

# The Builder News

The Official Publication Of The Wolf River Builders Association

## Calander of Events

### February 2018

- Feb. 2 *Happy Groundhog Day!*
- Feb 13 WRBA General Membership Mtg & Breakfast – Angie's Main Café', Shawano, 6:15 a.m.
- Feb. 14 *Happy Valentine's Day!*
- Feb 14-16 Better Buildings: Better Business Conference, Kalahari Resort, Wisconsin Dells
- Feb. 20 Chamber Business Connection at The Little Red Window (inside Senzigs) 1482 E. Green Bay St.
- Feb. 22 WBA Advocacy Day 2018 at the Capitol, Park Hotel, Madison
- Feb. 27 WRBA Board of Directors Meeting, Launching Pad, 5:45 p.m.

#### Coming Events

- Mar. 11 *Daylight Saving Time Begins*
- Mar.13 WRBA General Membership Mtg, Location TBD
- Mar. 17 *Happy St. Patrick's Day!*
- Mar. 24-25 WRBA Home Show – NEW LOCATION – at the new Wolf River Lutheran High School
- Mar 27 WRBA Board of Directors Meeting Launching Pad, 5:45 p.m.

## Mission Statement

The Wolf River Builders Association's purpose is to associate the builders within Menominee, Oconto and Shawano Counties for the purpose of mutual advantage and cooperation; to collaborate with all fields related to the building industry for the benefit of the industry as a whole; and to assist in the accomplishment of the mutual objectives of the National Association of Home Builders and Wisconsin Builders Association.



# WRBA

Wolf River Builders Association

*Professionals You Can Trust!*

## February General Membership Meeting

When: Tuesday, February 13<sup>th</sup>

Where: **Angie's Main Cafe**

132 S. Main Street, Shawano  
715-524-6240

Breakfast and Meeting at 6:15 a.m.

Extra Meals - breakfast meetings only - \$13

Any Questions, leave a message

@ 715-853-2310 or via Email -  
[wolfriverbuilders@gmail.com](mailto:wolfriverbuilders@gmail.com)

## Progressive Attendance Pot

\$100 in pot for February

**Door Prize donations**

**always welcome!**

**Just bring it along!**

*Hope to see you there....*

Check out the Member Benefits through NAHB –

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



## Progressive “Attendance” Drawing



The name drawn for the \$60 pot at the December meeting was Steve Van Gheem. Steve was not there so the pot went to \$80 for January.

In January the name drawn for the progressive attendance drawing was K J Schreiber. K J was not in attendance, so the pot for the coming February meeting will be \$100.

Unfamiliar with the “Progressive” Attendance Drawing”? For each General Membership Meeting, each member will have a chip with a number that corresponds to their name placed in the bucket, whether the member is in attendance or not.

If present and your name (#) is drawn, you will win the pot! If you are not present and your name is drawn, the pot will grow by \$20 for the next meeting. Minimum pot will always be \$20. It costs you nothing, but you could be a winner if there!

**Make sure you are there to win if your name (#) is called!**

## Advertising Program - 2018

A new year has begun and so has the first quarter of the WRBA advertising program. The first issue is out, but it is not too late to add your ad for February. Space is limited and on a first come, first served basis. With the 2018 program, the papers will again include the Super Shopper (Shawano area), the Community Shopper (Wittenberg area) and the Oconto County Times Herald. This will help to get our name out in the Oconto, Aniwa, Antigo, Birnamwood, Bowler, Eland, Elderon, Galloway, Hatley, Mattoon, Rosholt, Tigerton, Tilleda, and Wittenberg areas as well as the Super Shopper territories that we had been covering.

The pricing for one space is still \$90 per quarter, (three issues--one ad/month--a cost of only \$30/month). You can also do a double ad on a quarterly basis for \$180/quarter.

**The February ad deadline** is February 16<sup>th</sup>, with the ad coming out on Feb. 23<sup>rd</sup> and Feb. 28<sup>th</sup>. If you would like to be added to our program or if you are already advertising and have a change for your ad, please let Diane know a.s.a.p., but no later than February 16<sup>th</sup>. Contact Diane via phone message or email at [wolfriverbuilders@gmail.com](mailto:wolfriverbuilders@gmail.com).

## **Grow our membership!**

Please **invite member prospects** to membership meetings! We'll pay for their dinner for the first meeting to give them the opportunity to see what we are all about. And we will give **you** a \$10 Kwik Trip Card for bringing them! Promote membership and the benefits!! There are lots of reasons to maintain your membership! We'd love to hear what you find valuable in your membership ...the networking? Dinner meetings? Discounts through NAHB? Contracts, Legal Hotline, Home Show discounts, advertising discounts, Rebate Program through WBA, Advocacy? Let us know!

*Membership Chairperson: Trish Kieckhafer – 715-853-9961*

## **Certified CPR Training**

WRBA is offering a class on February 28<sup>th</sup> from 5:30 – 8:30 p.m. The cost will be \$50/person and the class will be held at the Shawano Community High School in Room 1116. Any interested in registering for this class can contact Diane or Greg Brown at the High School – 715-526-2175. Space is limited, so reserve your spot now!

## Education

Do you need to get your DCQ Credits? You can check the WB Foundation website for online courses that are available for WI DCQ Credit at <http://homebuildersuniversity.com/wisconsin-home-builder-classes/> . You can learn more about the WB Foundation - go to [www.wisbuild.org/wb-foundation.html](http://www.wisbuild.org/wb-foundation.html) . Some of the new courses that are available thru the Foundation include Home Construction Contract & Liens, 2016 UDC Code Changes, and Separated Buildings, Fire Separation, & Dwelling Unit Separations. There are enough credits available online to get all 12 of the required credits to renew your DCQ.

If there is any interest for specific subjects for classes, please let Greg or Diane know and we will see what we can do. Topics do not need to be only builder related, although we will do what we can to help the builders get CEU's! And don't forget the CPR class on February 28<sup>th</sup>.

*Education Chairperson: Greg Brown – 715-526-2175*



**The 2018 Wisconsin Better Buildings: Better Business Conference** will be held in Wisconsin Dells on February 14-16. This is a great place to get your education credits, plus there are a wide variety of exhibitors and many opportunities for networking with other builders and subcontractors from across the state.

## WRBA Home Show – New Venue!!

Well, the dates and location are set, the packets are out, and vendor booths are coming in. The 2018 WRBA Home Show will be held on Saturday and Sunday, March 24<sup>th</sup> & 25<sup>th</sup> at the brand new Wolf River Lutheran High School located at W7467 River Bend Rd. The school is just off County Hwy 22 near the State Hwy 29 interchange.

We again will have the traditional type of booths as well as the artists and crafters. The school looks like it will be a great venue for us, and it's a great location – visibility from the highway, easy to get to, etc.

**As members of WRBA, we hope all of you will consider being part of the show this March. We need your support!**

The more participation, the better the show. If a booth is not an option (or if it is!), a **bucket raffle donation** would be greatly appreciated! Contact Cap or Diane if you have any questions.

*Home Show Chairperson: Cap Wallrich – 715-526-2156*

## **WRBA Officers & Board of Directors -**

Greg Brown has had an interesting beginning to the 2017-2018 year with WRBA.

In October, he was installed as the incoming President and then in January he was recognized for having 10 years in as a member of WRBA. Congrat's, Greg!





## WRBA Christmas Party – Jan. 2018



### ***WRBA Officer & Board Installation -***

shown above are Bill Rapaich - Past President, Cap Wallrich – Secretary, Trish Kieckhafer – President Elect, Don Pedersen – Treasurer, John Maule – Builder Director, and Mark Flunker – Builder Director. Missing are Associate Board members Mike Johnson, Sam Schabow, and K J Schreiber.

### **Now Hiring - Executive Officer**

As many of you know, over two years ago I took a full time job in Shawano besides this position as the Executive Officer for WRBA. I would like to find someone who is interested in taking over this position. It is part time and can be fairly flexible other than meeting dates and times. **If you are interested in getting more information or know of someone who might be, please let me or one of the board members know.** *Diane Montour*

### **Kwik Trip Gift Cards Available**

WRBA has Kwik Trip Gift Cards. Denominations left until we reorder are \$10 and \$100. Contact Diane for more information.

### **Coming Area Events:**

Feb. 11 – Wine & Cheese Tasting @ the Main Event, sponsored by Rural Health Initiative. 7-10 p.m. \$35/person

Feb. 11 – Red River Riders “Day at the Races”, Shawano County Park Pavilion, 12:30 – 5:00 p.m.

Feb. 13 – Shawano Mayoral Forum @ Shawano Middle School, 7 – 8:30 p.m.

Feb. 20 -- Shawano Chamber of Commerce, Business Connection, The Little Red Window (inside Senzig’s Fine Home Furnishings)

Feb. 24 – J & H Game Farm Annual Cerebral Palsy Sporting Clay Fundraiser, 8 a.m – 3 p.m.

Mar. 10 – Shawano High School Auditorium – SHAZZ Festival, 4:00 p.m, Admission - \$10

## **Membership News**

### **Welcome to our Newest Member!**

- Bryan Nemetz Construction  
W8885 Oak Avenue, Shawano, WI  
Representative: Bryan Nemetz  
Sponsors: Mike Johnson, John Maule

### **Memberships Renewed – Welcome Back!**

- Top Shelf Builders Inc.  
Representative: Bill Rapaich
- Wallrich Agency Inc.  
Representative: Cap Wallrich
- Stone Creations of WI  
Representative: Trish Kieckhafer
- Woodstock Hardwood Flooring & Design Ctr  
Representative: Philip Kersten
- Maule Construction LLC  
Representative: John Maule
- V G Builders LLC  
Representative: Steve Van Gheem
- Dynamic Designs Unlimited  
Representative: Tammy Brzeczowski

### **Members – Renewal Due February**

- Robinson Construction LLC – Ray Robinson
- Torborg’s Shawano Lumber – Jim Torborg
- Bill Biese Masonry Inc. – Bill Biese
- Sherwin-Williams Co. – Sam Schabow

### **Members – Renewal Due March**

- Felt’s Construction Company Inc. – Chuck Felts
- Wolf River Habitat for Humanity – Mark Flunker
- Budget Blinds – Kurt Deneys
- Laura Hoppe – Cellcom – Affiliate Membership

### **Members – Renewal Due April**

- Hawkeye Hearth & Home – Dale Hawkinson
- Moede & Sons Inc. – Curt Moede
- Titledown Flooring LLC – K J Schreiber
- Wolf River Media Shawano – Chris Kennedy

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### **Membership Dues — Installment Payments**

If desired, you may make installment payments on your membership dues renewal. You may split the payment up into two or three payments, with the final payment due by your renewal date. There will be no refunds if dues are not paid in full. And one payment in full when due is always an option!

## **Wolf River Builders Association 2017/2018 Board of Directors**

|                                |   |
|--------------------------------|---|
| President                      | <b>Greg Brown</b><br>SCHS Trades Program<br>220 County Road B<br>Shawano, WI 54166<br>715-526-2175  |
| President<br>Elect:            | <b>Trish Kieckhafer</b><br>Stone Creations of WI<br>1257 Jaycee Court<br>Shawano, WI 54166<br>715-526-8690  |
| Treasurer                      | <b>Don Pedersen</b><br>KerberRose, S.C.<br>115 E. 5 <sup>th</sup> Street<br>Shawano, WI 54166<br>(715) 526-9400   |
| Secretary                      | <b>Cap Wallrich</b><br>Wallrich Agency Inc.<br>300 E. Green Bay St.<br>P. O. Box 90<br>Shawano, WI 54166<br>715-526-2156  |
| <b>Past<br/>President</b>      | Bill Rapaich – Top Shelf Builders Inc.<br>(715-524-2016)  |
| <b>Builder<br/>Directors</b>   | John Maule – Maule Construction LLC<br>(715-745-2256)<br>Mark Flunker – Wolf River Habitat for<br>Humanity (715-584-5995)   |
| <b>Associate<br/>Directors</b> | Mike Johnson – M J Electric (715-853-7630)<br>K J Schreiber – Titledown Flooring LLC<br>(920-655-6100)<br>Sam Schabow – Sherwin Williams Co.<br>(715-526-1818)  |
| <b>State<br/>Directors</b>     | John Maule – Maule Construction LLC<br>Bill Rapaich – Top Shelf Builders Inc.   |
| <b>Executive<br/>Officer</b>   | Diane Montour<br>Email: <a href="mailto:wolfriverbuilders@gmail.com">wolfriverbuilders@gmail.com</a><br>Website: <a href="http://www.wolfriverbuilders.com">www.wolfriverbuilders.com</a><br>Ph: 715-853-2310 |

Connected products are everywhere. From light bulbs and door bells to connected thermostats and smoke detectors, making your home or office smart is easier than ever. Most connected devices are designed to integrate with Wi-Fi because of their proximity to such a network, but Cellcom also carries two 4G LTE cameras that are directly connected to a cellular network.

Why would a camera need cellular connectivity? The use cases for a camera often extend beyond the range of a Wi-Fi network. By connecting directly to a cellular network these cameras can be used, and checked, anywhere. They are great for security at job sites where there may not be Wi-Fi, for real estate to keep an eye on a property, or even at the outskirts of a commercial location that may be out of Wi-Fi range. Cellular connectivity also means easy installation with no internet wiring needed. The cameras run on battery and have solar power attachments to further extend their life.

Cellcom carries the Arlo Go and the Spartan Go Cam. Both of these devices can detect motion and begin recording or taking photos upon sensing. You can also set the device to capture at a specific interval. The Arlo Go will also let you look in live at the camera at any time, giving you piece of mind no matter where you are. The Spartan Go Cam resembles a traditional trail camera for hunting, however, the 4G LTE connectivity make it a convenient solution for construction, utilities and commercial applications.

Connected products are becoming more accessible and are great investment for security, efficiency and convenience. To learn more about 4G LTE camera solutions or other connected products, visit [cellcom.com](http://cellcom.com).

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Cellcom is an innovative wireless company that provides nationwide service for its customer base throughout Wisconsin and Michigan, with more than 50 retail and agent locations. Cellcom is respected for its long-standing reputation of delivering extraordinary customer care, being a strong community partner, and for its renowned network, which is customized to its rural markets. As a subsidiary of Nsight, Cellcom is part of a family of companies offering complete telecommunications services. Learn more at [www.cellcom.com](http://www.cellcom.com).

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\*\*Report from Don Esposito – WBA representative to NAHB

## **Wisconsin State Representative Report NAHB IBS Board of Directors Meeting January 2018**

### **1. OFFICERS**

- 3<sup>RD</sup> Vice-Chair – Chuck Fowke - Florida
- 2<sup>nd</sup> Vice Chair – Dean Mon, New Jersey
- 1<sup>st</sup> Vice Chair – Greg Ugalde, Connecticut
- Chair – Randy Noel, Louisiana
- Candidate for 2019 3<sup>rd</sup> Vice-Chair: Jerry Konter - Georgia

### **2. BUDGET**

- 2017 Budget projected through end of year to be cash positive ; performance is \$3.0MM better than budget; net assets will reach \$64.1MM up from \$54.5MM at 1/1/17
- Moved \$1.0MM out of “excess reserves” for continued advocacy efforts
- 2018 Adopted budget: deficit budget (\$1.1MM) but is cash positive by \$0.5MM
- Dues increase to \$198 started in January 2018

### **3. MEMBERSHIP**

- Membership again continues to bounce around the 139,000 mark with 17K affiliates & students; 122K full members under budget of 128K members
- Overall retention rate is 78.4%

### **4. ECONOMIC OUTLOOK**

From presentation of Dr. Rob Dietz, NAHB chief economist:

- Implications of Tax package passed by Congress:

- The business tax pass through deduction of 20% will help the building industry but active/passive income rules are complicated
- GDP should increase to 2.6% in 2018
- Business investment should increase to 1.1% for next 10 years
- Labor pool should grow by .6%
- Home price appreciation will slow to 2.6% for 5% last year
- Employment growth good with 4.1% unemployment rate; labor shortage especially critical in construction; wage growth due to tight labor to continue at 2.5% per year
- GDP growth is 2.6%; current expansion cycle is now 2<sup>nd</sup> longest since mid-1800's
- Increase in SF starts in 2018 = 893K; MF is down slightly again to 354K units from 2015 peak of 395K units; remodeling should see a banner year with a 7% increase in 2018
- Mortgage rates 4.2% in 2018, 5.0% in 2019, both down from last years projections

## **5. NAHB ADVOCACY**

From presentation by Jim Tobin, NAHB Government Affairs Vice President:

- Refer online to NAHB Quick Issues Index for 12 Priority Issues and Issues Management Report for update on all NAHB advocacy and regulatory undertakings.
- NAHB expended very vigorous efforts in the Tax Reform arena. NAHB garnered over \$12.5MM free exposure in the national media from these efforts
- Now that tax reform is done; GSE reform and immigration reform seem to be the next focus.
- Build-PAC raised \$1.5MM of its \$3.3MM goal as we reach the ½ way point of this the two year election cycle

## **6. NAHB INITIATIVES**

- Governance Reform was passed by the Board by a ¾ positive vote, easily surpassing the 2/3<sup>rds</sup> supermajority needed.
  - New governance structure will be phase in over the next two years culminating with formation of a Corporate Board (75 +/- Officers, NACS, State Reps and Special Voting Members elected by Members) and the Leadership Council (1,700 Delegates nominated by locals and elected by members)
  - Corporate Board will focus on Business Priorities of the Association while the Leadership Council will focus on Emerging Issues and Industry Policy.
  - Leadership Council will have control of the By-Laws and make all recommendations to the Corporate Board and only a 75% supermajority of the Corporate Board can overturn Leadership recommendations.
- A Structured Dues PILOT Program was passed and will be implemented over next 3 years. Two WI locals have applied to be in the pilot program: Metro and Fond du Lac Dodge.
- A name change for Fond du Lac Dodge was approved and they will now be known as Eastern Ridge Home Builders Association

## **7. 2017 IBS**

- Just 4500 SF short of leasing 1.0MM of floor exhibit space.
- Trade show met or exceeded all budget projections

This will be my last report as your NAHB State Representative. It has been an honor and pleasure working with you over these last 4 years. Rest assured you are in good hands with Brian McKee as your new State Rep and Ron Derrick as your Area 10 Vice President.

*Don Esposito*

Wisconsin State Representative to NAHB

c/o Tim O'Brien Homes of Madison, LLC, 2601 Crossroads Drive, Suite 140, Madison, WI 53718, 608-661-1100



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