

The **Builder News**

The Official Publication Of The Wolf River Builders Association

Calendar of Events

January 2021

Jan. 6 - Shawano Country Chamber of Commerce 'Coffee Connections Online,' 8-9 a.m. e-mail chamber@shawanocountry.com to register. Registration is required to receive the Zoom link for attending.

Jan. 12 - WRBA General Membership VIRTUAL Meeting, 5:45 p.m. See link at right.

Jan. 26 - WRBA Board of Directors VIRTUAL Meeting, 5:45 p.m.

Jan. 28 - 94th Annual Shawano Country Chamber of Commerce Celebration & Awards, 6 p.m. Virtual Happy Hour via Zoom (registration required), 7 p.m. Program and Awards on Facebook Live. E-mail chamber@shawanocountry.com to register for Virtual Happy Hour.

Feb. 3 - Shawano Country Chamber of Commerce 'Coffee Connections Online,' 8-9 a.m. e-mail chamber@shawanocountry.com to register. Registration is required to receive the Zoom link for attending.

Mission Statement

The Wolf River Builders Association's purpose is to serve as an advocate and resource for area building industry professionals, while supporting a commitment to our community through leadership and education.



Wolf River Builders Association

Professionals You Can Trust!

Due to continued COVID-19 concerns, our next meeting will be held online

**January
General Membership
Meeting**

When: Tuesday, January 12th

Where: **ONLINE**

Time: 5:45 p.m.

Join us at this link:

<https://us02web.zoom.us/j/83238821429?pwd=bVVVfdTh4cVlISW15bEE4WjZnczVPUT09>

Meeting ID: 832 3882 1429

Passcode: jXF6Z5

Progressive Attendance Pot

on hold until in-person meetings and 50/50 raffles can resume

We hope to "see" you there!

Check out the Member Benefits through NAHB –

<http://www.nahb.org/savings>

2021 Home Show Apps available

Applications are now available for the 2021 Home Show, set for March 20-21. New this year: We'll be offering a printed coupon booklet for attendees. Businesses have the option to include an ad in the booklet for \$50. The early bird member pricing per booth is \$250 for the first booth, and \$200 per additional booth. **Prices increase Feb. 1 to \$325 for the first booth, and \$275 per additional booth.**

We are still looking for vendors, so if you have not yet reserved your booth, now is the time!! This is a great venue to promote your business to the community!

We are also looking for bucket raffle donations. This has been a big hit the last few years, and we are hoping to have as many great prizes as we have in the past. Your business will be noted on the item for having donated it, so this is another good way to advertise! Each person with their entry ticket to the show will be able to have a chance at the bucket raffles. Get your business name on one of the buckets!

Admission for attendees to the event is **free** with the donation of three non-perishable food items to the local food pantry, **SAFPARC**, or a suggested \$3.00 donation to **Wolf River Habitat for Humanity**. Registration packets are now available online at www.wolfriverbuilders.org. We can also mail or e-mail an application, just let Nathan know via phone message or email at wolfriverbuilders@gmail.com. An application form is also included in this newsletter.

Health Insurance Plan available

Health insurance remains one of the most expensive employee benefits your business offers. During a time when you are reviewing your current health insurance renewal plans, please take this time to review all your options with superior health care provider networks that are available through our partnership with the Wisconsin Builders Association.

Take a look at cost-effective options with superior health care provider networks that are available through the partnership of the Wolf River Builders Association and the Wisconsin Builders Association (WBA).

Through the buying power of WRBA and WBA, you can get large group service and prices for your business of any size. New and existing members can take advantage of this opportunity to choose coverage from WPS Health Insurance and Arise Health Plan. You get help controlling costs and navigating a complex health care system through special pricing exclusively for members.

If you are interested in reviewing the options, simply contact:

Fred Wilmsen, RHU, ChHC
The Insurance Center Inc.
920.419.1055

Membership is not required to receive a quote!

Print and radio advertising

Looking to advertise? Let us help!

Our print advertising program is with the Market Messenger, a direct-mailed advertising publication that reaches over 25,000 households and businesses throughout the area. We have advertising space available on a first-come, first-serve basis, appearing the third week of the month. Our next ad is scheduled for January 21.

The cost is **\$405 per year/single ad space** (equals \$33.75/month) or **\$116.25 per quarter** (equals \$38.75/month). Choosing the year-long commitment will save you \$60/year (\$5/month).

We also have a radio advertising program through Results Broadcasting for \$60/month.

If you are not currently advertising and would like to be added to either program, please let us know at wolfriverbuilders@gmail.com.

If you're interested please contact us ASAP, as there is limited availability for both programs.

Free continuing education courses

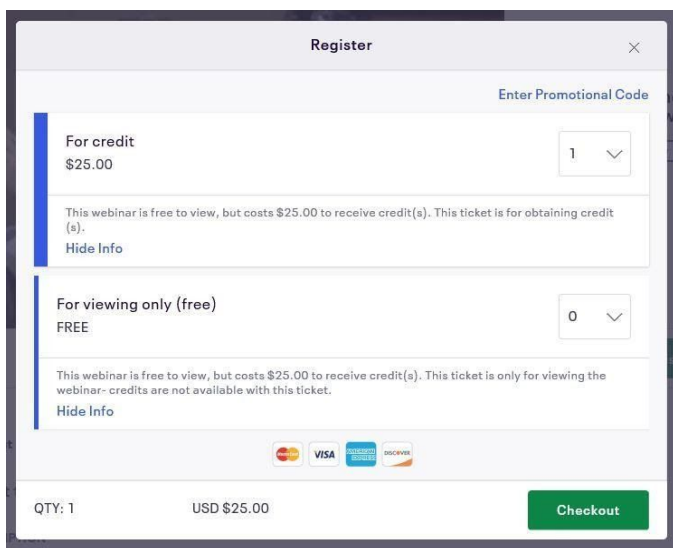
Thanks to a partnership with Slipstream and the [B4 Conference](#), the Wisconsin Builders Association is offering members 12 free credits through a promo code on their website. You will need your members-only login to access the page with the code - <https://www.wisbuild.org/online-courses>

These courses are designed to fulfill Wisconsin's continuing education requirements for dwelling contractors (12 credit hours every two years), and are approved by the Wisconsin Department of Safety & Professional Services (DSPS).

Instructions to Receive Free Credits:

1. Visit <https://www.wisbuild.org/online-courses>
When website launches, find promotional code and click "Take Courses" button
2. Review the available course(s) you want to take and click "Details/Register Now"
3. Read through the course details and click "Register"
4. Choose 1 ticket under the "For Credit" option and click the blue "Enter Promotional Code" link. Enter the promotional code, click "checkout", and submit information (view image below)
5. View course, pass quiz, and Slipstream will submit your information to DSPS for license renewal!

Note: Code does not work in Internet Explorer



Next 'Thirty on Thursdays' is Jan. 21

The Wisconsin Builders Association is excited to be kicking off a new web-based event series called Thirty on Thursdays. The name is as it sounds and will provide quick, 30-minute virtual events at 10 a.m. on the third Thursday of the month.

Christopher Penasa of the Small Business Growth Partners will join us on January 21 at 10:00am to speak about their Business Diagnostic and Plan of Actions (BPA), a 12-month business plan for you and your company, broken down by the disciplines of business: sales, marketing, processes & systems, team & people, actions & accountability, financial tracking, and planning.

The first part of the series will be open to both members and non-members to provide a look into

each of the member benefits (one topic per event) so individuals can get insight on benefits they may not be taking advantage of to help drive retention and attract those who aren't currently members.

The event features business-people, government executives, legislators, and other speakers relevant to the building industry. The first 20 minutes will be an overview/remarks with 10 minutes for question/answer.

To register, please visit <https://www.wisbuild.org/wba-events/30>

Membership News

New Member – Welcome!

- Wausau Homes of Appleton - Mike Gibbons

Memberships Renewed – Welcome Back!

- Maule Construction LLC - John Maule
- Concrete Cutters, Inc. - Lori Zuleger

Members – Renewal Due January

- Exquisite Windows & Doors LLC - Justin Buntrock
- Lakeshore Mini Barns - Leroy Hershberger

Membership Milestone Awards

Ten Year Members

- Felts Construction Co., Inc.
- J.C. Santy Construction LLC
- Robinson Construction LLC
- Shawano Well Drilling

Fifteen Year Member

- Sherwin-Williams
- KerberRose, S.C.

Non-Renewing Members

The following members have either allowed their membership to lapse with NAHB or have opted to not renew their membership. If you see this past member, please thank them for their past membership, and encourage them to renew today.

- Alex Tessar Enterprise Inc.
- VG Builders LLC - Steve Van Gheem

Help boost our membership!

Please **invite member prospects** to membership meetings! We'll pay for their meal for the first meeting to give them the opportunity to see what we are all about. We'll also give **you** a \$10 Kwik

Trip Card for bringing them! Share our membership info by sharing this link: [WRBA Potential Member Letter](#)

There are many reasons to maintain your membership! We'd love to hear what you find valuable in your membership! Let us know!
Membership: Trish Kieckhafer – 715-853-9961



Sales & Use Tax benefit

The WBA is now working with [Sales & Income Tax Advisory Network](#).

Contractor sales and use tax laws are the most complex of all industries. Without understanding the tax laws, everything from competitive bidding, purchasing, to sales are impacted. If you as a builder or contractor don't know what tax to pay or collect, the unpaid tax, interest, and penalties from a 4 to 6 year audit will be paid out of your pocket.

The Tax Advisory Network CEO, Holly Hoffman, is a former WI Dept of Revenue auditor and a contractor sales tax expert. WBA members will receive 50% off a Sales Tax Compliance Assessment (mini audit to identify refunds and liabilities) and 20% discount on consulting services.

Products offered include Sales & Use Tax Advisory Service, Audit Defense, Multi-state Nexus & Tax-ability Review, and Custom Training.

Schedule a free consultation today by e-mailing Holly at hhoffman@salesandincometax.com

Kwik Trip Gift Cards Available

WRBA has Kwik Trip Gift Cards. Denominations currently in-stock are \$10, \$25 and \$50. You may access our order form in your online member portal, our online [ORDER FORM](#), or send an e-mail to wolfriverbuilders@gmail.com

Wolf River Builders Association 2020/2021 Board of Directors

President	Darci Kotter AbbyBank 1213 E. Green Bay St. Shawano, WI 54166 Work: 715-526-2265
President Elect	Justin Buntrock Exquisite Windows & Doors N6680 Elm Road Shawano, WI 54166 Mobile: 715-851-5309
Treasurer	Don Pedersen KerberRose, S.C. 115 E. Fifth Street Shawano, WI 54166 Work: 715-526-9400
Secretary	Lori Zuleger Concrete Cutters, Inc. 1020 Prospect Lane Kaukauna, WI 54130 Work: 920-766-1721
Past President	Mark Flunker - Wolf River Habitat for Humanity (Mobile: 715-584-5995)
Builder Directors	John Maule – Maule Construction LLC (Work: 715-745-2256) Bill Rapaich – Top Shelf Builders Inc. (Work: 715-524-2016) Greg Brown - SCHS Trades Program (Work: 715-526-2175) Bryan Nemetz - Nemetz Construction (Mobile: 715-853-7104)
Associate Directors	Cap Wallrich - Wallrich Agency (Work: 715-526-2156) Jess Kosnicki – CoVantage Credit Union (Work: 715-524-8200 ext. 3238) Trish Kieckhafer - Stone Creations of WI (Work: 715-526-8690)
State Directors	Trish Kieckhafer – Stone Creations Greg Brown – SCHS Building Trades
Executive Officer	Nathan Falk Email: wolfriverbuilders@gmail.com Website: www.wolfriverbuilders.org Ph: 715-853-2310 (no texting)



2021 WRBA Home Show

Wolf River Lutheran High School

W7467 River Bend Rd., Shawano, WI 54166

(Turn on River Bend Road off State Hwy 22 near the
State Hwy 29 interchange – just past Boarders Inn & Suites)

Join us and showcase your business in the WRBA Home Show! This two-day event will be held at Wolf River Lutheran High School located just off County Hwy 22 near the State Hwy 29 interchange. This facility provides plenty of room, allows us to have March show dates, and is easy for patrons to access! You will NOT be able to drive into this facility, however there is an overhead door for getting your displays into the building.

*We will promote the event in the Shawano, Oconto, Menominee and Waupaca County areas and beyond using a variety of media including newspaper, posters, banners and television ads. Our flyer can be emailed to you to print and display at your business as well to help get the word out. **NEW THIS YEAR: Have your ad or coupon printed in our door handout flyer for \$50!***

*Admission for attendees to the event is **free** with the donation of three non-perishable food items to the local food pantry, **SAFPARC**, or a suggested \$3.00 donation to **Wolf River Habitat for Humanity**. This is a wonderful opportunity to give back to the community at the same time as promoting our vendor businesses.*

Show Information

Show Dates & Times: Saturday, March 20, 2021 9:00 a.m. – 4:00 p.m.
Sunday, March 21, 2021 10:00 a.m. – 3:00 p.m.

Show Set-Up Time: Friday, March 19, 2021 7:30 a.m. – 7:00 p.m.

Take Down Time: Sunday, March 21, 2021 3:00 p.m. – 5:00 p.m.
(We request no take-down prior to 3:00 p.m. Sunday)

Show Location: Wolf River Lutheran High School, W7467 River Bend Rd., Shawano

Booths include side and back curtains. All booths are 10' x 10'. WRBA Home Show Committee reserves the right to decline or prohibit any exhibit not in keeping with the character of the general “home show” theme. Due to the new show location, booths will be reserved on a First Come/First Served basis, with sponsors having first choice of location. The Committee will do its best to honor specific booth requests, however no guarantees can be made.

A copy of your certificate of liability insurance with WRBA listed as Certificate holder is due from your insurance carrier when dates of your policy are current for show dates. **Booth fees are non-refundable, unless the show is cancelled by WRBA.**

Booth Fees:

	Early Bird Pricing <u>Prior to February 1, 2021</u>	Pricing to Reserve <u>February 1, 2021 and after</u>
<u>WRBA Member</u>		
Base Booth (1 st Booth):	\$250.00	\$325.00
Additional Booths:	\$200.00	\$275.00
<u>Non-WRBA Members</u>		
Base Booth (1 st Booth):	\$400.00	\$525.00
Additional Booths:	\$350.00	\$450.00

Additional Fees (optional):

Electricity to booth - \$15.00

Tables - \$17.00 each (specify 4', 6' or 8' long and High (42") or Low (30"))

Chairs - \$5.00 ea. (specify Director Chairs for high tables, Folding Chairs for low tables)

Sponsorship Opportunities

Wolf River Builders Association invites you to participate as a sponsor of the 2021 WRBA Home Show in Shawano. Your support of this event would be greatly appreciated!

Deadline for Sponsorship commitment: February 1, 2021 (Early bird deadline)
- To allow time for proper promotion.

➤ **# 1 - Show Sponsorship \$1500 (limit 1)** ***SOLD***

- Name and Logo on majority of Show promotional material
- Name and Logo on Large Banners
- Name and Logo in Show's Supplement
- One 10 x 20 Vendor Booth
- 6 Show passes

➤ **# 2 - Seminar Sponsorship \$350**

- Name on majority of Show promotional material
- Name and Logo on Banner over Seminar area
- Name and Logo on Seminar Schedule at Show
- 6 Show passes
- \$50 Booth Discount



2021 WRBA Home Show

Wolf River Lutheran High School
W7467 River Bend Rd., Shawano, WI

Exhibitor Contract

Company Name: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Same address to be used for promotional purposes? Yes ___ No ___

If no, please provide address for publications: _____

Contact Person: _____ Phone _____ E-Mail: _____

Product Type to be Displayed: _____

(WRBA reserves the right to reject a contract based on the nature of product or service.)

WRBA MEMBER? Yes ___ No ___

Base Booth \$ _____ (see page 2)

Additional Booths \$ _____ (see page 2)

Tables (skirted)... 4' – 6' – 8' / High – 42" or Low – 30" (specify) _____ \$ _____ \$17/table

Chairs ...Director - high (amount) _____ or.... Folding - low (amount) _____ \$ _____ \$5.00/chair

Electricity \$ _____ add \$15.00

Are you interested in being a **SEMINAR SPONSOR?** (see page 2)... \$ _____ add \$350.00

Seminar Sponsor DISCOUNT..... \$ _____ subtract \$50

Are you interested in placing a **COUPON / AD in our booklet?** \$ _____ add \$50.00

TOTAL \$ _____

Would you be willing to provide a **prize basket for our raffle?** Yes ___ No ___

Are you interested in conducting a **seminar?** Yes ___ No ___

Topic/Title of Seminar _____

Exhibitors - Electricity can be "purchased" to your booth; however, exhibitors will need to provide their own extension cords. Tables and chairs are available for rent or you may bring your own. Booths *cannot* be reserved by phone, fax or e-mail. **Booth fees are non-refundable, unless show is cancelled by WRBA.** Please direct questions to Trish Kieckhafer, Home Show Committee Chair, (715) 526-8690 or Nathan (715) 853-2310. All exhibitors MUST have their insurance carrier provide Certificate of Liability Ins. when coverage dates are current for Show Dates. Please sign and return this page of exhibitor contract and a check made payable to Wolf River Builders Association to: **Wolf River Builders Association - P O Box 595, Shawano, WI 54166**

By signing this agreement, applicant for exhibitor space understands and agrees to comply with provisions of this contract between applicant and the Wolf River Builders Association.

(Authorized Signature)

(Signer's Name – Please print)

(Date)

WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



Free Member Benefit of WBA
www.WBAebates.com



If you use any of these **50+ participating manufacturers**, then it is easy to participate!

- 1 REGISTER
- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK



THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2019 WAS:
\$1,472.55



Affiliate Partners



Website: www.HBArebates.com | Phone: 866-849-8400
 Email: info@HBArebates.com | Facebook: /MemberRebateProgram



WBA has partnered with Snazzy Traveler to offer you a FREE Travel Savings Membership valued at \$99. You gain access to unlimited savings on thousands of hotels, cars, cruises, activities and more all year long.

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We thank you for your continued support and participation!



Merry Christmas & Happy New Year!

Wolf River Builders Association
www.wolfriverbuilders.org
715-853-2310
wolfriverbuilders@gmail.com

Applications are available for the **2021 WRBA Home Show** at Wolf River Lutheran High School on March 20 & 21, 2021. Put it on your calendar and plan to attend! Interested in a booth at our show? Find our information at www.wolfriverbuilders.org

HAVE QUESTIONS AS TO WHAT WRBA IS ALL ABOUT? Give us or one of our members a call or check out our website at wolfriverbuilders.org. Join us, network with our members, find out how we help our community and what benefits are available for our members! Don't delay...join our group of professionals today!



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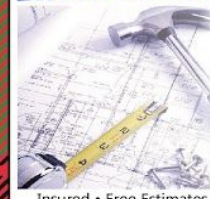
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