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State of South Dakota

S.D. SEC. OF STATE

Candidate's or Committee's Report of Receipts and Expenditures

posted 10-29-02

Candidates and candidate committees: File in the office where you filed your nominating petition.

PACs, political party, ballot question and other committees: File with Elections Department, Secretary of State's Office, 500 E Capitol Ave, Pierre, SD 57501-5070

See pages 9 & 10 of the Guideline Book for specific instructions on completing this report.

Name of Candidate or Committee South Dakota Home Builders PAC

Complete Mailing Address 4320 S. Arway Dr., Sioux Falls, SD 57106

Name of Person Making Report Cindy Sheehan Daytime Phone (605) 361-8322

If you are a candidate, what office are you seeking

If you are a ballot question committee, indicate which measure(s) the committee was involved with during the reporting period and whether the measure was supported or opposed.

Type of Report (See pages 4 & 5 of Guideline Book) Pre-General

For Reporting Period Ending (See pages 4 & 5 of Guideline Book) 10/26/02

The following verification must be completed before submitting report.

VERIFICATION OF PERSON MAKING REPORT

I Cindy Sheehan (print name legibly), certify that I have examined this report and to the best of my knowledge and belief it is true, correct and complete.

Date: 10-28-02

Cindy Sheehan Candidate Signature or Signature of Committee Treasurer or Chairperson

Revised July 2001

Filed this 1st day of November, 2002

Joyce Hazelton SECRETARY OF STATE

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This ensures transparency and allows for easy verification of the data.

Furthermore, it is noted that regular audits are essential to identify any discrepancies or errors early on. This proactive approach helps in maintaining the integrity of the financial statements and prevents any potential issues from escalating.

In addition, the document highlights the need for clear communication between all stakeholders involved in the financial process. Regular meetings and reports should be conducted to keep everyone informed about the current status and any changes that may arise.

Finally, it is stressed that adherence to all applicable laws and regulations is a top priority. This includes staying up-to-date with any changes in tax laws and ensuring that all reporting requirements are met on time.

The second part of the document provides a detailed overview of the company's financial performance over the past year. It includes a comprehensive analysis of the income statement, balance sheet, and cash flow statement.

The income statement shows a steady increase in revenue, which is attributed to the successful launch of new products and the expansion of the market. However, there has been a corresponding increase in operating expenses, primarily due to higher marketing costs and increased salaries.

The balance sheet indicates that the company's assets have grown significantly, reflecting the positive impact of the new investments. On the other hand, the liabilities have also increased, mainly due to the accumulation of long-term debt used to fund the expansion.

The cash flow statement shows a positive trend, with operating activities generating more cash than was used in investing and financing activities. This suggests that the company is becoming more self-sufficient and is able to cover its operational needs without relying heavily on external financing.

Overall, the financial performance has been strong, and the company is well-positioned for continued growth. However, there are some challenges ahead, particularly in managing the increased debt and maintaining the current level of profitability.

The management team is committed to addressing these challenges and ensuring that the company remains on a path of sustainable growth. This will involve careful monitoring of the financial metrics and making strategic decisions to optimize the use of resources.

The third part of the document discusses the company's strategic vision for the future. It outlines the key areas of focus, including product development, market expansion, and operational efficiency.

In terms of product development, the company plans to invest in research and development to create innovative solutions that meet the evolving needs of the market. This will involve collaborating with leading experts in the field and leveraging the latest technologies.

Market expansion is another key priority, with the company aiming to enter new geographical markets and reach a wider customer base. This will be achieved through a combination of direct sales and strategic partnerships.

Finally, operational efficiency is being improved through the implementation of new technologies and the optimization of internal processes. This will help to reduce costs and increase the overall productivity of the organization.

The document concludes by expressing confidence in the company's ability to achieve its long-term goals. It emphasizes the importance of staying focused on the mission and vision, and of maintaining a strong commitment to excellence in all aspects of the business.

The management team is grateful for the support and trust of the shareholders and employees, and looks forward to continuing to work together to create a bright future for the company.

Name of Candidate or Committee South Dakota Home Builders PAC

For the reporting period ending 10-26-02

### Schedule A - Direct Contributions

This schedule is used for reporting all direct contributions. You must keep a record of all contributors, but for this report you may combine all contributions of \$100 or less from individuals and the same from political parties and enter these sums as unitemized contributions on their respective lines below and on the next page. Any contribution of more than \$100 or aggregate during a calendar year from an individual or political party and all contributions from PAC's must be entered as a separate item (itemized) giving the amount, name, address and place of employment (if applicable) of the contributor. Each type of contributor has their own section for itemization. This schedule may be duplicated if you need more space, or you may attach additional sheets of paper.

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Unitemized Contributions from Individuals: \*\$ \_\_\_\_\_

**Itemized Contributions from Individuals**

Name	Residence Address	Place of Employment (Name of Employer)	
R. Pies	604 DuBuque Ave. 57110	United Building Centers	\$ 300.00
J. Lowe	1871 S. Sertoma Ave. 57106	Security Bank	\$ 480.00
M. Mahan	4704 S. Nathan Ave. 57103	Boen & Associates	\$ 525.00
M. Peterson	5115 E. FAirway Pl. 57110	MAP Properties	\$ 900.00
M. Wilds	8009 E. Woodsong Rd. 57108	Getty Abstract-Midwest Title	\$ 590.00
R. Wilson	108 E. St. Andrews Dr. 57108	Frisbees	\$ 800.00
C. Bartels	704 S. Horizon Ln. 57106	Dacotah Bank	\$ 540.00
T. Boyum	4416 E. Scranton 57103	Sears	\$ 605.00
J. Reisch	704 E. Oak St. 57105	Four Seasons Sunrooms	\$ 300.00
K. Dunlap	1505 E. 56th St. 57104	Key Real Estate	\$ 150.00
Freytag	PO Box 2192 57709	Tyler Knue Homes	\$ 100.00
D. Mikkelson	125 N. LaSalle Ave. 57110	Scott Lumber	\$ 105.00
C. Tomac	6704 W. Snowberry Cr. 57106	CorTrust Bank	\$ 105.00
D. Swatlowksi	4105 S. Lisanne Ave. 57103	Swatlowksi Tile	\$ 160.00
M. Sprang	3008 Greenwood 57106	J.H. Larson Electrical	\$ 190.00
M. Zelmer	RR 3 Box 190 57064	Zelmer Inc.	\$ 422.50
			\$ _____
			\$ _____

Total of Itemized Contributions from Individuals: \*\$ 6272.50



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For the reporting period ending 10-26-02

### Schedule B - Fund-Raising Events Proceeds

List on this schedule fund-raising events held to raise money for the candidate and the net proceeds derived from each event. If a contributor gives more than \$100 or their contribution results in their aggregate being more than \$100 in the calendar year, those contributions must be itemized on Schedule A.

Type of Event		Net Proceeds
Horse Race	9-20-02	\$192.00
Drawing	8-23-02	\$ 31.00
Golf Outing	7-24-02	\$1800.00

Total: \$ 2023.00

### Schedule C - In Kind Contributions

Report all non-cash contributions of goods or services and the estimated fair market value. If the value exceeds \$100, the name of the contributor, residence address and place of employment must be reported.

Nature of Non-Cash Contribution	Estimated Value	Name of Contributor
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Total: \$ \_\_\_\_\_

### Schedule D - Other Income

Use this schedule to report any refunds, interest earned or other income which is not a direct contribution.

Source of Income	Amount
Interest Income	\$11.07

Total: \$ 11.07

Name of Candidate or Committee South Dakota Home Builders PAC

For the reporting period ending 10-26-02

### Schedule E - Expenditures

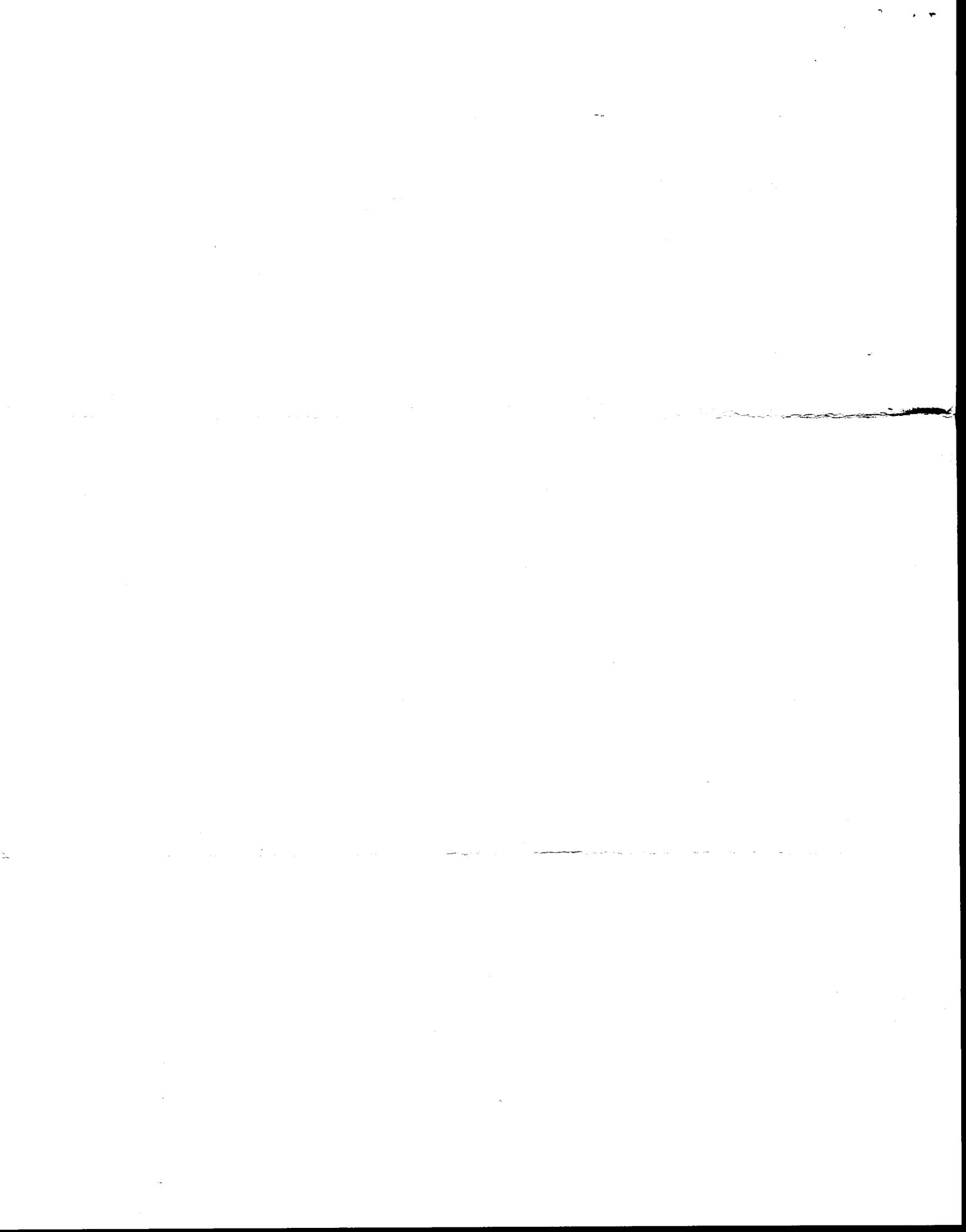
This schedule is to report all expenditures relating to a candidate's campaign. Line items have been provided for reporting common expenses. All other expenses should be listed. **All contributions to candidates and committees must be listed individually.**

Item	Amount	Contributions Made to Candidates and Committees:
Advertising	_____	SEE ATTACHED
Consulting	_____	
Postage	_____	
Printing	3.80	
Rent	_____	
Salaries	_____	
Telephone	_____	
Travel	_____	
Utilities	_____	
Other Expenses:		

Total Expenditures: \$ 13,903.80

SD Home Builders PAC – Contributions given

Dave Asbridge, City Council, BH	\$600
Ray Hadley, City Council, BH	\$250
Martha Rodriguez, City Cncl, BH	\$100
Scott Pooler, Meade County, BH	\$50
Daryl Christiansen, State House, SF	\$250
NAHB Build PAC	\$4000
Vote Yes – Opt Out SF	\$1250
Lee Schoenbeck (SF)	\$100
Daryl Christiansen (SF)	\$750
Rounds for Governor	\$1450
Chris Madsen (SF)	\$300
John Tuepel (SF)	\$300
Don Hennies (SF)	\$300
Jerry Apa (SF)	\$300
Patty deHueck (SF)	\$300
Gary Moore (SF)	\$300
Charlie Flowers (SF)	\$300
Gerry Lange (SF)	\$300
Bill Peterson (SF)	\$300
Claire Konold (SF)	\$200
Bill Napoli (SF)	\$200
Mel Olson (SF)	\$200
Dan Sutton (SF)	\$200
Kimberly Jacobson (SF)	\$200
Casey Murschel (SF)	\$100
John McIntyre (SF)	\$100
Bill Earley (SF)	\$100
Mary Glenski (SF)	\$100
Paul Dennert (SF)	\$100
Burt Elliott (SF)	\$100
Frank Kloucek (SF)	\$100
Tom Dempster (SF)	\$100
Jay Blankenfeld (SF)	\$100
Mike Jaspers (SF)	\$100
Gary Hanson (SF)	\$100
Mitch Richter (SF)	\$100
Ron Williamson (SF)	\$100
Anita Nesiba (SF)	\$100



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### Schedule F - Debts and Obligations

This schedule is to report all of the candidate's campaign obligations which are unpaid at the end of the reporting period. If a service has been contracted but not billed, estimate the amount of the obligation.

Owed To	Purpose	Amount
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Total Obligations: \$ \_\_\_\_\_

Name of Candidate or Committee South Dakota Home Builders PAC

For the reporting period ending 10-26-02

### Summary Page

This summary sheet will give a brief outline of all campaign finance activity during this reporting period. Please transfer all totals from the schedules previously completed.

1. Amount on hand, if any, at beginning of reporting period	\$ <u>12,114.33</u>
2. Receipts	
Schedule A - Direct Contributions	\$ <u>9421.50</u>
Schedule B - Fund-Raising Events	\$ <u>2023.00</u>
Schedule C - In Kind Contributions	\$ _____
Schedule D - Other Income	\$ <u>11.07</u>
Total of all receipts	\$ <u>11455.57</u>
3. Total Monetary Receipts (A+B+D)	\$ <u>23,569.90</u>
4. Candidate's Personal Contribution to Own Campaign	\$ _____
5. Monetary Loans to Candidate or Committee During Reporting Period	\$ _____
6. Monetary Loans Repaid During Reporting Period	\$ <u>2,750.00</u>
7. Expenditures - Schedule E	\$ <u>13,903.80</u>
8. Unpaid Obligations - Schedule F	\$ _____
9. Amount on hand at the close of this reporting period. This should equal lines (1+3+4+5) - (6+7)	\$ <u>6,916.10</u>