

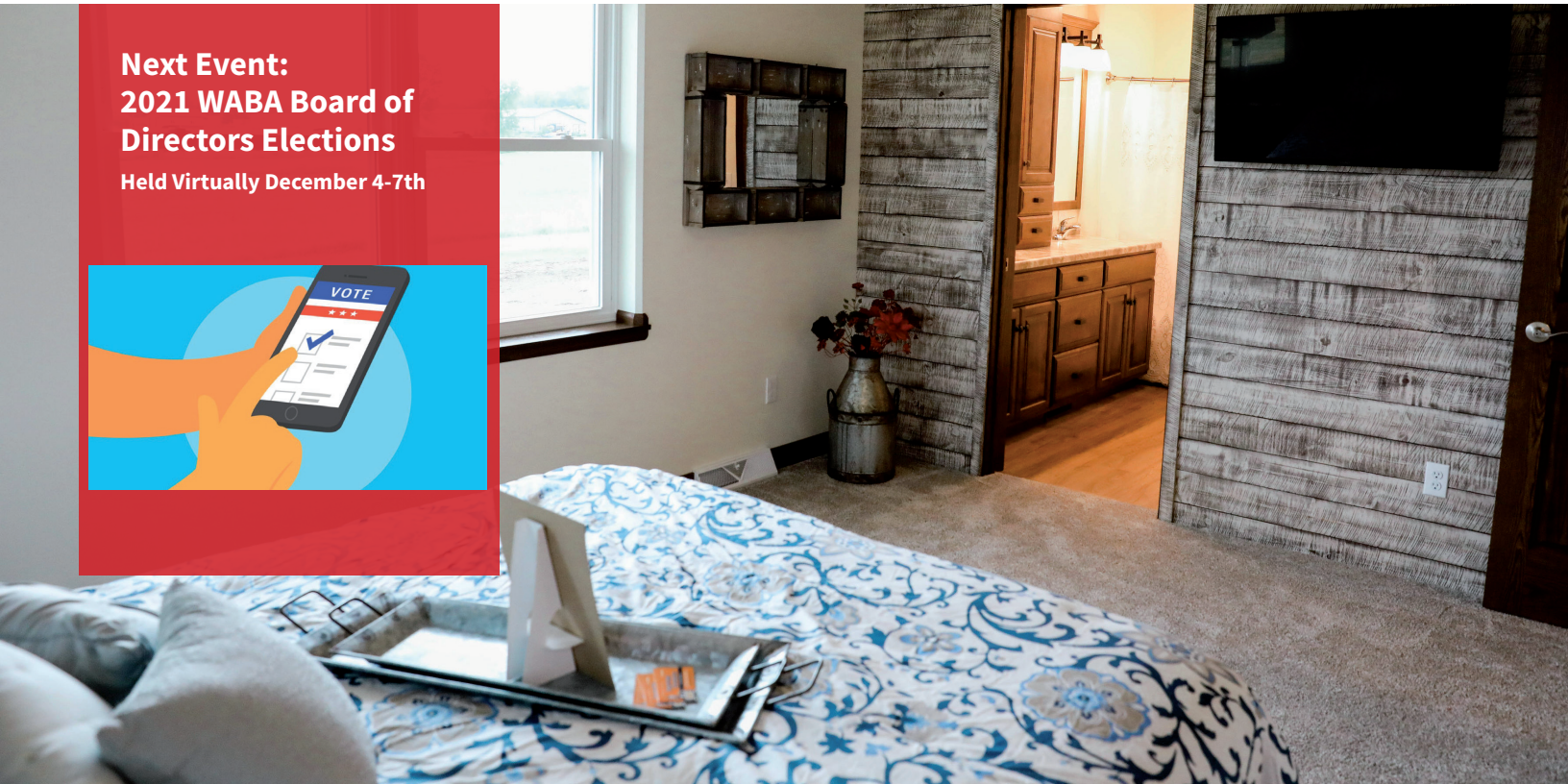
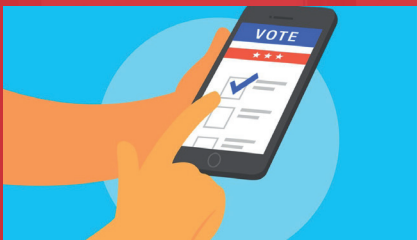
Let's Level



December 2020 | Volume 39

The Wausau Area Builders Association chartered in 1967 and affiliated with the Wisconsin Builders Association and National Association of Home Builders, is a professional non-profit trade association. Serving the community, we represent the interests and concerns of the customer, building trades, industry suppliers, and all facets of the building industry.

Next Event:
2021 WABA Board of Directors Elections
Held Virtually December 4-7th



Welcome!

New Member

On Q Solutions

Renewing Members

Sorensen Construction LLC

TLD Construction LLC

Verhasselt Home Repair LLC

Sure-Dry Basement Systems, Inc.

Maximum Flow Seamless Gutters LLC



Inside this issue



2021 WABA Board of Directors Elections- Meet the Candidates

Page 3-5



New Home Sales Essentially Flat in October, Continuing Strong Fall Season

Page 9



Member Benefits

Are you using your WABA, WBA and NAHB Benefits? Check out the lists of all the opportunities to save \$\$ with your membership!

Page 13-19





Letter from the President

Hello Everyone,

Well, we're almost there. One more month until we can wave goodbye to 2020! I want to take a second to personally thank you all for everything you have done this year. Obviously, it has been a very difficult year for all of us but your continued commitment to our Association, promotion of our industry and dedication to keeping our community safe is much appreciated!

Some exciting news to announce is the appointment of some new committee chairs for Membership and Home Show. Kevin Schemenauer from Hallmark Building Supplies has grabbed the torch as Membership Chair. The Home Show Committee now has Co-Chairs as Kyle Van Order from Woodstock Design Center and Rachelle Cota from Wisconsin Coating Specialists have taken on that responsibility. These three will do excellent jobs in their new roles and I look forward to seeing the progress!

Thank you to all of you who took the time to vote for our recent Bylaws changes. These were really some needed changes due to the challenges of Covid along with streamlining some of our processes moving forward.

This week the ballots for our annual elections will be emailed to all of you for voting. However, if there is still someone you would like to nominate you have until Wednesday December 2nd. Contact Cara at the WABA office to do so.

As I most likely won't be seeing most of you beforehand I wish you all a very Merry Christmas and the best that the new year can bring for you and your family!

Take care and God bless!

2020 WABA President

Denfeld Concrete Construction Inc.

COMPLETE CONCRETE SERVICE

OVER 30 YEARS OF QUALITY SERVICE

715-359-7869
715-359-3944

RESIDENTIAL
COMMERCIAL

6702 Clover Rd. Wausau

Poured Walls • Foundations • Holding Tanks • Floors

The Area's Oldest and Most Trusted Name in Concrete Construction.

www.denfeldconcrete.com

2020 Wausau Area Builders Association Board of Directors

President - Alex Forer, Larry Meyer Construction

Vice President - Keith Koenig, Kolbe & Kolbe Millwork

Secretary -

Treasurer - Deann Zobrak, Runkel Abstract & Title

Past President - Russ Utech, CWIA/Clabough & Associates

Directors Thru 2020 - Gloria Fenhaus, Norman Larson, Amber Gober

Directors Thru 2021 - Sara Busby, Rachelle Cota, Ashley Dupuis-Bohman

Directors Thru 2022 - Kyle VanOrder, Kevin Porter, Jeremy Voigt

State Director (WBA) - Norman Larson, Seth Joswiak, Jeremy Voigt

National Representative (NAHB) - Cory Sillars

Committee Chairmans:

By-Laws - Sid Sorensen

Events - Gloria Fenhaus

Finance - Deann Zobrak

Home Show - Kyle VanOrder / Rachelle Cota

Building Youth into Builders - Roger Lang

Legislative - Cory Sillars

Marketing - Tara Parks

Membership - Kevin Schemenaur

Nominations - Russ Utech

Parade of Homes - Travis Hoerman / Sam McLellen

Personnel - Kyle VanOrder

Scholarship - Cory Sillars

Silent Auction - Amber Gober

Golf - Phil Pesanka

Social - Ashley Dupuis-Bohman

WABA 2021 Board of Directors Elections

Voting will be conducted electronically via ElectionRunner December 4-7th

Voting Members will receive an email with instructions December 4th



Meet Your 2021 WABA Board of Directors Candidates

Executive Board Candidates

The Wausau Area Builders Association's Executive Board of Directors consists of five (5) one-year positions; President, Vice President, Past President, Secretary and Treasurer.

President

Alex Forer, Owner - Larry Meyer Construction



Looking back, that there was a little glimmer of what Alex would do with his life before the thought of life choices even entered his head. On Saturday mornings most children would be found watching cartoons or playing video games. However, Alex preferred to spend time watching the pioneers of DIY TV like Bob Villa, Norm Abram or Dean Johnson. When the weather allowed he would take those "Skills" he learn watching DIY shows, along with tools and scrap sheets of OSB and 2x4's borrowed from Dads garage to construct the best Tree Fort a 6 year old could build.

As the second generation Owner of Larry Meyer Construction Co. and a lifelong resident of the Wausau Metro Area, Alex is committed to promoting the Residential Construction industry and doing

his part to support his community's betterment and growth. This can be seen through his work as Construction Manager with Habitat for Humanity or Wausau, his role as a director for Big Brother Big Sisters of Northcentral Wisconsin or the many roles with the Wausau Area Builders Association (WABA) he has held over the last 7 years. His original involvement with WABA was as Membership Chair from 2014-2017, then transitioned into a director position from 2017-2019 and most recently as President for 2020. Along the way he also served as a State Representative for the Wisconsin Builders Association and a National Delegate for the National Association of Homebuilders.

He would be honored to represent you as your President again for 2021.

Vice President

Keith Koenig, Vice President of Manufacturing/Procurement - Kolbe & Kolbe Millwork Co., Inc.



Hello, I am Keith Koenig and have been with WABA for the last 5 years as a Board member and recently as the Vice president, I am running for the Vice President position again.

I have worked for Kolbe and Kolbe millwork for 34 years and currently am the Vice President of Manufacturing. The Home building industry is important to all of us and I like to help our association navigate through the challenges of today and tomorrow with my knowledge of the industry and business.

WABA 2021 Board of Directors Elections

Voting will be conducted electronically via ElectionRunner December 4-7th

Voting Members will receive an email with instructions December 4th

Secretary

Deann Zobrak, Closing Agent - Runkel Abstract & Title Co.



Deann Zobrak is a title/escrow agent for Runkel Abstract & Title Co. in Wausau. She graduated from Northcentral Technical College in 1990 w. an Associate Degree in Legal Secretary.

Her title career spans 30 years, including serving as Vice President of Block Title prior to joining Runkel in 2007. Deann specializes in construction disbursing and commercial/residential real estate closings. She is responsible for working closely with lenders, realtors and general contractors on a multitude of

projects, from new residential construction builds to commercial projects. She lives outside of Mosinee with her husband and their two daughters. In her free time, Deann enjoys reading, hiking and holiday baking. She has been the WABA Treasurer the last two years, and looks forward to continuing to bring her honesty and hard work to the table to ensure the membership has access to the tools needed to grow and support their businesses.

Treasurer

Kyle VanOrder, Accounts Manager – Woodstock Flooring & Design Center



Kyle was born and raised in Birnamwood, WI where he still resides and is employed by Woodstock Flooring & Design Center. Kyle worked in agriculture and dairy farming from a child through his high school years

and values the hard work and determination required by all of the trades promoted by the Builder's Association. Kyle has been employed by Woodstock in the building industry since 2006. Kyle has been an active Member with the Wausau Area Builders Association for 8 years starting in 2012 as the Social Media Manager, Multiple terms as a Member of the Board of Directors, as well as two

years as the Association Vice President. Kyle has also participated in many committees including the Executive Committee, Chairing the Personnel Committee and Co-Chairing the upcoming 2021 WABA Home Show.

Kyle's knowledge of the operations and internal processes of the Association and his meticulous accounting practices in his current position as Accounts Manager at Woodstock Flooring & Design Center will aid the Builder's Association greatly in prompt and accurate information if elected to the Treasurer's position.

Kevin Porter, Assistant Vice President/Loan Officer - Intercity State Bank



I would love to serve as Treasurer for the Builders Association. I currently serve as Treasurer for Big Brothers Big Sisters and believe that my experience and skillset in this role will continue to improve. I've been a WABA member

for 2 years now since moving to the area and I have tremendous support for the organization. Also representing a local lending institution, we recognize

the significance of helping to grow the Builders Association to ensure a prosperous future for all members. I also participate in several organizations overlapping in residential and commercial real estate, and I believe those platforms will be continued opportunities to be represent myself as a strong ambassador for the Builders Association. Thank you for your consideration

WABA 2021 Board of Directors Elections

Voting will be conducted electronically via ElectionRunner December 4-7th

Voting Members will receive an email with instructions December 4th

Director Candidates

The Wausau Area Builders Association's Board of Directors consists of nine (9) three-year Director positions. Each year three (3) new Directors are elected.

Tyler Schwertfeger, Manager - Hallman Lindsay Paints, Wausau



Born and raised in the Minocqua area, Tyler moved to Wausau after graduating from Ripon College in 2013. He grew up in the trades with a mother who had a small retail business in Minocqua, and a father who worked in automotive repair and construction. Tyler has knowledge and experience in every facet of building, from site preparation, rough framing, HVAC and electrical work, to finish carpentry and landscaping. He enjoys hunting and fishing, spending time with his wife and dog, and working on projects with his dad.

Tyler now manages the Wausau branch of Hallman Lindsay Paints and assists Do-It-Yourselfers and

Professionals alike with architectural and industrial coatings. Although being on the younger side of the spectrum, he has assisted with the completion of large local jobs, including the Central Wisconsin Airport addition, the Aspirus Heart Care Center of Wausau, and multiple Athletic Field renovations.

Tyler is a member of the Building Youth into Builders (BYIB) Committee, but is looking to get more involved. He already has working relationships with majority of WABA members and looks forward to creating new partnerships with those he hasn't met thus far. This is a great opportunity to get someone younger involved who wants to learn and can also bring new perspective and ideas to the Association.

Seth Jozwiak, Owner - Seth Jozwiak Construction



Hello my name is Seth Jozwiak. Born and raised in Central WI, I come from a family of mason contractors. From an early age I spent my summers mixing mortar and carrying brick. The building process has always interested me.

After earning a degree in Construction Management, I moved back home to start a residential construction business. I am excited about helping out our association and look forward to learning and sharing new ideas. Thank you.

Tara Parks, Digital Marketing Consultant- Hibu



Tara Parks is a central Wisconsin native. She was born in Medford, moved to Marshfield in junior high and after graduation she attended UW Stevens Point. She later completed her Bachelor of Science in Business Management and her Master of Science in Business

Administration from Cardinal Stritch University's remote office in Wausau. She moved to Wausau in 2006 while she was employed at the Wausau Daily Herald until 2009. After the market crash, she returned to school once more to learn how to help small businesses navigate the digital world as she completed her Master of Science in Internet Marketing from Full Sail University. Tara has worked in sales and retail management for over 25 years and has an

extensive understanding of consumer behavior and what drives consumers to make decisions. She has worked in digital marketing since 2009 and with Hibu since 2017. Her volunteer experience includes 46 years as a member of the American Legion Auxiliary Unit 519, PTO President at Riverview Elementary School 2008-2010, Habitat For Humanity New Orleans 1994, and organizing two fundraisers for Spinal Cord Injury Research in 2007 and 2008. Tara is passionate about helping small businesses market themselves in an increasingly competitive digital world. She joined WABA in February of 2020 and is excited to help Wausau Area Builders Association continue to build value for members and help WABA become a primary resource to local residents looking for quality contractors and home services.

WABA 2020 Builder & Associate of the Year Candidates

This vote will be included on the ballot for the 2021 Board of Directors Election

Builder of the Year Candidates



Jeremy Voigt
Jeremy Voigt Construction



Sam McLellan
Woodbury Custom Homes



Travis Hoerman
Timber River Custom Homes

Congratulations to all the candidates for these awards! Your hard work and dedication to WABA and to WABA's mission is recognized and appreciated.

Associate of the Year Candidates



Tyler Schwertfeger
Hallman Lindsay Paints



Gloria Fenhaus
Dun-Rite Exteriors



Amber Gober
Peoples State Bank

The awards will be presented to the winners at our 2021 Holiday Party/Membership Meeting. We look forward to celebrating the winners and all our members!



PREVAILTM
BANK

Bring your goals home.

No matter your unique home lending needs, we are here to help. Our mortgage lenders will work with you to understand your goals.

We're here to lend a hand.

Banking | Lending | Guidance



Pursue what's possible. ///



Member
FDIC

Bay Therm

INSULATION, INC.

Residential • Commercial • Industrial

Certified Optima Blown In Blanket System
Spray Applied Urethane Foam Application
Fiberglass Batts & Blown • Sound Control Batts

Contact Nap Wilz

Mobile: 920-419-3881

Toll Free: 800-804-7492
Serving the Wausau Area
nap.wilz@installed.net



WABA Videos



WABA Membership Committee is working on creating a video series highlighting our members and giving tips to the membership on ways to improve their businesses.

Would you be willing to assist us? We are looking for help from our members that would like to give professional business advice. If you want an opportunity to be featured, contact Cara at 715-842-9510 or cara@wausauareabuilders.com.



Did you know?



NAHB Membership gets you \$ SAVINGS on a Sam's Club Membership



Take advantage of member discounts on both a regular Club Membership and a Plus Membership

VISIT NAHB.ORG FOR MORE INFORMATION



ADVOCACY



EXPERTISE



KNOWLEDGE



NETWORKING



SAVINGS

Voted #1 Mortgage Company in Marathon County.
Call us today for our construction loan specials.



Peoples
STATE BANK

888.929.9902 | www.bankpeoples.com

Always see the Potential.

Member FDIC



DEER RUN STONE

NATURAL & MAN-MADE STONE & ROCK

- Hearthstones & Fireplace Stone
- Sills, Treads, Steps, Outcroppings
- Landscaping Products
- Stone - Natural & Man Made
- Flagstone & Matching Tile
- Stone Benches & Fountains
- Masonry Supplies - Lath, Mud, Felt

*If we don't have it,
we'll find it for you.*

715.356.4205

Fax 715.439.4043

Email: aropyw@deerrunstone.com

www.deerrunstone.com

9787 Rylee Lane
Minocqua, WI 54548

HALQUIST
STONE
PRO LINE
Stone Veneer



CULTURED STONE
The Preferred Name In Stone



Silver Creek
STONWORKS



New Wells

The latest equipment for fast, professional service

Hydro-Fracturing

A proven procedure designed to increase the amount of water in dry and low-yield water wells, old and new

Well Abandonment

Permanent sealing of unused wells to prevent contamination of clean ground water

**The Right Depth
at the Right Price**

LANG
WELL DRILLING
COMPANY, INC.

CALL US NOW
24 Hour Answering Service
848-1234

FAX 842-8439 • 1710 W GARFIELD AVE, WAUSAU

New Home Sales Essentially Flat in October, Continuing Strong Fall Season

Article from NAHB.org

November, 2020



Sales of newly built, single-family homes in October dipped 0.3 percent to 999,000 from an upwardly revised September number, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. Despite the monthly decline, the October rate is 41.5 percent higher than the October 2019 pace, and on a year-to-date basis, new home sales are up 20.6 percent in 2020.

“Buyer traffic remained strong in October even as the country’s attention was focused on the elections and policy issues going into 2021,” said NAHB Chairman Chuck Fowke, a custom home builder from Tampa, Fla. “Mortgage rates remain low and builder confidence is at an all-time high indicating that demand remains steady and sales will remain solid.”

“NAHB analysis showed that the gap between construction and sales was at an all-time high in early fall. Thus, the NAHB forecast contains an acceleration in single-family starts and some slowing of the pace of growth for new homes sale to allow a catch-up,” said NAHB Chief Economist Robert Dietz. “Demand remains strong as home buyers seek out lower density markets as part of the suburban shift.”

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the October reading of 999,000 units is the number of homes that would sell if this pace continued for the next 12 months.

Inventory remains tight at a 3.3 months’ supply, with 278,000 new single-family homes for sale, 13.4 percent lower than October 2019. This is the fourth consecutive month with inventory running under four months’ supply. Of the inventory total, just 44,000 are completed, ready to occupy. These inventory numbers point to additional construction gains ahead, as indicated by record levels of the NAHB/Wells Fargo Housing Market Index.

The median sales price was \$330,600. The median price of a new home sale a year earlier was \$322,400.

Regionally, on a year-to-date basis new home sales were up in all four regions: 29.9 percent in the Northeast, 29.8 percent in the Midwest, 18.5 percent in the South, and 20.1 percent in the West.

My vision... is to build quality into every window and door I handcraft.



I'm proud to build Kolbe windows and doors, which helped create this amazing home. No matter the size of the project, excellence is something Kolbe won't compromise on. My custom craftsmanship helps create impressive homes with spectacular living spaces.

We're for the visionaries® | For over 70 years, we've created professional-grade windows and doors that are built to higher standards. Each product we make is uniquely handcrafted to the most exact specifications. Our team of craftspeople focuses on building one window or door at a time, allowing us to concentrate on the details that make each project unique. This level of quality comes with a seemingly endless variety of options to customize each made-to-order product. [Kolbewindows.com](https://www.kolbewindows.com)

KOLBE
WINDOWS & DOORS

Woodstock

FLOORING & DESIGN CENTER

HARDWOOD, CARPET, TILE, VINYL & LAMINATE FLOORING
CUSTOM & SEMI-CUSTOM CABINETS & COUNTERTOPS
INCLUDING: GRANITE, QUARTZ, LAMINATE, SOLID SURFACE & CULTURED VANITY TOPS



Mark your calendars for the 2021 WABA events!

2021 Parade of Homes - June 8-13th, 2021



2021 Home Show - OCTOBER 22-24th, 2021





Builders
FirstSource

**SEE IT.
BUILD IT.
LIVE IT.**

Our experienced staff can help with all the details to make your house a home—from the ground up. Upgraded trim work, beautiful doors and energy-efficient windows are only the beginning of a huge selection of quality products available at Builders FirstSource.

Wausau
801 S 24th Ave.
Wausau, WI 54401
715.842.2001

WBA News



**WISCONSIN
BUILDERS
ASSOCIATION**

- Check out WBA's website, www.WisBuild.org for Helpful Resources as you Navigate COVID-19 in Your Workplace
 - Rental Late Fees & Payments
 - DSPS, Construction and Inspections
 - Labor/Employment-Related Information
 - Contract Language
 - Updates on Facemasks and other PPE
 - Protecting Yourself, Your Employees, and Your Worksites
- Jan 22, 2021- President's Installation in the Wisconsin Dells. Registration is now open at WisBuild.Org.
- Wednesday, July 14- 8:30am-3:30pm Membership Meeting Day @ Location TBD
- Thursday, October 7- 8:30am-3:30pm Membership Meeting Day @ Virtual



WisBuild.Org



Create solutions perfect for real life.

You deserve tailor-made solutions, unique to every room in your home. With Pella® Lifestyle Series, pick and choose the right features, options and innovations to make solutions that fit your life, room by room. Available performance solutions offer an unbeatable combination of energy efficiency, sound control and value.*



**Pella Windows & Doors
of Wisconsin**

* Performance solutions require upgrades to triple-pane, Advanced Comfort Low-E and mixed glass thickness. Based on comparing product quotes and published STC/OTC and U-Factor ratings of leading national wood window and patio door brands.

Pella Window & Door Showroom

Brodie Brooks | BBrooks@PellaWI.com | 715.492.0509

Membership Benefits & Affinity Programs

Are you taking advantage of all the great savings that are offered with your 3-in-1 membership? There are so many great opportunities to save some money. Check out the rest of this newsletter for information from Wausau Area Builders Association (WABA), Wisconsin Builders Association (WBA) and NAHB (National Association of Home Builders) to make sure you are using your benefits.



Benefits are also listed on NAHB.org and WisBuild.org

Advertise in our Newsletter!

Get your 1/8, 1/4, 1/2 or Full page ad in each of our monthly e-newsletters for one low price



Contact Cara for more information

715-842-9510 / Cara@WausauAreaBuilders.com



Wausau Area Builders Association Affinity Programs

Get more out of your membership!

Contact these companies for discounts offered to Wausau Area Builders Association Members.



715-449-2279

Wisconsin's Premier Design Center for Cabinets, Counter tops, and flooring. Serving the Greater Wausau Area & North Central Wisconsin.



715-347-9123

Since 1990 Furniture & ApplianceMart of Wausau has been the premier Furniture, Appliance, Mattress and HDTV shopping destination of the Wausau area.



715-344-2900

Maher Water Corporation has been provides water softeners, reverse osmosis drinking water systems, and other types of water treatment solutions to Central and Northern Wisconsin and the UP.



715-848-5194

For decades, Marcell's Specialties Inc. has been building, repairing and renovating fireplaces all across Wisconsin for both commercial and residential locations.



715-849-5925

Design Theory 19 custom designs residential and commercial interiors. We provide interior design services, window treatments, furniture, rugs and accessories.



715-573-1000

Cellcom is a provider of communications services throughout Wisconsin and Michigan, with more than 65 retail and agent locations.



715-355-9690

Per Mar Security Services is a leader in providing affordable, full service security solutions to homes and businesses in the Wausau, Wisconsin area.



715-842-4424

A local classifieds shopper delivered to around 200,000 homes and businesses spanning 9 markets in Central Wisconsin.



715-355-5997

We carry the top flooring brands in the flooring industry including Armstrong, Mohawk, Karastan, Shaw, and Daltile.

Do you offer a discount or special to your fellow WABA members? Contact Cara to have your business added to this list!

715-845-9510 / Cara@WausauAreaBuilders.com



**WISCONSIN
BUILDERS
ASSOCIATION**

MEMBER BENEFITS

Contracts & Forms

Helping you run your business without a fuss, these legally vetted and regularly updated construction and remodeling contracts and forms are free to use by our members.

Member Hotline

The WBA provides complimentary access to legal, building code, and safety experts to answer any building-related issues you're facing.

AFFINITY PARTNERS

Business Insurance

Frankenmuth Insurance specializes in industry-specific, customizable business insurance packages. Our business insurance for contractors includes errors and omissions coverage tailored to your unique needs, and WBA members receive discounted rates. From workers' compensation to commercial auto insurance and more, we've got you covered. Find and talk to a local, independent agent, or contact Don Miller with The Brehmer Agency.
NEW OFFERING!

Sales & Tax Advising

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. Schedule a free consultation today!

Coaching & Consulting

The WBA is proud to share an alliance with Small Business Growth Partners, a Milwaukee-based national business coaching & consulting company with an extensive background in helping small business owners focus their time to work "on" their business rather than just "in" their business. Members can receive complimentary business assessment services every year.

Financial Planning

The WBA is now working with Third Coast Advisors, a financial services firm that aims to help clients protect and grow their wealth, and has in-depth experience working with construction businesses.

Health Insurance

The WBA is proud to announce the new WBA Association Health Plan in conjunction with The Insurance Center of Wisconsin and underwritten by WPS Health Insurance, exclusive to WBA members.

Member Rebate Program

Builder and remodeler members are eligible to receive cash back on materials, appliances, and more used in their construction projects through HBA Rebate's WBA Member Rebate Program. No receipts required--program participants earn back approximately \$1,472 per claim!

Online Courses

The WB Foundation offers 12 free online continuing education credits for holders of Wisconsin's Dwelling Contractor credentials through its partnership with Slipstream and the B4 Conference.

Travel Discounts

WBA members and their employees are eligible for a complimentary Snazzy Traveler membership (valued at \$99/year), giving you access to unlimited savings on thousands of hotels, cars, cruises, and activities.



R-O-I ON YOUR D-U-E-S

We know what keeps people in our industry up at night, and we're here to do something about it. Access ROI resources guaranteed to help your business. Amplify your voice to shape better housing policies. Become a member of the **Wisconsin Builders Association** today.



\$3037

PER 2250 SQ. FT. HOME
RAISED BAR FOR PASSING AUTO
SPRINKLER REQUIREMENTS



\$780

PER ACRE
ELIMINATED CONVERSION FEE
ON FORMER AG LAND



\$10000

PER \$2 MILLION DEVELOPMENT
PROJECT, REFORMED PREVAILING
WAGE LAW



\$500

PER HOME,
REFORMED ELECTRICAL CODE
IN HOMEOWNERS
BILL OF RIGHTS



\$100

PER TRADESPERSON
ELIMINATED BUILDING
CONTRACTOR REGISTRATION

\$1169

PER PARTICIPANT
WBA MEMBER REBATE
PROGRAM

FREE

FINANCIAL PLANNING
TOOLS THRU
THIRD COAST
ADVISORS

\$99

PER YEAR, TRAVEL DISCOUNTS THRU
SNAZZY TRAVELER

\$15

PER COURSE, CONTINUING ED THRU
HOME BUILDERS UNIVERSITY

\$2200

ANNUAL ASSESSMENT SERVICES THRU
SMALL BUSINESS GROWTH PARTNERS

\$1000s

UP TO THOUSANDS IN SAVINGS THRU
ASSOCIATION HEALTH PLAN

\$100

PER LEGAL CALL, \$35 PER
BUILDING CODE
MEMBER HOTLINE

AND MORE

LOCAL AND NATIONAL
3-IN-1 MEMBERSHIP BENEFITS

\$6000

REGULARLY UPDATED
LEGALLY VETTED
CONSTRUCTION &
REMODELING
CONTRACTS

20%

AVERAGE SAVINGS
BUSINESS INSURANCE
DISCOUNTS
THRU
WBA INSURANCE
SERVICES

LEARN MORE ABOUT MEMBERSHIP

www.wisbuild.org
(608) 242-5151

Health Insurance



Association Health Insurance Plan

Available also to Associate Members

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 Wausau Area Builders Association (WABA) and the Wisconsin Builders Association (WBA).

Through the buying power of the WABA 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:

Cara Spatz

715-842-9510 / Cara@WausauAreaBuilders.com

And/Or

[Fred Wilmsen](#), RHU, ChHC
TIC, Inc.
920.419.1055

Membership is not required to receive a quote!

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



Free Member Benefit of WBA

www.WBArebates.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



Website: www.HBArebates.com | Phone: 866-849-8400
Email: info@HBArebates.com | Facebook: [/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)

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, FIAT®, and Alfa Romeo | 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 |
|  BFGOODRICH | Save \$70 on a set of four (4) new select BFGOODRICH® passenger or light truck tires. 24 Hour Worksite Assistance. | Tires | bfgoodrichtires.com/tradesmen.html?a=nahb |
|  GEICO | Exclusive member rates on Auto and Home Insurance | Insurance | geico.com/disc/nahb 800-368-2734 |

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 |

SHOPPING AND ENTERTAINMENT

| COMPANY | SAVINGS | PRODUCTS | INFO |
|---|---------------------------------|---|--|
|  MEMBER DEALS | 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 |

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

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 |
|  | HOZZ | 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 |
|  | CONSTRUCTIONJOBS.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 SHIPPING | 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 |
|  | AMAZON BUSINESS | Additional business savings when you open an Amazon Business account | General Business, Building Products | amazon.com/nahb |
|  | AMERICAN EXPRESS | Eligible NAHB members can earn 125,000 Membership Rewards® points after they spend \$30,000 on eligible purchases in the first three months of Card Membership. Terms apply. | Business Platinum Card® | nahb.org/amex |

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 |