

# LET'S LEVEL

the official publication of the Wausau Area Builders Association



## UPCOMING EVENTS

### JANUARY

16 - Holiday Party

@ The Elk's Club

### FEBRUARY

21-23rd WABA Home Show!

27th - Membership Dinner

Meeting @ Great Dane

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## OUR MISSION

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.



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Secretary..... Shelly Talley-Nelsen  
Treasurer..... Deann Zobrak  
Past President..... Russ Utech  
Association Manager..... Cara Spatz

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Through 2022 Kevin Porter, Jeremy  
Voigt, Kyle VanOrder

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Cory Sillars

## WBA PAST PRESIDENT

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Personnel..... Kyle VanOrder  
Scholarship..... Cory Sillars  
Silent Auction..... Amber Gober  
Golf Outing..... Phil Pesanka  
Social.....

# PRESIDENT'S MESSAGE



Happy New Year!

I truly cannot believe how quickly 2019 came and went. Hopefully 2020 continues the trend of strong growth for our industry.

First off, I want to say thank you to all of those who ran for a position on our 2020 Board of Directors. We have a wonderfully diverse team assembled to represent the membership of our organization and I am sincerely excited to see what we can accomplish this year.

The 2020 Executive Committee had a very successful brainstorming meeting before Christmas to discuss ways we can improve our association as a whole and bring you more value for your membership. I would also love to hear from the members about your thoughts. Let me know the areas you see that could be improved or avenues that could be explored to give you an increased return on the membership you invest in. My email and cell phone number are at the bottom of this message. Please don't hesitate to contact me!

If you are looking to get more involved but just not sure where or how please reach out to anyone on the board, myself or Cara. We will work with you to find a committee position that fits your interests and the amount of time your schedule allows you to dedicate. Anything you can offer is appreciated and no commitment is too small.

Don't forget there are still booth spaces and sponsorships available for the upcoming Home Show. Shelly Tally-Nelson and the rest of the Home Show committee have been doing a fantastic job in preparation for this year's show! This event is extremely important for 1) giving you a platform to present your product or service to the community and 2) being a large revenue generator for our Association. Should you have time to volunteer the committee would love some help.

Thank you for all that you do! I am looking forward to serving as your 2020 President.

Alex Forer  
715-297-0559  
alex@larrymeyerconstruction.com





# MANAGER'S MESSAGE



Just like that our 2019 is coming to a close.

2019 was a great year for our association. All of our annual events were successful thanks to the many hours all of our volunteers dedicated to them and to the membership that supported them, we began our office expansion project, and we thoroughly looked over our budget for 2020 and made necessary adjustments.

I believe the momentum for growth and improvement that has been started will continue through all of 2020 and I am happy to be here to support it. That being said, it is a great time to be involved with the association. If you know someone that would like to learn more about our association please bring them along to an event or dinner meeting. It would be great to have our membership reach and stay at 200 members, help us hit this goal this year.

Our first event for the year is the annual Home Show. If you haven't already booked your booth to be a part of this great event contact me and I will help you get set up.

As a reminder, next month after the Home Show, at the February Dinner Meeting the Parade of Homes contracts are due.

With Gratitude,

*Cara Spatz*

## WELCOME!

### NEW MEMBERS

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# MONTHLY MEETING - JANUARY 16TH @ WAUSAU ELK'S LODGE



We will all sit down to start a "VERY TASTY" plated sit-down salad, dinner, along with dessert..."Just for You!!" Here's what "The Elk's" are preparing for us!! Stuffed Pork Chops & Baked Chicken, Mashed Potatoes & Gravy, Scandinavian Blend Veggies, Tossed Salad w / French & Ranch Dressing, Rolls w / Butter, Coffee, Milk, Ice Water, and Dessert "Ice Cream w / Chocolate Sauce!" Yummy!! The Elk's just love having us, and we can't wait to be there again! So watch for your email invite & get your reservation in! You don't want to miss this because this party is for you the member, of the BEST association...The Wausau Area Builder's Association!!

Mrs. Gloria Fenhaus  
Director & Chairman of Events  
Door Prizes- WABA Gifts

Appreciation Awards  
2019 Builder of the Year  
2019 Associate of the Year

\$30 Per Person (PLEASE NOTE: ALL RESERVATIONS MUST BE IN BY JANUARY 10TH!!)

(Once reserved...no shows will be billed)

\*\*\*\*\*Please bring a Door Prize...You know you love  
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# JANUARY CALENDAR

- 7\_ Parade of Homes Committee Meeting, Noon
- 8\_ Home Show Committee Meeting, 3pm
- 14\_ Finance Committee Meeting, 3pm
- 14\_ Board of Directors Meeting, 4pm
- 15\_ Building Youth into Builders Committee Meeting 4:30pm
- 16\_ Holiday Party @ the Great Dane, 6pm



## Highlights

November 21ST MEMBERSHIP DINNER MEETING / ELECTIONS

Cory Sillars installed our 2020 Board of Directors at the December Board Meeting



Wausau East Students worked on the office expansion project TWICE!

A huge thank you to these students and their teacher, Jake Stachovak, for all their hard work! They not only took a day off of school but also came in on a SATURDAY MORNING to improve our space!!





## Would you like to advertise in the 2020 WABA Newsletter?

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and available in four sizes;

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# 7 WINTER WEATHER SAFETY TIPS FOR BUILDERS

ARTICLE FROM WISBUILD.COM

## Prepare your crew for Wisconsin winters with these work safety tips

Winter weather conditions can put your crew at risk for injury, illness, and cold stress injuries, like frostbite, hypothermia, and others. However, a few simple precautions can help prepare your team for the frigid temperatures and unruly storms ahead. Here are a few winter weather safety tips for builders this season:



1. Wear appropriate winter gear
2. Limit outdoor exposure
3. Avoid caffeine
4. Remove winter hazards from the job site
5. Know the signs of trouble
6. Have emergency kits nearby

Learn more about each winter weather safety tip for builders below.

### Wear appropriate winter gear

Wearing winter gear designed to protect your crew from the elements is one of the first lines of defense against danger. If they plan to work outside for the majority of a cold winter's day, be sure workers layer up, wear boots, gloves, hats, and a heavy coat. Look for breathable layers that don't restrict movement. Rely on brands that carry construction-specific winter gear with heavyweight, insulated construction of fabrics like quilted nylon and arctic-weight polyester to trap warmth and keep cold at bay.

Lastly, ensure your crew wears hard hats to help protect them from injuries due to falling icicles or slippery terrain. Inserting hard hat liners can prevent heat from escaping, so they stay warmer.

### Limit outdoor exposure

If the weather forecast calls for extreme temperatures, be sure to limit your crew's outdoor exposure to protect their health. According to OSHA's Cold Stress Equation, the level of danger depends on the combination of outdoor temperature and wind speed. If winds are around 20 mph, skin can freeze within a minute when the temperature is 10 degrees. If no wind is present, freezing can happen in the same time frame at temperatures between -10 and -20 degrees.

\*Experts recommend the following tips for limiting exposure in these conditions:

- \*Schedule work during the warmest part of the day
- \*Use the buddy system so workers can monitor each other
- \*Contract more workers for long and demanding jobs
- \*Schedule frequent breaks, such as 15 minutes for every hour worked
- \*Provide warm shelters during break periods with hot beverages and heaters
- \*Use remote communication tools to keep tabs on your crew



## Avoid caffeine

Most of us love a good cup of coffee before work in the morning. However, caffeine has a tricky effect on the body in the cold. Its properties increase heart rate, which can make you feel warmer than you really are. Instead, encourage your crew to sip on decaffeinated hot drinks, such as decaf coffee, tea, hot apple cider, or simply hot water with lemon.

## Remove winter hazards from the job site

The winter brings many surprises to the environment, including possible dangers from snow and ice. This winter weather safety tip for builders suggests the importance of supervisors inspecting the worksite before allowing all the construction crews to begin their work. Remove as much snow and ice to ensure you're compliant with OSHA's General Industry Standard 1910.22(a)(3), which states:

Walking-working surfaces are maintained free of hazards such as sharp or protruding objects, loose boards, corrosion, leaks, spills, snow, and ice.

If your crew will be responsible for removing the snow and ice from worksites, reference OSHA's guide to snow removal hazards here. Throwing down sand or salt to melt ice patches and encouraging everyone on your crew to wear boots with adequate traction are additional protective measures that can help keep everyone safe.

## Know the signs of trouble

Another winter weather safety tip for builders is to ensure that you and your crew are up-to-date on required training sessions that outline common symptoms of cold stresses. While these educational offerings often take place in warmer months in preparation for winter, brief daily reminders can help reinforce this potentially life-saving information. Check out the symptoms and first aid tips for frostbite, hypothermia, trench foot, Chilblains, and angina (cardiac issues) here.

## Have emergency kits nearby

Place winter-weather emergency kits on the job site and in your company's fleet of work vehicles. Include winter essentials, such as shovels, ice scrapers, a heavy blanket, protein bars, cat litter for emergency traction, tow straps, backup cell phone batteries, and emergency flares. Suggest that your crew assemble a kit for their personal vehicles as well. These winter weather safety tips for builders can help protect you and your crew from injury and illness this season.

## WBA's Event of the Year is Right Around the Corner

Join us after our member meeting on February 7, 2020 for the Installation Dinner of Jeff Dorner, President and Ray Hoffman, Associate VP at Stone Harbor Resort in Sturgeon Bay!

### Itinerary

5:00 PM - 5:30 PM - Registration

5:30 PM - 6:30 PM - Cocktail Reception

6:30 PM - 7:00 PM - Installation of Officers

7:00 PM - 8:00 PM - Dinner

8:00 PM - 8:30 PM - Awards Presentation



***For more information and to Register to attend this event at [WISBUILD.org](http://WISBUILD.org)***



## 2020 Workforce Housing Proposal

With the passage and implementation of 2019 Wisconsin Act 38, we now turn our efforts to address the issue of making more workforce housing units available. WBA is working with the Wisconsin Realtors Association, the Wisconsin Economic Development Association, Representative Rob Brooks, and Senator Dan Feyen to roll out a package of reforms to encourage the construction of more workforce housing units.

There are several items that are being considered for a package to be rolled out in January. They include:

- changes to make TIF more available for workforce housing
- incentives for local units of government to reduce fees and red tape to encourage single family and small multifamily units that would be available to a broader range of buyers
- levy limit flexibility for municipalities that encourage more workforce housing to be constructed.

Rep. Brooks and Sen. Feyen are working hard to get those that represent builders, realtors, economic development entities, and municipalities, in agreement on the provisions in this bill before it is introduced.

There will be some challenges to passing this bill prior to the end of the legislative session which is anticipated to be sometime in March. There have been some members of the state Senate that have objected to the expansion of TIF to help aid as an additional economic development or as a tool to expand workforce housing options. A concerted lobbying effort will be needed to have a chance to get this bill signed into law in 2020.

## Electrical Code Changes

After a delayed effective date and some additional review time requested by standing committees of the legislature, the updated electrical code for one- and two-family homes will go into effect on January 2, 2020. The updated code for the commercial building code has been in effect since 2018 and electricians throughout the state have likely been trained on the updates to both the commercial and single-family electrical code in 2018 and 2019.

The Department of Safety and Professional Services recently published a document highlighting the changes that can be found [here](#).

## NAHB Launches New Podcast

Recently, the National Association of Home Builders (NAHB) announced a new podcast called the “Housing Developments Podcast.”

The podcast is presented by NAHB CEO Jerry Howard and NAHB Chief Lobbyist Jim Tobin and includes topics on housing affordability, housing economics, workforce development issues, and the state of the residential construction industry.



# From NAHB Congress Poised to Revive Expired Tax Extenders, Make Other Key Tax Changes

Recently congressional and White House negotiators agreed to a package of tax changes that include a number of provisions sought by NAHB, including a series of temporary tax provisions known as “tax extenders.” Congress is expected to approve the package in the coming days and send it for the president’s expected signature.

The tax extenders section of the bill contains a number of temporary tax items that expired at the end of 2017. The legislation would retroactively reinstate in 2018 and 2019, and extend the following tax provisions through 2020:

- **Deduction for Mortgage Insurance.** Allows taxpayers, subject to an income cap beginning at \$100,000, to deduct premiums paid for private mortgage insurance and FHA/RHA/VA insurance premiums.
- **Section 45L Tax Credit for Energy-Efficient New Homes.** Provides builders a \$2,000 tax credit for the construction of homes exceeding heating and cooling energy standards by 50%. The base energy code is the 2006 International Energy Conservation Code plus supplements. Builders must have tax basis in the home to claim the credit (i.e., they must own and then sell/lease the residence).
- **Section 25C Tax Credit for Qualified Energy-Efficiency Improvements.** Offers a credit worth up to \$500 (subject to a \$500 lifetime cap), with lower caps for certain products, such as windows, for consumers to install qualified energy-efficient upgrades.
- **Mortgage Forgiveness Tax Relief.** Eliminates any taxes home owners might face because of renegotiating the terms of a home loan, which result in forgiving or canceling a portion of the outstanding loan balance, particularly in connection with short sales. It applies only to principal residences.
- **Section 179D Energy-Efficient Commercial Buildings Deduction.** Provides a deduction of up to \$1.80 per square foot for commercial and multifamily buildings that exceed specific energy-efficiency requirements under ASHRAE 2007.

The legislation also includes the Setting Every Community Up for Retirement Enhancement (SECURE) Act, which passed the House earlier this year. The SECURE Act is intended to reduce the administrative costs of small businesses offering their employees retirement savings plans. The SECURE Act will give small businesses a more cost-effective tool to offer retirement benefits by combining their buying power in the form of Open Multiple Employer Plans.

The bill further provides temporary tax relief for individuals and businesses in federally declared disaster areas occurring between Jan. 1, 2018, and 30 days following the enactment of the legislation. These provisions allow certain early penalty-free withdrawals from retirement plans, provide an employee retention tax credit for employers, and offer automatic adjustments to tax filing deadlines, among other changes. The bill also includes a provision to provide additional low-income housing tax credit allocations related to certain 2017 and 2018 California disasters.

The tax package will also repeal a provision related to certain employee transportation fringe benefits offered by non-profit organizations, including trade associations. The Tax Cuts and Jobs Act of 2017 imposed the corporate tax rate of 21% on the value of employer-provided transportation benefits, including parking, or certain other subsidy programs. The bill repeals that tax change for non-profit employers retroactively, which should allow non-profit entities to collect back any taxes paid in 2018.

For more information, contact J.P. Delmore at 800-368-5242 x8412.



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# 2020 Home Show

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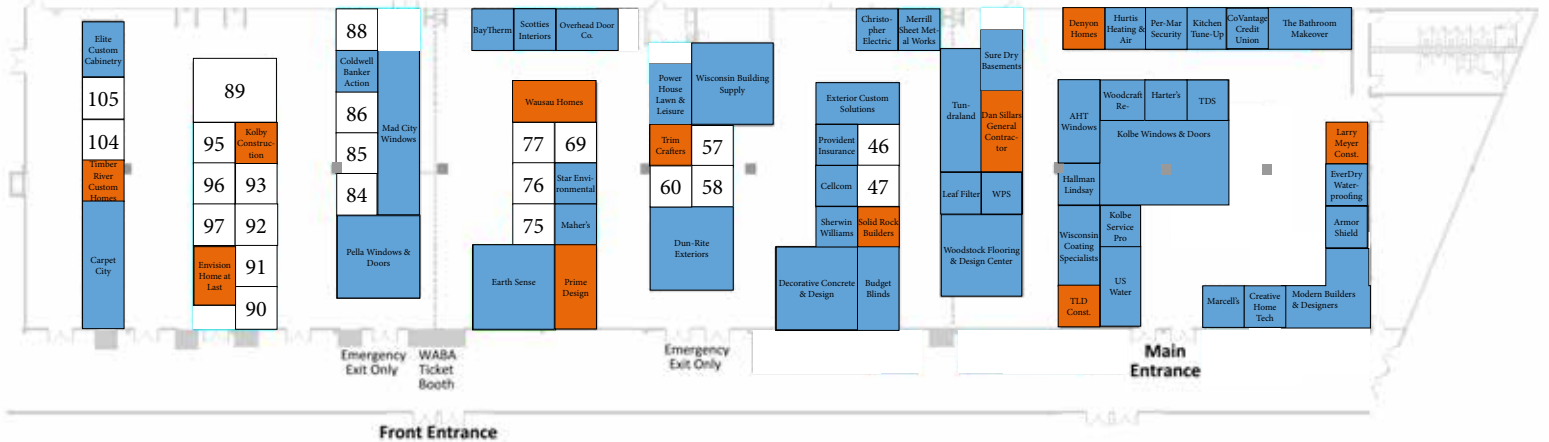


2020 Wausau Area Builders Association Home Show

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February 21-23, 2020



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# WAUSAU AREA BUILDERS ASSOCIATION SPONSORSHIP OPPORTUNITIES

## 2020 HOME SHOW

FEBRUARY 21-23, 2020

There is no better way to utilize your sponsorship dollars than by reaching a targeted group of consumers! All sponsorship and advertising packages can be customized to fit your needs. Additional sponsorship opportunities may also be added throughout the year. Please contact Cara at the WABA office at 715-842-9510 or [cara@wausauareabuilders.com](mailto:cara@wausauareabuilders.com) today to begin reaping the benefits of your sponsorship! We look forward to working with you – simply choose a sponsorship option, then sign and return the form to 801 S. 24<sup>th</sup> Ave. Wausau WI 54401. Deadline for sponsorship options is December 31, 2019. \*Must be current WABA member\*

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- 14 – Home Show Tickets
- Option to provide Bag Item

### GOLD - \$2,000

- Up To Two 10x10 Booths in The Show
- Full Page Color Ad in Home Show Book
- Sponsor in all Media Advertising
- Ad Banner On Home Show Website
- 10 – Home Show Tickets

### SILVER - \$1,000

- A 10x10 Booth in The Show
- Half Page Color Ad in Home Show Book
- Ad Banner On Home Show Website
- 6 – Home Show Tickets

### BRONZE - \$500

- Quarter Page Color Ad in Home Show Book
- Ad Banner on Home Show Website
- 4 – Home Show Tickets

## 2020 COMMITMENT FORM – HOME SHOW

### [ ] Ice Breaker Event

\$300

Recognition at Home Show Event  
Recognition in Home Show Book

~~3 available~~ 1 available

### [ ] Wristband Sponsor

\$300

Logo printed on attendee wristbands  
Recognition at Home Show Event

~~1 available~~

### [ ] Exhibitor Lounge

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Recognition at Home Show Event  
Recognition in Home Show Book

~~4 available~~ 3 available

### [ ] Bag Item

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Provide Item for 1500 guest Bags  
Recognition at Home Show Event

~~5 available~~ 4 available

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### CONTACT INFORMATION:

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