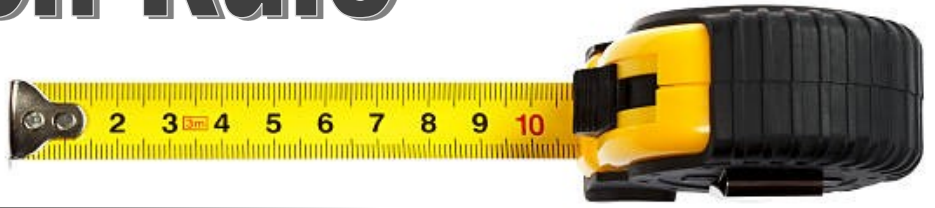


# The Golden Rule

SEPTEMBER 2021



## President's Message

Greetings GSHBA Members,

First things first, I would like to thank Mikhail Salienko Jr. from Compass Insurance Services for doing such a great job this past year being our GSHBA President. Mikhail had a lot of challenges to overcome with today's business and he did a great job keeping our association on track and going strong. I hadn't spent a lot of time with Mikhail before he became president but I'm glad I got to know him more now. Thanks again for all your hard work!

I would also like to say thanks to the best EO that our association could have. Carrleen Hyer does so many things for our association and its members! Now that I've had a chance to get ready to be president, I realize how much work needs to happen behind the scenes. Carrleen does such a great job with getting the work done, but she is only one person so anyone that has a little extra time to donate to the association please let me or Carrleen know you would like to help. With your support we can make our association even stronger.

I'm honored to be the GSHBA President and will do everything I can to make sure I serve you Builders and Associates as good as I can. I'm also excited to have Bruce Woyak from Central Door Solutions as President Elect! As we all know Bruce has put in a ton of time into the association and just won't stop trying to make us the best that we can be. So I will do my best with my Presidential Term to pass the torch to Bruce with confidence.

We will be trying to do some different things this year so please try to make the events this year. I understand firsthand how hard it is to juggle a career, family and hobbies. I do notice a lot of the same faces at every monthly meeting and we are extremely appreciative to that support. I would like to see more member's faces at our events so all the members can get the benefit of our association. If we continue to network and do business within our association we add value to our association and all of its members. I will look forward to seeing all of you at our events this year!

I choose not to do the fancy picture of me in a tie. So you will see action shots of me every month and I hope you enjoy them. This is me and my little guy Johnathan on Lake Michigan last weekend catching a King Salmon before it went up the river. Thank you Captain Novotny for allowing us to fish with you on Hammer Time!

Aaron Cordy

Stone Point Custom Homes



**Aaron Cordy**

Sales Manager

1203 Stans Drive

Stevens Point, WI 54482

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[www.pointlogs.com](http://www.pointlogs.com)

# Installation and Awards Banquet

The Annual Installation and Awards Banquet was held at Sky Club on September 21st. Thank you Angie Kieta from the WBA for joining us to install our new GSHBA Officers and Directors.



## 2021-2022 Board of Directors

Aaron Cordy	Mikhail Salienko
Carey Larson	Jay Wolf
Seth Stormoen	Rob Erbes
Jennifer Novotny	Ryan Hyer
Mike Helmrick	Stacey Zimmermann
Bruce Woyak	Jason Blenker

Aaron Cordy was installed as the 2021-2022 GSHBA President. Bruce Woyak will hold the President Elect position and Stacey Zimmermann will serve as Treasurer.

## Award Recipients



**Associate Member of the Year**  
**Stone Innovations**



**Builder Member of the Year**  
**Stone Point Custom Homes**





**President's Award**  
**Bruce Woyak**



**Leadership Award**  
**Mikhail Salienko**



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# Let's Get Together



**October 19, 2021**

**4:30 Board Meeting**

**5:30 Cocktail Hour**

**6:30 Dinner—Pizza Buffet**

WHITETAIL LANES

3689 CTY RD Q

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**RSVP by October 15th**

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Diane Jahn  
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jahnd@firstweber.com



Ryan Stevenson  
715-252-1314  
stevensonr@firstweber.com



Sarah Smith-Jahn  
262-355-5801  
jahns@firstweber.com



**MLS # 22102767 – Lot For Sale**

**.46 of an acre**

**Asking Price - \$49,900**

**Address - 3770 CUMBERLAND DRIVE Plover**

*One of the last lots left in the Village Wood Pointe subdivision. All services including sewer, water, gas, electric, phone & cable all to the lot line. Partially wood lot just minutes from town. Country setting with village amenities Restrictive covenants on file.*



**MLS # 22102863 – Lot for Sale**

**Lot Size 108X132**

**Asking Price - \$29,900**

**Address -549 W HARDING AVENUE Stevens Point**

*A rare find in the city limits! If you are wanting to build a new home check out this affordable double lot on the West side of Stevens Point. The lot is 108x132 so there is plenty of room to build a nice home with a large garage. Agents this is a double lot so there are two tax key #'s to be included on the offer to purchase. Call today if you would like a map.*



**MLS # 22004444 – Land For Sale**

**Two Acre Lot**

**Asking Price - \$44,900**

**Address - 5520 JORDAN ROAD, Stevens Point WI 54482**

*Looking for a nice lot to build on? Do you want a new home? or just a nice big shop or extra garage? This 2.01 acre lot is zoned AG 4 so as long as you follow set backs and get a permit there is no limit to the size of outbuilding that can be built here. If you build your driveway would face South which is nice for melting that pesky Winter-time snow and ice! Price includes the design and permit already completed for a Conventional Septic System. These lots are hard to find. No subdivision covenants restricting you. Take Jordan Road East from Torun Road to the lot on the North side of the road.*

DianeJahn.FirstWeber.com



# New Home Sales Edge Higher in August

*Filed in Economics on September 24, 2021*



Strong demand, low interest rates and fewer existing homes for sale helped contribute to an uptick in new home sales in August even as home prices continue to rise. Sales of newly built, single-family homes in August rose 1.5% to a 740,000 seasonally adjusted annual rate from an upwardly revised reading in July, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. Sales are up 2.4% on a year-to-date basis.

“New home sales stabilized in late summer following a cooling trend that took hold last winter,” said NAHB Chairman Chuck Fowke. “Builder sentiment remains strong and housing demand is being supported by ongoing low mortgage interest rates and a shortage of existing home inventory.”

“After the volatility of 2020, with significant declines for new home sales in the spring followed by an unsustainable rebound during the second half of the year, new home sales have cooled somewhat,” said NAHB Chief Economist Robert Dietz. “Home prices are up 20% from a year ago due to higher construction costs, and these price hikes are a risk for housing affordability as we approach the end of the year.”

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 August reading of 740,000 units is the number of homes that would sell if this pace continued for the next 12 months.

Inventory stands at a balanced level of a 6.1-months’ supply, with 378,000 new single-family homes for sale, 74.3% higher than August 2020. While inventory is rising, a growing share is of homes that have not started construction. As of August 2021, 28% of new home inventory consists of homes that have not started construction, compared to 21% a year ago.

The median sales price was \$390,900, remaining flat from July to August, but was up 20% from the \$325,500 median sales price posted a year earlier, due to higher development costs, including materials.

Regionally, on a year-to-date basis, new home sales rose fell 1.0% in the Northeast and 2.3% in the West, but rose 4.4% in the Midwest and 4.5% in the South.







# Parade of Homes 2021

Thank you to everyone that participated, volunteered, took tickets, built beautiful homes in the parade, supplied fantastic products in these homes and a special thanks to Jon Marty who chaired the Parade committee. We had excellent attendance and the quality of the attendees this year was even better. We are planning another fall Parade in September 2022.

Congratulations Lisa Roth for winning a SONOS speaker for the Parade of Homes drawing. Thank you Jay Wolf of Edward Jones and Precision Cellular and Sound for donating the Prize!




*Protection with Integrity*



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**PROUD MEMBER OF THE  
GOLDEN SANDS  
HOME BUILDERS  
ASSOCIATION**



**Mikhail Salienko**  
Commercial Lines Account Executive

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• Property	• Umbrella
• Workers Compensation	• Renters



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# *Parade of Homes*

## *Sponsors*

**Parade of Homes Platinum Sponsor—Bergman Builders**

**Ticket Sponsor** – Erbes Construction

**Map Sponsor** – Central State Electric

**Associate Spotlight** – Central Door Solutions

**Builders Spotlight** - Stone Point Custom Homes

**Prize Sponsor** – Edward Jones, Jay Wolf

**Notes Page of the Parade Booklet** – Dean Altman Trucking & Excavating

**Bag Sponsor** – Kafka Granite

**Bootie Sponsor** – Dean Altman Trucking & Excavating

**Bus Tour Lunch Sponsor** – Central Door Solutions

**Live Radio Feed / House #1** – Erbes Construction

**Radio Weather Sponsors** – Erbes Construction and Hyer Homes

**Booklet Cover** – Jon Marty's Custom Carpentry

*Thank You*



**Kleefisch Announces Bid for Governor**

Recently, former Wisconsin Lt. Governor Rebecca Kleefisch announced her candidacy to be the republican nominee in 2022 to take on Governor Tony Evers. Kleefisch announced her candidacy in a video that can be viewed [here](#).

Another possible candidate recently announced he would not be running for governor, current lobbyist, and former Secretary of Commerce under Governor Thompson Bill McCoshen,

Other rumored to be looking at a run for governor are State Representative John Macco, and two former candidates for U.S. Senate, Eric Hovde and Kevin Nicholson.

**LeMahieu Targets Workforce Housing**

During a recent government affairs conference panel, State Senate Majority Leader Devin LeMahieu stated one of the topics he would like to address prior to the end of this legislative session is providing more workforce housing options. WBA had met with both LeMahieu and Assembly Speaker Robin Vos earlier this spring to talk about workforce housing and provide some options to be considered.

One obstacle to addressing this issue is the fact that both have stated that no new dollars will be allocated by either the assembly or senate to close out the legislative session.

The concept of a workforce housing TIF would not cost the state any dollars but has several state senators who have worked again this concept in the past.

**Trends in Housing Conference to Be Held November 9 in Fond du Lac**

The second annual Trends in Housing Conference will be held on November 9 at Hotel Retlaw in Fond du Lac.

The event schedule is:

8:00AM - 8:40AM: Registration/Continental Breakfast

Welcome Address

8:45AM - 9:45AM: Future of Trades in Wisconsin

Dr. Morna Foy, Wisconsin Technical College System President

9:50AM - 10:50AM: Wisconsin's Current Real Estate & Housing Conditions

Mark Eppli, Director of Graaskamp Center for Real Estate; UW-Madison

10:55AM - 11:55AM: Housing Forecasting & Analysis

Danushka Nanayakkara-Skillington; NAHB Assistant Vice President

Lunch

1:15PM - 2:15PM: Panel Discussion - Building/Development, Code Issues, Assessments

Developer/Realtor: Pat Kaster

Builder: David Belman

Appraiser: TBD

Inspector: Scott Satula

Cost to attend is only \$75 per member.

FROM NAHB: What Does the Recent WOTUS Rule Change Mean for Your Projects?

As NAHBNow previously reported, the U.S. Environmental Protection Agency (EPA) and the U.S. Army Corps of Engineers (the agencies) recently halted implementation of the “waters of the U.S.” (WOTUS) regulatory definition as finalized under the Trump administration’s Navigable Waters Protection Rule (NWPR), reverting back to a pre-2015 WOTUS regulatory definition.

The Sept. 3 announcement was an abrupt reversal because the agencies had previously committed to a series of public hearings, followed by a two-step federal rulemaking process, during which time the WOTUS regulatory definition as finalized under the NWPR was to remain in effect nationwide.

To help builders and developers understand how to move forward with ongoing or planned projects, NAHB developed FAQs to provide interim (unofficial) guidance based upon the Clean Water Act (CWA) statute, existing regulatory guidance documents, and past practices by the agencies during previous instances of changing interpretations of the WOTUS regulatory definition.

NAHB will continue to press the agencies for additional guidance concerning the status of the ruling by the U.S. District Court for the District of Arizona to vacate the NWPR, timing of expected field hearings by the agencies on a new WOTUS definition, and a timeframe for when the Biden administration will propose a new WOTUS regulatory definition under the CWA.

You can access the WOTUS FAQs on [nahb.org](http://nahb.org). For more information, contact Mike Mittelholzer.



An advertisement for A+DOORS LLC. The top section features a red banner with "30+ Years Experience" and the company logo, which includes a wrench and the text "A+DOORS LLC Sales • Service • Installation Commercial • Residential • Industrial". Below this is a large red ribbon graphic with the text "Sales, Service, Installation All Makes And Models!". The middle section shows two photographs of houses with garage doors. The bottom section contains the text "A+Doors is dedicated to improving your homes security, while adding curb appeal and value to your home." followed by the logos for "C.H.I. OVERHEAD DOORS" and "LIFTMASTER PROFESSIONAL". At the very bottom, contact information is provided: "www.aplusdoorswi.com • aplusdoors@att.net" and "AL PAVELSKI, OWNER • 715-344-4129".



# Scholarships

## The Building of Our Future

In 2002 the Golden Sands HBA, with the support of our members launched a scholarship program that is designed to support and encourage students who are pursuing educational studies that would lead to careers in the building industry and related sectors.

Your gift of a Scholarship is most important because it will make a difference in the lives of area students who dream of making a difference. Tomorrow's leaders learn from today's leaders, and it is vitally important to support the education of our next generation of contractors. Education creates possibilities. Giving a GSHBA Scholarships is just the beginning - someone else's beginning. Students hear the message behind the money, the message that others see the promise of their potential and believe in their dreams.

As of October 2021, the following Scholarships will be available:

- GSHBA Scholarship of Excellence \$1000
- Jeff Nygaard Memorial Scholarship \$500
- Henry Knoll Memorial Scholarship Fund \$500

IF YOU WOULD LIKE TO ADD YOUR NAME TO THE LIST AND DONATE A SCHOLARSHIP PLEASE EMAIL THE OFFICE [office@gshba.net](mailto:office@gshba.net)

To the right is a note from Linda Nygaard thanking all of our members for the golf outing



Carleen and GSHBA  
I wanted to send a note of appreciation, gratitude and thanks for organizing the annual Golf outing.

What a lovely day of golf socializing and fun.

I know there is so much time, effort and commitment that goes into making the outing a huge success.

Thank you,

Linda Nygaard  
and Family

See you next year!!

# Art in the Park



Art in the Park was held Saturday September 18th at Pfiffner Park in Stevens Point. Thanks you Drexel Building Supply for donating the lumber for the kids building projects. Thank you Well-Kitchen, Bath & Floor for welcoming us into your shop to cut and drill the pieces for the tool box kits for our booth. Thank you Dan Peskie for providing work benches for all kids to build on. The kids loved making them and several parents commented on how much they enjoyed coming to the GSHBA area to build with their kids.

Thank you to everyone that came out to BJ's shop to help prepare the kits and to everyone that came on Saturday to help in the booth. Saturday's aren't always the easiest to get volunteers so thank you Jay Wolf, Sam Cypher, Jennifer Novotny and Brad DeBot for coming to help on Saturday!



# STATE of WISCONSIN



## OFFICE of the GOVERNOR

# Proclamation

*WHEREAS*; Careers in Construction Month is observed annually to celebrate, support, and increase public awareness and appreciation of construction craft professionals and the entire construction workforce; and

*WHEREAS*; the construction industry is one of our nation's largest industries, employing more than 7 million individuals across the United States; and

*WHEREAS*; it is estimated that the construction industry will need one million new craft professionals by the year 2023; and

*WHEREAS*; throughout the month of October, employers, associations, and educational institutions are encouraged to conduct job fairs, panel discussions, and local community events to inform students of the vast employment opportunities available in construction; and

*WHEREAS*; this month, the state of Wisconsin joins dedicated individuals and organizations across our state—including the Associated Builders and Contractors of Wisconsin, the Wisconsin Builders Foundation, and the National Center for Construction Education and Research—in honoring our state's construction and craft professionals for their hard work and dedication, and the critical role they play in the continued development and maintenance of our state;

NOW, *THEREFORE*, I, Tony Evers, Governor of the State of Wisconsin, do hereby proclaim October 2021 as

## CAREERS IN CONSTRUCTION MONTH

Throughout the State of Wisconsin and I commend this observance to all our state's residents.



IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Great Seal of the State of Wisconsin to be affixed. Done at the Capitol in the City of Madison this 30<sup>th</sup> day of September 2021.

*Tony Evers*  
TONY EVERS  
GOVERNOR

By the Governor:

*Douglas La Follette*  
DOUGLAS LA FOLLETTE  
Secretary of State