

President's Message

As a service to our local community, it would seem prudent for the Golden Sand Home Builders Association to provide a guide toward hiring a contractor. And, for it to be most effective, the guide should be memorable. So, people of central Wisconsin, here you go...

The 10 BEST ways to ensure you hire the WRONG contractor:

- 1. Make sure the contractor you choose is not committed to their industry.** Specifically, be sure they aren't members of the national, state and local builders associations, all of which are in place to assist with developing and regulating building and safety standards.
- 2. Licensing is not important to some.** Even though contractors are required to have a license to pull permits in Wisconsin, that doesn't mean a homeowner can't pull the permit and hire an unlicensed "professional" to do the work. If you're presented with this opportunity, go for it and hold on tight...the ride might get a bit bumpy but who cares?
- 3. Don't talk to any prior customers of the builder you want to hire.** This is a complete waste of time. Learning first-hand about customer/builder relationships only clouds the waters of what should be a simple, easy decision.
- 4. Ignore referrals at all costs.** If your friend or relative had a great experience with a contractor, don't listen to all the good things they have to say. Roll the dice with someone else who you know nothing about.
- 5. Handshake deals are the way to go.** They always work out in your favor if something does go wrong anyway. Contracts are too "businessy" and impersonal, so don't hire a contractor that employs these frivolous tactics. You'll surely be on the same page with your contractor if there is nothing in writing. Plans, specifications, scope of work, selections, terms and conditions, etc. are all best kept in the memory bank...not on paper!
- 6. Cheaper is better.** We all know that the one contractor whose bid that is magically WAAAY less than the rest must have a perfectly clear understanding of your expectations. Don't ask questions to clarify this! Never, ever assume all bids are nothing but apples for apples. They must be, right? Crossing your fingers helps in this scenario.
- 7. Insurance is overrated.** Worker's comp, general liability, builder's risk, auto? All a waste of money to some contractors. If something goes wrong, no big deal.
- 8. Longevity is luck, not skill.** Always remember, if a contractor has been in business a long time, they are most likely to cut corners, not take care of issues after the project is complete, have poor communication skills with customers, over charge, under perform, and generally not care about the outcome of a project. Stay away from proven performers!
- 9. Schedule, schmedule.** The best way to make sure your project gets done in the timeframe you want...don't ask and don't tell. Never discuss these expectations with your prospective contractor. The one you are considering hiring isn't busy anyway, so they should be able to start right away and stay on your project until it's done. And this certainly isn't a red flag.
- 10. Whatever you do, DO NOT attend the GSHBA Parade of Homes.** By skipping this event (which is held the first weekend in September every year) you'll reap the benefits of:
 - a. Avoiding the underwhelming stress of talking with competent, friendly, local contractors (in a casual setting) to ask any questions you may have.**



Mark Robinson, Blenker Construction

5741 Windy Dr Ste D, Stevens Point, WI 54482

715-824-5665

mark.robinson@blenkerco.com

Not learning which local designers, excavators, masons, plumbers, heating and cooling specialists, electricians, insulators, drywallers, siding installers, landscapers, material suppliers, financial services/lending institutions, title companies, and insurance companies are most trusted by builders to construct these beautiful homes that are being showcased for anyone and everyone to see.

CALENDAR *of* EVENTS

May 14 - Parade of Homes Auction Night at Whitetail Lanes in Amherst

June 11 - Alchemy Concrete Open House

July 19 - Jeff Nygaard Golf Outing in Iola



GSHBA hosted the 4th Annual Hammer Down 5K on Saturday. We had a good turnout and the rain held off for all the walkers and runners. Thank you to all the members that came out to support the Association with your participation. Special thanks to the Mikhail Salienko for chairing the committee this year and to all the committee members; Don Minarcin, Bruce Woyak, Jay Wolf, Kristin Jezeski, Ross Ballard, Carey Larson and Dana Larson. Thank you all the members that sponsored and donated to make this event possible.





**Parade of Homes Live Auction
& Elections Night**

May 14th at Whitetail Lanes

3689 County Rd Q, Amherst

Drinks 6:00pm Dinner 7:00pm



Elections and Auction following dinner.

We will be live auctioning special members only advertising opportunities for the Parade of Homes coming up in September. Tentative list of items up for auction will be emailed.

Vote for our 2023-2024 Officers, Board of Directors and Builder & Associate of the Year. **If you are interested in getting more involved and serving on the Board please reach out to Carleen at office@gshba.net or any of our current Board members ASAP.**

One dinner included with membership. Each additional guest \$20.

RSVP by May 10th

TOUR THE
most beautiful HOMES

PARADE of HOMES
SEPTEMBER 6-9, 2024

Parade Contracts are Due May 1, 2024 and can be found on our website www.gshba.org. Please call (715) 340-2242 or email office@gshba.net if you have any questions about entering a home!

PARADE OF HOMES AUCTION ITEMS

1. **Parade of Homes Platinum Sponsorship** – Starting bid at \$2,000. This includes:
 - Name and logo on Parade Tickets
 - Name and logo on posters distributed throughout town to promote the event.
 - Included in ALL GSHBA Parade of Homes radio and print ads.
 - One-page interior ad in the Parade Booklet
 - Logo and link on the GSHBA website
1. **Ticket Sponsor** –place their name and logo on the back of the Parade tickets; advance tickets & tickets sold during the Parade (Complimentary Tickets NOT included).
2. **Map Sponsor** – place their name/ logo on the Map in Booklet
3. **Live Radio Feed / House #1** – The home will be listed as #1 on the map and will have a 2 hour live radio feed on one of the following stations 106.5 WYTE, 103.3 WGLX, 96.7 HOT or 107.9 Big Cheese on Saturday morning of the Parade (4 breaks will be included in the feed).
4. **Radio Weather Sponsors (2)**– Available to Parade Participant Builders only. The weekend of the Parade GSHBA will be sponsoring all the weather dominators that run on the hour on stations 106.5 WYTE, 103.3 WGLX, 96.7 HOT and 107.9 Big Cheese. There will be 91 commercials that run during the weekend. They will read as follows: *“Weather Brought to you by the Golden Sands Home Builders Association Parade of Homes! The Parade of Homes is going on September 6-9th and make sure to stop by a **XXX Builders** home on your tour, Hours are Friday and Monday 3-7 and Saturday and Sunday 11-6!”* This will be available to 2 builders, and we will rotate them equally on each station. **(2 Spots available)**.
5. **Article Sponsor** – Submit an informative editorial article related to home building or the building industry. Article is one to two pages in length with two or three pictures and your company contact information.
6. **Associate Spotlight** – You have a great story to tell, here is your opportunity to tell it! Associate will receive one Full Color Page in the Parade Booklet that will allow them to showcase, promote and feature their company in a compelling and interesting fashion.
7. **Booklet Cover** – opportunity to showcase your Parade Home on the cover of all the Parade Booklets. Opening bid \$1,000.
8. **Builders Spotlight** - You have a great story to tell, here is your opportunity to tell it! Builder will receive one Full Color Page in the Parade Booklet that will allow them to showcase, promote and feature their company in a compelling and interesting fashion.
9. **Prize Sponsor** – opportunity to sponsor the prize that will be given away during the Parade of Homes. Prize sponsor will be listed on posters throughout town advertising for the event, at all the Parade Homes, on our website and face book.
- 10. Notes Page of the Parade Booklet** – place their name/logo and company info on the top of the notes page in the Parade Booklet.
- 11. Bus Tour** – Sponsor the Bus that participating builders and other GSHBA members ride to tour Parade homes the Wednesday before (September 6).
- 12. Bus Tour Lunch Sponsor** – Provide lunch for the members riding the Bus Tour on September 6.
- 13. Bus Tour Drink Sponsor** - Provide drinks for the members riding the Bus Tour on September 6.
14. **Back Cover** – opportunity to put your one-page ad on the back of the parade book.
15. **QR Code Sponsor** – a banner ad for your company will appear on the web page that the QR code directs people to for the parade of homes information.

New Member SPOTLIGHT



**WARRIOR
CONSTRUCTION
LLC**
715-252-1020

2109 Ironwood Ave. Stevens Point, WI

E-Mail warriorconstruction.llc@gmail.com Office: 715-252-3888

We are a family business run by Ron and Stacy Johnson. We take great care and pride in our work and it shows in the final results of each of our projects. Whether it is a new Trex Deck, a full kitchen or bath remodel or turning your basement into an entertainment area, we have the experience to complete your project to the highest standards!

**SCOTTIE'S
INTERIORS**

Scottie's Interiors is the home of superior interior design with an accomplished staff of three designers and three assistants; carry hundreds of lines of furniture, flooring, lighting and furnishings available to you. For the best selection in Central Wisconsin, stop in, say hello and browse our 10,000 square foot showroom and design studio.

Scottie's Interiors has been the leader for fine furniture and interior design in Wausau, Wisconsin for over thirty years. We are known for carrying some of the finest lines of furniture in the state of Wisconsin as well as being the leading interior design center in central and northern Wisconsin.

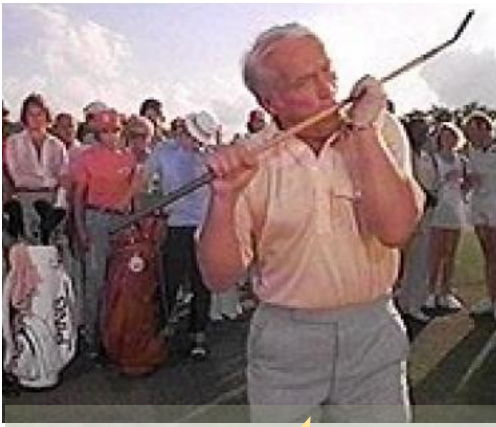
204 N 2nd Avenue Wausau, WI 54401 Ph: 715-845-1325



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Jeff Nygaard Golf Outing



**Tee Events
Awards
Raffle Prizes**

July 19, 2024

Glacier Woods Golf Club

\$100 Per Golfer

REGISTER YOUR TEAM SOON!

Limited to first 144 Golfers

Includes Lunch, 18 Holes of Golf with a cart, Dinner and Two Drink Chips

9:00am Registration at Glacier Woods Golf Club
10:00am Shot Gun Start
4:00pm Dinner, Awards & Prizes

Register at www.gshba.org

Looking for Golf Outing Sponsors

The annual Jeff Nygaard Golf Outing event helps us fund the scholarships we award. GSHBA couldn't offer these scholarships without this event and without all our member's generosity. Sponsorship options are below.

Tee sponsors (9 available) - These sponsors will need to attend and man the hole with a game or activity for golfers. Sponsorship includes 2 lunches, 2 dinners and 4 drink chips - Cost \$200

Green sponsor (18 available) - These sponsors will get a sign at the green of a hole or near the cart path on the way to the next hole. Not required to attend the event - Cost is \$200

Email office@gshba.net if you are interested in being a sponsor.



Trivia Unplugged

benefiting



Saturday, June 1 from 5-9 p.m.
Moose Lodge, Stevens Point



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Hi, I'm Brian Jeske. I am a 25 year veteran of Pella Windows and Doors of Wisconsin. My wife and I relocated from the greater Milwaukee area. I am a 5 time Pella Corporation presidents club winner. I work with residential builders, remodelers, architects, and homeowners to help select the right windows and doors for their projects. I take pride in my customer service, detail and accuracy. How can I help you with your project?

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Pella Windows & Doors of Wisconsin

Brian Jeske - Sales Representative
Cell: 715-496-4320
bjeske@pellawi.com
www.pellawi.com

Single-Family Housing Permits in Wisconsin: 2024

COUNTY	2024 Jan - Mar by County	2023 Jan - Mar by County	2023-2024 % change (Jan - Mar)
ADAMS	28	32	-12.5%
ASHLAND	13	9	44.4%
BARRON	42	18	133.3%
BAYFIELD	24	30	-20.0%
BROWN	177	109	62.4%
BUFFALO	30	27	11.1%
BURNETT	30	21	42.9%
CALUMET	44	45	-2.2%
CHIPPEWA	50	28	78.6%
CLARK	41	35	17.1%
COLUMBIA	38	28	35.7%
CRAWFORD	12	8	50.0%
DANE	396	382	3.7%
DODGE	47	49	-4.1%
DOOR	23	56	-58.9%
DOUGLAS	28	17	64.7%
DUNN	36	26	38.5%
EAU CLAIRE	38	33	15.2%
FLORENCE	29	0	200.0%
FOND DU LAC	43	38	13.2%
FOREST	8	7	14.3%
GRANT	58	53	9.4%
GREEN	41	24	70.8%
GREEN LAKE	22	16	37.5%
IOWA	28	16	75.0%



IRON	14	6	133.3%
JACKSON	28	22	27.3%
JEFFERSON	36	30	20.0%
JUNEAU	54	35	54.3%
KENOSHA	60	32	87.5%
KEWAUNEE	9	12	-25.0%
LA CROSSE	66	41	61.0%
LAFAYETTE	23	23	0.0%
LANGLADE	9	5	80.0%
LINCOLN	25	22	13.6%
MANITOWOC	34	25	36.0%
MARATHON	65	56	16.1%
MARINETTE	34	13	161.5%
MARQUETTE	26	15	73.3%
MILWAUKEE	275	104	164.4%
MONROE	34	36	-5.6%
OCONTO	34	39	-12.8%
ONEIDA	23	31	-25.8%
OUTAGAMIE	107	64	67.2%
OZAUKEE	89	52	71.2%
PEPIN	11	9	22.2%
PIERCE	40	15	166.7%
POLK	39	36	8.3%
PORTAGE	76	46	65.2%
PRICE	14	10	40.0%
RACINE	61	70	-12.9%
RICHLAND	22	21	4.8%
ROCK	74	68	8.8%
RUSK	24	14	71.4%
SAUK	44	41	7.3%
SAWYER	23	9	155.6%
SHAWANO	28	17	64.7%
SHEBOYGAN	46	20	130.0%
ST CROIX	84	87	-3.4%

TAYLOR	23	19	21.1%
TREMPEALEAU	35	20	75.0%
VERNON	41	23	78.3%
VILAS	35	36	-2.8%
WALWORTH	104	50	108.0%
WASHBURN	20	11	81.8%
WASHINGTON	76	45	68.9%
WAUKESHA	193	143	35.0%
WAUPACA	54	26	107.7%
WAUSHARA	27	18	50.0%
WINNEBAGO	81	47	72.3%
WOOD	46	42	9.5%
TOTALS	3692	2713	36.1%

The data reflected is compiled using information submitted by municipalities to the Department of Safety and Professional Services (DSPS) as required by 2015 Wisconsin Act 211.



**WISCONSIN
BUILDERS
ASSOCIATION**

2023-2024 LEGISLATIVE summary

Contents

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Update
- 4** More Housing
Wisconsin
Coalition

Improving the homebuilding landscape

Advocacy plays a crucial role in supporting the housing industry by promoting policies that ensure access to safe, affordable housing for all.

In an era where housing affordability and accessibility remain key challenges, advocacy efforts play a pivotal role in shaping legislative agendas and policies that impact the homebuilding industry. This summary document provides an overview of recent advocacy initiatives and legislative efforts aimed at addressing critical issues facing

the housing sector. From advocating for affordable housing solutions to promoting fair housing practices, these efforts are instrumental in shaping the future of housing policy. This document highlights victories, ongoing challenges, and the importance of continued engagement in advocating for a more equitable housing landscape.



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What Passed?

Thanks to bipartisan efforts and joint efforts with industry partners, we have accomplished much in the area of pro-housing legislation.

Workforce Housing Package

- 2023 WI Act 14:** created loan program at state level to fund infrastructure for residential developments
- 2023 WI Act 15:** provides low-interest loans for rehabilitation of second and third story apartments over main-level businesses
- 2023 WI Act 16:** requires political subdivisions to approve certain permit conditions related to residential housing developments
- 2023 WI Act 17:** allocates funds to WHEDA to ensure qualified applicants are given their approved low or no-interest loans for rehabilitation of certain residential properties
- 2023 WI Act 18:** offers low-interest loans for the version of demolition of vacant commercial buildings to workforce housing

STATE BUDGET WINS

Additional funding for equipment and technology upgrades at DSPS
 16 new positions for new DSPS staff
 Complete phase out of personal property tax



Other Notable Items

- 2023 WI Act 157:** relating to highway setback areas and DOT's authority to approve subdivision plats
- 2023 WI Act 143:** a person may claim tax benefits of an amount up to 15% of the person's investment in workforce housing for eligible employees and up to 15% of investment of establishing child care program for employees
- 2023 WI Act 135:** applicant can use grant money for enhancement or improvement for technical education facility relating to construction; previously could only be used for manufacturing

What Didn't?

There were some efforts we were successful in stopping during this last legislative session, that would have been harmful to housing in Wisconsin had they moved forward:

- The ability for towns to become *Urban Towns*; would have likely stopped future annexations that would provide more housing choices.
- A bill allowing municipalities to create *Stretch Codes*; exceeding state energy code
- The ban forbidding munis from banning gas hookups to homes

The below listed items are ones we advocated for but did not pass:

- Allowing builders to list spec homes on platforms like Zillow
- Awards program and individual income tax credit for apprenticeship and youth apprenticeship program completion

Unfortunately, Governor Evers vetoed three pieces of legislation which passed and would have provided relief to commercial plan review; SB186/AB197, SB187/AB198, and SB188/AB199. In total, the measures would have expanded the approval authority to local units of government and allowed construction to begin before plan approval, both of which would have allowed an expedited process, thus lessening of red tape for project starts.

These and other pro-building measures will be considered in 2024 as WBA constructs the next legislative agenda.



ELMER MOORE JR.
 CEO
Wisconsin Housing & Economic Development Authority

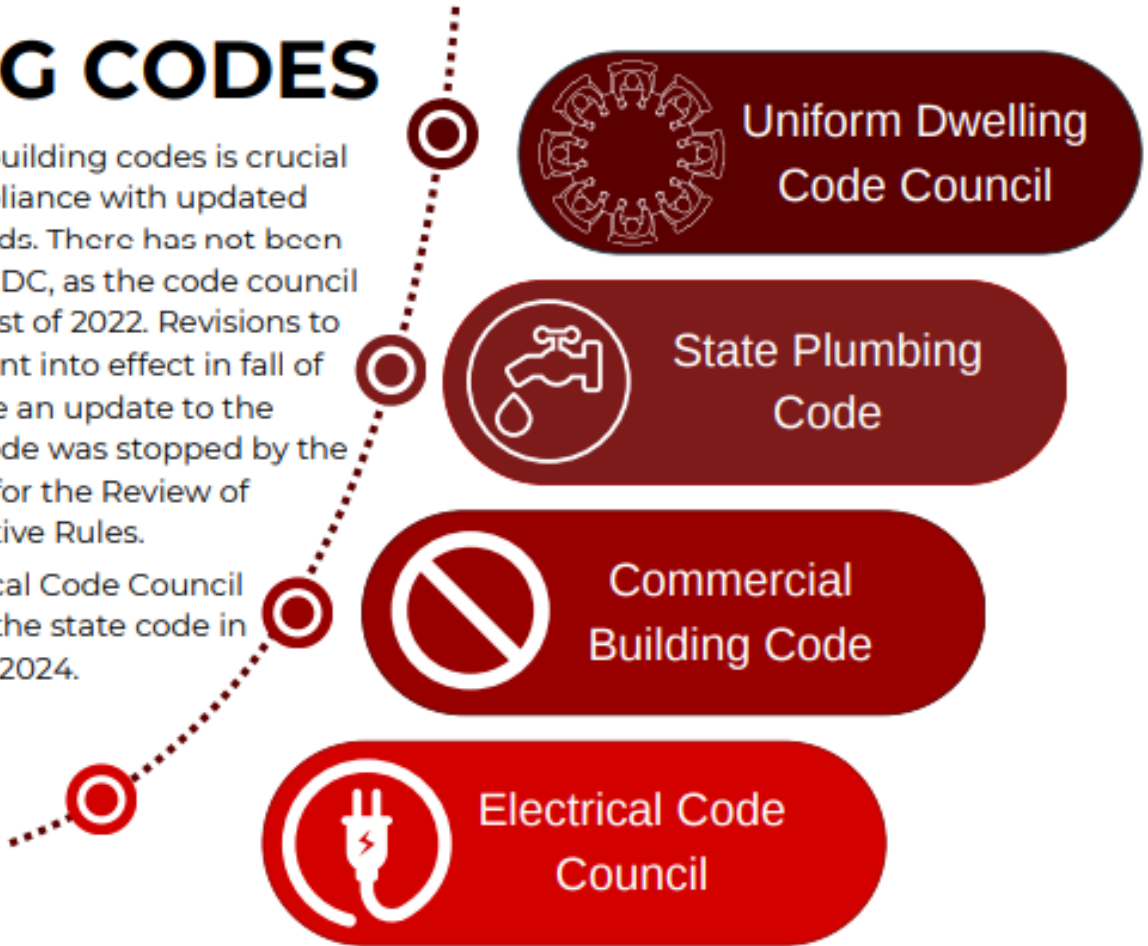
"The resources in the amount of \$525M are an unprecedented investment in workforce housing as a result of bipartisan efforts."



BUILDING CODES

Monitoring changes in building codes is crucial for maintaining compliance with updated regulations and standards. There has not been much in the way of the UDC, as the code council has not met since August of 2022. Revisions to the plumbing code went into effect in fall of 2023, the same time an update to the Commercial Building Code was stopped by the Joint Committee for the Review of Administrative Rules.

Lastly, the Electrical Code Council began reviewing the state code in March 2024.



The BLAR Fund

The Builders Legal Action and Research Fund (BLAR Fund) is one of the great success stories of the Wisconsin Builders Association (WBA).

This fund, which was established by the WBA Board of Directors in 1993, is an important tool for advancing policies that benefit housing in Wisconsin. The fund is financed every year by all WBA members, and is administered by the WBA Executive Committee.

BLAR funds were used to support:

- Challenged bird glass lawsuit in Madison
- Research for setback bill
- Software for local HBA's to track agendas and minutes of local gov't
- Helped fund Fassett v. City of Brookfield
- Funded successful Village of Sussex case with MBA and MABA

MEMBERSHIP DIRECTORY

ACCOUNTING & TAX

CliftonLarsonAllen 3125 John Joanis Dr. Stevens Point, WI 54482
www.CLAconnect.com Email: joancarroll@claconnect.com Phone (715) 344-4984

KerberRose 4949 2040 Jay Mar Rd #1, Plover, WI 54467
www.kerberrose.com Phone (715) 341-1115

APPLIANCES

Ferguson Enterprises, Inc. Michelle Cusack 2425 North 14th Ave. Wausau, WI 54401
www.ferguson.com Email: michelle.cusack@Ferguson.com Phone (715) 679-2397

Furniture & Appliance Mart Ted Peotter 2917 Business Park Dr. Stevens Point, WI 54481
www.furnitureappliance.com Email: ted.peotter@bostonfam.com Phone (715) 344-7700

AUDIO & VIDEO

Solarus Kevin Swenson 440 E Grand Ave. Wisconsin Rapids, WI 54494
www.solarus.net Phone (715) 421-8111

ARCHITECTURE

A-K Design Professionals LLC K Andy Kunkel 916 Western Ave. Mosinee, WI 54455
www.a-kdesignprofessionals.com a_design@hotmail.com (715) 321-1301

BLOCK, BRICK & STONE

County Materials Corp. Marty Kizewski 2000 Patch St. Stevens Point, WI 54481
www.countymaterials.com Email: marty.kizewski@countymaterials.com Phone (715) 341-3765

Kafka Granite Jason Chilson N7519 Pacific Estates Ct. Portage, WI 53901
www.kafkagranite.com Email: jchilson@kafkagranite.com Phone (715) 316-7817

Krukowski Stone Co. Joanie Whit 162445 County Road C Mosinee, WI 54455
www.krukowskistone.com Email: joaniew@krukowskistone.com Phone (715) 693-6300

BUILDERS

Ability Builders, Inc. Mark Camalieri 6559 County Rd. A Amherst, WI 54406
www.abilitybuildersinc.com Email: ability@wi-net.com Phone (715) 824-3988

Bergman Builders, Inc. Kurt Bergman 2200 Okray Dr. Plover, WI 54467
www.bergmanbuilders.com Email: bergmanbuilders@charter.net Phone (715) 341-5982

Blenker Construction Melissa Ellingson 5741 Windy Dr., Suite D Stevens Point, WI
www.blenkerco.com Email: melissa.ellingson@blenkerco.com Phone (715) 824-5665

Curb Appeal Exteriors Inc. Jay Jicinsky 3449 State Hwy 54W Nekoosa, WI 54467
www.bcurbappealabc.com Email: curbappealabc@gmail.com Phone (715) 342-4066

Denyon Homes Heath Tappe 5309 Schofield Ave. Schofield, WI 54476-4330
www.denyonhomes.com Email: office@denyonhomes.com Phone (715) 410-1110

Duralum Building Center Carey Larson 3250 Mecca Dr. Plover, WI 54467
www.duralumbuildingcenter.com Phone (715) 344-7363

Edward's Quality Construction Andy Edwards 4959 County Road D Vesper, WI 54489
www.edwardsqualityconstruction.com Email: edwardsqualityconstruction@yahoo.com Phone (715) 213-8180

Erbes Construction Mark Jr. & Rob Erbes 3010 Cleveland Ave. Plover, WI 54467
www.erbesconstruction.com Email: erbes@erbesconstruction.com Phone (715) 344-7499

Eric Beggs Construction Eric Beggs 6314 5th Ave. Bancroft, WI 54921
www.ericbeggsconstruction.com Email: ebeggs11@yahoo.com Phone (715) 498-8858

Evergreen Builders, Inc. Oscar Fuentes N660 N. Curtis Lake Lane Coloma, WI 54930
Email: evergreenbuildersusa@gmail.com Phone (608) 481-0151

Freedom Home Builders Eric Chojnacki 7134 Country Beautiful Lane Stevens Point, WI 54482
Email: ericchojnacki@hotmail.com Phone (715) 252-5028

Heartland Custom Homes Will Blakey and Matt Elmhurst 2450 Plover Rd. Plover, WI 54467
www.hchbuilder.com Email: hch@hchbuilder.com Phone (715) 344-8886

Hyer Homes Ryan Hyer 3530 Karrington Pl. Plover, WI 54467
www.hyerhomes.com Email: ryanhyer@gmail.com Phone (715) 340-7773

Impact Remodeling LLC Daniel Pautz 3374 Evergreen Ave Wisconsin Rapids, WI 54494
Email: dan_impactremodelingllc@gmail.com Phone (715) 340-5915

JMJ Construction Company, Inc. James Seebruckn Marty 302 Bickford Street, New Lisbon WI
www.jmjbuilds.com Email: nicholem@jmbuilds.com Phone (608) 733-6301

Jon Marty's Custom Carpentry, LLC Jon Marty 3960 Bluff Rd. Stevens Point, WI 54482
www.jmcchomes.com Email: jmcchomes@gmail.com Phone (715) 592-4663

JS Home Improvement Jeremy Szymkowiak PO Box 186 Amherst, WI 54406-0186
Email: jershimmy16@gmail.com

Kezeske Construction LLC Luke Kezeske 4629 N Tree Lake Ln. Rosholt, WI
Email: kezeskeconstruction@gmail.com Phone (715) 321-5800

Nicholson Construction Bill Nicholson 2616 Blaine St. Stevens Point, WI 54481-4705
Email: nicholson91@live.com Phone (715) 347-8887

Peskie Builders, Inc. Dan Peskie 3351 Tommy's Turnpike Plover, WI 54467
Email: dpeskie@peskiebuilders.com Phone (715) 344-5783

Precision Builders By Alan Hucke, Inc. Alan Hucke 1605 Willow Springs Dr. Stevens Point, WI 54481
www.precisionbuilderswi.com Email: alanjucke@precisionbuilderswi.com Phone (715) 341-5485

Pro Seamless of Wisconsin Tony Trzebiatowski & Brodie Brooks 2010 26th St. N Wisconsin Rapids, WI 54494
Email: tony@pro-seamless.com brodie@pro-seamless.com Phone (715) 423-5616

R. Smith Construction Inc. Ryan Smith 525 Copperleaf Ct. Plover, WI 54467
www.rsmithconstructionwi.com Email: rsmithcon@gmail.com Phone (715) 343-5250

Stevens Point Log Aaron Cordy 1203 Stans Dr. Stevens Point, WI 54482
www.stevenspointloghomes.com Email: aaron@pointlogs.com Phone (715) 544-4194

Stone Point Custom Homes Seth Stormoen 1203 Stans Dr. Stevens Point, WI 54482
www.stevenspointloghomes.com Email: seth@pointlogs.com Phone (715) 544-4194

Stoltz Enterprises LLC Ryan Stoltz 5260 Ann Marie Ct. Stevens Point, WI 54482
Email: stoltzenterprise@gmail.com Phone (715) 252-9005

Stratford Homes Tom Kolb 212501 St. Hwy 97 Stratford, WI 54484
Email: tkolb@stratfordhomes.com Phone (715) 687-3133

Wally World Inc. Walter Kotlowski N2504 State Rd. 13 Adams, WI 53910
Email: wallykotlowski@gmail.com

Warrior Construction LLC Stacy and Ron Johnson 2109 Ironwood Ave. Stevens Point, WI 54482
Phone: 715-252-3888 Email: warriorconstruction.llc@gmail.com

Welling Kitchen, Bath & Floor Ariel Welling 3701 Patch St. Stevens Point, WI 54481
www.wellingkbf.com Email: ariel@wellingkbf.com Phone (715) 344-6363

Woodcraft Homes James Schmidt W5175 State Rd. 21 Necedah, WI 54646
www.woodcrafthomeswi.com Email: jean@woodcrafthomeswi.com Phone (608) 565-2478

W. Much Construction Wayne Much N 3384 Alm Lane Waupaca, WI 54981
Email: wmuchconst@sbcglobal.net Phone (715) 258-2341

BUILDING MATERIALS & LUMBER

ABC Supply Mike Martin 102 Fulton St. Wausau, WI 54403
Email: mike.martin@abcsupply.com Phone: (715) 845-6271

Drexel Building Supply Keith Strebelski W3053 Country Road F Berlin, WI 54923
www.drexelteam.com Email: keith.strebelski@drexelteam.com Phone (920) 361-2833

Duralum Building Center Carey Larson 3250 Mecca Dr. Plover, WI 54467
www.DuralumBuildingCenter.com Phone (715) 344-7363

Feltz Lumber Rick Okray 3737 Minnesota Ave. Stevens Point, WI 54481
Phone: (715) 344-4970 Email: feltzro@sbcglobal.net

reSAWN Timber co. Diane Petfalski Phone: (414) 881-6339
Email: dpetfalski@resawntimberco.com www.resawntimberco.com

Torborgs Waupaca Lumber Curt Drews 1682 Royalton St. Waupaca, WI 54981
Email: curt@torborgs.com Phone (715) 256-3635

Wisconsin Building Supply Chuck Milloux 2200 COUNTRY ROAD B PLOVER, WI 54467
Phone 715- 344-0100 Email: chuck.milloux@wibuildingsupply.com

CABINETS

Mid-State Supply & Kitchen Design Tim Retzlaff PO Box 510 Wautoma, WI 54982
www.mssupply.com Email: rt@mssupply.com Phone (920) 716-4710

Thorcraft Custom Kitchen Jesse Zepplin W8836 Cty Hwy X Thorp, WI 54771
Phone (715) 669-7557 Email: jzepplin@thorcraft.net www.customcabinets.co

Welling Kitchen, Bath & Floor Ariel Welling 3701 Patch St. Stevens Point, WI 54481
www.wellingkbf.com Email: arielwelling@wellingkbf.com Phone (715) 344-2688

Woodstock Hardwood Flooring & Design Center 360 US Hwy 45 Birnamwood, WI 54414
www.woodstockflooring.com Phone (715) 449-2280 Email: phil@woodstockflooring.com

CELLULAR SERVICE

Cellcom Chad Krueger 152 Crossroads Dr. Plover, WI 54467 www.cellcom.com Email: chad.krueger@cellcom.com Phone (715) 321-1020

CONCRETE & MASONRY

Alchemy Concrete Judah Haas PO Box 161 Nelsonville, WI 54458
www.alchemyconcrete.com Email: judah@alchemyconcrete.com Phone (715) 824-3010

County Materials Corp. Marty Kizewski 2000 Patch St. Stevens Point, WI 54481
www.countymaterials.com Email: marty.kizewski@countymaterials.com Phone (715) 341-3765

Firkus Masonry, Inc. Ryan Firkus 2000 Patch St. Stevens Point, WI 54481
Rmail: fminc.att.net Phone (715) 572-8027

Kafka Granite Jason Chilson N7519 Pacific Estates Ct. Portage, WI 53901
www.kafkagranite.com Email: jchilson@kafkagranite.com Phone (715) 316-7817

Krukowski Stone Co. Joanie Whit 162445 County Road C Mosinee, WI 54455
www.krukowskistone.com Email: joaniew@krukowskistone.com Phone (715) 693-6300

Point Masonry LLC Jason Bacher 3336 Lindbergh Ave. Stevens Point, WI 54481-5447
Phone: (715) 344-8104 Email: pointmasonry.jbacher@gmail.com

COUNTERTOPS

Feltz Lumber Rick Okray 3737 Minnesota Ave. Stevens Point, WI 54481
Phone: (715) 344-4970 Email: feltzro@sbcglobal.net

Stone Innovations, Inc. Dave & Matt Lansing 3611 Post Rd. Plover, WI 54467
www.stoneinnovations.com Email: stoneinn@stoneinnovations.net Phone (715) 345-1601

Welling Kitchen, Bath & Floor Ariel Welling 3701 Patch St. Stevens Point, WI 54481
www.wellingkbf.com Email: arielwelling@wellingkbf.com Phone (715) 344-2688

Woodstock Hardwood Flooring & Design Center Philip Kersten 360 US Hwy 45 Birnamwood WI , 54414
www.woodstockflooring.com Email: phil@woodstockflooring.com Phone (715) 449-2280

DECKS

Warrior Construction LLC Stacy and Ron Johnson 2109 Ironwood Ave. Stevens Point, WI 54482
Phone: 715-252-3888 Email: warriorconstruction.llc@gmail.com

DISPOSAL SERVICES

Central Wisconsin Recycling LLC Brady Beggs 6314 5th Ave. Bancroft, WI 54921
Email: bradyb88@yahoo.com Phone (715) 498-4164

DRYWALL

Patino Drywall Ramiro Patino 163315 Taliesin Way Scholfield, WI 54476
Email: patinosdrywall@gmail.com Phone (715) 302-3389

Raflik Drywall Kevin Raflik 4464 River Heights Court Plover, WI 54467
Email: raflikdrywall@charter.net Phone (715) 341-7367

ELECTRIC CONTRACTORS

Central State Electric Corp. Kevin Modrzewski 3017 Hoover Rd. Stevens Point, WI 54481
www.centralstateelectric.com Email: info@centralstateelectric.com Phone (715) 341-2762

Gauge Electric Rodney Vezina 5261 Bees Lane Plover, WI 54467
Email: gaugerv@gmail.com Phone (715) 572-7723

Home Run Electric LLC Eric Millard 5640 Balsam Circle Wisconsin Rapids, WI 54494
Email: hrulectric@gmail.com

Sand Country Electric LLC Rusty Roe 12107 Old Trail Wisconsin Rapids, WI 54494
Email: sandcountryelectricllc@gmail.com Phone (715) 459-4154

ENERGY CONSULTANT

Focus on Energy Jim Pisani and Andy Kuc N2115 Lake Dr. Lodi, WI 53555
Email: jpisani@psdconsulting.com Phone (608) 260-5867

North Wind Renewable Energy Cooperative Amy Lewallen 578 Allen St. Amherst, WI 54406
Email: amy@northwindre.com Phone: (715) 630-6451

EQUIPMENT

Wood Street Rental Jeff Wiesman 2240 Wood St. Stevens Point, WI 54481
Email: jrwiesman@gmail.com Phone (715) 342-9099
www.woodstreetrental.com

R.H. Liquidation Ryan Hofferber N2598 Hwy 22, Waupaca, WI 54981
Email: ryan@rhliquidators.net Phone (715) 258-8886

ELEVATORS

A-1 Elevator Sales & Services Tony Pfefferman 2213 Velp Ave. Green Bay, WI 54303
Phone (920) 434-9088
www.a1elevator.biz

EXCAVATING

Dean Altmann Trucking & Excavating Dean Altmann 1343 State Hwy 13/34 Junction City, WI 54443
Phone (715) 457-2651
Email: dean@deanaltmanntrucking.com
www.deanaltmanntrucking.com

Kyle Kluck Trucking & Excavating Inc. Kyle Kluck 5628 State Hwy 66 Stevens Point, WI 54482
Phone (715) 340-0763
Email: kylekluck@mwwb.net

Optimal Terrain Orian Trzebiatowski 5285 County Rd K Amherst WI 54403
Phone (715) 572-5474
Email: oreanw.optimalterrain@gmail.com

Stoltz Enterprises LLC Ryan Stoltz 5260 Ann Marie Ct. Stevens Point, WI 54482
Email: stoltzenterprise@gmail.com

FENCING

Security Fence and Supply Co. Inc Wayne Jr. Semmerling 1508 DuBay Ave. Stevens Point, WI 54482
Phone (715) 344-6340
Email: wayne@securityfenceandsupply.com
www.securityfenceandsupply.com

FINANCIAL SERVICES & LENDERS

AG Country Farm Credit Services Pam Zinda 1216 Wildwood Dr. Stevens Point, WI 54482
Phone (715) 344-1000
Email: pam.zida@agcountry.com
www.agcountry.com

Associated Bank Karen Yach Plover/Wisconsin Rapids/Stevens Point
Phone (715) 345-3704
Email: karen.yach@assocaitedbank.com
www.associatedbank.com

Community First Bank Dan Hebbe 5525 Hwy 10 East Stevens Point, WI 54481
Phone (715) 344-5522
Email: dhebbe@cfbwi.com
www.cfbwwi.com

CoVantage Credit Union Sarina Vang PO Box 910 Stevens Point, WI 54481
Email: sarina.vang@covantagecu.org

Edward Jones Jay Wolf 3040 Village Park Dr. Plover, WI 54467
Phone (715) 252-8981
Email: jay.wolf@edwardjones.com
www.edwardjones.com

KeySavings Bank Gerald Canon 811 E Grand Ave. Wisconsin Rapids, WI 54494
Phone (715) 423-6460
Email: gcanon@keysavingsbank.com
www.keysavingsbank.com

Members' Advantage Credit Union Melissa Kara 1610 Lincoln St. PO Box 1208 Wisconsin Rapids, WI 54495
Phone (715) 421-7702
Email: melissak@membersadvantagecu.com

Nicolet National Bank Andrea Sasman 5517 Vern Holmes Dr. Stevens Point, WI 54482
Phone (715) 241-2535
Email: asasman@nicoletbank.com
www.nicoletbank.com

Paper City Savings Association Korbi Feltz 2008 County Rd. HH Plover, WI 54467
Phone (715) 204-1663
Email: kfeltz@papercitysavings.com
www.papercitysavings.com

Simplicity Credit Union Christie Keen 2331 Post Rd. Plover, WI 54467
Phone (715) 544-6645
Email: ckeen@simplicity.coop

Prevail Bank Dawn Klesmith 5709 Windy Dr. Suite A Stevens Point, WI 54482
Phone (715) 345-1621
www.prevail.bank

The International Bank of Amherst Butch Pomeroy PO Box 39 Amherst, WI 54406
Phone (715) 824-3325
Email: butch@ibamherst.com
www.ibamherst.com

The Pineries Bank Diane Hintz 3601 Main St. Stevens Point, WI 54481
Phone (715) 341-5600
Email: bank@pineries.com
www.pineries.com

The Portage County Bank Jennifer Novotny 5417 Vern Holmes Dr. Stevens Point, WI 54482
Phone (715) 254-0056
Email: jennifer@portagecountybank.com

U.S. Bank Jake Heyroth NMLS # 502454 5673 US Hwy 10 East Stevens Point, WI 54482
Phone (715) 342-2225
Email: jason.heyroth@usbank.com

FIREPLACES & WOOD STOVES

Ferguson Enterprises, Inc. Michelle Cusack 2425 North 14th Ave. Wausau, WI 54401
Phone (715) 679-2397
Email: michelle.cusack@Ferguson.com
www.ferguson.com

SnowBelt Fireplace & Stove, Inc Adrian Albrecht 1200A Wildwood Dr. Stevens Point, WI 54482
Phone (715) 341-4328
Email: adrian@snowbeltfp.com
www.snowbeltfireplace.com

FLOOR COVERING

Ancora Stone and Tile Kristi Kontny 3655 Kettle Ct. E. Delafield WI 53018
www.ancorastone.com Email: chrisboyce@ancorastone.com Phone (414) 788-3588

Carpets Plus of WI Mark Snellnow 1230 Post Rd. Plover, WI 54467
Phone (715) 341-0422 Email: m.sellnow@carpetspluswi.com

reSAWN Timber co. Diane Petfalski Phone: (414) 881-6339
Email: dpetfalski@resawntimberco.com www.resawntimberco.com

Saindon Carpet One Floor & Home Mick and Tanner Saindon 2651 Post Rd. Plover, WI 54467
www.saindoncarpetone.com Email: sales@saindoncarpetone.com Phone: (715) 342-4230

Welling Kitchen, Bath & Floor Dan Fritsche 3701 Patch St. Stevens Point, WI 54481
www.wellingkbf.com Email: dave@wellingkbf.com Phone (715) 344-6363

Woodstock Hardwood Flooring & Design Center Philip Kersten 360 US Hwy 45 Birnamwood WI , 54414
www.woodstockflooring.com Email: phil@woodstockflooring.com Phone (715) 449-2280

GLASS SERVICES

Precision Glass and Door, LLC Don Turzinski 3101 Post Rd. Stevens Point, WI 54481
www.precisionglasswi.com Email: don@precisionglasswi.com Phone (715) 344-8525

GUTTERS

Pro Seamless of Wisconsin Tony Trzebiatowski 2010 26th St. N., Wisconsin Rapids, WI 54494
Email: tony@pro-seamless.com & brodie@pro-seamless.com Phone (715) 423-5616

Maximum Flow Seamless Gutters Derrick Zagrzebski 1014 W. River Rd. Mosinee, WI 54455
Email: maxgutters@yahoo.com Phone (715) 341-0482

INSULATION, DRYWALL & PAINT

Alpine Insulation & Drywall Ryan Woyak 100 East Bridge St. Wausau, WI 54403 Phone (715) 498-4164

Patinos Drywall and Insulation LLC Ramiro Patino 163315 Taliesin Way Schofield, WI 54476
Email: patinosdrywall@gmail.com Phone (715) 310-3389

Raflik Drywall, LLC Kevin Raflik 4464 River Heights Ct. Plover, WI 54467
Phone: 715-341-7367 Email: raflikdrywall@charter.net

Spray Tech Insulators Caleb Studzinski N4310 Ebbe Acres Dr. Waupaca, WI 54981
www.spraytech-sf.com Email: calebs@spraytech-sf.com Phone (715) 412-0571

INSURANCE & BENEFITS

Community Insurance & Associates Melissa Blenker 183 S Main St Amherst, WI 54406
www.community-insurance.com Email: melissa@community-insurance.com Phone (715) 344-2222

Compass Insurance Services Mikhail Salienko 5569 Hwy. 10 East, Stevens Point, WI 54482
www.compassinsurance.net Email: mikhail.salienko@compassinsurance.net Phone (715) 544-1586

Glavinsured Agency Russ Glavin W5307 State Road 21 Necedah, WI 54646
Email: info@glavinsured.com Phone (608) 565-7800

The Benefit Doctor Brad DeBot and Phil Hollis 2925 Welsby Ave. Stevens Point, WI 54481
Email: bradd@thebenefitdoctor.com. Brad DeBot (715) 344-4333 Phil Hollis (715) 340-2299

Rural Mutual - Zinda Insurance Group Jennifer Zinda Mancl and Stacey Zimmermann 3205 Post Rd. Plover, WI 54467
Office (715) 341-5808 Cell (715) 340-3879 Email: jzinda@ruralins.com szimmermann@ruralins.com

The Insurance Center Amy Felckowski 2825 Post Rd. Stevens Point, WI 54481
Email: afelckowski@ticinsurance.com Phone (715) 315-3944

INTERIOR DESIGN

Design Theory 19 Mindy Hoppe 632 N 3rd Street, Wausau WI 54403
www.designtheory19.com Email: mindy@designtheory19.com Phone (715) 574-8834

Scotties Interiors Cathy Marks Sargent & Lecia Marks Franson 204 N 2nd Ave. Wausau WI 54401
www.scottiesinteriors.com cathy@schottiesinteriors.com (715) 845-1325

Designers 2 Brad Anderson 130 McDill Ave. Stevens Point WI 54481
www.designers2.net Email: brad@designers2.net Phone (715) 341-7761

Inspired By Design Sara Haumschild 2737 N. 44th Ave. Wausau, WI 54401
Email: sara@inspiredbydesigninteriors.com Phone (715) 344-0740

Small Space Big Style Rene Jerzak 5370 Hwy 10E Stevens Point, WI 54482
www.ssbwisconsin.com Email: ssbs@ssbsdesign.com Phone (715) 344-0740

LANDSCAPING MATERIAL & SERVICES

County Materials Corp. Marty Kizewski 2000 Patch St. Stevens Point, WI 54481
www.countymaterials.com Email: marty.kizewski@countymaterials.com Phone (715) 341-3765

Fisher Services LLC Scott Fisher 6630 Cty Rd. HH Stevens Point, WI 54482
www.scottslawnco.com Email: awish@wi-net.com Phone (715) 592-6927

Green Thumb Lance Stampfli 4275 County Rd. R, Stevens Point, WI 54481
Email: gthumb@charter.net Phone (715) 342-1700

Kafka Granite Jason Chilson N7519 Pacific Estates Ct. Portage, WI 53901
www.kafkagranite.com Email: jchilson@kafkagranite.com Phone (715) 316-7817

Schalow's Nursery Inc. Gordon Schalow 8461 Heritage Dr. Marshfield, WI 54449
www.schalows.com Email: gschalow@schalows.com Phone (715) 591-3478

Central Door Solutions, LLC Bruce Woyak 1400 Integrity Parkway Plover, WI 54467
www.centraldoorsolutions.com Email: bwoyak@centraldoorsolutions.com Phone (715) 342-4153

LAND DEVELOPMENT & SURVEYING

Classic Development Corp. of Plover Keith Hlemrick and David Moodie 1811 Brookridge Dr. Plover, WI 54467
Email: khelmrick@classic-development.com Phone (715) 344-2524

Point of Beginning, Inc Scott Groholski 5709 Windy Dr. Suite D Stevens Point, WI 54482
www.pobinc.com Email: scott@pobinc.com Phone (715) 344-9999

Rettler Corporation Mike Helmrick 3317 Business Park Dr. Stevens Point, WI 54482
www.rettler.com Email: info@rettler.com Phone (715) 341-2633

OVERHEAD DOORS

A+ Doors LLC Alan Pavelski 4086 County Road R Stevens Point WI 54467
www.aplusdoorswi.com Email: sales@aplusdoorswi.com Phone (715) 344-4129

Garage Force Todd Miller W1235 Cty Rd T Alma, WI 54610
Email: ekarsten@allamericancoop.com Phone (608) 418-8204

Premier Overhead Doors, Inc Craig & Brenda Newby 124 Main St. PO Box 25 Almond, WI 54909
www.premierdoorswi.com Email: premierdoors4u@gmail.com Phone (715) 366-8860

TW Services Overhead Doors Jon Tullberg 6193 County Hwy Y Hazelhurst, WI 54531
Email: twjontullberg@yahoo.com Phone (715) 366-7089

PEST CONTROL

Central Wisconsin Pest Control Mark Pearson PO Box 64 Nelsonville, WI 54458
Email: cwpestcontrol@gmail.com Phone (715) 498-1662

PLUMBING, HEATING & COOLING

Bob's Plumbing & Heating of Central Wisconsin Bob Konkol 8105 Stoney Rd. Amherst, WI 54406
www.bobsplumbingandheating.biz Email: bobsph@wi-net.com Phone (715) 824-3902

Excel Plumbing Inc. Scott Kerchefski 225 Kramer Ave. Junction City, WI 54443
Email: info@excelplumbinginc.net Phone (715) 343-5882

Ferguson Enterprises, Inc Ted Peotter 2425 North 14th Ave. Wausau, WI 54401
www.ferguson.com Email: michelle.cusack@ferguson.com Phone (715) 675-3384

JG Plumbing and Heating LLC Jon Glodowski 421 Lorry St. Amherst, WI 54406
www.jgplumbingonline.com Phone (715) 340-1720 Email: jgplumbingheating@gmail.com

Point Heating & Cooling Richard Mead PO Box 728 Plover, WI 54467
www.pointheatingandair.com Email: office@pointheating.com Phone (715) 345-1979

Richard's Plumbing, Heating & AC, LLC Cory Wojtalewicz 1520 DuBay Ave. Stevens Point WI 54482
Email: richardsplumbing@yahoo.com Phone (715) 344-7989

RJ Rasmussen Plumbing & Heating Inc. Rick Wellens 2441 Willow Dr. Plover, WI 54467
Email: service@rjrasplumb.com Phone (715) 345-1979

Van Dreef Plumbing & Heating Greg Van Dreef 3314 Howard Ave. Stevens Point, WI 54481
Email: gvandreef69@yahoo.com Phone (715) 341-7860

PORTABLE TOILETS

Crockett Septic, LLC George Van Sedum 2811 W Grand Ave. Wisconsin Rapids, WI 54495
www.crockettseptic.com Email: lori@crockettseptic.com Phone (715) 451-0438

REAL ESTATE

First Weber Group Realtors Diane Jahn 5424 US Hwy 10E Stevens Point, WI 54481
www.firstweber.com Email: jahnd@firstweber.com Phone (715) 498-9722

KPR Brokers Team Kitowski 2417 Post Rd. Plover, WI 54467

www.kprbrokers.com Phone (715) 598-6367 Email: admin@kprbrokers.com

Next Home Priority Joshua Zimmerman 20 Park Ridge Dr. Stevens Point, WI 54481

www.nexthomepriority.com Email: zimmerman@nexthomepriority.com Phone (715) 323-2634

RE/MAX Central Wisconsin Mike Williams 3080 Village Park Dr. Plover, WI 54467

Email: mike@Centralwisconsinrealty.com Phone (715) 544-4881

RESTAURANTS

Lucke's Dana Larson and Jake Hucke 3252 Mecca Dr. Plover, WI 54467

Email: lukes3252@gmail.com Phone (715) 252-6842

The Sky Club Eric Freund 2200 Post Rd. Plover, WI 54467

www.skyclubdining.com Email: skyclubsupperclub@gmail.com Phone (715) 341-4000

Whitetail Lanes Steve Cieslewski 3659 Country Road Q Amherst Junction, WI 54407

www.whitetaillanes.com Email: whitetail@whitetaillanes.com Phone (715) 824-3108

RESTORATION

Servpro of Stevens Point & Wausau 5217 Heffron Ct. Stevens Point, WI 54481

www.office@servprowausau.com Email: office@servprowausau.com Phone (715) 544-4855

ROOFING CONTRACTORS

Coyote Construction LLC Gary Hansen 4125 Lake Emily Road Amherst, WI 54406

www.steelroofingwi.com Email: coyotesteelroofs@wi-net.com Phone (715) 498-7811

SEPTIC SERVICES

Acuantia Sven Fielder PO Box 559 Stevens Point, WI 54482

www.acuantia.com Email: sfielder@acuantia.com Phone (715) 252-9285

Stoltz Enterprises LLC Ryan Stoltz 5260 Ann Marie Ct. Stevens Point, WI 54482

Email: stoltzenterprise@gmail.com Phone (715) 341-1115

SNOW REMOVAL

Point Masonry LLC Jason Bacher 3336 Lindbergh Ave. Stevens Point, WI 54481-5447

Phone: (715) 344-8104 Email: pointmasonry.jbacher@gmail.com

TITLE COMPANIES

Home & Land Title LLC Stephanie Wilhelm 20 Park Ridge Dr. Suite A Stevens Point WI 54481

www.halttitle.com Email: stephanie@halttitle.com Phone (715) 310-8549

Knight Barry Title Services, LLC Trina Barnett 3060 Village Park Dr. Plover, WI 54467

www.knightbarry.com Email: trinab@knightbarry.com Phone (715) 544-1900

Portage County Title LLC Ashley Saindon 2926 Post Rd. Plover, WI 54467

www.portagecountytittle.com Email: pct@title-pros.com Phone (715) 342-4500

WATER CARE

Maher Water Corporation Danielle Maher-Baron 2901 Hoover Ave. Stevens Point, WI 54481

www.maherwater.com Email: dani@maherwater.com Phone (715) 344-2900

WINDOWS

Feltz Lumber Matt Wisz 3737 Minnesota Ave. Stevens Point WI 54481

www.feltzlumber.com Email: feltzmw@feltzlumber.com Phone (715) 344-4970

Pella Window and Doors of Wisconsin Brian Jeske 500 Pilgrim Way Green Bay, WI 54304

www.pellawi.com Phone (715) 496-4320 Email: bjeske@pellawi.com

Pro Seamless of Wisconsin Tony Trzebiatowski 2010 26th St. N., Wisconsin Rapids, WI 54494

Email: tony@pro-seamless.com & brodie@pro-seamless.com Phone (715) 423-5616

WINDOW CLEANING

A Brighter Image LLC Window Cleaning Mike Minger

www.abrigherimagellc.com Email: mike@abrigherimagellc.com Phone (715) 340-0490

WINDOW COVERINGS

Blinds and Designs By Kelly Kelly Roth 77 Sunset Blvd. Stevens Point WI, 54481
www.blindsanddesignsbykelly.com Email: kellyroth@att.net Phone (715) 295-0000

Designers 2 Brad Anderson 130 McDill Ave. Stevens Point WI 54481
www.designers2.net Email: brad@designers2.net Phone (715) 341-7761

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