

The **Builder News**

The Official Publication Of The Wolf River Builders Association

Calendar of Events

October/November 2019

Oct. 2 - Chamber of Commerce 'Coffee Connections,' 8 a.m., Glas Coffeehouse, 511 N. Main St., Shawano. RSVP 715-524-2139

Oct. 5 - Octoberfest – Downtown Shawano, 9:00 – 4:00. Bands, Games, Food, etc.

Oct. 5-6 - Miles of Art – 9th Annual Local Art Tour - smartwisconsin.com

Oct. 8 - WRBA General Membership Meeting and Officer Installation, cocktails/networking 5:45, dinner and meeting to follow, Antler's Supper Club, Bonduel.

Oct. 17 - WBA Virtual Member Meeting Day - online.

Oct. 17 - CPR Training Session, 5:30-8:30 p.m. Shawano Community High School. See link inside to pre-register. Cost is \$50

Oct. 22 - WRBA Board of Directors Meeting, 5:30 p.m., Launching Pad, Shawano

NOVEMBER - No General Membership Mtg.

Nov. 13 - WRBA 2020 Events Planning Meeting, 4:30 p.m., Stone Creations, Shawano

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.



Wolf River Builders Association

Professionals You Can Trust!

October

General Membership Meeting and Installation of Officers

When: Tuesday, October 8th

Where: **Antler's Supper Club**

120 E. Green Bay Street, Bonduel
715-758-2190

Networking/Cocktails: 5:45 - 6:30

Dinner: 6:30; Meeting to follow.

PLEASE RSVP to Nathan

by Friday, October 4th

via your online member portal or via Email link

wolfriverbuilders@gmail.com

One meal per membership is free,
however "no shows" will be charged.
Add'l meals for spouse or guests - \$15.00

Progressive Attendance Pot

\$100 for October 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

Hi Everyone -

Wow! It's hard to believe a year has gone past and my tenure as your President will conclude on October 8th!



It has been an exciting year as we continue to try to bring more value to our members and work to increase awareness and our presence engage in the community. It has been important for our board to increase the educational opportunities, networking events and ensure that we are raising awareness and

funds for our scholarship and community.

We have begun our planning for our 2020 Home Show and are pleased to announce our Show Sponsor as Exquisite Windows and the return of Mad Dog & Merrill for our seminar spots. If you have ideas for our Home Show to make it more successful or in general for WRBA we are always open to suggestions!

Mark Flunker takes over the reins for his 3rd term as President and it will be my pleasure to assist him going forward into 2020! Thank you for your support over the last year and much success to all our members!

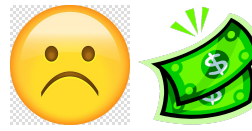
-Trish Kieckhafer

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! 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*

Progressive Attendance Drawing



The name drawn for the \$80 pot at the September membership meeting was Dearco. A representative was not in attendance, so the October pot will increase to \$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 you're there!

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



WANT TO START GETTING MONEY
FOR PRODUCTS YOU ALREADY USE?
www.WBArebates.com



September Officer Elections



Our members enjoyed a great evening learning more about building code updates with a question/answer session with Brian Bunke, City of Shawano Building Inspector during our September meeting at Antler's Supper Club in Bonduel.

Our officer election also took place. Our incoming 2019-2020 board is as follows:

President - Mark Flunker

President-Elect - Darci Kotter

Treasurer - Don Pedersen

Secretary - Lori Zuleger

Past-President - Trish Kieckhafer

Builder Directors - Keith Graf, John Maule,
Bill Rapaich, Greg Brown

Associate Directors - Mike Johnson,
Cap Wallrich, Justin Buntrock

attendees. Businesses have the option to include an ad in the booklet for \$50.

For more information, please see the home show information and application link on our website, www.wolfriverbuilders.org.

Advertising opportunities/renewals

Our 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 served basis, appearing the third week of the month. Our next ad is scheduled for October 17.

The 2019 pricing structure offers a one-year single ad space for \$360 (equals \$30/month). Quarterly commitments are billed at \$105 for a single ad space (\$35/month).

As our cost to place the advertisement is increasing in 2020, the following rates will be in place: **\$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).

If you are not currently advertising and would like to be added to our program, please let Nathan know via email at wolfriverbuilders@gmail.com.

2020 advertising renewal requests will be sent to all current advertisers this month.

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>

Like the previous Homebuilder University courses and other courses offered by Slipstream, 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>

CPR Training Class Oct. 17 at SCHS

WRBA is hosting a CPR class with instructor Kris Johnson on Thursday, Oct. 17 - 5:30-8:30 p.m. at Shawano Community High School. The cost is \$50 to attend.

The Training will be held in room 1116. WRBA will provide pizza and beverages for attendees.

A signup is being sent to your e-mail, or use this link: <https://forms.gle/n5xJVHPir88K32x26>

2020 Home Show Apps available

Applications are now available for the 2020 Home Show, set for March 28-29. New this year: We'll be offering a printed coupon booklet for

When website launches, find promotional code and click "Take Courses" button

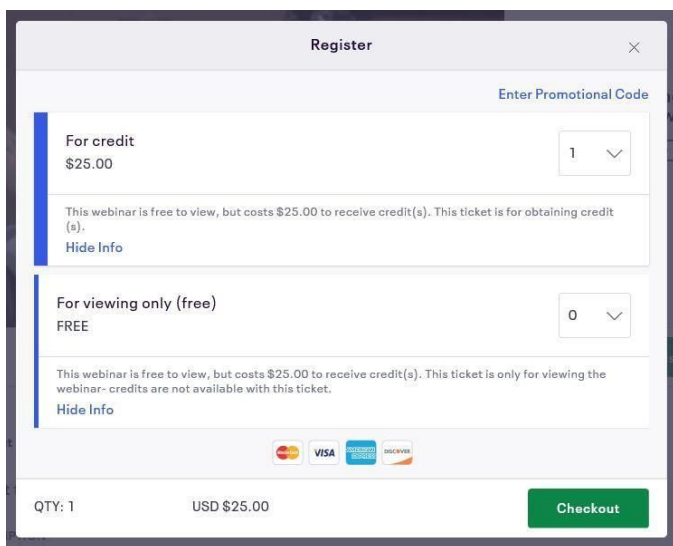
2. Review the available course(s) you want to take and click "Details/Register Now"

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



The screenshot shows a 'Register' form with a search bar for a promotional code. There are two ticket options: 'For credit \$25.00' with a quantity of 1, and 'For viewing only (free) FREE' with a quantity of 0. Below the tickets, there are payment icons for Mastercard, Visa, American Express, and Discover. At the bottom, it shows 'QTY: 1' and 'USD \$25.00' with a green 'Checkout' button.

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

12. Modern Framing Techniques that Work

13. Building the Optimal Customer-Centric Home: Envelope Assemblies, Mechanical Systems and the Sale

If there is any interest for specific subjects for classes, please let Greg or Nathan know and we will work to coordinate it. Topics do not need to be solely builder-related, although we will do what we can to help the builders get CEU's.

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



Membership News

Memberships Renewed – Welcome Back!

- Top Shelf Builders - Bill Rapaich

Members – Renewal Due September

- Dearco - Greg Rusch
- The Sherwin Williams Company - Sam Schabow
- Robertson, Ryan & Assoc. - Cap Wallrich

Members – Renewal Due October

- Alex Tessar Enterprise Inc. - Alex Tessar

Members – Renewal Due November

- Bryan Nemetz Construction - Bryan Nemetz
- Stone Creations of Wisconsin - Trish Kieckhafer
- Woodstock Hardwood Flooring & Design Center - Philip Kersten

Membership Dues — Installment Payments

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

2020 Home Show committee

Our annual home show will be held again at Shawano Community High School on March 28-29, 2020.

If you're interested in helping to plan this event, please join us at our next committee meeting on Thursday, Oct. 3 at 4:30 p.m. at Stone Creations - 1490 Industrial Drive, Shawano.

Remember, many hands make light work!

WBA - Virtual Member Meeting Day

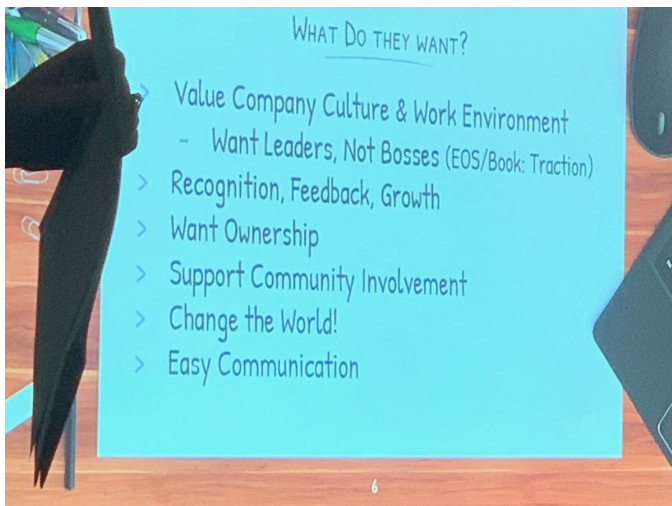
- Date: Thursday, Oct. 17, 2019
- Time: 8:30 AM - 3:30 PM
- Location: Pyle Center
702 Langdon Street, Madison

The Wisconsin Builders Association's final Member Meeting Day of the year will take place virtually, with the option to attend in-person in Madison, at your participating local association satellite, or by your PC or smartphone.

This meeting Features Advocacy and Membership/Local Officers Group meetings, as well as the Board of Directors meeting.

REGISTRATION OPENS one month prior to the event. Please register at wisbuild.org.

Executive Officer Summit - WI Dells



Our executive officer Nathan Falk recently attended the EO Leadership Conference Sept. 11-12 in Wisconsin Dells.

On Wednesday, Nancy Nakkoul, Education Director, Architecture, Construction and Apprenticeship with the Wisconsin Technical College System led a panel discussion of the critical importance of workforce development in the home building industry. Other panel members included Kelly Tourdot, WTCS Board member and VP at ABC of Wisconsin; Jeanne Germain, Director, Career Prep and K-12 Relations, Wisconsin Indianhead Technical College; John Stephany, Instructor in Construction Trades, Madison College; and Paul Lewandowski, Lead Instructor, Residential Construction, Fox Valley Technical College. This panel discussion offered a number of new ideas that are being implemented in conjunction with other school districts throughout the state.

Later on Wednesday afternoon, Catherine Wilson presented a program on generational marketing and the millennial mindset, followed by a roundtable of the EOs talking about successful events their HBAs have hosted - what works, and what doesn't.

On Thursday, a panel discussion on Adaptive Leadership was led by Dean Stewart, Executive Director of The Center for Exceptional Leadership at St. Norbert College in De Pere.

The session synopsis was the following: *Are you prepared to be a leader in a rapidly changing business environment? Can you get the results you desire from staff, members and your board of directors? Dean shared some techniques to succeed and thrive in challenging environments. Navigate the "We've always done it that way" mentality and create that "Win-Win" solution that everyone can endorse. It isn't magic, it is adaptive leadership and you will learn how to become a leader in a rapidly changing business environment.*

See more of Dean's presentation [HERE](#)

Member Spotlight

Are you interested in telling our members more about what you do? We'd love to feature you and your business in our next newsletter!

Let Nathan know if you're interested by e-mailing wolfriverbuilders@gmail.com.

Wolf River Builders Association 2019/2020 Board of Directors

President	Mark Flunker Wolf River Habitat for Humanity 320 E. Richmond St. Shawano, WI 54166 715-584-5995
President Elect	Darci Kotter State Bank 1213 E. Green Bay St. Shawano, WI 54166 715-526-2265
Treasurer	Don Pedersen KerberRose, S.C. 115 E. Fifth Street Shawano, WI 54166 715-526-9400
Secretary	Lori Zuleger Concrete Cutters, Inc. 1020 Prospect Lane Kaukauna, WI 54130 920-766-1721
Past President	Trish Kieckhafer - Stone Creations of WI (715-526-8690)
Builder Directors	Keith Graf – Contractor’s Choice Lumber (715-853-8579) John Maule – Maule Construction LLC (715-745-2256) Bill Rapaich – Top Shelf Builders Inc. (715-524-2016) Greg Brown - SCHS Trades Program (715-526-2175)
Associate Directors	Mike Johnson – M J Electric (715-853-7630) Cap Wallrich - Wallrich Agency (715-526-2156) Justin Buntrock – Exquisite Windows & Doors (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

2019 Events/Meetings Calendar

October 8 - Officer Installation - Antlers

NOVEMBER - NO MEETING

Dec. 10 - Breakfast Meeting/Speaker - Angie’s

We're in the offering NAHB members up to \$1,000 business.



2019 Chevrolet Silverado 6500HD Chassis Cab | 2019 Chevrolet Express 2500 Cargo Van | All-New 2019 Chevrolet Silverado 1500 | Next Generation 2019 GMC Sierra 1500

USING THE PRIVATE OFFER FOR NAHB MEMBERS IS EASY:

1. Get your NAHB Proof of Membership.
2. Visit your local Chevrolet, Buick, or GMC dealer and mention this Private Offer.
3. Select an eligible vehicle(s) to purchase or lease and present your NAHB proof of membership.

For even more value, combine this offer with the National Fleet Purchase Program and Business Choice Offers. For full details on the Private Offer, NAHB members should visit nabh.org/gm.

Example offer for NAHB members who are business owners purchasing a 2019 Chevrolet Silverado 2500HD Crew Cab 1LT 4WD.

\$1,000 Private Offer* + **\$4,800** National Fleet Purchase Program (FVX)* + **Up to \$1,000** Eligible Accessory Cash Allowance* = **Up to \$6,800** In Potential Value



GENERAL MOTORS FLEET



*Equipment from independent suppliers is not covered by the GM New Vehicle Limited Warranty. GM is not responsible for the safety or quality of independent supplier alterations. Private offer amount varies by model. Up to \$500 offer for retail deliveries and up to \$1,000 offer for fleet deliveries. Valid toward the purchase or lease of eligible new 2018 and 2019 model year vehicles. Customer must take delivery by 1/2/2020. Not compatible with some other offers. Not valid on prior purchases. Offer excludes Chevrolet Blazer, Bolt, Camaro, Corvette, Sonic, Spark, Trax, Volt, Buick Cascada, Envision, LaCrosse, Regal, Verano, and all Cadillac vehicles. Additional GM models may be excluded from time to time at GM's sole discretion. See dealer for details. Offer available to qualified fleet customers through 1/2/2020. Not compatible with some other offers. Take delivery by 1/2/2020. See dealer for details. *To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related transportation purposes. Must provide proof of business ownership. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties, and ordering, consult your dealer or visit ambusinesschoice.com. Not eligible on Associated Accessories from third-party independent suppliers. Not available with some other offers. Take delivery by 1/2/2020. See dealer for details. ©2019 General Motors, LLC. All rights reserved. The marks appearing in this ad are the trademarks or service marks of GM, its subsidiaries, affiliates, or licensors.

Kwik Trip Gift Cards Available

WRBA has Kwik Trip Gift Cards. Denominations currently in-stock are \$10, \$25 and \$50.

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 <https://drive.google.com/file/d/17W00HUQaZhSqXpgTGwbpXObiCpJ10q7n/view?usp=sharing>

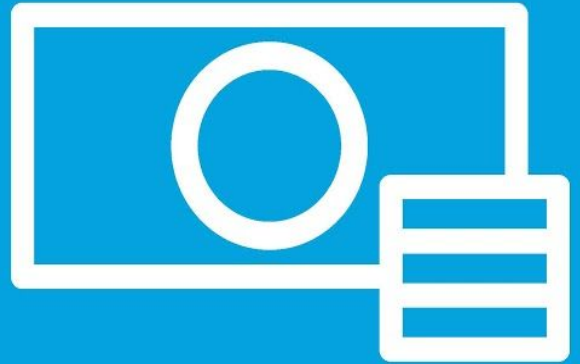
Contact Nathan for more information. Cards are also available at any of our general membership meetings! Help support WRBA!

Members Save Millions

*Put Your NAHB Membership
to Work Now.*

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

nahb.org/Savings



SAVINGS



LONG LIVE HAPPY HOMES*

