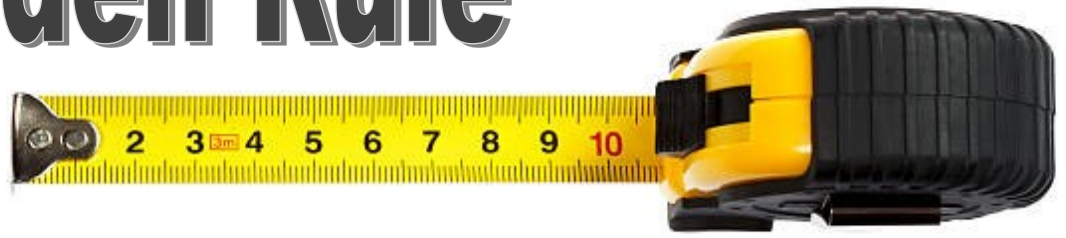


The Golden Rule

JUNE 2019



Calendar of Events:

- June 11th – Sketch Up Training
- June 18th—Paint Ball Event at Grand Valley Adventures
- June 26th— WBA Member Day at SentryWorld
- June 27th—WBA Golf Outing at SentryWorld
- July 19th—Jeff Nygaard Golf Outing at Wisconsin River Golf Club
- July 25th—Sub Zero Tour
- August 19th— Clear Water Harbor Boat Tour for a Volunteers Appreciation Night



Visualize your ideas

The joy of drawing by hand. The ease of super-smart software.

Learn the basics of this FREE design program thru hands on training. This interactive software lets you design in 3D, document in 2D and visualize designs concepts.

June 11th 7:00pm—8:30pm

At The Portage County Business Council

—501 Vern Holmes Dr, Stevens Point

Free to GSHBA Members—\$25 for Non Members

Must Register to attend.

Email office@gshba.net or call 715-341-3536 to get registered today!

What can Sketch Up do?

<https://www.youtube.com/watch?v=hDSonOByKm4>

President's Message

The Parade of Homes is done!

I heard from several builders that the show was a success, and that they met new interested buyers at their Parade homes! This is great news. It's nice to see that the housing industry continues to be strong in central Wisconsin!

And now that the parade is past, after a short breather, everyone can get to work on all the projects they've had to put to the side as they made sure their parade homes were ready for the show. This, and the schools finishing up, is a sure sign that summer has started.

Personally, with summer coming on, I'm realizing that I'm a bit behind in my summer bicycle training. I go on RAGBRAI every year, which is a 500ish mile bicycle ride across Iowa in mid July, and it's best if I put around 500 to 800 miles on before then...I'm not even close yet. You might see me riding after work, hopefully getting enough time in the saddle so my 55+ old body can make it as far as it needs to go come next month.

So we've got an out of the ordinary GSHBA meeting this month. Paint ball games at Grand Valley Adventures in Wausau. I bet there is a number of people that are excited to go. If you're not, don't discount it too quickly. I never thought I would try it, thinking it wouldn't be my kind of thing. But when our kids were teenagers, a mom of one of my son's friends asked if I would be the chaperone on paintball course with her son and a bunch of teenage friends for his birthday. Not being one that typically says no, I agreed to help. I have to say, playing paintball games with these kids was more fun than I ever imagined it could be!

So who knows. This could be the only chance for you to try this sort of thing. Come along and give it a try. You just may have a blast!

Then in July, make sure to have your golf clubs ready for our annual Nygaard Memorial Golf Outing. As always, this nine hole event is a great way to spend the afternoon with friends and associates. In addition to that, proceeds raised at the event go towards funding our scholarship program...Two great reasons to join in!

I wish everyone well as we enter the summer work (and play!) season.

Here's to a great summer of 2019!

Now...I've got to go pedal my bike.



BJ Welling is the Owner of Welling Kitchens in Stevens Point. He would like you to contact him directly if you would like to get involved, or have anything to discuss regarding the GSHBA. you can get a hold of him at:

Welling Kitchens

3701 Patch St.

Stevens Point, WI 54481

email: bjwelling@wellingkitchens.com

Office: 715-344-2688

Cell: 715-340-4069



GRAND VALLEY ADVENTURES

GSHBA PAINTBALL EVENT

JUNE 18, 2019

5:30 Safety Meeting

6:00- 7:30 Paintball

7:30 Pizza and Drinks



Grand Valley Adventure — 327 E Kent Street Wausau

Shoot an invite to the family and employees!

RSVP by June 14th

- *Must be 12+ years old to play*
- *All patrons must sign a Wavier Form (Patrons under 18 must have an adult sign).*
Please fill out a waiver and email back with your RSVP.

2019 WBA Recruitment Contest

We are excited to launch an incentive program for membership recruitment in 2019! Presented by [Furniture & ApplianceMart/Ashley Homestore](#) and sponsored by [Whirlpool](#), WBA members will have two opportunities to win an all-expenses-paid weekend in Chicago!

Two six-month contest periods will be held with winners selected for a weekend in Fall 2019 and early 2020. See www.wisbuild.org for details.



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Referrals Welcome! Each month 2-\$100 Winners drawn from those who referred that month.
End of the year all of the referrers will be in a grand prize drawing for \$1,000.



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SAVE THE DATE



August 20th at 6pm

Boat Tour for GSHBA members
who volunteered this year.

Officers

President—BJ Welling

President Elect—Jeff Rice

Treasurer—Mikhail Salienko

Executive Officer—Carrleen Hyer

Board of Directors

Eric Beggs

Jason Blenker

Rob Erbes

Ryan Hyer

Jennifer Novotny

Carey Larson

Mike Helmrick

**If you are interested in being on
the Board please contact the
office before May 1st.**

GOLDEN SANDS HOME BUILDERS ASSOCIATION

PARADE OF HOMES

Thank you to the following builders with 15 total homes in this years parade:

Bergman Builders

Heartland Custom Homes

R. Smith Construction

Blenker Signature Homes

Hyer Homes

Woodcraft Homes

Denyon Homes

Jon Marty's Custom Carpentry

Erbes Construction

Origin Family Homebuilders

Thank you to all the parade book advertisers, ticket takers, sponsors and all those who volunteered to help make this event a success. The weekend showcased beautiful homes and many excited people touring.

Special thanks to Chris Brooks from Central Door Solutions for heading the Parade Committee this year!



*Successful events are the result of successful partnerships.
Golden Sands Home Builders Association would like to thank this year's sponsors.*

PLATINUM SPONSOR:



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BLINKER COMPANIES	HYER HOMES
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CENTRAL DOOR SOLUTIONS	CENTRAL DOOR SOLUTIONS CLASSIC DEVELOPMENT HYER HOMES RURAL MUTUAL - ZINDA INSURANCE GROUP SNOWBELT FIREPLACE & STOVE
ASSOCIATE SPOTLIGHT	
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SNOWBELT FIREPLACE & STOVE	BLINKER COMPANIES & HYER HOMES
TOUR LUNCH SPONSOR	DIRECTION SIGN SPONSOR
CENTRAL DOOR SOLUTIONS	A+ DOORS

YOU ARE Cordially Invited

 **FERGUSON**
Bath, Kitchen & Lighting Gallery
a WOLSELEY company

Ferguson has reserved the beautiful Westye F. Bakke Training Center and both the Subzero Refrigeration & Wolf Cooking Manufacturing facilities in Madison, WI on Thursday July 25th, 2019. See the latest robotic technology transform raw steel into beautiful, professional appliances right before your eyes!



Included in the day's events will be:

- *Manufacturing Tours of both plants
- *Lunch Provided by Corporate Chefs
- *Open Bar at the end of the tours
- * Living Kitchen Tour
- * Cooking Demonstration
- *Museum Tour

All Invitees are welcome to bring their spouse/significant other and employees

Price is \$20 per person. We are limited to 30 people, so please RSVP soon!!





Rural Mutual Insurance: Protecting Wisconsin families, farms and businesses

Protecting Wisconsin since 1934: this is what Rural Mutual Insurance company has done best, and what agent Jenni Zinda-Mancl continues to carry on through Zinda Insurance Group. Providing everything from home, auto, farm, commercial, and life insurance, Zinda Insurance covers all bases. However, what separates this firm from many is that the focus remains exclusively in Wisconsin.

Jenni grew up on a farm, which not only lends her with a background in the agriculture industry, but a distinct passion for helping others in the farming business. She sold her father's livestock brokerage operation in 2011 to focus on selling insurance in farm-related businesses. With eight years of experience, Jenni has earned numerous awards, and is considered a part of the one of the top 50 property and casualty companies in the country. Jenni is joined by Stacey Zimmermann who brings over 20 years of experience in the insurance industry and a vast knowledge of commercial insurance.

Their mission statement reads: "We exist to deliver on our promise to protect Wisconsin farms, families, and businesses and help them rebuild following times of unintended financial loss."

Zinda-Mancl has built a successful business around such a philosophy and as a result has grown her business from two employees to six.

"Some people are under the assumption that Rural Mutual writes just farms and homes in rural areas, while we are actually also very competitive with businesses, homes in urban areas, rates for teen drivers and life insurance. "They are also surprised when they find out that we are a Wisconsin only insurance carrier, so your premiums paid here stay here". Zinda-Mancl states that "we strongly focus on customer service and treat all of our clients as if they were family". Rural Mutual Insurance-Zinda Insurance Group LLC is located at 2581 Post Rd.



SCHOLARSHIP NIGHT

&



ELECTIONS

This is always a special night when Scholarships are awarded to the recipients. Thank you to all the members who donated scholarships and big congratulations to the recipients of these awards!



ELECTION RESULTS -Elected Officers & Board of Directors

PRESIDENT ELECT—Mikhail Salienko

TREASURER—Bruce Woyak

BOARD MEMBERS— Jason Blenker, Ryan Hyer and Stacy Zimmermann



July 19th, 2019



Wisconsin River Country Club
Registration and Lunch at Noon
Shotgun start at 1:00pm



72 PERSON LIMIT (Don't Miss Out)

\$ 50 PER GOLFER

Brats, burgers, chips and cookies for lunch, 9 holes of golf, a cart, two drink tickets & appetizers and prizes after golf. Wrap up around 5pm.

GOLF REGISTRATION FORM

Golfer 1: _____ Golfer 2: _____

Golfer 3: _____ Golfer 4: _____

Contact Phone: _____ Email: _____

Check Enclosed: _____ Send Invoice to: _____

If you do not have a foursome, fill out the form and we will place you with a team.

ADVOCACY DIGEST



WBA Leadership Testifies in Favor of Building Permit Bill

Recently, Assembly Bill 117 (AB 117) was heard before the Assembly Housing and Real Estate Committee. The Bill has 22 total coauthors: 15 republicans and seven democrats. You may remember that one of the most direct asks that WBA members made while attending Advocacy Day 2019 was for members of the state's assembly and senate to sign on as a coauthor to this legislation. The bipartisan list of 22 coauthors is an impressive number and we are very thankful to those that made the ask to cosponsor this bill during legislative meetings on Advocacy Day. A public hearing on the assembly version of the bill was held on Tuesday,

April 23. WBA President Harvey Kessel, Treasurer Abe Degan, and Outside Legal Counsel Robert Procter joined Executive Director Brad Boycks to provide background in support of AB 117. There was no opposition expressed to AB 117 during the public hearing and expect this bill to be voted out of committee soon, hopefully with a unanimous vote of support.

Michael Derrick named Advocacy Group Vice-Chair

Recently, WBA President Harvey Kessel announced that Michael Derrick of Derrick Companies in New Richmond had accepted his offer to become the Vice-Chair of the Advocacy Group in 2019. After the February 2020 Advocacy Group meeting, Derrick will assume the Chair of the Advocacy Group through the first meeting of the group in 2021. Please join us in welcoming Michael, as we look forward to working with him as Vice-Chair and Chair of the Advocacy Group over the next two years.

DSPS Secretary Designee Crim Visits Chippewa Valley Builders Association

In April, Department of Safety and Professional Services (DSPS) Secretary Designee Dawn Crim attended a roundtable meeting with members of the Chippewa Valley Builders Association. This served as way for Secretary Designee Crim to learn more about housing and for members to share any thoughts about the services currently being offered by DSPS.

We hope to be work with DSPS staff to help facilitate more visits to additional HBAs as Secretary Crim travels the state in the weeks and months to come.

Governor Evers Announces "Joint Enforcement Task Force on Payroll Fraud and Worker Misclassification"

Recently Governor Tony Evers announced the creation of the "Joint Enforcement Task Force on Payroll Fraud and Worker Misclassification" via executive order. The task force will consist of Department of Workforce Development and Department (DWD) of Revenue Secretaries, the heads of the Workers Compensation and Unemployment Insurance Divisions at DWD, and appointees from the Attorney General and Commission of Insurance as well as those to serve "at the pleasure of the governor".

The task force has a laundry list of things to study and report back to the governor by March of each year. To see what the task force is directed to investigate and more details about Executive Order 20 click [here](#).

State Budget Update: Good News for WBA Policy Initiatives

Since the Joint Committee on Finance began voting on Governor Evers' state budget, several positive developments related to WBA's policy goals have been either eliminated or retained in the budget.

ADVOCACY DIGEST

Provisions that WBA opposed that have been eliminated from the state budget include:

- Changes to TIF laws
- Eliminating flexibilities for municipalities to exceed revenue limits that would have likely increased property taxes
- Prevailing wages law changes that would have increased the cost of developer financed intrastate in subdivisions

Only one item remains that we have been lobbying against, a 27% increase in the registration fee for heavy trucks. This provision will likely be addressed when the budget committee takes up a comprehensive transportation package in the weeks to come.

We were also advocating for an increase in funds to upgrade credentialing technology and increase staff to handle credentialing. The budget committee approved onetime funding to address technology updates to the trades credentialing system and funding for six additional staff positions to address issues with credentialing backlogs for the trades.

One additional item that we support and are waiting to be addressed is Gov. Evers' proposal to create a first-time homebuyer savings accounts starting in 2020.

So far, we are off to a great start as the budget committee continues to change Governor Evers' state budget.

NAHB Statement on Trade Developments with Mexico and Canada

NAHB Chairman Greg Ugalde issued the following statement after the White House announced the United States would remove tariffs on steel and aluminum imports from Canada and Mexico:

“NAHB commends President Trump for removing tariffs on steel and aluminum imports from Canada and Mexico. This will provide momentum for Congress to ratify the United States-Mexico-Canada Agreement (USMCA), which holds the potential to lift the housing economy.

“Now that the White House has achieved substantial progress in advancing the USMCA, we urge the administration to focus its efforts on resolving the softwood lumber trade dispute with Canada. Tariffs averaging more than 20 percent on Canadian softwood lumber shipments into the U.S. are exacerbating price volatility and needlessly driving up housing costs. A prompt resolution to this ongoing trade conflict with our neighbor to the north will help to ease ongoing housing affordability concerns.”

WB Foundation Raffle

Raffle tickets are currently for sale to support the [Wisconsin Builders Foundation](#). Don't miss your chance to purchase one (or many!) and be entered to win some great prizes!

GRAND PRIZE: \$10,000 of Furniture by Ashley Furniture HomeStore

RUNNER-UP PRIZE: Electrolux Laundry Set (valued over \$3,000)

ONLY 250 TICKETS PRINTED! NEED NOT BE PRESENT TO WIN!





500 Homes Sold!

On May 8th, 2019, under the ownership of Brice Nelson, Heartland Custom Homes sold their 500th home.

Previously known as Bob Borneman Homes, the company sold 687 homes during the housing boom of the 1970's through the late 1990's. In 1998, two of Borneman's employees, Brice Nelson and Bob Evenson, purchased the company and rebranded it as Heartland Custom Homes.

Under Brice's guidance, Heartland Custom Homes has become a leading builder of custom homes in Central Wisconsin, averaging 22 new homes per year with a focus on component and modular built homes. **CONGRATULATIONS BRICE!**

WBA Events

Member Meeting Day - Wednesday, June 26, 2019 from 8:30 AM to 3:30 PM at SentryWorld Golf Course, Stevens Point

2019 WB Foundation Golf Outing— Thursday, June 27, 2019 from 8:30 AM to 2:30 PM at SentryWorld Golf Course

Please join the Wisconsin Builders Foundation Thursday, June 27th at SentryWorld Golf Course in Stevens Point for a morning of golfing for a good cause!

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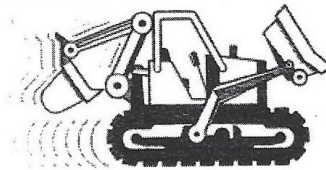
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Cellcom Introduces the Cat® S48c Rugged Smartphone

Cellcom recently rolled out a new rugged phone offering for its customers, the Cat S48c. This is no ordinary smartphone. [Cat® phones](#) are a leader in durable mobile phones for challenging environments and the S48c is designed to offer superior performance and extreme rugged capabilities in the most demanding scenarios.

With durability at its core, the Cat S48c's heavy-duty credentials include IP68 water and dust proof, MIL SPEC 810G and Non-incendive Class I, Division 2. This sounds a bit complex, but these credentials guarantee the S48c smartphone has been tested and can withstand drops, dust, vibration, extreme temperatures and environments where flammable gas or flammable vapor is present. It's built to survive repeated drops onto concrete from up to 6 feet, can be submerged in up to four feet of water for 35 minutes, and its 13 MP camera can take underwater pictures (whether on a job site, in the great outdoors or on vacation).

The Cat S48c's battery provides up to 30 hours of talk time, ideal for days with no access to charging capabilities. A dedicated, programmable key allows for easy push-to-talk capabilities or instant access to the camera, flashlight or a preferred app – things you need most when you're working hard or playing hard. The 5" touchscreen can be used with gloves or wet hands.

Cat phones are built for individuals who work in demanding environments or take part in recreational activities where their mobile phone is routinely exposed to stressful conditions. This includes everything from construction, agriculture, transportation, manufacturing, logistics and field services, to recreational activities such as hiking, fishing, biking, climbing or rafting.

This is an exciting offering for people who live, work and play in Wisconsin and Upper Michigan. You can learn more about this device on [Cellcom's website](#).

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