



Elk River Financial Analyst Runs the Numbers - ICF Wins!

Henry Hoefer makes it his business to know what things really cost — he's a financial analyst by trade. So it shouldn't surprise anyone that, when the time came to build a new home for he and his family in Elk River, MN, Hoefer chose above-grade concrete walls and insulating concrete forming (ICF) technology as the building system.

"I did extensive research on the internet, ran the numbers, and it was clear that concrete homes are the best value," states Hoefer. "If you look at the initial cost, which is virtually the same comparing the ICF/concrete wall to the conventional 2X6 wall, then consider the substantial energy savings of concrete, I figure I'm money ahead right from the start. And we still get the same architectural detail and attractiveness found in traditional 2X6 stud wall homes."



Hoefer reports that his highest monthly heating bill during this past winter was around \$200. One needs to consider that the home contains roughly 3500sf of finished living area heated to 75° F in the winter. Additionally, the attached 6-stall, two-level garage (you read correctly) is also heated to a constant 50° F throughout the winter. Had this home been built with traditional stud walls, the bill could have easily exceeded \$350 for the same period.

The general contractor on the project, Ber Con Inc., is a big fan of ICF concrete homes. Owner Gordie Berger has built three ICF concrete homes over the past couple years.

"With the explosion in internet usage, we're finding that home-buyers-to-be are doing their research. They're more educated when they walk into my office. I've had several people, including Mr. Hoefer, who've made it clear that they want an ICF home and nothing else. I'm seeing that there's money to be made out there as a general contractor - I'm not going to ignore the increasing demand for ICF homes."

Berger also has good things to say about ICFs' ease of construction. "More and more of my subs are becoming familiar with the ICF building systems. Several of them have had experience doing other ICF concrete homes in the past, so they're much less fearful. As a result, my subs are bidding about the same number regardless of whether the home is built out of stud walls or ICF concrete walls."

Are you looking for new ways of attracting home buying customers? If so, consider diversifying your offerings and adding ICF homes and cabins to your product line. Concrete home builders are experiencing real success with this system. Contact the Aggregate and Ready Mix Association of MN at 952-707-1250 if you'd like to tour a concrete home either under construction or finished.

Project Profile

Home Builder
Ber Con, Inc.

Concrete Suppliers
Aggregate Industries
AME
Marshall Concrete Products

Concrete Forming System
Phoenix Systems





Become a Concrete Home Specialist Today!



The Aggregate and Ready Mix Association of Minnesota is pleased to announce the creation of the Concrete Home Specialist designation. The Concrete Home Specialist designation was created in an effort to identify qualified concrete home builders with a view to building an effective promotion partnership between the ready mix and ICF industries and home builders. The Concrete Home Specialist designation is intended to increase awareness of ICF construction and to increase the

visibility of qualified builders to consumers as well as to all those related to the construction industry.

For additional information, or to receive an application, contact the Aggregate and Ready Mix Association of Minnesota at 952.707.1250 or e-mail Margaret Mills at mmills@armofmn.com.

