

Newsletter of the Home Builders Association of Central Missouri

HBANews



July 2022

I'd like to invite you to our first ever HBA Power Hour. It's a Happy hour social networking event to be held July 19th at Jefferson Bank. Come out and cool down with a drinks, snacks and social network with fellow HBA members from 4:30-6pm at Jefferson Bank Westhues Hall 700 A Southwest Blvd. There is no cost to come but RSVP would be great, so they know who much food and drink to get.

HBA POWER HAPPY HOUR!

HOSTED BY
**JEFFERSON
BANK** there's more.

DATE: Wed, July 19th

TIME: 4:30 - 6:00 P.M.

PLACE: Jefferson Bank - Westhues Hall
700A Southwest Blvd

Join us for beer, seltzers, snacks, and networking!

2023 HBA Don Strobe Memorial BBQ & Silent Auction

Over 400 hundred people enjoyed the "delicious" BBQ this year. A big THANK YOU goes out from **Ryan Schrimpf** and the HBA to the following who volunteered to be a part of the BBQ cook crew.

Scott Perkins Andy Berhorst Ryan Herigon Brice Ready Jim Hagenhoff
Adam Boessen Jason Gerling Tom Distler Scott Strobe Steve Knaebel Joe Otto

We would also like to thank Leanna Hagenhoff (Tri-Tech Builders) for stepping up again this year to be the Chair for the Silent Auction.

With everyone's participation, the HBA's Silent Auction raised \$7,402. Twenty-two years ago, we started the silent auction in conjunction with the Annual BBQ as a way to fund the HBA of Central Missouri's Scholarship Fund. We appreciate all those who donated and generously bid on these donated items!

A big "THANK YOU" also goes to the following businesses who contributed to a successful BBQ & Silent Auction.

BBQ Grills Donated Dan Thoenen (Phil Thoenen & Sons Cabinets), Scruggs Lumber, Pat Schaefer (Midwest Block & Brick) and Jason Gerling (Heitkamp Masonry)

BBQ Kitchen Clean-Up Crew Geoff Gonder, Gary Oberkrom, Will Feltner, Jim Hagenhoff, John and Angie Laughlin, Matt Glasser, Tom Distler and Jimmy Nunnley

Adult Beverages Cole County Industries

Silent Auction Table Volunteers Hawthorn Bank

Photographer for BBQ/Auction Imagemark Marketing & Advertising

Registration/Ticket Sales Tent Jim Butler Linn Chevrolet

Charcoal for BBQ Lowe's

Lunch for HBA Board Mid-City Lumber

Kitchen Coordinator for Sides Tim Wilbers (Midwest Block & Brick) and Brice Ready (Ready Construction)

S & J Homemade Potato Chips Steve Knaebel & Joe Otto

Sound System The Entertainer

Tables & Chairs US Rents It

Guns for Raffle Triggers Firearms and Matt Allen (MRA Construction)

In addition, thanks to the sub-committees listed below who assisted with this year's event:

Solicited Auction Donations Christy Lyon (Monarch Title Company), Leanna Hagenhoff (Tri-Tech Builders), Lisa Lehman (Servicemaster Restoration by Aerodry), Gwynn Ready (Legends Bank) and Rachel Andrews (HBA)

Silent Auction Set-Up Crew Christy Lyon (Monarch Title Company), Leanna Hagenhoff (Tri-Tech Builders), Nyla Otto, Heather and Ava Schrimpf, Rachel Andrews (HBA) and Julie Sullivan (HBA)
Tickets/Check-In Lisa Lehman (Servicemaster Restorationby Aerodry), Gwynn Ready (Legends Bank) and Julie Sullivan (HBA)

Distributed Wrist Bands Jefferson Bank Interns

Dinner Ticket Collector Nancy Gratz (Gratz Real Estate & Auctioneering)

Sold Gun Raffle Tickets Jeff Hoelscher (Hoelscher Enterprises) and Matt Allen (MRA Construction)

Thank you HBA Board for serving the BBQ food. Your assistance certainly kept the line moving quickly.

And last but not least, please take a moment to acknowledge the many Silent Auction donors noted on the enclosed list.



2023 HBA of Central Missouri Silent Auction

<u>Donor Name</u>	<u>Item</u>
Align Chiropractic Clinic	Gift Basket with Knife, T-shirt, etc.
All-n-One/Longfellow's Garden Center	Wind Chime
All-n-One/Longfellow's Garden Center	\$50 Gift Card
Anonymous	Two - \$50 Bass Pro Gift Cards
Art's Pest Control	Perimeter Pest Control Treatment within 20 mile radius of JC and T-shirt
Bandana's Bar-B-Q	Gift Box of Sauces & Two - \$25 Gift Cards
Best Fire	\$50 Gift Card
Big O Tires	Two Basic Oil Changes
Blair Oaks	Two Cushions, Coaster & Lanyard
Bone's Restaurant & Lounge	\$25 Gift Card
Brady's JC Glass & Paint	Decorative Mirror
Capital Installers, Inc.	\$25 Pizza Haus Gift card
Capital Installers, Inc.	\$25 Oscar's Gift Card
Capital Installers, Inc.	\$25 Bone's Gift Card
Capital Installers, Inc.	\$25 Arris' Gift Card
Carved in Stone, LLC/Mid-Mo Surfaces	Gift Basket w/ Cheese Cutting Board & Coffee Cup
Central Bank	Insulated Bag Cooler with St Louis Cardinals and Central Bank Items
Central Mo. Prof. Serv. - Keith Brickey	3 Days, 2 Nights at Branson Condo Occupancy Limit - 6 (\$300 Value)
Cole County Abstract and Title Co.	Weber Kettle
Cole Co. Comm. Jeff Hoelscher & Kathy, Hoelscher Enterprises	Cornhole Boards (no bags included)
Cole County Industries	3 Yards 6 Bag Mix Concrete & Cap
Coleman Appliance	Induction Cookware
Farmers Concrete Co., Inc.	3 Yards 6 Bag Mix Concrete & Cap
Flat Branch Home Loans	17" Blackstone Griddle & Accessories
Gratz Real Estate & Auctioneering	Two Hanging Flower Baskets
Hawthorn Bank	Swag Bag & \$100 Canterbury Hill Gift Card
Helias Catholic High School	Family All Sports Pass for the 2023-2024 Season (\$200 Value)
Howell & Sons Carpet	\$250 Certificate towards New Product
Imagemark Marketing & Advertising	\$100 Madison's Café Gift Certificate, T-Shirt, Hat & Mug
JC Industrial Supply	Milwaukee Jobsite Radio
JC Industrial Supply	Milwaukee 2pc Impact and Grease Gun
Jefferson Bank	Cooler w/ St. Louis Cardinals Items & Swag
Joe Machens Capital City Ford Lincoln	Oil Change and Tire Rotation (\$100 Value)
Joe Schaefer Associated Real Estate Group & The Schaefer House	Two 5ths of Jim Beam, 2 Stainless Steel Cups, Cocktail Syrup, Bitters & Towel
Knapheide Truck Equipment Center	28" Blackstone Outdoor Griddle
Kwik Kar Wash	Ten Free Basic Car Washes - \$100 Value
LaBelle Cabinetry & Lighting	Office Lamp
Last Flight	\$20 Gift Card, T-Shirt & Growler
Legends Bank	Cooler filled with Snacks & Beverages
Lowe's Home Improvement	Two Burner Blackstone
Madison's Café	Two - \$25 Gift Certificates
Martellaro Marble & Granite	Quartz Turntable w/Cardinal Logo
Meek's Lumber	Milwaukee M18 Radio & Charger
Mid America Bank	Backpack Cooler, Jack Daniels, Glasses & Snacks
Mid-City Lumber	Milwaukee M18 Fuel Quik-Lok Edger Attachment
Mid-City Lumber	Milwaukee M18 Fuel Quik-Lok 10" Pole Saw Attachment
Mid-City Lumber	Milwaukee M18 Fuel Quik-Lok 3' Extension Attachment

Mid-City LumberMilwaukee	M18 Fuel Quik-Lok String Trimmer Attachment
Monarch Title Company, Inc.	Basket with Bourbon, Lottery Tickets & Snacks
Nu Way Concrete Forms Inc.	Milwaukee Fan w/ Battery
Phil Thoenen & Sons Cabinets	Catalpa Grape Home-Made Wine
Phil Thoenen & Sons Cabinets	Wild Cherry Home-Made Wine
Plumb Supply / DKBKohler	Bidet Stool Seat
Prez Award – Brice Ready	3 Hr. Limo Ride & Cooler w/ Adult Beverages
Ready Popped Kettle Corn & More	Five - \$10 gift cards
Redfield Golf and Country Club	2 Rds of Golf 18 Holes w/Cart, Mon. - Thurs. after 12 noon
River City Florist	\$15 Gift Certificate
Roger &Theresa Backes/Action Realty	Copper Beverage Tub w/Stand
Rusty Drawing Automotive	2 Oil Changes, 2 Car Washes & 2 Alignment Checks
Scruggs Lumber	Four Cardinals vs. Florida Marlins tickets, 7/18/23 at 6:45 p.m.
ServiceMaster Restor. Serv. by Aerodry	\$200 towards HVAC Cleaning
Stieferman Heating Co.	Ford GT Concept Diecast
Stieferman Heating Co.	2018 Dodge Challenger SRT Hellcat Widebody Diecast
Stieferman Heating Co.	2021 Jeep Gladiator Overland Diecast
Stieferman Heating Co.	1939 Chevy Panel Truck Diecast
Stockman Stoneworks	Two Metal Cars & Two \$50 Gift Cards
Thriftway Supermarket	Six-12 oz. Ribeye Steaks & 4lbs Medium (16-20 per lb.), Shrimp
Turkey Creek Golf Center	Four Certificates for PAR Three Golf with Cart
Twehous Excavating	Set of Two Browning Knives
US Bank	Summer Fun Basket (Value \$150)
US Rents It	\$150 Certificate towards Equipment Rental
Wallstreet Group	Cooler w/ Snacks & Adult Beverages
Winter-Dent Co.	Cooler w/ Adult Beverages and Summer Fun Items
YMCA (JC Area)	3 Month Family Membership- Value \$156

Leadership List

President

Brice Ready

1st Vice President

Lisa Lehman

2nd Vice President

Adam Boessen

Secretary

Nancy Gratz

Treasurer

Dan Lewis

Past President

Jason Otke

Board Members

Christy Lyon

Matt Kujath

Jeff Hoelscher

Jim Hagenhoff

Scott Perkins

Ryan Schrinpf

Matt Allen

HBA of MO Rep- Jason Otke

Executive Officer- Rachel Andrews

Administrative Assistant- Julie Sullivan

Calendar of Events

July 19th Power Hour 4:30-6pm

at Jefferson Bank Westhues Hall

August 8th 4:00 pm Board meeting at HBA office

August 9th 5:30 pm HBA Cornhole Tournament at Apple Creek Farm. Sponsored by Mid America Bank and Cole County Industries

September 12th 4:00 pm Board meeting at HBA office

September 13th 6:00 pm Membership meeting Sponsored by Jeff Hoelscher and Clarkson-Nelson Consulting

2023 Permit Totals [Click here for permit totals](#)

New Members

Vogel Insurance

Kelli Oerly Insurance Agent

573/635-6101



August 9th Apple Creek Farm



Casting a Wide Net Through Top-of-Funnel Content

To generate leads, you need people to know who you are and what you offer. That is where top-of-funnel content comes in. By creating awareness of your business through social media, blogging, and search engine optimization (SEO), you cast a wide net to capture potential customers.

- Focus on educating and providing value. Share tips, insights, and helpful information related to your industry. This establishes your expertise and positions you as a trusted resource.
- Optimize for search engines by including important keywords in your page titles, URLs, image titles, and content. This helps people find you when they search online for topics related to your business.
- Build your social media following by posting regularly on platforms like Facebook, Instagram, and LinkedIn. Engage your followers by liking and commenting on their posts, and promote your new content to increase traffic.
- Start a blog and post new content at least once a week. Include images and internal links to keep people on your site longer. Promote your posts on social media to boost views and shares.

While top-of-funnel marketing creates general awareness, the real goal is to convert readers into leads. Include strong calls-to-action (CTAs) like “Download our free guide” or “Schedule a consultation” to capture contact information. With a balanced full-funnel approach, you’ll gain exposure, build trust, and generate new leads to move potential customers further down your sales funnel.

SAVE THE DATE



29TH ANNUAL HBA GOLF TOURNAMENT

THURSDAY, SEPTEMBER 21, 2023
REDFIELD GOLF AND COUNTRY CLUB

New Home Sales See Significant Increase in May

A lack of existing inventory coupled with solid consumer demand helped to boost [new home sales in May](#) to their highest level since February 2022.

Sales of newly built, single-family homes in May increased 12.2% to a 763,000 seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the May reading of 763,000 units is the number of



homes that would sell if this pace continued for the next 12 months.

New single-family home inventory in May was 428,000, down 2.9% compared to a year ago. This is down to a more balanced 6.7 months' supply at the current building pace, despite tight existing

home supply conditions. A measure near a six months' supply is considered balanced.

The median new home sale price in May was \$416,300, down 7.6% compared to a year ago.

Regionally, on a year-to-date basis, new home sales are up 0.8% in the Northeast and 1.6% in the South. New home sales are down 2.5% in the Midwest and 20.7% in the affordability-challenged West.

Leg Con Brings 700 Members to DC

More than 700 builders, remodelers and associates representing all facets of residential construction visited Capitol Hill in June to [call on Congress](#) to take steps to ease the nation's housing affordability crisis and make housing and homeownership a national priority.

NAHB's 2023 Legislative Conference included more than 250 individual meetings with representatives and senators, during which housing advocates urged lawmakers to act on three issues: transformers, energy codes, and funding for workforce development.

HUD Secretary Fudge Addresses NAHB

"We are all on the same team. We need you now more than ever." That is the message that U.S. Housing and Urban Development [Secretary Marcia Fudge](#) delivered to NAHB members in a special address during NAHB's recent Leadership Meeting in the nation's capital. "Without you, I cannot do my work," said Fudge. Noting an estimated shortage of 3.8 million homes, Fudge said that the entire government has to have a stake in addressing the housing affordability crisis.

Addressing Substance Abuse

Everyone agrees that substance abuse is a safety issue on jobsites. But how should you address an employee you suspect is impaired?

[NAHB has resources](#) that can help identify and address substance abuse issues and create a path for return to work, including resources for tackling Opioids in the Home Building Industry and a video toolbox talk on Substance Misuse.

IRS Issues Guidance on Energy Tax Questions

The [Internal Revenue Service](#) released a draft regulation and a list of frequently asked questions regarding the new election taxpayers may take to [transfer certain energy tax incentives](#) to other parties. For purposes of residential construction, this option generally applies to the Investment Tax Credit (Sections 48 and 48E) and the Production Tax Credit (Sections 45 and 45Y).

Thousands Visit Innovative Housing Showcase

Recent visitors to the National Mall had a unique opportunity to see the latest housing innovations firsthand through the third annual [Innovative Housing Showcase](#), presented by NAHB and HUD, and learn more about how these innovations can support efforts to improve housing affordability and sustainability.

Dozens of exhibitors showcased innovative building technologies — including full-size prototype homes — to address housing affordability and disaster relief challenges, create high-performance, sustainable homes, and provide attainable solutions to new and existing buildings.

OSHA Offers Enforcement Update During NAHB Meeting

In September 2022, OSHA broadened the scope of its Severe Violators Enforcement Program (SVEP) and expanded its criteria for placement in the program, resulting in more employers being placed on the SVEP list.

Scott Ketcham, director of OSHA's Office of the Directorate of Construction, visited the recent spring meeting of NAHB's Construction Safety and Health Committee in Washington, D.C., to [provide more detail](#) about the SVEP update and discuss his office's other safety initiatives.

Among the changes: the SVEP was expanded to include all OSHA standards and will be applied for all types of hazards. The update also lowered the bar for an

employer to be placed in the SVEP to just two willful or repeated violations or failure-to-abate notices based on serious violations. As before, the SVEP carries elevated penalties and stricter inspection requirements for employers placed in the program.

SVEP focuses on "recalcitrant employers who demonstrate indifference to the health and safety of their employees through willful, repeated, or failure-to-abate violations."



Housing Hall of Fame Inductees

The National Housing Center Board of Governors recently inducted [five honorees](#) into the National Housing Hall of Fame. The five were: 2016 NAHB Chairman Ed Brady, Stillman Knight, a long-time NAHB member and former Assistant Secretary of HUD for Multifamily Housing Programs, 2017 NAHB Chairman Granger MacDonald, Dwight Schar, founder of NVHomes, and 2015 NAHB Chairman Tom Woods.

The National Housing Center Board of Governors also recently voted to induct former NAHB President and CEO Jerry Howard into the National Housing Hall of Fame during a special ceremony at the 2024 IBS.

Focus on Trench Safety

Trenching accidents almost always involve an unthinkable event that can lead to injury or death: Being buried alive. But every trench failure is avoidable with proper planning, training and safety measures. To prevent cave-ins, jobsites should use OSHA's "[Slope It, Shore It, Shield It](#)" method:

SLOPE or bench trench walls,
SHORE trench walls with supports, or
SHIELD trench walls with trench boxes.

NAHB has a video toolbox talk that builders can use to present to their workers and subcontractors, and additional resources in the NAHB Trenching and Excavation Toolkit.

Housing Markets Cool, But Affordability Remains Elusive

The annual [State of the Nation's Housing](#) report from the Harvard Joint Center for Housing Studies (JCHS) highlights the growing housing affordability crisis, despite a slowdown in housing prices.

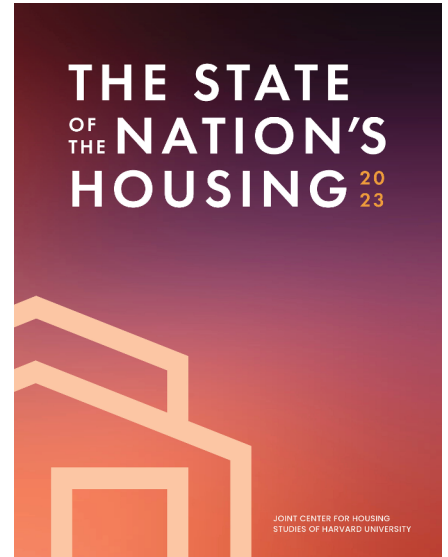
“Rent growth slowed over the past year, and home prices declined in a number of areas,” said Daniel McCue, a JCHS senior research associate, in a press release. “Nonetheless, housing costs remain well above pre-pandemic levels thanks to the substantial increases over the last few years.”

Higher interest rates have also eroded housing affordability in the past year, with payments on the median-priced home increasing from \$2,500 to \$3,000. As a result, mortgages originated to first-time home buyers dropped 22% in 2022,

including a 40% year-over-year drop in the fourth quarter.

Inventory has also had an impact on home prices, as single-family housing starts dropped 10.8% last year.

Although multifamily construction has remained strong, the JCHS report indicates that rising vacancy rates, along with higher interest rates and tighter lending standards, suggest a forthcoming slowdown in multifamily construction.



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HBA OF CENTRAL MISSOURI

MISSION STATEMENT

The Home Builders Association of Central Missouri is an organization of professional builders and related industries, dedicated to serving its members.

We strive to be a resource center and "THE" voice on building issues. We do this by educating our members, providing networking opportunities and advocating progressive growth in the communities.



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 Cole County Eastern District
 Commissioner
jhoelscher@colecourt.org
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