Werschay, *Werschay Homes Inc.*



Builders Association of Minnesota  
CMBA Directors

Mike Gohman, *W.Gohman Construction*

Steve Noble, *Noble Custom Homes*

David Werschay, *Werschay Homes Inc.*

Tony Steinemann, *ADS Designs LLC*



# A message from our CMBA Executive Director Wanda Schroeder



I can't believe we are already in the final month of 2021! Nikki and I have been working hard to make sure we have a great lineup for activities in 2022 and we are excited to kick it off on January 20th with a Celebration Party at The Park Event Center in Waite Park. Registration for this event is open to all members, member employees, and guests and we hope you can join us as we introduce our Board of Directors, distribute awards and enjoy a sit down dinner with Central Minnesota's finest Builders and Associates.

The Home Show is right around the corners and planning well underway. Exhibitor registrations are already coming in for members and we will be opening up the registration to non members this week, so get your registrations in right away for the chance to pick your booth location/s for the event. The show will take place LIVE at the River's Edge Convention Center on Friday, March 11th, and Saturday, March 12th, 2022. We have some fun activities planned for the community and a date night theme with fish fry and acoustic entertainment Friday night, so get this on your calendar and join the fun.

We also have great opportunities to get members involved, from sponsorship of breakfast or evening socials as an opportunity to highlight your products and services to other CMBA members. In addition, we understand that strong communities contribute to the strength of local businesses. This year we have been bell ringing for the Salvation Army and adopted a family to give back this holiday season. If you would like to contribute make a contribution and help us give a local family a special holiday please contact us today. Together we can make a difference.

Happy Holidays from our families to yours!

*Wanda Schroeder*

## What are your Traditions?

We would love to hear about some of your traditions that you may have with family or friends any time of the year. Submit your tradition and a photo if you have one to [nikki@cmbaonline.org](mailto:nikki@cmbaonline.org) before December 23rd and we will place your name in for a drawing for a comfy CMBA Blanket.

# Design

*that fits you... Selections for any style.*

*Hardwood - Tile - Vinyl - Carpet - Cabinets - Blinds - Countertops*



Photo: © 2013 Miller Homes



## Be Inspired

5600 Queens Ave NE

Otsego, MN 55330

763-497-4407

&

12550 West Frontage Road

Burnsville, MN 55337

952-808-1412

[FocalPointFlooringOtsego.com](http://FocalPointFlooringOtsego.com)



### FOCALPOINT

Flooring • Cabinets • Design



# December 2021

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 11:30 Membership & Spike Mtg.	2 2:00 Tools for Schools Mtg.	3	4
5	6	7	8 9:00 CMBA Board Meeting	9 7:30 Remodelers - Commercial Committee Mtg. 11:00 Tour of Homes Committee Meeting	10	11
12	13 2:00 Special Events Committee Mtg.	14 7:00 Home and Lifestyle Show Mtg.	15	16	17	18
19	20	21 8:00 Government Affairs Mtg.	22	23	24 	25
26	27 	28	29	30	31 	

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



## S.B. RESTORATION SERVICES

FIRE • WATER • STORM • CONSTRUCTION • CLEANING

LIC. # BC095407

Thank you John Muller for your dedication to the CMBA Board of Directors, your input and knowledge is greatly appreciated. John Muller served on the Board of Directors from 2015 to 2021. Again thank you!



Career Central, do you have job openings, CMBA will post job openings for 30 days on the CMBA website. Please complete one form for each job posting and email posting to [nikki@cmbaonline.org](mailto:nikki@cmbaonline.org)

[Career Central Form](#)

[Job openings](#)



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On behalf of the CMBA,  
Nate Moeller, Paramount Construction, 2021 CMBA President

We wish you all a

**Happy and Safe Holiday season**

from your trusted professionals at

**Central Minnesota Builders  
Association.**



CMBA will be bell  
ringing on  
December 16th  
from 2-4pm at  
Coborn's in Sauk  
Rapids. You are  
welcome to join us!



**Do you have unused gift  
cards or even kohls cash  
about to expire, every  
dollar helps. The CMBA  
has adopted a local family with Share  
the Spirit, if you are interested in  
helping make this family's Christmas  
extra special please call the office at  
320.291.3508.**





*Put this on Your Calendar*

**RIVERS EDGE CONVENTION CENTER  
ST. CLOUD, MN**

**FRIDAY, MARCH 11**

9AM-10AM EARLY BIRDS | 10AM-7PM GENERAL ADMISSION

**SATURDAY, MARCH 12**

9AM-6PM GENERAL ADMISSION

CMBA  
**HOME**  
*& Lifestyle*  
**SHOW**



**Booth and Sponsor Registration**



*And Invite your Friends*





**TOUR OF HOMES**  
CENTRAL MINNESOTA BUILDERS ASSOCIATION

**SPRING 2022  
TOUR DATES**

**March**

**18-20 & 25-27**

[Registration Forms](#)



Steve Gottwalt, CMBA Government Affairs Consultant



**Feds suspend vaccination mandate for large employers.**

The Biden administration has suspended implementing a nationwide COVID-19 vaccination mandate pending the outcome of several lawsuits claiming the mandate is unconstitutional. On November 4th, the Occupational Safety and Health Administration (OSHA) published an Emergency Temporary Standard (ETS) laying out minimum COVID-19 vaccination and testing requirements for private employers with 100 or more employees. Shortly afterwards, several states and businesses sued to declare the rule unconstitutional and beyond OSHA's statutory authority. The U.S. Fifth Circuit Court of Appeals (based in New Orleans) blocked implementing the law, and indicated it was prepared to rule the mandate unconstitutional.



**Minnesota business leaders urging action to avoid major unemployment insurance tax hikes.**

Minnesota owes the federal government \$1.13 billion for payments made from its Unemployment Insurance Trust Fund during the pandemic. The need to pay-off that debt could drive-up unemployment insurance (UI) taxes for Minnesota employers by as much as 14 percent starting December 15th. Business leaders and GOP lawmakers have asked Governor Tim Walz to cover that debt without raising taxes since Minnesota has significant financial resources. Those include more than \$1 billion in unspent federal COVID relief funds, the state's substantial budget reserve, and a growing state budget surplus. "Experience rating" is also set to return in 2022 which will also increase UI rates for businesses that have many former employees using unemployment insurance.

**CMBA Government Affairs Committee Update.** On November 16th, the Committee discussed the status of the Biden administration's vaccination mandate on employers, supply chain issues and materials cost

increases. The Committee also reviewed Minnesota activity, including work on changes to the state's Contractor Recovery Fund (with comments from Sen. Jeff Howe and Rep. Shane Mekeland), status of proposed new lead paint rules governing remodeling of homes built before 1978, newly revised proposed Plumbing Code rules and comment period, and ongoing efforts by the Minnesota Environmental Quality Board (EQB) to impose new climate change mitigation questions on residential development Environmental Assessment Worksheets (EAW) and Environmental Impact Statements (EIS). The Committee received a report about local development and building-related fees indicating most area communities are not planning increases. Join us for our special **Christmas Edition, CMBA Government Affairs Committee Meeting, Tuesday, December 21st, 8:00-9:00 a.m.** All CMBA members are welcome! For more information, contact Steve Gottwalt, [steve@cmbaonline.org](mailto:steve@cmbaonline.org), 952-923-5265.

**CMBA remodelers asked to weigh-in on proposed new MDH lead paint rules.**

CMBA and its members will be asked to provide comments to the Minnesota Department of Health (MDH) in December, outlining concerns over proposed new lead paint rules impacting remodeling and renovation of homes built before 1978. The proposed new rules would impose a number of onerous provisions, including record keeping mandates, and costly new mitigation requirements. Watch for more information about the proposed rules and CMBA comment opportunities.



**Check Out CMBA's November "Cities and Counties Update" Report**

providing a digest of development and building-related activity among our local units of government, and links to pertinent documents. The Update is provided monthly via email and online at <http://CMBAonline.org>.

**Minneapolis Federal Reserve releases quarterly Construction Sector Survey results Dec. 3rd.** The Minneapolis Federal Reserve partners with CMBA and other organizations across the Midwest to survey construction businesses about conditions in our industry. Thank you to all CMBA members who participated! The Federal Reserve is holding a webinar covering survey results this **Friday, December 3<sup>rd</sup>, 9:00-9:30 a.m.** [Go here to register.](#) The Fed will also provide an executive summary of findings, including a presentation to CMBA, and distribution of an Excel spreadsheet containing overall findings.



**Stearns County looking for residents to serve on boards and committees.** CMBA members can have an impact on local government by serving on a board or committee. Per diems and mileage are

offered for most, and time commitments vary. The **application deadline is this Friday, December 3<sup>rd</sup>,** to be considered for an appointment that begins in January, 2022. Openings exist on the following development and building-related committees:

- Board of Adjustment (Districts 1, 2, 3 & 4 citizen representatives)
- Housing and Redevelopment Authority Board (District 5 citizen representative)
- Park Commission (Districts 2 & 4 citizen representatives)
- Planning Commission (Districts 1 & 3 and at-large citizen representatives)

To apply and for more information on committees, click here. Questions can be directed to Stearns County Administration at 320-656-3602, or [information@co.stearns.mn.us](mailto:information@co.stearns.mn.us)



**Nominations open for 2nd annual Paul Heimkes Award.** To honor the contribution of Paul Heimkes – a former Minnesota Department of Labor and Industry (DoLI) employee who passed away in 2019 – DoLI's Construction Codes and Licensing Division (CCLD) created an annual award in his honor. Heimkes, pictured at right, was known for his extensive knowledge of the building code, attention to detail, ability to explain complex requirements and a passion for his work to ensure public safety. Nominations for the award are open to anyone who has made notable contributions to public safety through the design, construction or enforcement of the Minnesota State

Building Code (excluding CCLD staff). This includes but is not limited to building officials, building inspectors, plan reviewers, architects, engineers and contractors. Applications must be received by **Friday, Dec. 10, 2021.** Staff from Heimkes' former units of CCLD's Building Plan Review and Regional Services will evaluate applications. The selected nominee will receive this award during the State of the State presentations. Complete an application for your nominee now.

**Minnesota's unemployment rate in October was back to where it was before the global pandemic at 3.5% (revised),** down slightly from



September, according to the Minnesota Department of Employment and Economic Development (DEED). The decline in Minnesota's unemployment rate in October was primarily due to people moving from unemployment to employment, although the size of the labor force shrank slightly by nearly 1,000 people statewide. Nationally, the unemployment rate fell two-tenths of a percentage point to 4.6%. Minnesota's labor force participation remains down from where we were immediately before the pandemic. The state's labor force participation rate remained unchanged from September to October 2021 at 67.8%, down from 70.2% in March 2020. Minnesota's labor force is now more than 84,000 workers smaller than it was just prior to the pandemic. Still, Minnesota's labor force participation rate is well above the national rate of 61.6% in October. Wages and hours have increased since before the pandemic both in Minnesota and nationally. In Minnesota, average hourly earnings for all private sector workers rose 41 cents to \$33.43 in October. Over the year, average hourly earnings rose \$1.99, up 6.3% and since September 2019 they are up 8.7%. Inflation has offset some of those wage gains. The national Consumer Price Index (CPI) of inflation rose 0.8% over the month, 6.2% over the year and 7.5% over two years. Job growth continues: Minnesota gained 9,900 jobs, up 0.3% from September to October on a seasonally adjusted basis. The private sector gained 11,500 jobs, up 0.5%. The U.S. gained 531,000 jobs, up 0.4% in October, with the private sector adding 604,000 jobs, up 0.5%. Minnesota lost 416,300 jobs from February through April 2020 and has since gained 295,800 jobs, or 71% of the jobs lost on a seasonally adjusted basis. The private sector has regained 74% of the jobs lost.

### Contact Information:

CMBA Consultant for Government Affairs

Steve Gottwalt,

952-923-5265 or [steve@cmbaonline.org](mailto:steve@cmbaonline.org)

# Building Permit Report

Jurisdiction	Jan-Oct 2016	Jan-Oct 2017	Jan-Oct 2018	Jan-Oct 2019	Jan-Oct 2020	Jan-Oct 2021	Oct-20	Oct-21
Cold Spring	14	20	25	13	15	12	1	0
Foley	6	6	9	6	5	0	0	N/A
St. Augusta	18	15	13	11	18	16	2	N/A
St. Cloud	90	102	78	80	97	80	13	8
St. Joseph	14	12	19	10	10	8	1	1
Sartell	71	46	53	44	45	88	5	5
Sauk Rapids	42	28	30	24	15	18	2	6
Waite Park	5	2	5	3	4	4	0	0
Rice	3	7	9	22	24	21	3	N/A
Rockville	11	3	6	4	3	7	0	0
<b>Total</b>	<b>274</b>	<b>241</b>	<b>247</b>	<b>217</b>	<b>236</b>	<b>254</b>	<b>27</b>	<b>20</b>

## Building Permit History Report January - October

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 Waite Park.

## Activity Overview

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



Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		186	153	- 17.7%	1,933	2,009	+ 3.9%
<b>Pending Sales</b>		181	153	- 15.5%	1,713	1,809	+ 5.6%
<b>Closed Sales</b>		203	202	- 0.5%	1,599	1,729	+ 8.1%
<b>Days on Market</b>		38	23	- 39.5%	45	26	- 42.2%
<b>Median Sales Price</b>		\$203,450	\$242,250	+ 19.1%	\$207,500	\$232,150	+ 11.9%
<b>Avg. Sales Price</b>		\$221,315	\$263,227	+ 18.9%	\$221,151	\$252,963	+ 14.4%
<b>Pct. of Orig. Price Received</b>		98.5%	99.8%	+ 1.3%	97.9%	101.2%	+ 3.4%
<b>Affordability Index</b>		187	152	- 18.7%	184	158	- 14.1%
<b>Homes for Sale</b>		279	207	- 25.8%	--	--	--
<b>Months Supply</b>		1.8	1.2	- 33.3%	--	--	--

# Strength in Numbers

## Milestones in Membership

Thank you to all who renewed their membership in October and November we are highlighting the Milestone years!

**\*\* 30 Years \*\***



**\*\* 5 Years \*\***

Steve's Excavating, Inc.  
[steve@steves-excavating.com](mailto:steve@steves-excavating.com)

**\*\* 10 Years \*\***



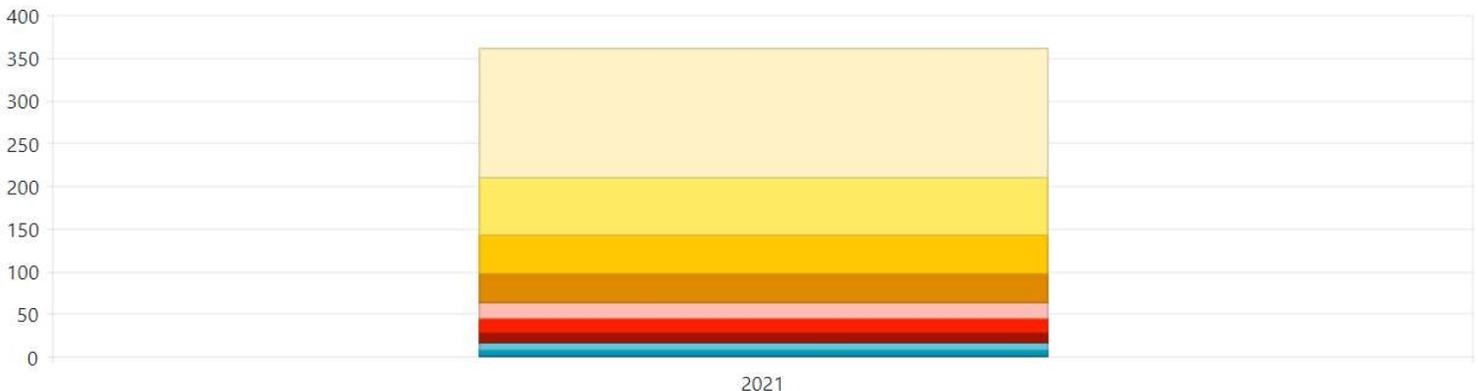
Bruce Prevost  
 Construction, Inc.



QUAD CITY CONTRACTING, LLC  
 ROOFING - SIDING - WINDOWS - GUTTERS



## Current Membership is 356 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 \$1-\$2.5 million \*12 Monthly Recurring Payments
- Other

**Think**



**First**

**Do Business With a Member**



# RINKE NOONAN

*attorneys at law*

## FIRMLY COMMITTED.

### Construction Law

#### No Nonsense Approach

- Contract Drafting
- Litigation
- Mechanic's Lien & Bond Claims
- Defect & Warranty Claims
- Employment & Labor Issues
- Licensing Issues
- Dispute Resolution



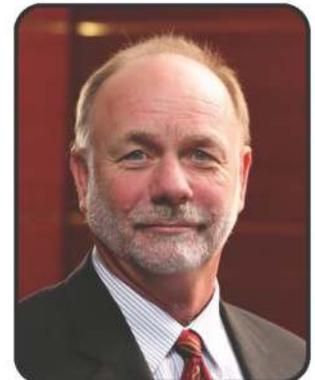
Alex Mastellar



Brodie Miller



Nick Delaney



Roger Justin

320.251.6700 [RinkeNoonan.com](http://RinkeNoonan.com)

## Home Price Appreciation Decelerates in September

BY JING FU on NOVEMBER 30, 2021 • (0)



In September, national home prices grew at a slower but still unsustainable pace. Locally, 14 out of 20 metro areas reported that they realized a deceleration in home price growth in September. This month's data indicates that housing market is cooling slightly as housing affordability concerns persist. The S&P CoreLogic Case-Shiller U.S. National Home Price Index, reported by S&P Dow... [Read More >](#)



**FEB 8-10, 2022**  
**ORLANDO, FL**

[Learn More](#)

The **NAHB International Builders' Show® (IBS)**—the premier, once-a-year event that connects, educates and improves the residential construction industry—is a hub for new product launches, construction demos, industry thought leader sessions, workshops, panel discussions...and more. The people, products and knowledge you'll gain will give you the real ideas and real solutions you need to grow and strengthen your essential business.



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Experience it here first!

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The pros are here to teach!

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### CONNECT

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**BAM'S  
HOLIDAY  
PARTY 2021**

**DECEMBER 9TH, 2021**

**OMNI VIKINGS LAKE HOTEL  
2611 NORDIC WAY  
EAGAN, MN 55121**



**WE WANT YOU TO BE COMFORTABLE  
SO COME AS YOU ARE. WE JUST WANT  
TO SEE YOU!**

**FLANNELS TO  
FORMALS!**

**MASTER OF CEREMONY: JOHN EISCHEN**

**ROOM BLOCK AVAILABLE UNTIL DECEMBER 1ST  
[HTTPS://WWW.OMNIHOTELS.COM/HOTELS/VIKING-  
LAKES-MINNESOTA/MEETINGS/BAMN-ROOMS-ICW-  
12092021](https://www.omnihotels.com/hotels/viking-lakes-minnesota/meetings/bamn-rooms-icw-12092021)**

**3:00- 4:45 PM: BAM BOD MEETING  
5:00- 6:00 PM: SHUTTLES TO VIKINGS MUSEUM  
5:45- 6:45: HOSTED COCKTAIL RECEPTION  
7:00- 8:30 PM: DINNER  
8:30- 10 PM: SPECIAL SPEAKERS AND AWARDS  
10:00 PM- 12:00 AM: BAR STAYS OPEN...**



**RSVP By December 2nd, email [Renee@bamn.org](mailto:Renee@bamn.org)**



**VIRTUAL SILENT AUCTION**

**AUCTION OPENS ON DECEMBER 1ST AT 5PM AND CLOSSES  
DECEMBER 8TH AT 5PM. AUCTION WILL BE SET UP ON THE  
BAM WEBSITE AND A LINK WILL BE PROVIDED.**

**PLEASE CONSIDER SPONSORING A PORTION OF THE PARTY  
OR DONATE A SILENT AUCTION ITEM. PLEASE CONTACT  
[RENEE@BAMN](mailto:RENEE@BAMN) FOR MORE DETAILS!**

**DETAILED INFORMATION WILL BE SENT NEXT WEEK FOR  
VIKING'S MUSEUM TOUR AND SPECIAL SPEAKER TOPICS AND  
BIOS!! KEEP YOU EYE OUT FOR ADDITIONAL EMAILS!**

# Enhancement & On The Level Sponsorships



THE CENTRAL MINNESOTA BUILDERS ASSOCIATION VALUES ALL MEMBERS WHO CONTINUE TO SUPPORT THE BUILDING COMMUNITY.

**FOUNDATION LEVEL - \$1000**

- Recognition at each CMBA Membership Meeting
- Full page Feature in one issue of the On The Level
- 5 months of full page advertising in the On The Level
- The CMBA website listing will display your logo with link to company website, driving directions, company description (1600 characters), social networks and photo gallery can be added to website listing.

**FRAMING LEVEL - \$500**

- Recognition at each CMBA Membership Meeting
- 3 months of full page advertising in the On The Level
- The CMBA website listing will display your logo with link to company website, driving directions, and company description (1000 characters)

**FINISH LEVEL - \$250**

- Recognition at each CMBA Membership Meeting
- 2 months of full page advertising in the On The Level
- The CMBA website listing will display your logo with link to company website, and company description (400 characters)

## ON THE LEVEL ADVERTISING

**Full page Advertising (OTL) - \$100 per issue or 10 for \$900**

- |                                   |                                    |
|-----------------------------------|------------------------------------|
| <input type="checkbox"/> January  | <input type="checkbox"/> August    |
| <input type="checkbox"/> February | <input type="checkbox"/> September |
| <input type="checkbox"/> April    | <input type="checkbox"/> October   |
| <input type="checkbox"/> May      | <input type="checkbox"/> November  |
| <input type="checkbox"/> July     | <input type="checkbox"/> December  |

**Full page Content (OTL) - \$200 per issue**

- |                                   |                                    |
|-----------------------------------|------------------------------------|
| <input type="checkbox"/> January  | <input type="checkbox"/> August    |
| <input type="checkbox"/> February | <input type="checkbox"/> September |
| <input type="checkbox"/> April    | <input type="checkbox"/> October   |
| <input type="checkbox"/> May      | <input type="checkbox"/> November  |
| <input type="checkbox"/> July     | <input type="checkbox"/> December  |

**Parade Smart App Tour of Homes - \$200 per Ad**

For Associates ONLY

The banner ad (1200x200) will link to your website

- Spring Tour       Fall Tour       Both Tours for \$350 (same ad)
- I need an ad created, \$50 per Ad

**TOTAL** \* \_\_\_\_\_  
Send invoice \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date \_\_\_\_ / \_\_\_\_ CVS \_\_\_\_\_

Email for Receipt: \_\_\_\_\_

Signature: \_\_\_\_\_

Return to address/email below | Call with any Questions

**A:** 1124 West St. Germain Street, St. Cloud, MN 56301    **P:** 320.251.4382    **E:** nikki@cmbaonline.org



# Sign up. Sign in. *save.*

NPP is a B2B marketplace where association members save on products and services they use every day. Join for free today.



NPP members enjoy exclusive offers and negotiated pricing from brands like these:

**verizon**<sup>✓</sup>

**priceline**<sup>®</sup>

**Office DEPOT**



Batteries + Bulbs

 **Staples**

**UniFirst**

**Airgas**  
an Air Liquide company

## Get Started

Sign up with NPP to access these discounts.

1. Visit [mynpp.com/central-minnesota-ba](https://mynpp.com/central-minnesota-ba)
2. Click "Start Saving"
3. Select "Company Savings" and enter your company information
4. Click "Submit" and start saving

# HBA REBATES



## WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?

FREE MEMBER BENEFIT OF YOUR STATE & LOCAL HBA

BAMrebates.com

EASY TO PARTICIPATE!

IF YOU USE ANY OF OUR

# 50+

PARTICIPATING MANUFACTURERS

1 REGISTER

2 SUBMIT A REBATE CLAIM

3 RECEIVE A REBATE CHECK

THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2020 WAS:

# \$1,495.13

### PARTICIPATING MANUFACTURERS



### AFFILIATE PARTNERS





### **Fight President Biden's New Tariffs on Lumber**

On November 24<sup>th</sup>, the US Commerce Department **DOUBLED** the tariffs on imports of softwood lumber from Canada. This comes at a time when lumber prices are still well-above pre-pandemic prices, meaning this ill-advised decision by the Biden Administration to double tariffs on Canadian softwood lumber will only make matters worse for your businesses and customers.

We need your help to get Congress involved. Demand that they pressure President Biden to negotiate an updated softwood lumber agreement with Canada and increase US lumber production by harvesting more timber from US forest lands.

These doubled tariffs will make already-high inflation worse, sending lumber prices soaring, adding tens of thousands of dollars to the price of a new single-family home and thousands of dollars to the price of a multifamily home.

Contact your Member of Congress and tell them to stop President Biden's trade war with Canada, which is punishing American homebuyers and renters.

If President Biden and Congress truly want to make housing more affordable for all Americans, they must start by **bringing lumber prices down**.

**CALL TO ACTION**

# Celebration

Celebrate with Us on  
Thursday, January 20, 2022

Social 6:00 PM | Dinner 7:00 PM

The Park Event Center  
500 Division Street,  
Waite Park, MN

Members, spouses and employees

Join us for the CMBA Celebration Party.

There will be appetizers followed by a gourmet meal, and  
dessert.

## Dinner Price

\$35 per person

Last date to order dinner is January 5<sup>th</sup>

Register  
Here

## Sponsorship Opportunities

- Signature \$3000 (one) - Includes a dinner for 8, 2 bottles of wine, a table near the front of room, logo on printed material and recognition for evening entertainment
- Platinum \$1000—Includes dinner for 8, 1 bottle of wine, a table near the front of room & logo on printed material
- Gold \$500—Includes 4 dinners, & logo on printed material
- Silver \$300—Includes 2 dinners & logo on printed material

THE  
Park  
EVENT CENTER

# Members Save Millions

*Put Your NAHB Membership to Work Now.*

Money-saving discounts that benefit you, your business and your family

[nahb.org/Savings](http://nahb.org/Savings)



# SAVINGS



## Trade-Only Access to Houzz Shop

NAHB members are pre-approved to join the free Houzz Trade Program giving members an additional 10% off on all Trade Purchases using the coupon code, "NAHB". (Must be a valid Trade Program Member and NAHB member to participate).

[Learn More](#)



## Houzz Concierge Service

Free access to Houzz Concierge Service wherein a Houzz expert will upload your photos and create a profile. For members already on Houzz, they will help you optimize and strengthen your current professional profile

[Schedule your 30 minute session now](#)

## Pro+ Local Marketing Solutions

New customers get up to 5% off Pro+, Houzz's local advertising program that helps you get increased exposure in your area.

Call (800) 340-9610 or

[Fill out this form to learn more.](#)

## Verified NAHB Badge

Free Houzz profile displaying the verified NAHB national badge and your state and local HBA badges (if local or state HBAs have an applicable Houzz page).

[Create your free professional profile](#)

## Site Designer

Free custom, professional website optimized for desktop and mobile devices-- upon request, a Houzz expert will help any member create a free business website.

[Create my free website](#)

## Houzz Events

Invitations to Houzz local and national events for all members with a Houzz professional profile.

[Create your free professional profile](#)