

# The **Builder News**

The Official Publication Of The Wolf River Builders Association

## Calendar of Events

**February 2021**

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

Feb. 9 - WRBA Social Gathering, Brothers' Pub, 5:45 p.m. See link at right.

Feb. 18 - "Thirty on Thursdays" presentation at 10 a.m. This free online session hosted by WBA will feature industry-specific customizable business insurance packages from Michelle Viscuso-Mauthe of Frankenmuth Insurance. To register, visit <https://www.wisbuild.org/wba-events/30>

Feb. 23 - WRBA Board of Directors Meeting, Wolf River Habitat for Humanity, 5:45 p.m.

Mar. 3 - Shawano Country Chamber of Commerce 'Coffee Connections Online,' 8-9 a.m. e-mail [chamber@shawanocountry.com](mailto: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!*

## February Informal Member Gathering

*As our original plan for a Hard Hat Happy Hour event cannot happen this month due to a number of factors, we are offering a non-sanctioned gathering option for members who wish to socialize together.*

When: Tuesday, February 9<sup>th</sup>

Where: **Brothers' Pub**

W5867 Lake Drive, Shawano

Cocktails/networking starting at  
5:45 p.m.

If you did not yet RSVP

please e-mail us at

[wolfriverbuilders@gmail.com](mailto:wolfriverbuilders@gmail.com)

There is no charge for this meeting, however  
RSVP is requested for an accurate count.

**Door Prize donations are  
always welcome! Bring it along!**

*Hope to see you there...*

Check out the Member Benefits through NAHB –

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

## 2021 Home Show canceled, however Cash Raffle will continue

The 2021 Home Show, originally planned for March 20-21 at Wolf River Lutheran High School, has been canceled. When considering all factors and a lower than normal amount of vendor applications, our board of directors made this decision at our Jan. 26 meeting.

We are continuing with our plans to draw for our Cash Raffle on Facebook Live on Sunday, March 21 at noon. Tickets are available for \$20 each, with only 500 tickets sold. First prize is \$5,000 cash, along with 19 additional prizes of \$100 cash. The proceeds will help support our scholarship fund for graduating high school seniors pursuing a future in the building trades.

To purchase tickets, stop by AbbyBank in Shawano. To receive tickets to sell, please contact Justin Buntrock at 715-851-5309 for delivery.

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## 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 February 18.

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](mailto:wolfriverbuilders@gmail.com).

**If you're interested, please contact us!**

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## 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).

Register

Enter Promotional Code

For credit  
\$25.00 1

This webinar is free to view, but costs \$25.00 to receive credit(s). This ticket is for obtaining credit(s).  
Hide Info

For viewing only (free)  
FREE 0

This webinar is free to view, but costs \$25.00 to receive credit(s). This ticket is only for viewing the webinar - credits are not available with this ticket.  
Hide Info

QTY: 1 USD \$25.00 Checkout

**Note: Code does not work in Internet Explorer**



**Board members recognized for five years of service in January included Trish Kieckhafer of Stone Creations of Wisconsin (far left), and Don Pedersen of KerberRose (center left). Don also is pictured with KerberRose’s certificate for 15 years of membership. At center right, Shawano’s Sherwin-Williams Store Manager John Zovnic accepted their 15 year membership certificate. Far right, Brad Santy of J.C. Santy Construction in Pulaski is shown with his 10 year membership certificate. Membership Milestones also recognized (not pictured) include Felts Construction Co., Inc.-10 years, Robinson Construction-10 years, and Shawano Well Drilling-10 years.**

**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!

**Next 'Thirty on Thursdays' is Feb. 18**

The Wisconsin Builders Association is excited to continue their 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.

On February 18 at 10 a.m., Michelle Viscuso-Mauthe will discuss Frankenmuth Insurance's industry-specific customizable business insurance packages, which includes errors and omissions coverage tailored to your unique needs.

From workers' compensation to commercial auto insurance and more, they've got you covered!

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**

**Memberships Renewed – Welcome Back!**

- Bill Biese Masonry, Inc. - Bill Biese
- Raddant Electric Service, Inc. - Keith Raddant
- Robinson Construction LLC - Ray Robinson

**Members – Renewal Due January**

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

**Members – Renewal Due February**

- Schneider & Son’s Landscaping Inc - Angie Schneider
- The Sherwin-Williams Company - John Zovnic
- Torborgs Shawano Lumber - Jim Torborg

## 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*

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## Next Wisconsin Builders Association meeting scheduled for July 14, golf outing July 15

As a reminder, the next WBA member/BOD meeting will be held on July 14 at SentryWorld in Stevens Point.

Following the meeting, we will be having a Celebration of Housing which is in place of the installation celebration that was supposed to take place in January.

The event will feature a dinner, address by WBA President Abe Degnan, and award presentations. The next morning (July 15) will be the WB Foundation Golf outing. We hope many of you can attend, and will help promote this event; I think we're all looking forward to some normalcy, hopefully this summer! The onsite hotel at SentryWorld will be up and running by the time of our event which will make a convenient stay for those participating in all events.

## Kwik Trip Gift Cards Available

**WRBA has Kwik Trip Gift Cards.** Denominations currently in-stock are \$10, \$25 and \$50. Feel free to order a large amount for employee incentive programs, or just a few for personal use.

You may access our online [ORDER FORM](#), or send an e-mail to [wolfriverbuilders@gmail.com](mailto:wolfriverbuilders@gmail.com)

## Wolf River Builders Association 2020/2021 Board of Directors

<b>President</b>	<b>Darci Kotter</b> AbbyBank 1213 E. Green Bay St. Shawano, WI 54166 Work: 715-526-2265
<b>President Elect</b>	<b>Justin Buntrock</b> Exquisite Windows & Doors N6680 Elm Road Shawano, WI 54166 Mobile: 715-851-5309
<b>Treasurer</b>	<b>Don Pedersen</b> KerberRose, S.C. 115 E. Fifth Street Shawano, WI 54166 Work: 715-526-9400
<b>Secretary</b>	<b>Lori Zuleger</b> Concrete Cutters, Inc. 1020 Prospect Lane Kaukauna, WI 54130 Work: 920-766-1721
<b>Past President</b>	Mark Flunker - Wolf River Habitat for Humanity (Mobile: 715-584-5995)
<b>Builder Directors</b>	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)
<b>Associate Directors</b>	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)
<b>State Directors</b>	Trish Kieckhafer – Stone Creations Greg Brown – SCHS Building Trades
<b>Executive Officer</b>	Nathan Falk Email: <a href="mailto:wolfriverbuilders@gmail.com">wolfriverbuilders@gmail.com</a> Website: <a href="http://www.wolfriverbuilders.org">www.wolfriverbuilders.org</a> Ph: 715-853-2310 (no texting)



# Scholarship Cash Raffle

**1st prize: \$5,000**

**2-20th: \$100 each**

**Tickets are \$20 each,  
only 500 tickets sold!**

**Tickets: AbbyBank-Shawano, Red River Tavern,  
or call Justin at 715-851-5309**

**Proceeds benefit local high school  
student building trades scholarships**

**Drawing will be held Sunday, March 21, 2021 at NOON on our  
Facebook page** *(originally scheduled for our home show, which has been canceled)*

Wolf River Builders Association - P.O. Box 595 - Shawano, WI 54166

**[www.wolfriverbuilders.org](http://www.wolfriverbuilders.org)**

RAFFLE LICENSE NUMBER: R0027713-A-59766

# 2020

## WBA HIGHLIGHTS



Our successes in 2020 were the direct result of listening to you – our nearly 4,000 members – and providing the resources, education, and network opportunities to help drive the industry forward together. Thank you for joining or continuing your membership; we see great opportunities ahead!

### Educating, Connecting & Supporting

# 905

Views on 10 Blueprint webcasts on housing-specific information just for members

# 120

continuing education courses accessed by members

# \$12,275

scholarships and educational grants for students pursuing an education in the building trades



# 11,000+

Issues of the Badger Builder distributed state-wide

# 41

Calls and e-mails to legal and code hotlines



# \$50,000+

\$\$\$ redeemed through member rebate program

### 2020 Election Cycle Spending

# \$354,500

raised by members to support pro-housing candidates



### Influencing & Advocating

# 31

 bills/rules lobbied in favor

# 3

 bills/rules lobbied against

# 6

 additional bills/rules monitored

### Covid-19 Support

The WBA was proud to support its members in navigating the challenges faced by the COVID-19 Pandemic. In addition to successfully working with Governor Evers' office to keep homebuilding and construction open during the shutdown, WBA provided the following for members:

- Legal guidance on **30+** member-submitted questions
- Over **15** emails after new orders and information was released
- **Free** Covid response plans and contract change language
- Labor & Employment Information
- Stimulus Resources

## Protecting the American Dream



**WISCONSIN  
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ASSOCIATION**

**VALUED MEMBER FEEDBACK**

"I have worked with Small Business Growth Partners for over 5 years and they are hands down the best business coaching and development firm in the industry. They help you prioritize, grow your business, and focus on what is important. They can help you improve all areas of your company and will work with you on a personalized plan. I would highly recommend them if you want to take your business to the next level."

**-David Belman, Belman Homes, Waukesha, WI**



"I have been working with this team for almost a year now and have seen a very good transformation of my business. It is running much smoother with better systems in place. I feel like I am in much better control of my business and less involved in the day to day operations. They have helped me prepare to take my business to the next level. 5 stars from me!"

**-Kim Hammel, My Affordable Floors, Sturtevant, WI**



"I'm gonna be rich!!!!!! But for real, this is definitely powerful stuff and given the appropriate amount of attention has to potential to turn any small or emerging business into a major player. Every majorly successful person/business in this world has been coached. You do not know, nor can you do everything..... take a minute and really let that sink in.....Now call Chris!!!"

**-Ryan Janssen, Ryan's Buying, Elm Grove, WI**



"My husband and I have worked so hard IN our business over the last 3 years that we haven't thought of working ON our business. MANY thanks to Chris, Terry, & their coaches who worked closely with us to develop a strategic business plan. The process was simple and I was amazed at how well they pegged our business without diving deep and making us feel uncomfortable. They are kind, concise, and never made us feel bad about the help we needed. We highly recommend Small Business Growth Partners!"

**-Jason Dable, Hometerior Finishing, Waterford, WI**



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



Free Member Benefit of WBA  
[www.WBAebates.com](http://www.WBAebates.com)



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

- 1 REGISTER
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- 3 RECEIVE A REBATE CHECK



THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2019 WAS:

## \$1,472.55



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We thank you for your continued support and participation!



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