

The **Builder News**

The Official Publication Of The Wolf River Builders Association

Calendar of Events

March 2020

Mar. 4 - Chamber of Commerce 'Coffee Connections,' 8 a.m., Glas Coffeehouse, 511 N. Main St., Shawano. RSVP 715-524-2139

Mar. 4 - WRBA Home Show Committee Meeting, 4:30 p.m., Stone Creations

Mar. 9-11 - Better Buildings: Better Business Conference, Wisconsin Dells. Register online: <https://www.eventbrite.com/o/slipstream-18798777707>

Mar. 10 - WRBA Breakfast Member Meeting, 6:30 a.m., Angie's Main Cafe, Shawano. Guest speaker Brad Boycks, Wisconsin Builders Association Executive Director. Register online: <https://forms.gle/fi7Er3sMVVoPPe9BJ7>

Mar. 24 - WRBA Board of Directors Meeting, Launching Pad, 5:30 p.m., Shawano

Mar. 28-29 - WRBA Home Show, Shawano Community High School. Sat. 9-4, Sun. 10-3. Admission is \$3 donation to Habitat for Humanity or three canned goods for SAFPARC.

Apr. 1 - Chamber of Commerce 'Coffee Connections,' 8 a.m., Glas Coffeehouse, 511 N. Main St., Shawano. RSVP 715-524-2139

Apr. 14 'Hard Hat Happy Hour' Education Event, Woodstock Hardwood Flooring & Design Center, Birnamwood, 5:45 networking/hors d'oeuvres.

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!

March Breakfast Meeting

When: Tuesday, March 10th

Where: **Angie's Main Cafe**

132 S. Main St., Shawano
715-526-6240

Breakfast: 6:30 a.m. with
meeting during
PLEASE RSVP

By Friday, March. 6

ONLINE in your member portal,
phone call @ 715-853-2310 or via Email -
wolfriverbuilders@gmail.com

One meal per membership is free,
however "no shows" will be charged.
Add'l breakfast for spouse or guests - \$10.00

Progressive Attendance Pot

\$180 for March Meeting

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/savings>

From your President

Hello fellow WRBA members -

The days are getting longer! And, along with that, the sun has been shining for a change.



We are less than a month away from our Home Show on March 28th and 29th at Shawano Community High School. If you haven't signed up for the home show yet, please consider doing so. The more vendors we have - the more enjoyable it will be for the people in attendance.

With the way the workforce is nowadays, just about all employers are having problems finding people to work for them. Most young people don't want to work five or six days a week.

Maybe it is time for us to think outside the box. What would happen if we hire a couple people to work two or three days a week and then maybe give them a stipend to help them pay for health insurance? Years ago, employees were just expected to work five days a week - or maybe six - and most just did it because they were glad to have a job and quality health insurance. Now, the younger workers don't seem to have the same work ethic. Many seem to prefer four days or less per week, and many of them are not offered health insurance through their employers.

I'm not going to say that I have the answer for every business, but if we expect things to get better we are going to have to change the way we do things. The older you get, the harder it is to change. However, sometimes you have to change to stay in business, and maybe it will benefit us in ways we don't even know yet.

So until next month, enjoy the weather and work safely.

- Mark Flunker

Scholarship deadline March 15

The Wolf River Builders Association Scholarship offers a scholarship(s) (up to 3 individuals), with the possibility of an individual receiving up to \$1500. (The cap for all scholarships are set at \$1500 per year). This is presented to a student or students who are continuing their education in a

building associated trade. The scholarship is payable in one lump sum to be used for the initial semester at an accredited college, university, junior college, technical college, trade or vocational school or other approved educational organization.

Criteria for Selections are as Follows:

1. Graduating senior of a high school located in Shawano, Oconto or Menominee counties.
2. Show financial need.
3. Proven leadership ability.
4. Good moral character.
5. Continuing their education in a building associated field.
6. Scholarship request must be made on WRBA application.

The 2020 [SCHOLARSHIP APPLICATION LINK](#) is available here and in area schools. The deadline is March 15, 2020.

Spaces still available for Home Show

The 2020 WRBA Home Show is almost here - March 28-29, 2020 at Shawano Community High School. We still have room! The member pricing per booth is \$325 for the first booth, and \$275 per additional booth. We also have tabloid advertising opportunities available - *see the newsletter insert*.

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.

We also have a great seminar line-up!

Saturday

- | | |
|---------|---|
| 11 a.m. | Adding a sunroom to your home, presented by Legacy Sunrooms |
| Noon | Grilling with Mad Dog & Merrill |
| 1 p.m. | Pro Gardening Tips, presented by Qualheim's True Value |
| 2 p.m. | What's new with Windows, by Exquisite Windows & Doors |

Sunday

- | | |
|---------|---|
| 11 a.m. | Monarch Miracle, presented by Rob Zimmer |
| Noon | Grilling with Mad Dog & Merrill |
| 1 p.m. | Garden Trends for 2020, presented by Rob Zimmer |

Admission for attendees to the event is free with the donation of three non-perishable food items to the local food pantry, **SAFARC**, or a suggested \$3.00 donation to **Wolf River Habitat for Humanity**. Registration packets are available online at www.wolfriverbuilders.org. If you are interested in helping out with this years show, please contact Trish or Nathan and let us know! We could really use some people to be there during set up time on Friday, March 27. We'd love all the help that we can get!

Home Show Chairperson: Trish Kieckhafer 715-526-8690

Progressive Attendance Drawing



The name drawn for the \$160 pot at the February Hard Hat Happy Hour was Shawano Well Drilling. A representative was not in attendance, so the March pot is \$180.

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 you're there!

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

February Hard Hat Happy Hour



Members and guests enjoyed pizza from Luigi's during the February Hard Hat Happy Hour at Twig's Beverage Sun Drop Museum in Shawano on Feb. 11. Afterwards, a tour of the Farmers Brewing Building was led by Dan Hartwig.

Next Hard Hat Happy Hour April 14

Our next Hard Hat Happy Hour will take place on April 14 at Woodstock Flooring & Design Center in Birnamwood. We will have heavy appetizers and refreshments starting at 5:45.

A RSVP link for the program is on our website homepage, and will also be e-mailed to you in early April.

2020 Events/Meetings Calendar

March 10 - Breakfast Meeting - Angie's Main Cafe

March 28-29 - Home Show - Shawano High School

April 14 - Hard Hat Happy Hour - Woodstock

May 12 - Sporting Clays Shoot - J&H Game Farm

June 9 - Picnic - Kuckuk Park, Shawano

JULY - NO MEETING

July 8 - Kids from Wisconsin Show, Shawano HS

August 11 - Golf Outing - Golden Sands, Cecil

Sept. 8 - Officer Elections - Stubborn Brothers

October 13 - Officer Installation - Antlers, Bonduel

NOVEMBER - NO MEETING

Dec. 8 - Breakfast Meeting - Angie's Main Cafe

RED = OPEN TO THE PUBLIC / Spread the word!

Wallrich Agency marks 95 years

The Wallrich Agency marked 95 years of operation in February.

"The business was started in 1925 by my grandfather, Cap Wallrich and later by father, Mike Sr.," said WRBA board member Cap Wallrich.

The agency used to be located on North Main Street, and had to move twice during the expansions of the Shawano National Bank (currently the site of BMO Harris Bank).

"The agency later moved to 105 S Washington where my dad and Neil Hilgenberg built a new building that housed both of our businesses," Cap said. "When Hilgenberg Realty needed more space we moved to our current location. My son Aaron and daughter Amy Wallrich Vue are agents and will continue the business well beyond the centennial mark."

The Wallrich Agency has been an independent insurance agency since the beginning - which means they don't work for any insurance company, but represent several.

"We work for our clients," Cap said. "Three years ago we affiliated with Robertson Ryan and Associates which is listed as one of the Top 100 Insurance Agencies in the Country. Through this relationship we are able to offer several more services and markets."

Cap said they still maintain full ownership of the agency, which means they can continue the family business legacy.

We want to know your business! Help us learn more about what you do, and we'll feature you and your business in our next newsletter! Let us know you're interested - e-mail wolfriverbuilders@gmail.com.

Print and radio advertising availability

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 March 26.

The cost is **\$390 per year/single ad space** (equals \$32.50/month) or **\$112.50 per quarter** (equals \$37.50/month). Choosing a year-long commitment will save you \$5/month (\$60/year).

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

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

Free continuing education courses

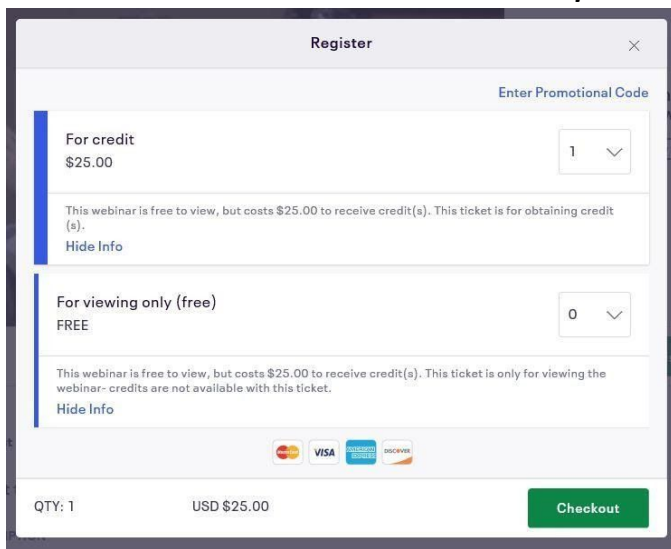
Thanks to a partnership with Slipstream and the [B4 Conference](#), the Wisconsin Builders Association is offering members 12 free credits through a promo code on their website. You will need your members-only login to access the page with the code - <https://www.wisbuild.org/online-courses>

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



Available Courses

1. Ductless Heat Pump Applications for High Performance Homes
2. Part III: Attics and Roofs That Don't Work and Why
3. Part II: Attic and Roof Configurations That Work and Why
4. Housing Disruption Realities, Crises and Transformations: Are You Ready?
5. Business Success: Learning to Master the Grey Areas
6. Building a Better Basement
7. Ducted Mini Splits Applications and Performance
8. Advancements in Window and Wall Technology
9. Waterproofing Existing Basements from the Inside
10. High Performance Wall Assembly and Details
11. Radon Control Options for New Home Construction

Next Home Show committee meeting

If you're interested in helping to plan this event, please join us at our next committee meeting on Wednesday, Mar. 4 at 4:30 p.m. at Stone Creations - 1490 Industrial Drive, Shawano.

If you have prize baskets you're willing to donate, please get in touch with Nathan or Trish for pickup.



Membership News

Welcome our New Members!

- Schneider and Son's Landscaping - Angie Schneider
- Raddant Electric - Keith Raddant

Memberships Renewed – Welcome Back!

- Exquisite Windows & Doors LLC - Justin Buntrock
- The Sherwin Williams Company - Chloe Knope
- Torborgs Shawano Lumber - Jim Torborg
- Robinson Construction LLC - Ray Robinson
- Bill Biese Masonry, Inc.

Members – Renewal Due March

- Felts Construction Company, Inc - Chuck Felts
- K+K Dish It - Kyle Foral
- Wolf River Habitat for Humanity - Mark Flunker

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.

- Wallace Floor Covering LLC - Jeff Wallace

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 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*

Kwik Trip Gift Cards Available

WRBA has Kwik Trip Gift Cards. Denominations currently in-stock are \$10, \$25 and \$50. They're available for sale during any of our meetings.

If you'd like to order a large amount for employee incentive programs, you may access our order form in your online member portal, or go to our online [ORDER FORM](#)

B4: Better Buildings: Better Business Conference March 9-11 in Wis. Dells

Position yourself as a market leader. The Better Buildings: Better Business Conference provides one central hub where builders, suppliers, manufacturers, contractors and the industry can find the latest tips, trends, and technologies to put you above your competition.

The conference is powered by two strong partners: Slipstream and the Wisconsin Builders Foundation. Slipstream brings nationally-recognized expertise in quality construction, energy efficiency and building science for health while the WBF brings Wisconsin's most successful home builders and leading suppliers. You will have the opportunity to connect with top experts in your industry and get continuing education credits while you're at it.

Learn more at b4conference.org

Wolf River Builders Association 2019/2020 Board of Directors

President	Mark Flunker Wolf River Habitat for Humanity 320 E. Richmond St. Shawano, WI 54166 Mobile: 715-584-5995
President Elect	Darci Kotter AbbyBank 1213 E. Green Bay St. Shawano, WI 54166 Work: 715-526-2265
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	Trish Kieckhafer - Stone Creations of WI (Work: 715-526-8690)
Builder Directors	Keith Graf – Contractor's Choice Lumber (Mobile: 715-853-8579) 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)
Associate Directors	Mike Johnson – M J Electric (715-853-7630) Cap Wallrich - Wallrich Agency (Work: 715-526-2156) Justin Buntrock – Exquisite Windows & Doors (Mobile: 715-851-5309)
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)



At
**Shawano
Community
High School**

located at

220 County Rd. B

Turn onto County B off
County Hwy 22 near the
State Hwy 29 interchange.

Saturday, Mar. 28

9:00 a.m. – 4:00 p.m.

Sunday, Mar. 29

10:00 a.m. – 3:00 p.m.

Admission:

**\$3 Donation to Habitat for
Humanity or
3 canned goods for the
Food Pantry**

Visit
wolfriverbuilders.org
for more information

Home Show

PRESENTED BY



Featuring information from a wide variety
of vendors on making your next building
project or remodeling idea a reality!

ACTIVITY AREA – Featuring
Mad Dog & Merrill each day at noon,
the Shawano Library Escape Room,
and tours of the SCHS Tech Ed. Dept.



AND MUCH MORE! Activities sponsored by:





HOME SHOW

2020



ADVERTISING SIZES & RATES

2 columns x 3 inches \$72⁰⁰
(3.25" wide x 3" high)

2 columns x 5 inches \$105⁰⁰
(3.25" wide x 5" high)

1/8 Page \$110²⁵
(5" wide x 3.5" high)

1/4 Page \$184⁸⁰
(5" wide x 7" high)

1/2 Page \$369⁶⁰
(5" wide x 14" high or 10.25" wide x 7" high)

Full Page \$705⁶⁰
(10.25" wide x 14" high)

*Will include
show details,
seminar
information
& articles.*



*Direct Mail Every Thursday to
over 25,000 Households
and Businesses!*

Tina Christensen
Advertising Sales Manager

715-526-1200 Ext. 4
Cell: 715-853-6530
tina@cppsitem.com

1211 E. Richmond St.
Shawano, WI 54166
www.cppsitem.com

**Advertising Deadline:
March 18, 2020**

**In the Market Messenger:
March 26, 2020**

Direct mailed to over 25,000 households & businesses and delivered to select locations around the area.

BUSINESS MANAGEMENT

COMPANY	SAVINGS	PRODUCTS	INFO
TSYS	Save up to 16% on payment solutions.	Web/Mobile tools, credit card and e-check processing	tsysassociation.com/nahb 800-613-0148
DELL	Up to 40% off Dell computers, servers, electronics and accessories	Computers and Hardware	dell.com/nahb 1-800-757-8442
OFFICE DEPOT	Up to 75% off in-store or online. Free Shipping over \$50	Office Supplies	officediscounts.org/nahb 855-337-6811 x2897
HOUZZ	10% off Trade Program purchases, 5% off Pro+ Local Marketing Advertising (new), Free access to concierge service, free business websites.	Marketing Solutions, Building Products	houzz.com/nahbmembers
CONSTRUCTION.JOBS.COM	20% discounts on standard rates	Job Postings	nahb.org/careers 828-251-1344
2-10 HOME BUYERS WARRANTY	Save 10% on full suite of products and services	Home Warranty	2-10.com/nahb 855.280.1328
UPS SHIPING	Flat-Rate Pricing, 45% discount for next day shipping, 25% for ground commercial/residential.	Business Shipping	1800member.com/nahb 1-800-MEMBERS
YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150lbs	Freight Shipping	1800member.com/nahb 1-800-MEMBERS
KABBAGE	\$200 gift card when you qualify for a business line of credit up to \$250,000	Small Business Loans	kabbage.com/nahb
AMAZON BUSINESS	Additional business savings when you open an Amazon Business account	General Business, Building Products	amazon.com/nahb

SHOPPING AND ENTERTAINMENT






COMPANY	SAVINGS	PRODUCTS	INFO
TICKET MONSTER	Up to 50% off	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201
SAM'S CLUB	One-Year Membership for \$24.88	Bulk Discount Retail	bit.ly/nahbsams (877) 579-1201
OMAHA STEAKS	Save 10% on top of any online specials	Steaks, Seafood, Sides	osincentives.com/promo/nahb
FTD FLOWERS	20% off floral arrangements and gifts	Flowers and Gifts	ftd.com/nahb 800-SEND-FTD code 17421

NAHB ASSOCIATION DISCOUNTS

COMPANY	SAVINGS	PRODUCTS	INFO
INTERNATIONAL BUILDERS' SHOW®	Up to \$200 off Show Registration Up to \$2.75 Per Sq Ft off Exhibit Space	Tradeshow	buildersshow.com
NAHB CONTRACTS	Up to 30% off contract rates	Legal	nahb.org/nahbcontracts
HOUSINGECONOMICS	\$100 off annual subscription	Economic and Housing Data	housingeconomics.com
BUILDERBOOKS	10% off books. Up to 45% off research	Books	builderbooks.com
ONLINE EDUCATION	Up to 30% off webinars; Up to 50% off online courses	Education	nahb.org/education

Discounts are of 8/31/2019 and subject to change at any time. Visit nahb.org/savings for latest deals and limited time offers.

AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
 GM	Save \$500 on most retail vehicles Save \$500 - \$1000 per vehicle for fleet customers Stackable with most National Retail and Fleet offers NAHB Member and Household Family Eligible	Chevrolet, Buick, GMC	nahb.org/gm
 FCA	\$500 Cash Allowance per eligible vehicle Stackable with most National and Local offers NAHB Members, Employees, and Household Family Eligible	Chrysler, Dodge, Jeep®, Ram, and FIAT®	nahb.org/fca
 NISSAN / INFINITI	Save between \$3,250 - \$10,500 per vehicle Must be purchased in member's company name NOT stackable with most National Offers Member's Company Eligible	Nissan, Infiniti	nahb.org/nissan
 BF GOODRICH	Save \$100 on set of 4 All Terrain T/A KO2 Tires 24 Hour Worksite Assistance	Tires	bfgoodri.ch/2GToVDu
 GEICO	Exclusive member rates on Auto and Home Insurance	Insurance	geico.com/disc/nahb 800-368-2734

AUTO RENTAL

COMPANY	SAVINGS	PRODUCTS	INFO
 AVIS	Up to 25% off base rates and FREE Preferred Service Membership	Car Rentals	avis.com/nahb 800-331-1212 AWD #G572900
 BUDGET	Up to 25% off base rates and FREE Fastbreak status	Car Rentals	budget.com/nahb 800-283-4387 BCD #Z536900
 HERTZ	Up to 20% off base rates and FREE Gold membership	Car Rentals	hertz.com/nahb 800-654-2200 CDP#51046

BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
 LOWE'S	Extra 2% off Lowe's Account Receivable or Business Account FREE Delivery of \$500 Plus Orders 5% off at store using LAR or LBA	Building Materials	lowesforpros.com/nahb 877-435-2440

NAHB Members Saved
over **\$25,000,000** last year

National Association of Home Builders

Put your membership to work now.

Money-saving discounts that benefit you, your business, and your family



and many more...



nahb.org/MA

WRBA HOME SHOW

Sat., March 28th 9am-4pm & Sun., March 29th 10am-3pm

at Shawano High School
220 Cty Rd B, Shawano

Show Sponsor:



Admission - \$3 donation to Wolf River Habitat for Humanity or 3 canned food items for Shawano Area Food Pantry & Resource Center.

WRBA
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715-524-3007 www.wrhabitat.org

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Building Trades Program

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