

For Builders, Remodelers and Suppliers in the Minnesota & Wisconsin Markets

February 2022

Inside Scoop



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Year in Review 2021 BC Events



Trends in the Industry B&B Carpet One



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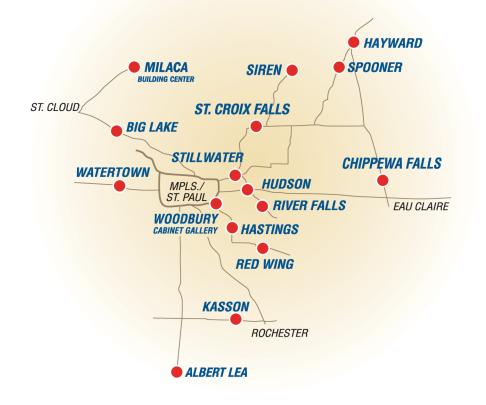






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Year in Review

2021 Builders Club Events.

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Trend

B&B Carpet One Floor & Home: 5 Trends for 2022.

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Blueprint

Check out our events for 2022.

48-49



Top Builders List

Did you pay on time last month? See if you made the cut.

Here's our Cooking for the Right Department?



Bob Cremers
Area Manager
612-359-1122
bobc@buildersclubnorth.com



Deb Hitchcock Event/Grand Destinations 612-359-1110 debh@buildersclubnorth.com



Gail Ketter
Sponsors/Members
612-359-1133
gailk@buildersclubnorth.com



Kristin Gardas
Merchandise/Cabela's Redemptions
612-359-1101
kristing@buildersclubnorth.com



Lauren Thielen
Marketing Director
612-359-1102
laurent@buildersclubnorth.com



Darlene Tousignant Air/Hotel Redemptions 763-639-1957 travelbuilders1@gmail.com



Looking for Garage Doors This Spring?



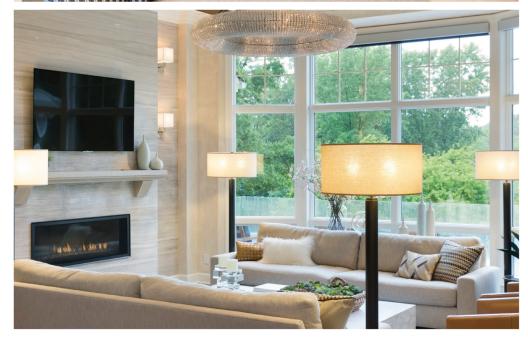
MN (952) 894-0970 WI (715) 688-3200 BlackHawkGarageDoor.com











Did you know that Lelch AV specializes in Architectural Lighting? Let us show you how you can use architectural lighting to elevate your luxury homes.

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We have put together some of the premier lighting technology solutions that we feel fit our market the best and put them all into one place. We have also added a lighting designer to help guide partners and clients through the available options in lighting design, architectural fixtures, and linear fixture selections.

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Highlights:

- 1. Lighting Design Offerings
- 2. Ketra Fixtures Circadian Rhythm, 10k Color Temp, Natural Light, Full RGB
- 3. Linear Lighting Options(40+ options)
- 4. Architectural Fixture Options(30 + options)
- 5. Warm Dim Technology
- 6. Tunable White Technology
- 7. Lutron Alisse, Palladium & Ra3 Keypad Aesthetics
- 8. Palladiom, Serena & Triathlon(battery-powered) Shades

Please contact our Director of Business Development for more information or to schedule a tour.



Masha Romer (651) 485-6107 Mashar@lelchav.com

Lelch Audio Video offers 4 Club Points per \$10

Builders Club Sponsor List

Club Points are based on \$10 increments paid within terms • For information about a Sponsor, call Bob Cremers at 612-359-1122

Twin Cities

		CLOSET SYS
		Harkraft, Inc
Ryan Rutzick	651-227-6331	Scherer Bros
		Twin Cities C
na, Maple Grove,		Minneapoli
•	Voodbury	CONCRETE
Chuck Bulson	612-902-8582	KCI Concret
rs)		COUNTERTO
Rachel Blundy	952-594-5444	Granite-Tops
nnected Technologies		Edina
	651-344-6228	Albertvil
Dennis Galligan	952-929-0000	Innovative S
Alex Lelchuk	612-382-4953	Minnesota Ti
		All, Inc.
		Arrow Cabin
Jeff Rosseau	763-398-8000	B&B Carpet
Charles Durkin	763-398-3558	Chanha
Dana Kinde	763-753-3007	Ramsey
Dana Kinde	763-753-3007	Boyd's Custo
Colette Dahlin	763-398-3592	FocalPoint b
PTS)		Village Floor
	763-425-5333	Village 1 loor
Talo Figur	700 120 0000	CRANE SER
		Southside Co
0 11 01	054 000 5700	DEMOLITION
		Final Grade,
		North Star E
		DRAFTING S
		D.F.P. Planni
Andy Theirl	651-460-6646	DRYWALL C
T 01 1	050 055 4004	MCI Paint &
		Pro Drywall
		Solid
Terry Olynyk	952-277-1601	DRYWALL D
M-4 C	000 507 6166	FBM/WinRo
Matt Smieja	320-587-3103	
		Scherer Bro
Tom Packenham	763-428-9211	DUMPSTERS
Jeremiah Flinck	952-469-2700	Dem-Con D
Jim Hilger	612-868-8458	Dumpster B
Ryan Rutzick	651-227-6331	Republic Se
Jesse Barr	651-207-5196	Blaine, I
Donna Goskey	763-497-6378	,
re		ENGINEERIA
Cindy Thomes	952-544-0458	ENGINEERIN
Brian Johnson	651-636-1240	ELECTRICAL
Chris Schmitz	763-450-1540	Aspen Elect
		Hipsag Elec
		Horizon Ele
ETAILING (4 PTS)		
DETAILING (4 PTS)	612-747 5500	
DETAILING (4 PTS) Lori Anderson	612-747-5502	J. Becher &
	612-747-5502	J. Becher & Kendrick Ele
	na, Maple Grove, Varehouse, Shakopee, V Chuck Bulson TS) Rachel Blundy nnected Technologies Dennis Galligan Alex Lelchuk Jeff Rosseau Charles Durkin Dana Kinde Dana Kinde Colette Dahlin PTS) Kris Pfaff Scott Blom Scott Blom Scott Blom Chris Kotsmith Scott Blom Scott Blom Andy Theirl Terry Olynyk	ra, Maple Grove, //arehouse, Shakopee, Woodbury Chuck Bulson 612-902-8582 Pachel Blundy 952-594-5444 ranected Technologies 651-344-6228 Dennis Galligan 952-929-0000 Alex Lelchuk 612-382-4953 Jeff Rosseau 763-398-8000 Charles Durkin 763-398-3558 Dana Kinde 763-753-3007 Colette Dahlin 763-398-3592 PTS) Kris Pfaff 763-425-5333 Scott Blom 651-368-5788 Scott Blom 651-368-5788 Chris Kotsmith 320-983-2132 Scott Blom 651-368-5788 Scott Blom 651-368-5788 Andy Theirl 651-460-6646 Terry Olynyk 952-277-1601

CLOSET SYSTEMS (4 PTS)		
Harkraft, Inc.	Warren Eck	763-544-4478
Scherer Bros. Custom Closets	Pat Hegseth	952-999-0941
Twin Cities Closet Co.		
Minneapolis, Mound	Jim Myers	612-623-0987
CONCRETE CONTRACTOR (1 P	TS)	
KCI Concrete & Masonry	Al Schlichting	763-786-3625
·	Ü	100 100 0020
COUNTERTOPS/GRANITE (4 PT		
Granite-Tops/StoneCountertop		0.40.004.0045
Edina	Connie Sauer	612-221-8815
Albertville Innovative Surfaces	Connie Sauer Kellie Akins	612-221-8815 800-806-8262
Minnesota Tile & Stone	John Ties	952-345-9431
All, Inc.		651-227-6331
ŕ	Ryan Rutzick Jesse Barr	651-207-5196
Arrow Cabinet Gallery B&B Carpet One	UGOOG DAII	001-201-0190
Chanhassen	Mike Deiley	763-421-6620
Ramsey	Mike Deiley	763-421-6620
Boyd's Custom Cabinets	Tom Packenham	763-428-9211
FocalPoint by Builders Carpet	Kathy Smith	763-497-4407
Village Floor & Wall	Katy Pobuda	763-210-3000
•	,	
CRANE SERVICE (5 PTS)	Jeff Anderson	050 401 7000
Southside Crane	Jeli Anderson	952-431-7002
DEMOLITION SERVICES (3 PTS	<u>6)</u>	
Final Grade, Inc.	Jamie Boller	952-492-5100
North Star Excavating	Troy Stocker	612-440-3705
DRAFTING SERVICES (6 PTS)		
D.F.P. Planning/Design	Chad Denker	763-780-8004
DRYWALL CONTRACTOR (2 PT	<u>S)</u>	
MCI Paint & Drywall	Scott Jensen	952-985-7778
Pro Drywall & Painting	Kurt Palmer	763-424-3314
Solid	Tom Quistad	612-919-6435
DRYWALL DISTRIBUTOR (1 PT)		
FBM/WinRoc/St. Croix Hudson		
	Jim Miller	651-777-8222
Scherer Bros. Lumber	Terry Olynyk	952-277-1601
DUMPSTERS/ROLLOFF (4 PTS)		
Dem-Con Dumpsters	Russ Reger	952-224-7105
Dumpster Box Services	Alicia DiCosimo	651-774-2550
Republic Services		
Blaine, Eden Prairie, Jordan	& St. Paul	
	Linda Beckman	952-221-8779
ENGINEERING/CIVIL (See Surve	eyors/land)	
ELECTRICAL CONTRACTORS (2 PTS)	
Aspen Electric	Jeff Dousette	952-890-6364
Hipsag Electric	Brian Hipsag	763-441-1193
Horizon Electric Services	Tony Peterson	952-985-8088
J. Becher & Assoc.	Jerry Becher	763-428-8630
Kendrick Electric	Robert Datzman	952-432-5036
ELECTRICAL DISTRIBUTOR (2)	PTS)	
		760 545 4747
J.H. Larson Company	Lisa Fox	763-545-1717

EXCAVATING (3 PTS)				
Final Grade, Inc.	Jamie Boller	952-492-5100		
EXTERIOR CONTACTORS (See	Siding Contractors)			
FIREPLACES (4 PTS)				
Fireside Hearth & Home				
Eagan	Adam Cribb	612-398-2378		
Eden Prairie	Scott Lewison	952-913-4136		
Maple Grove	Todd Stejskal	612-791-7162		
Minnetonka	Mitch Zechmann	612-363-3726		
Roseville	Phil Connor	651-633-1042		
Glowing Hearth and Home				
Jordan	Tommy Shimek	612-581-6552		
Savage	Brian Simonette	612-282-4929		
FLOORING (4 PTS)				
B&B Carpet One				
Chanhassen	Mike Deiley	763-421-6620		
Ramsey	Mike Deiley	763-421-6620		
FocalPoint Flooring, Cabinets 8	k Design			
Ostego	Kathy Smith	763-497-4407		
Burnsville	Kathy Smith	952-808-1412		
HOM Floors (HOM Furniture)				
Anoka, Bloomington, Coon	Rapids, Lakeville,			
Little Canada, Plymouth, Ro	gers, Woodbury			
	Paul Hilborn	763-757-4388		
ProSource Wholesale				
Bloomington	Tom Bakke	952-881-7388		
Plymouth	Kevin Damm	763-390-9700		
Oakdale Village Floor & Wall	Jackie Jurek	651-288-9101		
Blaine	Katy Pobuda	763-210-3000		
FRAMING & TRIM CONTRACTO	•	700-210-3000		
Solid	Rick Degree	612-715-1341		
	r nort Bogree	0.2		
FURNITURE (4 PTS) HOM Floors (HOM Furniture)	Terry Rosa	763-757-4388		
GARAGE DOORS (3 PTS)	iony nosa	700 707 4000		
Action Garage Doors	Pat Simon	952-447-4487		
Black Hawk Garage Door	Casey Weiss	715-688-3200		
Twin City Garage Door	Matt Siegel	763-533-3838		
Metro Home Garage Doors	Brad Peterson	763-441-2313		
Penguin Insulation	Mathew McLaren	763-535-7353		
GARAGE FLOOR COATINGS (3 I	PTS)			
Black Hawk Garage Door	Casey Weiss	715-688-3200		
GARAGE SYSTEMS (4 PTS)				
Harkraft, Inc.	Warren Eck	763-544-4478		
Scherer Bros. Custom Closets	Pat Hegseth	952-999-0941		
Twin Cities Closet Co.	Jim Myers	612-623-0987		
GUTTERS (See Siding Contract	or)			

HEATING/AC CONTRACTORS (2 PTS)		PANELIZATION (1 PT)			SURVEYORS/LAND (4 PTS)		
Air Mechanical - Heating, Cooling & Plumbing		Arrow Building Center	Scott Blom	651-368-5788	Demarc Land Surveyors & Civil Engineering		
Paul Pavlas	763-746-3741	PLUMBING CONTRACTOR (2 I	PTS)			Greg Prasch	763-560-3093
Flare Heating & AC Josh Schidele	763-542-1166	Air Mechanical - Heating, Coo			TILE & MARBLE (4 PTS)	areg i rason	700 000 0000
Heating & Cooling Two Steve Sinkie	763-428-3677	G.	Pat Campion	763-746-3767			
Riccar Heating & AC Aaron Bosen	763-754-4000	Riverside Mechanical	Dave Russell	952-894-7600	Minnesota Tile & Stone		050 045 0404
HEATING/DUCT CLEANING (2 PTS)		Spring Plumbing	Theresa Bialon	763-614-7963	Lakeville	John Ties	952-345-9431
Air Mechanical - Heating, Cooling & Plumbing		Stewart Plumbing	Scott Stewart	763-428-1833	Minnetonka	John Ties	952-345-9431
Paul Pavlas	763-746-3741	PLUMBING SHOWROOMS (2 F	PTS)		Plymouth	John Ties	952-345-9431
Riccar Heating & AC Aaron Bosen	763-754-4000	*Based on showroom selection	าร		Woodbury	John Ties	952-345-9431
INSULATED CONCRETE FORMS (3 PTS)		Aspire Design Showroom/Dak	ota Supply		The Tile Shop		
Brock White Brick & Stone Darrick Nystrom	651-647-0950		Kathy Fisher	952-988-5550	Corporate Office	Tanja Smiley	763-852-2929
Simonson Lumber		Gerhards/Kohler Signature St	ore		Bloomington	Ryan Freeman	952-881-2595
Hutchinson Matt Smieja	320-587-3103	Edina/Gerhards	Cindy Thomes	952-544-0458	Burnsville	James Crandall	952-898-0460
INSULATION CONTRACTORS (3 PTS)		Edina/Kohler	Keith Rothstein	952-922-2825	Plymouth	Jason Janke	763-541-9720
Metro Home Insulation/Installed Building Solutions		So. St. Paul	Jessica Hanson	651-453-5130	Roseville	Matt Bohler	651-631-9323
Elk River Jeff Carey	763-441-2313	SPS Kitchen & Bath Showroon	ns		Woodbury	Justin Robinson	651-702-5436
Farmington Tyler Lego	651-463-9333		Paul Siedow	952-920-1460	Eagan	Tom Crandall	612-252-5581
Nordic Insulation Steve Wrolstad	763-784-7893	Pahl's Designer Showrooms	Wendy O'Brion	715-386-2338	Maple Grove	Adam Ritchey	763-259-6020
Penguin Insulation		RAILINGS/ALUMINUM (2 PTS)			B&B Carpet One	, , , , , , , , , , , , , , , , , , , ,	
Metro Mathew McLaren	763-535-7353	Minnesota Exteriors	Chip Hanson	763-493-5500			
Houlton Barry Cicchese	651-439-8822	Simonson Lumber			Chanhassen	Mike Deiley	763-421-6620
LANDSCAPING (4 PTS)		Hutchinson	Matt Smieja	320-587-3103	Ramsey	Mike Deiley	763-421-6620
	952-492-5100	ROOFING CONTRACTOR (2 PT	rs)		FocalPoint Flooring	Kathy Smith	763-497-4407
, ,		Krech Exteriors	Bill Krech	651-688-6368	HOM Floors (HOM Furniture)	Terry Rosa	763-757-4388
LIGHTING (4 PTS)		Highmark Exteriors	Chuck Glum	952-641-6086	ProSource Wholesale	John Grimmer	763-390-9700
Creative Lighting St. Paul Jim Palmersheim	651-647-0111	Select Exteriors	Chad Sigafoos	763-767-6086	Village Floor & Wall	Brent Pobuda	763-210-3000
	031-047-0111	ROOFING/ SIDING DISTRIBUT	OR (2 PTS)		TOILETS/PORTABLES (4 PTS)		
Robinson Lighting Plymouth Margaret Kraft	763-476-9555	Beacon Roofing Supply			Biffs, Inc.	Nick Rohlfsen	612-759-3167
Southern Lights	703-470-9333	Plymouth	Travis Nelson	763-545-1273	TRUSSES (See Building Materials)		
	952-890-8977	SCREENED PORCH ENCLOSU	RES (6 PTS)			<u>uioj</u>	
Burnsville Michele Thompson Pahl's Designer Showrooms	932-690-6977	Amazing EZ-Screens	Terry Jerylo	612-359-5800	UTILITIES (250 PTS*)		
	715-386-2388	SECURITY SYSTEMS (See Auc	lio/Video)		CenterPoint Energy	Jake Schweitering	612-965-3842
,	713-300-2300	SEWER-WATER-SEPTIC SYST	EMS (4 PTS)		VACUUM SYSTEMS (See Audio	o/Video)	
MILLWORK (See Building Materials)		Final Grade, Inc.	Jamie Boller	952-492-5100	WATER CONDITIONING (8 PTS)	
MIRROR/FLAT GLASS/SHOWER DOORS (4 PTS)		Stewart Plumbing	Scott Stewart	763-428-1833	Kinetico Water		
American Glass and Mirror Guy Selinske	612-791-6565	North Star Excavating	Troy Stocker	612-440-3705	Aquarius Water	Bryan Martin	651-777-0448
Minneapolis Glass Dave Kanne	763-464 -0873	SIDING CONTRACTORS (2 PTS	S)		Haferman Water	Brian Tonn	952-894-4040
Harkraft, Inc. Warren Eck	763-544-4478	Krech Exteriors	Bill Krech	651-688-6368	Water Doctors	Katy Cashman	763-535-1800
MORTGAGES (500 PTS FOR YARD SIGNS)		Highmark Exteriors	Chuck Glum	952-641-6086	WATERDROOFING (4 RTS)		
Bell Bank Mortgage		Minnesota Exteriors	Doug Cousins	763-493-5500	WATERPROOFING (4 PTS)	and the distribution of California	
dpeinovich@bell.bank Dan Peinovich	651-783-5210	Scherer Bros. Labor Solutions			Metro Home Waterproofing/Ins		
PAINT (4 PTS)			Bob Wacker	612-627-0427	Elk River	Jean Brown	763-441-2313
Hirshfield's		Select Exteriors	Chad Sigafoos	763-767-6086	Farmington	Tyler Lego	651-463-9333
Anoka, Brooklyn Center, Blaine, Eden Prairie, Edina,		SIDING DISTRIBUTOR (See Ro	ofing)		Nordic Insulation	Steve Wrolstad	763-784-7893
Elk River, Lakeville, Maplewood, Maple Grove,		STONE CONTRACTORS (2 PTS	5)		WINDOW TREATMENTS (4 PTS	2)	
Minneapolis, Minnetonka, Monticello, Roseville, Savage,		Fireside Hearth & Home	Todd Stejskal	612-791-7162	FocalPoint Flooring	Kathy Smith	763-497-4407
West St. Paul, Woodbury		STONE DISTRIBUTOR			Hirshfield's	Dawn Feda	612-282-7725
Mark Eimers	612-282-1149	Brock White Brick & Stone	Mark Merchlewicz	612-368-4779	Village Floor	Patricia Pobuda	763-786-0410
PAINT CONTRACTOR (2 PTS)		Twin City Brick & Stone	Dick DeGrood	952-890-1909	WINDOWS (1 PT)		
	952-985-7778	STORAGE/ PORTABLE (4 PTS)			Arrow Building Center	Scott Blom	651-439-3518
	763-424-3314	Tom Kraemer Inc	Greg Kammers	320-685-8226	Dakota County Lumber	Andy Theirl	651-460-6646
	612-919-6435	STUCCO CONTRACTORS (2 P		555 5220	Scherer Bros. Lumber	Terry Olynyk	952-277-1601
		Stephen Donnelly Co	Steve Donnelly	952-884-1848	Simonson Lumber	Matt Smieja	320-587-3103
		Stophen Bonneny Ou	Stove Dorntony	002 004 1040	Sanonoon Euribor	.Flatt Offiloja	323 307 3100

Rochester

APPLIANCES (2 PTS)		
Warners' Stellian	Bob Roweder	507-292-8080
All, Inc.	Ryan Rutzick	651-227-6331
AUDIO VIDEO SYSTEMS (4 PT	rs)	
Home Media Innovations	William Denzer	651-344-6228
BUILDING MATERIALS (1 PT)		
Arrow Building Center		
Kasson	Matt Yocum	507-634-2471
Red Wing	Tom Reckmann	651-388-6741
Albert Lea	Matt Rasmussen	507-377-4284
Dakota County Lumber	Andy Theirl	651-460-6646
CABINETS (2 PTS)		
Arrow Cabinet Gallery	Jesse Barr	651-207-5196
CLEANUP/CONSTRUCTION/E	DETAILING (4 PTS)	
Custom Care Associates	Lori Anderson	612-747-5502
CLOSET SYSTEMS (4 PTS)		
Harkraft, Inc.	Warren Eck	507-281-8149
Scherer Bros. Custom Close	ets	
	Pat Hegseth	952-999-0941
Twin Cities Closet Co.	Jim Myers	612-623-0987
COUNTERTOPS/GRANITE (4 I	PTS*)	
Arrow Cabinet Gallery	Jesse Barr	651-207-5196
Innovative Surfaces	Kellie Akins	800-806-8262

EVOAVATINO (OPTO)		
EXCAVATING (3PTS)		
North Star Excavating	Troy Stocker	612-440-3705
FIREPLACES(4 PTS)		
Glowing Hearth & Home	Keith Krouse	952-492-9276
GUTTERS (See Siding Contracto	ors)	
INSULATION CONTRACTORS (3	B PTS)	
Installed Building Solutions/M	etro Home Insulation	
	Tyler Lego	651-463-9333
Nordic Insulation	Steve Wrolstad	763-784-7893
LIGHTING (4PTS)		
Southern Lights	Michele Thompson	952-890-8977
MILLWORK (See Building Mater	ials)	
PAINT (4 PTS)		
Hirshfield's	Mark Eimers	612-282-1149
PLUMBING SHOWROOMS (2 PT	<u>rs*)</u>	
*based on showroom selections		
Gerhard's Kitchen & Bath Stor	e Dessa Wine	507-289-2300
ROOFING CONTRACTOR (2 PTS	<u>S)</u>	
Krech Exteriors	Bill Krech	651-688-6368
SCREENED PORCH ENCLOSUE	RES (6 PTS)	
Amazing EZ-Screens	Terry Jerylo	612-359-5800
SECURITY SYSTEMS (4 PTS)		
Home Media Innovations	William Denzer	651-344-6228

SIDING CONTRACTOR (2 PTS)		
Krech Exteriors	Bill Krech	651-688-6368
Lindus Construction	Kyle Hemenway	800-532-3482
STEEL ROOFING CONTRACTOR	R (2 PTS)	
Lindus Construction	Kyle Hemenway	800-532-3482
STONE DISTRIBUTOR		
Brock White Brick & Stone	Mark Merchlewicz	612-368-4779
SOFTWARE/ACCOUNTING (8 P	TS)	
Software Consultants	Dion Langness	651-748-8929
VACUUM SYSTEMS (4 PTS)		
Home Media Innovations	William Denzer	651-344-6228
WATER CONDITIONING (8 PTS)		
Water Doctors	Bob Hoey	952-928-3737
WATERPROOFING (4 PTS)		
Installed Building Solutions/M	etro Home Insulation	
	Tyler Lego	651-463-9333
Nordic Insulation	Steve Wrolstad	763-784-7893
WINDOWS (See Building Materi	als)	

St. Cloud / Brainerd

APPLIANCES (2 PTS)		
All, Inc.	Ryan Rutzick	651-227-6331
Warners' Stellian	Chuck Bulson	612-902-8582
BUILDING MATERIALS (1 PT)		
Arrow Building Center		
Big Lake	Scott Blom	651-368-5788
Scherer Bros. Lumber	Pat Hegseth	952-999-0941
Simonson Lumber		
Alexandria	Troy Tesch	320-763-5143
Baxter	Larry Geschwill	218-829-5798
Crosslake	Larry Geschwill	218-692-3101
St Cloud	Jim Weege	320-252-1920
CABINETS (2 PTS)		
Bayer Interior Woods	Nikki Johnson	320-352-5404
Boyd's Custom Cabinets	Tom Packenham	763-428-9211
Arrow Cabinet Gallery	Jesse Barr	651-207-5196
CLEANUP/CONSTRUCTION/I	DETAILING (4 PTS)	
Custom Care Associates	Lori Anderson	612-747-5502
CLOSET SYSTEMS (4 PTS)		
Scherer Bros. Custom Closet	s	
	Pat Hegseth	952-999-0941
Bayer Interior Woods	Nikki Johnson	320-352-5404
CONCRETE CONTRACTOR (1	PTS)	
KCI Concrete & Masonry	Al Schlichting	763-786-3625
COUNTERTOPS/GRANITE (4	PTS)	
Granite-Tops/StoneCounterto		
·	Connie Sauer	320-685-3005
Boyd's Custom Cabinets	Tom Packingham	763-428-9211
DRAFTING (4 PTS)	ŭ	
Simonson Lumber	Jim Weege	320-252-1920
DRYWALL CONTRACTOR (2 F	•	
Pro Drywall & Painting	Kurt Palmer	763-424-3314
DRYWALL DISTRIBUTOR (1 P	T)	
Simonson Lumber	Jim Weege	320-252-1920
Scherer Bros. Lumber	Pat Hegseth	952-999-0941
		.,=

DUMPSTERS/CONSTRUCTION (4 PTS)			
Tom Kraemer Inc	Tim Kraemer	320-685-8226	
Republic Services	Linda Beckman	952-697-3131	
ELECTRICAL CONTRACTORS	S (2 PTS)		
Birchwood Electric	Travis Burg	320-363-8228	
FIREPLACES (4 PTS)			
Fireside Hearth & Home	Bill Morisette	320-251-2717	
FLOORING (4 PTS)			
MCI/Carpet One	Harold Loch	320-253-5078	
GARAGE DOORS (3 PTS)			
American Door Works			
St. Cloud	Nathan Brown	320-253-1310	
Brainerd	Chad Bilig	218-829-8365	
Alexandria	Randy Utecht	320-763-3667	
Willmar	Todd Mattison	320-235-7688	
Garage Door Store			
Nisswa	Jonny Kletsch	218-824-0022	
St. Cloud	Greg Heinen	320-251-7000	
GARAGE SYSTEMS (4 PTS)			
Scherer Bros. Custom Closet	ts		
	Pat Hegseth	952-999-0941	
INSULATED CONCRETE FOR	MS (3 PTS)		
Brock White Brick/Stone	Scott Koopmeiners	320-251-5060	
Simonson Lumber	Jim Weege	320-252-1920	
INSULATION CONTRACTORS	(3 PTS)		
Penguin Insulation	Barry Cicchese	651-439-8822	
Metro Home Insulation/ Insta	Illed Building Solutions		
	Kelly Fleck	612-251-0509	
LIGHTING (4 PTS)			
MCI/Carpet One	Harold Loch	320-253-5078	
MILLWORK (See Building Mat	terials)		
MIRROR/FLAT GLASS/SHOW	ER DOORS (4 PTS)		
Heartland Glass Co.	Garrity Gerber	320-259-1679	
East Side Glass	Luke Ferkinhoff	320-251-1900	
PAINT (4 PTS)			
Hirshfield's			
St. Cloud, Alexandria, Bax	ter		
	Bill Coffin	320-267-0528	

PAINT CONTRACTOR (See Dry	wall Contractor)		
PLUMBING SHOWROOMS (2 P	TS)		
SPS Kitchen & Bath Showroon	ns		
	Paul Siedow	320-252-3030	
PLUMBING CONTRACTOR (2 F	PTS)		
Stewart Plumbing	Scott Stewart	763-428-1833	
SCREENED PORCH ENCLOSU	RES (6 PTS)		
Amazing EZ-Screens	Terry Jerylo	612-359-5800	
SIDING DISTRIBUTOR (1 PTS)			
Simonson Lumber	Jim Weege	320-252-1920	
STONE DISTRIBUTOR (3 PTS)			
Brock White Brick & Stone	Scott Koopmeiners	320-251-5060	
STORAGE/ PORTABLE (4 PTS)			
Tom Kraemer Inc	Greg Kammers	320-685-8226	
TOILETS/PORTABLES (4 PTS)			
Tom Kraemer Inc	Tim Kraemer	320-685-8226	
TRUSSES (1 PT)			
Mathew Hall Components			
	Eric Borchardt	320-257-3513	
Scherer Bros. Truss Div.	Jon Edwards	763-488-8632	
VACUUM SYSTEMS (4 PTS)			
Fireside Hearth & Home	Denny Hardie	320-251-2717	
WATERPROOFING (4 PTS)			
Metro Home Waterproofing/In	-		
	Kelly Fleck	612-251-0509	
WATER CONDITIONING (8 PTS		050 000 0705	
Water Doctors	Bob Hoey	952-928-3737	
WINDOWS (See Building Materials)			

Wisconsin

APPLIANCES (2 PTS)		
All, Inc	Ryan Rutzick	651-227-6331
Warners' Stellian	Chuck Bulson	612-902-8582
AUDIO VIDEO SYSTEMS (4 PT	S)	
Home Media Innovations/Con		
	William Denzer	715-377-0606
BUILDING MATERIALS (1 PT)		
Arrow Building Center	T . D	715 005 0001
Chippewa Falls	Travis Reiter	715-965-6291
Hayward	Tom Jones	715-634-8941
Hudson	Chris O'Brien	651-271-6930
River Falls	Chris O'Brien	715-825-3287
Siren	Brandon DeNucci	715-689-3400
Spooner	Mike Hotchkiss	715-520-3954
St. Croix Falls	Henry Studtmann	715-483-3229
Scherer Bros. Lumber	Pat Hegseth	952-999-0941
CABINETS (2 PTS)		
Arrow Cabinet Gallery	Jesse Barr	651-207-5196
ALL, Inc	Ryan Rutzick	651-227-6331
Pahl's Designer Showrooms	,	
Eau Claire	Calvin Ekern	715-834-3111
CLEANUP/CONSTRUCTION/D		
Custom Care Associates	Lori Anderson	612-747-5502
CLOSET SYSTEMS (4 PTS)		
Amazing Space	Steve Jorgenson	800-834-1044
Scherer Bros. Custom Closets		
	Pat Hegseth	952-999-0941
COUNTERTOPS/GRANITE (4 F	•	
Arrow Cabinet Gallery	Jesse Barr	651-207-5196
Pahl's Designer Showrooms		
	Wendy O'Brion	715-386-2338
Granite-Tops/StoneCountertop		
	Joe Cooley	715-598-7116
DEMOLITION SERVICES (3 PT	rs)	
Anderson, Ray & Sons	Alicia DiCosimo	651-774-2550
DRYWALL DISTRIBUTOR (1 PT	<u>T)</u>	
Scherer Bros. Lumber	Pat Hegseth	952-999-0941
DUMPSTERS/ROLLOFF (4 PTS	3)	
Anderson, Ray & Sons (Dumps		
	Alicia DiCosimo	651-774-2550
	, mora Broodinio	051 774 2000
ELECTRICAL CONTRACTORS	(2PTS)	

Hudson	ELECTRICAL DISTRIBUTOR (2 PTS)			
Fire Denny Yzermans	J.H. Larson Company			
FIREPLACES (4 PTS) Fireside Hearth & Home Glowing Hearth & Home Pahl's Designer Showrooms GARAGE DOORS (3 PTS) Action Overhead Garage Door Black Hawk Garage Door Black Hawk Garage Door Penguin Insulation Barry Cicchese G51-439-8822 GARAGE FLOOR COATINGS (3 PTS) Black Hawk Garage Door Casey Weiss 715-688-3200 Penguin Insulation Casey Weiss 715-688-3200 GARAGE SYSTEMS (4 PTS) Scherer Bros. Custom Closets Pat Hegseth 952-999-0941 GUTTERS (See Siding Contractor) INSULATED CONCRETE FORMS (3 PTS) Brock White Brick & Stone Don Herweyer 651-647-1959 INSULATION CONTRACTORS (3 PTS) Metro Home Insulation/Installed Building Solutions Tim Grill 763-441-2313 Nordic Insulation Steve Wrolstad 763-784-7893 Penguin Insulation Barry Cicchese 651-647-0111 Southern Lights Michael Minsberg 651-647-0111 Southern Lights Michael Minsberg 651-647-0111 Southern Lights Michael Minsberg 651-647-0111 Southern Lights Tom Reynolds 715-483-5454 New Richmond Dan Greeder 888-246-4448 Hudson Mary Sonsteby 715-386-5513 Minneapolis Glass Dave Kanne 763-559-0635	Hudson	Brad Schwartz	715-386-2388	
Fireside Hearth & Home Todd Stejskal 612-791-7162	Eau Claire	Denny Yzermans	715-834-3111	
Fireside Hearth & Home Todd Stejskal 612-791-7162				
Region Rearth & Home Pahl's Designer Showrooms				
Pahl's Designer Showrooms		· ·		
Wendy O'Brion 715-386-2338		Keith Krouse	952-492-9276	
Action Overhead Garage Door Tyler Simon 612-443-9718 Black Hawk Garage Door Casey Weiss 715-688-3200 Penguin Insulation Barry Cicchese 651-439-8822 GARAGE FLOOR COATINGS (3 PTS) Black Hawk Garage Door Casey Weiss 715-688-3200 GARAGE SYSTEMS (4 PTS) Scherer Bros. Custom Closets Pat Hegseth 952-999-0941 GUTTERS (See Siding Contractor) INSULATED CONCRETE FORMS (3 PTS) Brock White Brick & Stone Don Herweyer 651-647-1959 INSULATION CONTRACTORS (3 PTS) Metro Home Insulation/Installed Building Solutions Tim Grill 763-441-2313 Nordic Insulation Steve Wrolstad 763-784-7893 Penguin Insulation Barry Cicchese 651-439-8822 LIGHTING (4 PTS) Pahl's Designer Showrooms Hudson Brad Schwartz 715-386-2388 Eau Claire Denny Yzermans 715-834-3111 Creative Lighting Michael Minsberg 651-647-0111 Southern Lights Michele Thompson 952-890-8977 MILLWORK (See Building Materials) MIRROR/FLAT GLASS/SHOWER DOORS (4 PTS) Indianhead Glass St Croix Falls Tom Reynolds 715-483-5454 New Richmond Dan Greeder 888-246-4448 Hudson Mary Sonsteby 715-386-5513 Minneapolis Glass Dave Kanne 763-559-0635 PAINTING (4 PTS)	Pahl's Designer Showrooms			
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St Croix Falls Tom Reynolds 715-483-5454 New Richmond Dan Greeder 888-246-4448 Hudson Mary Sonsteby 715-386-5513 Minneapolis Glass Dave Kanne 763-559-0635 PAINTING (4 PTS)		<u> </u>		
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PAINTING (4 PTS)				
		Davo Karino	. 00 003-0003	
Hirshfield's Mark Eimers 612-282-1149	PAINTING (4 PTS)			
	Hirshfield's	Mark Eimers	612-282-1149	

PLUMBING SHOWROOMS (2 PTS*)							
*based on showroom selections							
Gerhard's Kitchen & Bath Store Rhonda Rindy 715-552-2700							
Pahl's Designer Showrooms	Wendy O'Brion	715-386-2388					
ROOFING CONTRACTOR (2 PTS)							
Lindus Construction Brenda Demotts 715-684-4647							
Entado Ostrolada de Propositione de Propositio							
SCREENED PORCH ENCLOSURES (6 PTS)							
Amazing EZ-Screens	Terry Jerylo	612-359-5800					
SECURITY SYSTEMS (4 PTS)							
Home Media Innovations	William Denzer	715-377-0606					
SIDING CONTRACTORS (2 PTS)							
Lindus Construction	Brenda Demotts	715-684-4647					
Minnesota Exteriors	Chip Hanson	763-391-5561					
Scherer Bros. Labor Solutions							
	Bob Wacker	612-627-0427					
SOFTWARE/ACCOUNTING (8 I		051 740 0000					
Software Consultants	Dion Langness	651-748-8929					
STONE DISTRIBUTOR (3 PTS)							
Brock White Brick & Stone	Mark Merchlewicz	612-368-4779					
TRUSSES (See Building Materials)							
VACUUM SYSTEMS (4 PTS)							
Home Media Innovations	William Denzer	715-377-0606					
Pahl's Designer Showrooms							
	Calvin Ekern	715-834-3111					
WATER CONDITIONING (8 PTS	9						
Kinetico by Aquarius Water		651-777-0448					
J.H. Larson Company/Pahl's	.	031-777-0440					
and an company rails	Brad Schwartz	715-386-2388					
WATERPROOFING (4 PTS)							
Metro Home Waterproofing/Installed Building Solutions							
	Tim Grill	763-441-2313					
Nordic Insulation	Steve Wrolstad	763-784-7893					
WINDOWS (See Building Materials)							



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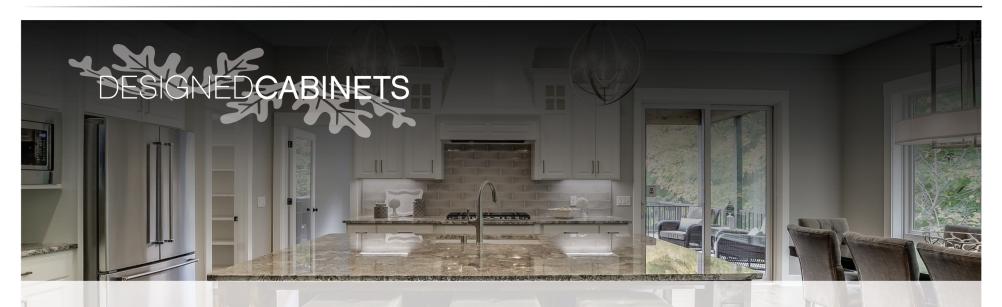
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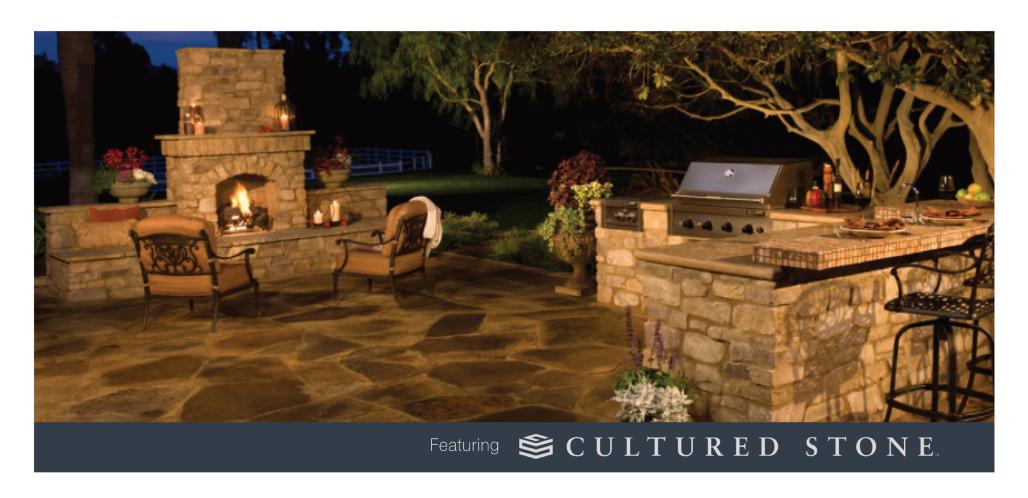








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Year in

























Review Lander





























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-Meredith Heron, Designer



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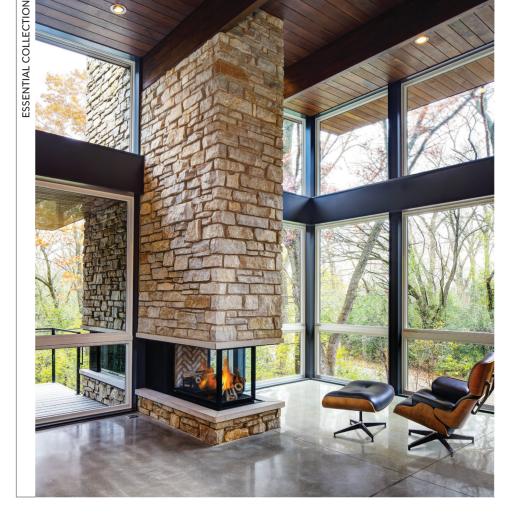
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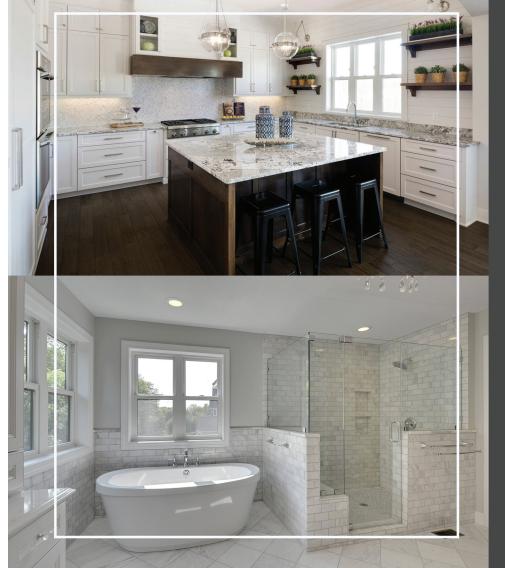




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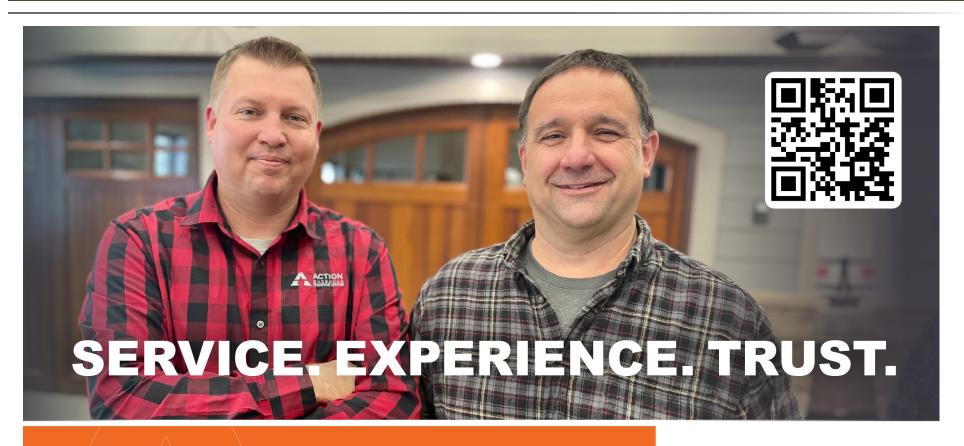
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designsimple: 5 Trends for 2022

1. Lighter than Light

In 2022, the lighter than light trend is bound to continue to reign supreme. Aside from adding an airy, open vibe to your room, light colors can give your home the illusion of space. Much like mirrors, light surfaces refract light, which helps rooms that might have less windows and less natural light feel bigger and less boxed in. There's nothing more beautiful than a fresh, clean home, full of light features that just help bring the space to life.

2. Worn-Out Vintage

There's something about the worn appearance that comes back to home designs again and again. The vintage style has a certain timeless appeal, from black and white tile floors to distressed wood and white washed retro barnwood looks. Maybe that's because antiques and old-school styles bring about a unique character that simply does not feel the same with new items. This trend seeks to create interiors that feel



Photo courtesy of Anna Christian, blog:www.callitchristian.com



Photo courtesy of Anna Christian, blog:www.callitchristian.com

3. Au Naturel

topic for 2022.

lived-in. Either way, the

worn-out vintage look is a hot

It's no secret – the natural "look" is in for 2022. Earthy greenery, hues straight out of nature, and a variety of natural materials combine to help create a new take on a timeless design style. This year, we return to our roots with a focus on natural elements and earthy colors. Whether it's wood, limestone, or greenery; paired with other naturals or a variety of materials, these elements simply breathe life into a space. Plus, who doesn't love fresh indoor plants, cozy wool throws, and the healing properties of nature?

4. Hybrid Work Spaces

Working from home is more common than ever and let's face it-this year is probably going to continue to see more work from home time. It's important to upgrade the working spaces in your house because when you feel good about a space, you're more likely to foster creativity, productivity, and happiness. Upgrade your home office or co-workspace so that it functions well and feels good and hopefully you'll see a lift in not only your spirits, but your workflow too!

5. Charm and Character

The natural appearance of wood has been around for many years, and it hasn't shown any signs of going out of style anytime soon. That's why it was chosen as one of our top trends for 2022. Specifically, the charm and character that wood brings to a home is what we're excited about here! With any design, adding a bit of natural character can only make the home feel more rustic and homey, so there's no reason to shy away from this trend in 2022!



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Year in Review a Year to Remember

















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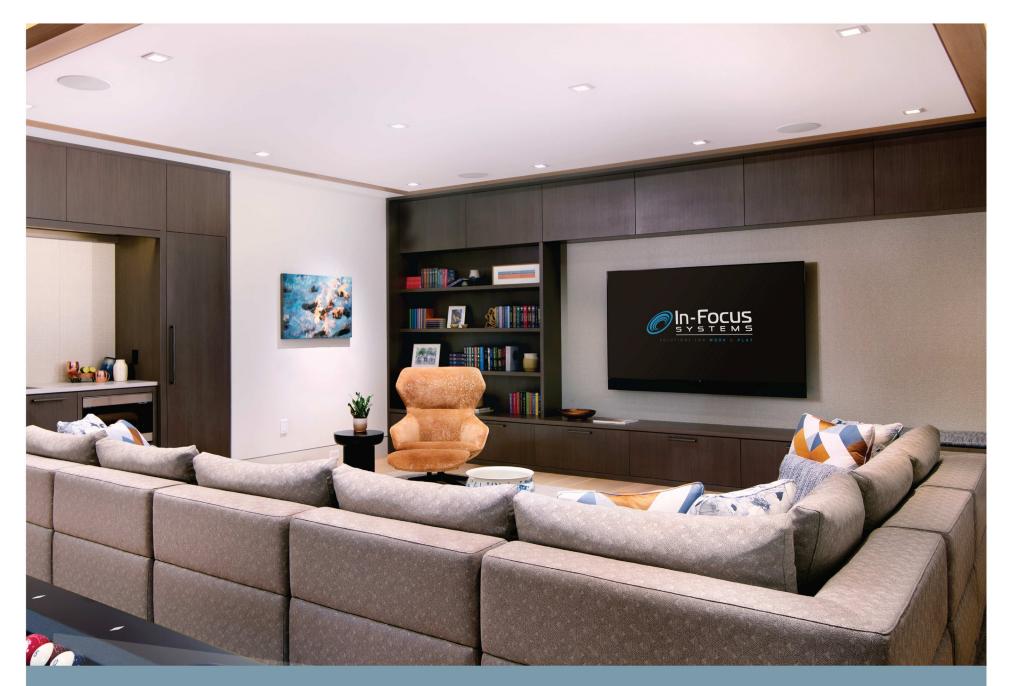
Fun For All Skill Levels

Whether you're an aspiring golf pro or picking up a club for the first time, Topgolf is fun for all. And it's a unique way to entertain friends or corporate colleagues in a very non-corporate setting.

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Hutton Homes



Jake, 8

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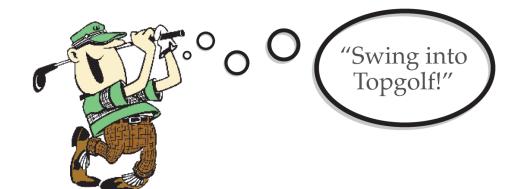


Liesel, 7
Ridge Construction



Colorful winners from our 2021

builders.club Tom the Turkey Coloring Contest.





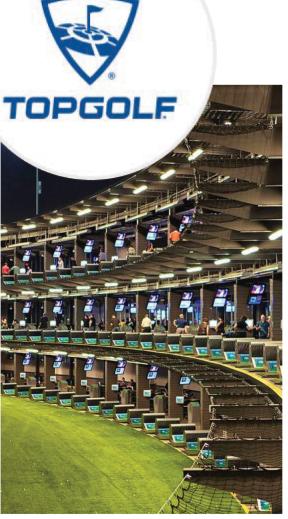
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Beer OF THE MONTH



Moondrift Hazy IPA

Starkeller- August Schell Brewing, New Ulm

Moondrift IPA is trying its best to be a Hazy- aka NE IPA, but it fails in the true sense of the style. I'm not really that surprised though. Most big breweries that specialize in lagers tend to lean toward lighter beers when they expand their beer list, especially for pale ales.

Starkeller is August Schell's tap room in New Ulm. From their website, the taproom was started due to limitations with aging sour beers at the main brewery. So why then do you brew an IPA in a place that is dedicated to sour beers? I've heard from other brewers, that sour beers tend to contaminate the entire brewery, making it nearly impossible to fully clean away the sour. There are some unusual notes in the beer that I couldn't put words to. Possible contamination??? Claims of Citra, Sabro, & El Dorado hops and various citrus notes, but my first taste was flat, marginally hoppy, with slight citrus. Pours with a rich head of foam, Overall, I would not seek out another can.



The Beer Snob, Jason Myrlie





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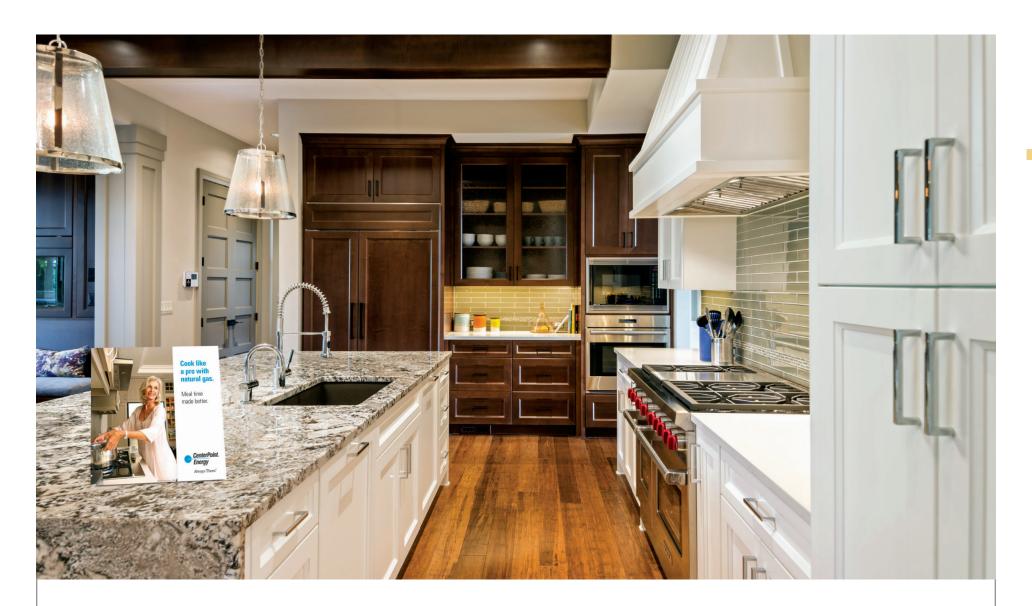




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3 Things Prompt Payment Guy Says About Valentine's Day

 77% of all men think the perfect Valentine's Day would be for the Super Bowl to be played that day.

2. That same 77% of men think beer & brats would be a better gift than flowers & chocolate.

3. Always pay your Builders Club Sponsor invoices within terms so they can award you those fabulous Club Points.

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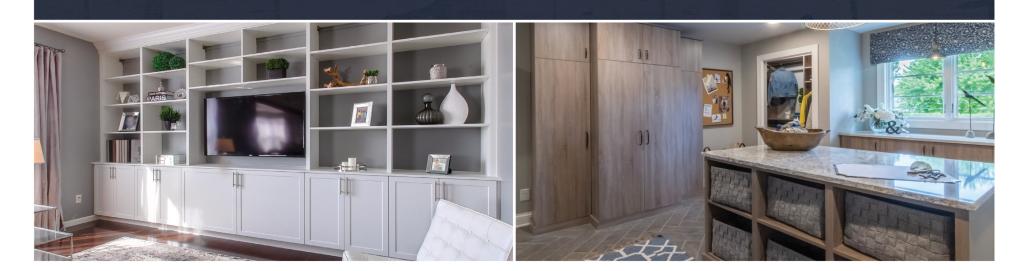
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Tuesday, March 22, 2022 **CAPS I: Marketing & Communicating** with the Aging-In-Place Client

Wednesday, March 23, 2022 **CAPS II: Design Concepts for Livable Homes and Aging-In-Place**

Thursday, March 24, 2022 **CAPS III: Details & Solutions for Livable Homes and Aging-In-Place**

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When bobber fishing, avoid static, stationary approaches. Instead, cast out and then move the jig in a series of pulls and pauses to produce a seductive pendulum action. Do this by letting the bait settle, then pulling it a foot to 18 inches and letting it settle again.



If the bite gets tough, try wacky rigging a slender softbait on a size 8 hook. Flutter it freehand in front of panfish holding tight to cover or a breakline, or twitch it below a small float.

Armed with these baits and techniques, it's easy to kick the live-bait habit and catch more panfish on plastics all season long.

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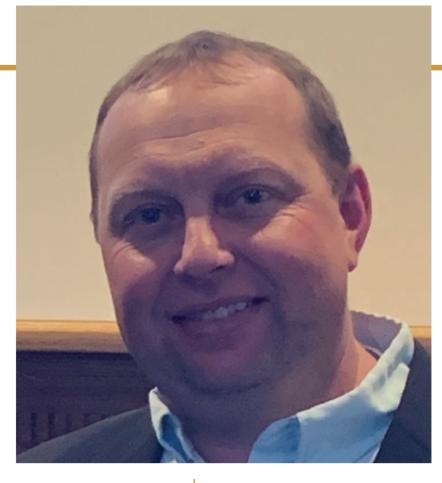
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The Bass Pro Shops 1Source site has a goal to provide outdoor industry content that is informational, tells where-to and how-to, presents views and opinions from outdoor writers as well as fishing and hunting professionals including many recreational and industry experts.





Greg Smelser

Dakota County Lumber (651) 460-5116
gsmelser@dakotacountylumber.com



I was born & raised in Madison, WI and now live in Hastings with my wife, 3-children, & dog.

Education/Experience:

- 2000 UW Stout Construction Graduate
- 5 years as District Manager for Walters Buildings
- 15 years at Overhead Door Co, 5-years as estimator/project manager, 10-years as sales manager
- Started at Dakota County Lumber in outside sales in Oct. '21 (contact information below)
 - Great company to work for that really cares about its customers & employees

I look forward to providing my customers with the Dakota County Lumber "Delivered Perfectly" and building on lasting relationships.

Outside of work:

- Enjoy spending time with my wife & 3-children.
- Recently completed 24'x40' detached garage that has become the new family hangout, locker room for the backyard rink, & kitchen for the Blackstone in the winter
- Winters are spent;
 - Chasing my 3-kids around to hockey rinks & trips to Welch Village in between hockey
 - Maintaining the backyard rink
- Summers are spent;
 - On the Mississippi & St Croix Rivers fishing, skiing, wakesurfing, barefooting, & just cruising. Nothing better than family time on the boat.
 - Golfing





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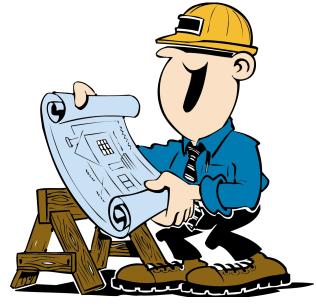
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Top Golf Center
March 24, 2022



BC Twins Baseball OutingTarget Field
May 11, 2022



BC Golf OutingSummer 2022

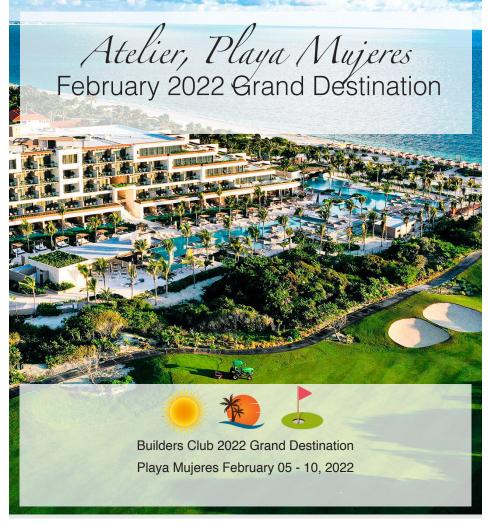


BC Summer ExpoSummer 2022



BC Wild Hockey OutingXcel Center
Fall 2022









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Robert Emmick Sr | Cannon Falls

Bald Eagle Construction

Ryan Schuette | White Bear Lake

Bella Remodeling

Eric Prehal | Prior Lake

BN Builders

Brian Nelson | Farmington

Builders Institute

Randy Davis | Brooklyn Center

CNC Remodeling

Chris Nelson | Wayzata

Currahee Custom Homes

Keith Duffee | Turtle Lake

Executive Remodeling

Bruce Lieberman | St. Louis Park

Jake Schumacher Construction

Jake Schumacher | Lake City

JD Nelson Construction

Justin Nelson | White Bear Lake

MBB Construction Services

Mike Baker | Hanover

McDonald Construction Partners

Carole Griffith | Apple Valley

Mission Construction

Evan Willaims | Eden Prairie

North Elevation

John McQuillan | Chanhassen

Ovation Homes

Steve Alsip | Edina

Rascher & Co.

Tim Rascher | St. Paul

Remodeling Advisors

Ryan Schleper | Buffalo

Revival Homes

Theresa Bailey | Minneapolis

S & A Donavan

Shawn Donovan | Lakeville

Sand Creek Design Build

Michael Behr | Jordan

South Metro Custom Remodeling

Adam Warpeha | Shakopee

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Nate Berg | Excelsion

Walters Buildings

Scott Walters | Allenton

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- ✓ American made systems not Chinese knockoffs
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- ✓ Most efficient systems on the market (half the amount of salt of box store brands!!)
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- ✓ We are a full-service Water Treatment company that will continue to provide service after the sale.
- ✓ Only Water Treatment Company to be voted Best of The Best by both BATC 2014 and NARI 2018!







Prompt Payment Guy's Top Builders For Last Month

Builders who were awarded the most Club Points for paying their Sponsors within terms last month.

Twin Cities



Rochester



St. Cloud / Brainerd



Wisconsin



Rochester

- 1. Bigelow Homes
- 2. Willers Construction
- 3. Bigelow-Lennon Construction
- 4. DS Bahr Construction
- 5. Vision Homes & Remodel

- Rick Baer Construction
- 7. Wright Homes
- 8. Schmidt Homes
- 9. Thiemann Construction
- 10. Johnson Builders

St. Cloud/Brainerd

- 1. Berscheid Builders
- 2. Werschay Homes
- 3. Baratto Brothers Construction
- 4. Wollak Construction
- 5. High Point Homes

- 6. Infinity Homes
- 7. Schnettler Custom Builders
- 8. Rice Building Systems
- 9. SHAA Const of Central MN
- 10. Custom Dream Homes

Wisconsin

- 1. Derrick Companies
- 2. Hartman Homes
- 3. Divine Custom Homes
- Wittstock Builders
- 5. Valley Custom Homes

- 6. C & M Home Builders
- 7. Lund Builders
- 8. Hokeness Construction
- 9. Hill Construction
- 10. CP Murphy Construction

Twin Cities

- 1. Hanson Builders
- 2. Charles Cudd Co
- 3. Streeter & Associates
- 4. Robert Thomas Homes
- 5. Capstone Homes
- 6. Benzinger Homes
- 7. Kuhl Design & Build
- 8. NIH Homes
- 9. Distinctive Design Build
- 10. Johnson Reiland Builders
- 11. Ziegler Custom Homes
- 12. Michael Lee Inc.
- 13. Lecy Bros Homes
- 14. Wooddale Builders
- 15. Dingman Custom Homes
- 16. M & M Home Contractors
- 17. Custom One Homes
- 18. Lennar Minnesota
- 19. M/I Homes
- 20. Price Custom Homes

- 21. John Kraemer & Sons
- 22. Swanson Homes
- 23. Gonvea Homes
- 24. Pratt Homes
- 25. DDK Construction
- 26. Fieldstone Family Homes
- 27. McDonald Remodeling
- 28. Lang Builders
- 29. Nor-Son Custom Builders
- 30. Gorham Companies
- 31. Pillar Homes
- 32. Boyer Building Corporation
- 33. Cuddigan Custom Builders
- 34. Kootenia Homes
- 35. SVK Development
- 36. Key Land Homes
- 37. Mikan Custom Homes
- 38. Roof Company
- 39. TJB Homes
- 40. Christian Builders

Congratulations to the Top Builders!



Fireside Builder Sales Team Doug Fisher, Todd Stejskal, Adam Cribb, Scott Lewison



Earn 4 Club Points per \$10

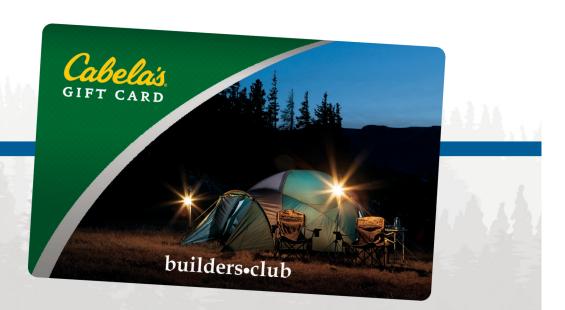
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For more details, contact Kristin Gardas.



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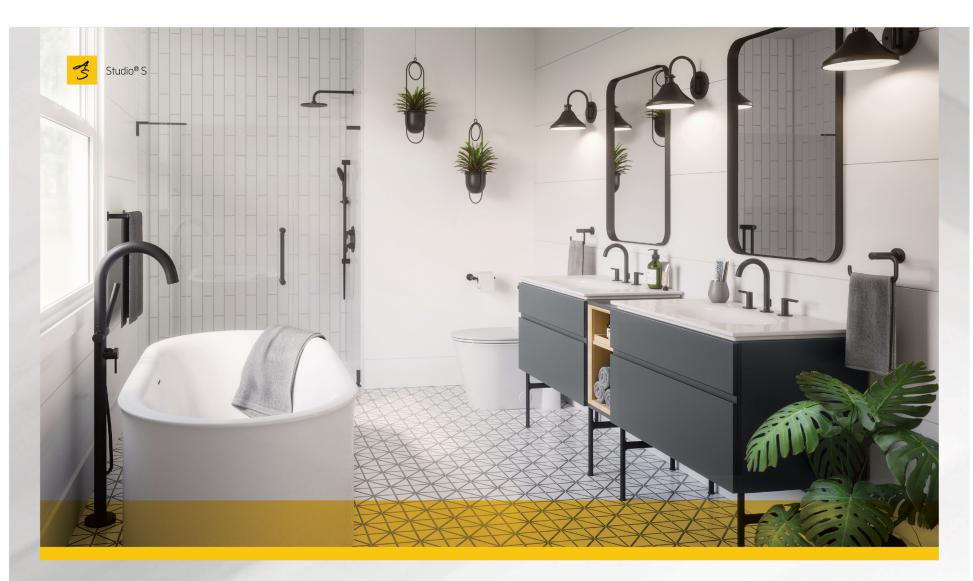


Kristin Gardas

Merchandise and Cabela's Redemptions

612-359-1101 kristing@buildersclubnorth.com

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