

# LET'S LEVEL

*the Official Publication of the Wausau Area Builders Association*

**APRIL 2010**

**VOLUME 29 - ISSUE 4**

*it's time for the*  
**SILENT  
AUCTION**  
*April 15*

**... more details inside**



# LET'S LEVEL

April 2010  
Volume 29, Issue 4



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### MISSION STATEMENT:

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 consumer, building trades, industry suppliers and all facets of the building industry.

The primary goal of our association is to provide quality, affordable housing through community and government involvement, while promoting high standards of professionalism.





Tom Bychinski was our motivational speaker for the March Dinner Meeting. He spoke on the value of being a member of our association and gave us insight on how to present that value to prospective members.



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## UPCOMING EVENTS

**NOW THROUGH  
FRIDAY, APRIL 30**  
"Who Do You Know"  
Membership Drive

**TUESDAY, APRIL 13**  
WABA Board Meeting

**THURSDAY, APRIL 15**  
Silent Auction  
Dale's Weston Lanes

**TUESDAY, MAY 18**  
WABA Board Meeting

**THURSDAY, MAY 20**  
Membership Dinner Meeting  
VFW Clubhouse

**TUESDAY, JUNE 1**  
Parade of Homes Bus Tour

**TUESDAY, JUNE 1  
THROUGH SUNDAY, JUNE 6**  
Parade of Homes

**FRIDAY, JUNE 11**  
Golf Outing  
Pine Valley Golf Course

**TUESDAY, JUNE 15**  
WABA Board Meeting

## A NOTE FROM YOUR EXECUTIVE OFFICER



I hope this newsletter finds you enjoying the beautiful weather we've been lucky to have.

Kristin and the Membership Committee asked me to remind everyone that the "Who Do You Know" membership drive is going to wrap up at the end of the month so now is the time to plant the seed with your prospective new members. Something else you'll see new this month is the "Member Spotlight". Starting now, at every dinner meeting one Associate Member and one Builder Member will be drawn from the attendee list. In the next newsletter, those two people will be our Spotlight Members. Only people who are at the dinner

meeting will be eligible. The committee decided it was only fitting to start with our Builder and Associate of the year. Congratulations again guys!

"Builder Bucks" will be unveiled at the April Silent Auction night and will also focus on the attendees of the dinner meetings. That's all I'm allowed to say at this point, other than it's going to be in the Builders best interests to be in attendance!

To date WABA has hosted two Lead Classes, and are looking to do more however we need an idea of the interest level before we can book another date. Time is growing short, so call me at the office to get your name on the waiting list.

Lastly, Andy Radant and his committee are working feverishly to gather prizes for the Silent Auction on the 15th. If you haven't been contacted yet and would like to donate an item, contact either Andy or me at the office.

Enjoy the weather and we look forward to seeing you at Dale's Weston Lanes on the 15th. Please remember it's very important for you to let me know if you're coming so we have an accurate count.

— Chris Briquetet

## PRESIDENT'S MESSAGE



It looks like spring is here to stay. I hope everyone has been able to get outside and enjoy the beautiful weather.

The silent auction is Thursday, April 15. Please help by donating and attending. There are always some great items to buy for a cause that benefits us all.

On behalf of myself and the association I would like to extend our condolences to Chris Briquetet & his family for the loss of his father on Friday, March 26th.

Sincerely, — Garry Volm, Volm Builders LLC



## STILL NEED YOUR LEAD ABATEMENT CERTIFICATION?

*We are thinking of hosting a few more classes but need an idea of the interest level before we can book any dates.*

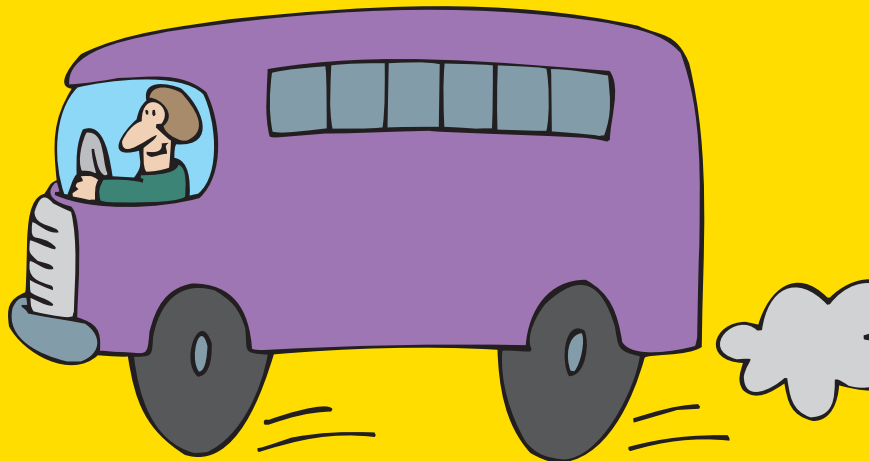
*Once a class is scheduled they fill up fast; please call the office to be added to a waiting list.*



## Our Deepest Sympathy

We would like to extend our deepest sympathy to the family of Andrea Reede on the loss of her mother. And also to Chris Briquetelet and his family on the loss of his father, who passed away on Friday, March 26.

Perhaps they are not stars, but rather openings in Heaven where the love of our lost ones pours through and shines down upon us to let us know they are happy.



# DON'T MISS THE BUS!

## THE PARADE BUS TOUR

will be on

## TUESDAY, JUNE 1

**Registration information will be coming soon.  
If you are interested contact the office.**



141 W. Thomas Street  
Wausau, WI 54401  
Phone (715) 842-9510  
Fax (715) 845-5435  
[www.WausauAreaBuilders.com](http://www.WausauAreaBuilders.com)

### OFFICERS

President	Garry Volm
Vice-President	Bob Marcell
Secretary-Treasurer	Sara Holtz
Past President	Larry Meyer
Executive Officer	Chris Briquetelet

### STATE DIRECTORS

Ray Bodenheimer	Bob Marcell
Andy Radant	Mark Reede
Mike Richie	Sid Sorensen
Garry Volm	

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Kolby Muscha	Chad Sickler
Jerry Jarosz	Jonathon Smith
Russ Utech	Jason Brettingen

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### WBA NORTH AREA VP (Associate)

Mike Richie

### ALTERNATE NATIONAL DIRECTOR

Dan Sillars   Garry Volm

### COMMITTEE CHAIRPERSONS

Marketing	Jim Weimerskirch
Associates Advisory	Ray Bodenheimer
	Jason Brettingen
	Kristin Flamang
BLDR-PAC	Andy Radant
Education Committee	James Wanserski
Events Committee	Andrea Reede
Building A Better Wisconsin Trustee	Mike Richie
Governmental Affairs	Cory Sillars
Home Show	Russ Utech
Membership	Kristin Flamang
Parade of Homes	Kolby Muscha
Planning Committee	Mike Richie
Public Relations	Bob Marcell
Scholarship	Jerry Jarosz



# SILENT



# AUCTION

***Thursday, April 15, 2010***

***Dale's Weston Lanes***

*Andy Radant and his committee are looking for help with auction items.  
If you have items to donate please  
contact Andy at 715-302-0345 or send in the form below.*

## **WABA SILENT AUCTION DONATION FORM**

Member Name: \_\_\_\_\_

Occupation: \_\_\_\_\_

Company Name: \_\_\_\_\_

Description of Item: \_\_\_\_\_

Retail Value of Item: \_\_\_\_\_

*All items must be registered before the auction.*

\_\_\_\_\_ I will deliver the item to Dale's Weston Lanes by 6:00 pm the evening of the auction.

\_\_\_\_\_ Please let this serve as my reservation for dinner

Name: \_\_\_\_\_ Guest: \_\_\_\_\_

\_\_\_\_\_ I cannot attend and would like someone to pick the item up at my office.

Return by Friday, April 9

Mail to: Wausau Area Builders Association, 141 W. Thomas Street, Wausau, WI 54401 or fax 715-845-5435



# FEATURING 13 HOMES BY 10 BUILDERS

## PARADE of Homes

The 2010 Parade of Homes will be held June 1-6.

Ten builders featuring 13 homes have  
committed to having a home in the parade.

### MEMBERS

	B&W	Color
1/4 pg	\$165	\$240
1/2 pg.	\$220	\$340
Full pg.	\$300	\$500

### NON-MEMBERS

	B&W	Color
1/4 pg.	\$250	\$360
1/2 pg.	\$330	\$510
Full pg.	\$450	\$750

Inside Front Cover & Inside Back Cover are \$750.00 - color only  
Back Cover is \$1,000 - color only

### Please Reserve Ad Space For:

Company \_\_\_\_\_

Contact's Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Please check ad size(s)

### MEMBER

#### Black & White

- ☐ Full Page (B/W) - \$300.00
- ☐ 1/2 Page (B/W) - \$220.00
- ☐ 1/4 Page (B/W) - \$165.00

#### Color

- ☐ Full Page (Color) - \$500.00
- ☐ 1/2 Page (Color) - \$340.00
- ☐ 1/4 Page (Color) - \$240.00

### NON-MEMBER

#### Black & White

- ☐ Full Page (B/W) - \$450.00
- ☐ 1/2 Page (B/W) - \$330.00
- ☐ 1/4 Page (B/W) - \$250.00

#### Color

- ☐ Full Page (Color) - \$750.00
- ☐ 1/2 Page (Color) - \$510.00
- ☐ 1/4 Page (Color) - \$360.00

## 2010 PARTICIPANTS

### John Ohrmundt Construction, Inc.

John Ohrmundt ~ 715-675-6856

### Keener, Inc.

Will Keener ~ 715-359-4304

### Kolby Construction, LLC

Kolby Muscha ~ 715-551-9858

### Reedy Builders LLC

Guy Reedy ~ 715-359-4989

### Royalty Homes

Bill Shnowske ~ 715-571-8022

### Trim Crafters LLC

Marlin Lehman ~ 715-842-3299

### Jeremy Voigt Construction Co., LLC

Jeremy Voigt ~ 715-675-1714

### Brown Builders, Inc.

Tim Brown ~ 715-212-3352

### Sorensen Construction LLC

Sid Sorensen ~ 715-842-5490

### Main Street Homes, Inc.

Heath Tappe ~ 715-675-2222

# THE "MONDAY MORNING" REVIEW



## Business Day 2010 Wrap Up

On Tuesday, February 23 over 120 WBA members from across the state traveled to Madison to be part of WBA's annual lobby day, Business Day in Madison 2010. The timing of this year's event was perfect as both houses of the legislature were in session that day and the Assembly was voting on the veto override of the DNR Secretary Bill (AB 138).

We began the day with an issue briefing so members were educated on the issues we wanted them to talk about with their legislators. The issues we highlighted this year included:

- Housing=Good Paying Wisconsin Jobs
- Oppose the appointment of the DNR secretary by the DNR Board and not the Governor
- Oppose the Global Warming Initiatives as currently drafted
- Support for updates to Wisconsin's platting process
- Support the elimination or delay of the farmland conversion penalty

Originally we had planned to have members lobby in favor of a bill requiring the installation of carbon monoxide detectors in one and two-family homes but that moved quicker than expected in January, passing both houses in advance of Business Day 2010.

We thank all of those that attended this year's event and hope those that attended enjoyed the day and will be back in the

future. A quick reminder, please remember to send back your meeting notes and evaluation forms either by e-mail (bboycks@wisbuild.org) or fax (608-242-5150).

## Win on DNR Secretary Bill

As we mentioned above, those attending Business Day in Madison 2010 had one very timely thing to talk to members of the state Assembly about this Tuesday, the override vote of the DNR Secretary Bill (AB 138) that was taking place on Tuesday. WBA GA staff had been working this issue very hard since the bill was introduced last year and WBA members began lobbying against this proposed change at Business Day 2009.

As you know this bill was first passed by the Assembly, changed in the Senate and passed again as amended by the Senate. Governor Doyle vetoed this bill in November and we had been expected a veto override attempt even though a number of Assembly members needed to change their vote from the previous time they took up the issue.

Leading up to Business Day 2010 we received word that the override vote would take on Tuesday, February 23 which would give our members the opportunity get one last opportunity to talk to members of the assembly before they went to the floor to vote on this issue.

Your efforts lobbying member of the state Assembly paid off when the attempt to override the governor's veto of the DNR Secretary Bill (AB 138) was unsuccessful. 64 votes were needed to override but only 58 members voted in favor of the override.

Your grassroots efforts made this vote possible, congratulations!

As a follow up, please send your state representative (if they voted no on the override) a follow up e-mail, letter or place a phone call thanking them for their vote in favor of DNR or consider doing a "letter to the editor" publicly thanking them for their vote (if you are interested in a letter to the editor please contact me for some suggested language to us in your letter). To find out how your state representative voted go to: <http://www.thewheelerreport.com/releases/feb10/feb23/0223dnrovoverridevote.pdf>

## Regulatory Update: Existing Multifamily buildings need plug in CO monitors as of April 1, 2010

Last session the legislature passed and Governor Doyle signed into law a measure requiring CO alarms in all new and existing multifamily units. The requirement for existing multifamily units is coming up quickly (April 1, 2010). Plug in alarms are acceptable to comply with this new law in existing multifamily units.

## CO bill signed into law

Recently Governor Doyle signed into law the bill authored by Senator Dave Hansen (D-Green Bay) and Representative Gordon Hintz (D-Oshkosh) that will require CO alarms in all new and existing homes after February 1, 2010. The bill signing took place on Wednesday, March 10 after a press event and the announcement of a CO alarm giveaway program in Green Bay earlier in the day.

The press event in Green Bay featured the bill authors, WBA President Jim "Kuba" Kubasta, the fire chiefs from Green Bay and Oshkosh and representatives from Safe Kids Wisconsin. The

event received wide press coverage and was a great opportunity for our new president to show his rhetorical skills before the television cameras.

You may remember that part of the 2009-2010 WBA GA Agenda, which was approved by the WBA Board of Directors in October 2008, included a provision to support legislation that would require carbon monoxide alarms to be installed in Wisconsin homes. Existing homes would be required to install a plug-in alarm and any new one or two-family home would be required to install a hard-wired carbon monoxide alarm.

This new law mirrors the current smoke detector law which essentially means that to comply with this new requirement you would simply need to replace a smoke alarm with a "combo alarm" that acts as both a smoke and carbon monoxide detector in new homes.

The new law becomes 2009 Wisconsin Act 158.

## Save the Date: April 21, 2010 for NAHB Legislative Conference

This year NAHB's annual lobby day is set for Wednesday, April 21, 2010 in Washington D.C. Members can begin registering on line starting for this event today.

Much like our Business Day in Madison this is the last opportunity to join other members from throughout Wisconsin and the country to advocate for important housing issues directly to your member of Congress.

For more information including a draft agenda, please visit [www.nahb.org/Legcon](http://www.nahb.org/Legcon).

For more information on the above legislative matters please contact WBA Director of Government and Political Affairs Brad Boycks (bboycks@wisbuild.org or 608-242-5155, ext. 16).

*(This is a monthly report from the Wisconsin Builders Association, our "political arm" at the state Capitol in Madison. Each month, the Monday Morning Review will highlight the going's on under the Capitol Dome with an eye toward what matters to the housing industry.)*



# Advertising Rates and Sizes for Wausau Area Builders Association Newsletter



**With the price below, your ad will  
run from April until Dec. 2010**

Full Page .....	\$500.00
1/2 Page .....	\$300.00
1/4 Page .....	\$175.00
Embedded Video .....	an additional \$300.00

An embedded video is to have your commercial or company video embedded in your ad. When someone clicks on your ad .. your video will play.

**Video is limited to three (3) minutes.**

Website Link .....	an additional \$100.00
--------------------	------------------------

A website link allows someone to click the link on your ad and your website will open.

You may send your advertisement

as a jpg, pdf or eps to

chris@wausauareabuilders.com

or mail them to: Wausau Area Builders Association

141 W. Thomas Street, Wausau, WI 54401

**All ads must be received by March 15, 2010**



**Full Page**  
8 1/2 x 11

**1/2 Page**  
8 1/2 x 5 1/2

**1/4 Page**  
4 1/4 x 5 1/2

Check One

**ALL ADS ARE COLOR**

Full \_\_\_\_\_ 1/2 \_\_\_\_\_ 1/4 \_\_\_\_\_

**Extras**

Embedded Video \_\_\_\_\_ Website Link \_\_\_\_\_

Company Name: \_\_\_\_\_

*Thank you for taking an ad in our newsletter.*

Please make checks payable to

Wausau Area Builders Association

141 W. Thomas Street, Wausau, WI 54401

**All ads must be received by March 15, 2010**

*New Special for the Dinner Meetings*

## **MEMBER SPOTLIGHT**

**TWO MEMBERS WILL BE CHOSEN AFTER EACH DINNER MEETING AND WILL BE FEATURED IN THE NEWSLETTER THAT FOLLOWS**

**1 BUILDER MEMBER AND 1 ASSOCIATE MEMBER**

**TO BE CHOSEN YOU MUST BE REGISTERED AND ATTEND THE DINNER MEETING**

# **DON'T MISS OUT!**

## **THE ANNUAL GOLF OUTING**

**will be held Friday, June 11  
Pine Valley Golf Course**

*Watch for registration  
information coming soon.*



# Builder Member Spotlight



**Kolby Muscha**  
Kolby Construction, LLC

- 1) How long have you been a member?  
*Since 2002*
- 2) What's the most valuable thing you've gotten from being a member?  
*Building relationships with colleagues and networking with assoc.*
- 3) Favorite Beverage?  
*Mountain Dew before noon, Coors It later*
- 4) If you could be any super hero who would it be?  
*Mighty mouse*
- 5) Favorite vacation?  
*Difficult to choose, but small hunting town in Idaho with no cell phones*
- 6) Favorite Childhood Toy?  
*Tyco Slot Cars*
- 7) Oddest thing a customer has ever asked for?  
*A customer was once contemplating a cold water only bidet*
- 8) What is one thing that people would be surprised to know about you?  
*I know it's hard to believe, but I don't really care for public speaking*
- 9) List the things you are involved in with WABA  
*2009 Builder of the Year  
Local Director  
Parade of Homes Chair  
I enjoy supporting the various WABA events such as;  
Summer Picnic, Christmas Parade, Golf Outing,*

# Associate Member Spotlight



**Jerry Jarosz**  
ProBuild

- 1) How long have you been a member?  
*Since the mid-80's*
- 2) What's the most valuable thing you've gotten from being a member?  
*The many new friends would be the first*
- 3) Favorite Beverage?  
*A glass of good red wine with my many new friends*
- 4) If you could be any super hero who would it be?  
*Spiderman, I'm afraid of heights and think it would be cool to fly around with the security of the web*
- 5) Favorite vacation?  
*A golf vacation with my wife were she shops and I golf.  
It don't get no better than that.*
- 6) Favorite Childhood Toy?  
*I must have been born an adult, I can't remember any toys.*
- 7) What is one thing that people would be surprised to know about you?  
*That I play the piano*
- 8) List the things you are involved in with WABA  
*Board Member,  
Golf Committee Chair  
Scholarship Committee Chair*



# WE WELCOME OUR NEWEST MEMBERS ...



Ben Beaty



Jennifer Gordon



Joe Wickman

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Offer valid from 4/1/10 - 4/30/10 or while supplies last. Activation at time of service, two-year service agreement and credit approval required. New line activation or qualified upgrade required. A line set up fee and early termination fee may apply. If applicable, the early termination fees may be reduced proportionately to the remaining months of the term of the agreement. Prices do not include taxes, fees or other charges. Universal Service Fund (USF) and regulatory and other recovery fees charged on all service lines. An E911 fee or Police & Fire Protection fee charged on all service lines. The amount or range of taxes, fees and surcharges vary and are subject to change without notice. See retail location or [www.cellcom.com/fees](http://www.cellcom.com/fees) for details. Promotion offer subject to change. BlackBerry® devices require a subscription to BlackBerry® service while the handset is active on the account. 30 Day Guarantee: If within 30 days you are not completely satisfied with Cellcom's wireless service, pay for the services you have used and return the equipment in acceptable condition. Offers not valid with myChoice prepaid wireless service. Other restrictions apply. See store for details. BlackBerry®, RIM®, Research In Motion®, SureType® and SurePress™ and related trademarks, names and logos are the property of Research In Motion Limited and are registered and/or used in the U.S. and countries around the world.

# MEMBERSHIP DRIVE

**LAST  
CHANCE!**  
ENDS APRIL 30TH

## WHO DO YOU KNOW?

### WABA MEMBERSHIP DRIVE 2010

Here's what your trade association can do for you:

- Give you an opportunity to know your competitors as individuals and enjoy their friendship and respect.
- Provide a means of cooperation between competitors for mutual self-interest.
- Strengthen your relative position in the trade.
- Offer a medium of exchange with others having similar business problems.
- Act as your spokesman when, alone, your voice would be only a whisper.
- Keep you informed of trade trends and changes.
- Fight your battles aggressively when, by yourself, you couldn't even conduct a rear-guard delaying action.
- Give you a code of ethics and standards for your guidance and protection.
- Encourage professional business practices and increase public and government respect.
- Provide a forum in which your views can be expressed, and give you a means by which you can help to shape trade policies and practices.
- Finally, it will afford you a means by which you can carry your fair share of the load, voluntarily, in fighting the common battles of your trade, instead of riding free at the expense of others, as well as at the loss of your self-respect.

Beginning March 1 the WABA Membership Committee is asking every current member to sign a new member before April 30. This is a very aggressive goal, but as you already know, being affiliated with a viable Association like the WABA is more important now than ever. Aside from this being an excellent opportunity for you to share Membership benefits with a business colleague, you can also take advantage of some very exciting incentives.

- 1) For every three people you bring as a new member, you'll receive one full page color advertisement in our newsletter.
- 2) If you bring six new members to the Association, you will be given \$200 plus a full page color advertisement in the newsletter.
- 3) The Membership Committee will also be giving an award for the top performer in our Association.

On this page a number of member benefits are listed to assist you in presenting this to potential members. If you need any further assistance, contact Kristin Flamang - Membership Chairwoman.

**THE DRIVE IS ON, JUST REMEMBER ..  
"WHO DO YOU KNOW"**

Ways to achieve the maximum return:

- ◆ **Member Advantage Program**
- ◆ **Continuing Education** - Your Association provides education seminars throughout the year .
- ◆ **Marketing** - to the public through signature events and advertising.
  - a) **Home Show**
  - b) **Parade of Homes**
  - c) **Advertise in WABA publications**
- ◆ **Get involved at the General Membership Meetings and Association Activities** - visit with your fellow builders and associates. **Get involved** in the Association by **joining a committee**.
- ◆ **Community Service Projects** - The Association gives back to the communities where your members live, work, raise your families and retire.
- ◆ **Insurance Services** - WBA provides you an alternative to your insurance needs. Contact WBA at [www.wisbuild.org](http://www.wisbuild.org) or (800) 362-9066.



# APPLICATION FOR MEMBERSHIP

141 W. Thomas Street • Wausau, WI 54401  
Phone (715) 842-9510 • Fax (715) 845-5435 • [www.wausauareabuilders.com](http://www.wausauareabuilders.com)

Name \_\_\_\_\_ Date \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone: Office \_\_\_\_\_ Home \_\_\_\_\_ Cell \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Web Site \_\_\_\_\_

Is this company a ☐ Corporation ☐ Partnership ☐ Sole Proprietorship ☐ LLC

List of Officers, Directors, or Partners \_\_\_\_\_

Name of representative(s) who will attend meetings \_\_\_\_\_

List of spouse(s) (optional) \_\_\_\_\_

Address of representative if different than above \_\_\_\_\_

Number of years in business \_\_\_\_\_ Nature of Business \_\_\_\_\_

## REFERENCES:

Bank \_\_\_\_\_

### Suppliers:

Name \_\_\_\_\_ Address \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_ Phone \_\_\_\_\_

### Customers:

Name \_\_\_\_\_ Address \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_ Phone \_\_\_\_\_

Federal ID# \_\_\_\_\_ Building Trade # \_\_\_\_\_

## MEMBERSHIP CLASSIFICATION:

Basic membership dues are \$395.00 per year. Please check your membership categories:

- ☐ **Builder:** Any self-employed person, firm or corporation whose primary source of income is from the construction industry, land development or remodeling and has been in business for at least 12 months immediately prior to date of application. Applicant must present a copy of a valid contractor's license.

Certificate Number \_\_\_\_\_

- ☐ **Associate:** Any person, firm or corporation, that provides service and/or products to the construction industry and has been in business for at least 12 months immediately prior to date of application

By signing this application you are authorizing the Review Committee to contact the above references for additional information. This application is subject to the Board of Director's approval within 60 days of this application date. If this application is denied, a check for the application fee will be returned to the applicant. This Association does not discriminate in membership on the basis of race, color, religious creed, national origin, sex, ancestry, age or against qualified handicapped persons or qualified disabled veterans. No question on this application is intended to secure information to be used for such discrimination. This application will be given every consideration, but its receipt does not imply that the applicant will be accepted.

I agree to abide by the Constitution and the Bylaws of the Local Association to which this membership application is directed and the Wisconsin Builders Association and the National Association of Home Builders of the United States with which it is affiliated. A remittance of \$395.00 representing my annual membership dues in the affiliated Associations accompanies this application. Of the amount remitted, a portion shall be used as subscription dues for one year to all national, state and local newsletters. Along with this application for membership, certificate of insurance must be submitted for not less than \$500,000 Liability, \$300,000 Auto Insurance and Worker's Compensation, unless exempt.

Sponsor \_\_\_\_\_

Applicants Signature \_\_\_\_\_ Date \_\_\_\_\_

Dues payments to WABA are NOT deductible as charitable contributions for federal tax purposes.

However, dues payments may be deductible as an "ordinary and necessary" business expense.

Make checks payable to WABA & return this application to: WABA, 141 W. Thomas St., Wausau, WI 54401



## NAHB MEMBER IDENTIFICATION (ID) CODING INSTRUCTIONS

The NAHB Member Identification (ID) Code is made up of eleven data blocks which are explained below. It is separate from the six-digit NAHB Membership Number assigned to each member. The ID Code designed for use by NAHB and its affiliated state and local associations to provide services which respond to the changing needs of our membership. Please note as in the examples below. If the requested data for a particular block is not applicable, enter a dash (-). Also, if you don't know the exact answer for a particular block, please give your best estimate. In order for an associate member to receive the Builder Magazine they must be classified with an occupation code ranging from (A-Z). A "Z" or "other" classification code must be further defined by writing the members specific occupation in the space provided. Any associate member not classified as outlined will not receive a copy of the Builder Magazine.

### Membership Classification:

#### 1ST BLOCK

enter a code (1) for all Builder Members  
enter a code (2) for all Associate Members

#### 2ND BLOCK

enter the primary business activity code (a-z) from  
the following selection including any subcodes:

##### BUILDER MEMBER CLASSIFICATION

CODE DESCRIPTION  
A - Single Family Builder, Speculative (Detached and Attached)  
B - Single Family Builder, Custom  
C - Multifamily Builder - Sale Units  
D - Multifamily Builder/Owner - Rental Units (own account)  
E - Multifamily Contractor - Rental or Sale Units (other investors)  
F - Remodeler - Residential  
G - Remodeler - Commercial  
H - Commercial Builders (own account)  
I - Commercial Contractor (other investors)  
J - Land Developer  
K - Home and Building Manufacturer

##### ASSOCIATE MEMBER CLASSIFICATION

L - Accounting  
M - Architects, Planners, Designers, Engineers  
N - Attorneys  
O - Computer Products and Services  
P - Financial Services  
Q - Insurance and Title Companies  
R - Marketing, Advertising and Public Relations  
S - Product Manufacturers and Representatives  
T - Property Management  
U - Real Estate Brokers and Agents  
Retail Dealers / Distributors  
V1 - Appliances  
V2 - Building Materials/Lumber  
V3 - Floor Coverings  
V4 - Paint/Wall Coverings  
V5 - All Other Retail Dealers

##### SUB-CONTRACTORS AND SPECIALTY TRADE CONTRACTORS

W1 - Carpentry  
W2 - Electrical  
W3 - Flooring  
W4 - Landscaping  
W5 - Plumbing, Heating and Air Conditioning  
W6 - Roofing and Siding  
W7 - All Other Subcontractors  
Wholesale Dealers/Distributors  
X1 - Appliances  
X2 - Building Materials  
X3 - Floor Coverings  
X4 - Paint/Wall Coverings  
X5 - All Other Wholesale Dealers  
Y - Utilities  
Z - All Other \_\_\_\_\_

#### 3RD & 4TH BLOCKS

using the above Business Activity Codes, code the second and third  
business activity, including sub-codes if applicable.

#### 5TH BLOCK

enter the members annual dollar volume of all construction/development. Choose from the following list of codes:  
1 - Under \$1 million 2 - \$1 million to \$5 million 3 - \$5 million to \$10 million 4 - Over \$10 million

#### 6TH BLOCK

enter the members annual number of residential dwelling units. Choose from the following list of codes:  
1 - 0 units 2 - 1 to 10 units 3 - 11 to 25 units 4 - 25 to 100 units 5 - 101 to 500 units 6 - over 500 units

#### 7TH & 10TH BLOCKS

enter the total number of paid employees, including the member.

#### 11TH BLOCK

using the following list of Title Codes, enter the member's business title:

A - President/CEO/Owner/Principal/Partner  
B - VP/General Manager  
C - Construction Superintendent  
D - Sales and Marketing Manager  
F - Financial Manager  
G - Other Management Personnel  
H - Non Managerial Personnel  
I - Other (please specify) \_\_\_\_\_

Example #1: Bill Adams is a home builder and land developer. He is also the owner of a real estate company. Adams has a total of 19 employees in both his companies. Last year he built 11 homes with a total sales value of \$900,000, and he developed 17 building lots for himself and other builders for a total value of \$500,000. Bill Adams NAHB Membership ID Code would be:

1	B	J	U	2	3	-	-	2	0	A
---	---	---	---	---	---	---	---	---	---	---

Example #2: Adelle Boyd is the owner of an architectural/design firm with 8 employees on her payroll. Last year her firm also converted an old school building into 8 apartments with a total market value of \$475,000. Adelle Boyd's NAHB Membership ID Code would be:

2	M	1	-	1	2	-	-	-	9	A
1	2	3	4	5	6	7	8	9	10	11

### CODE OF ETHICS

Members of the National of Home Builders and the Wisconsin Builders Association believe and affirm that:

- Home ownership can and should be within reach of every American family.
- American homes should be well designed, well constructed, and well located in attractive communities, with educational, religious and shopping facilities accessible to all.
- American homes should be built under and free American enterprise system.

To achieve these goals, we pledge allegiance to the following principles and policies:

- Our paramount responsibility is to our customer, our community and our country.
- Honesty is our guiding business policy.
- High standards of health, safety and sanitation shall be built into every home.

- Members shall deal fairly with their respective employees, subcontractors and suppliers.

- As members of a progressive industry, we encourage research to develop new materials, new building techniques, new building equipment, and improved methods of home financing, to the end that every home purchaser may get the greatest possible value for every dollar.
- All sound legislative proposals affecting our industry and the people we serve shall have our informed and vigorous support.
- We hold inviolate the free enterprise system and the American Way of Life. We pledge our support to our associates, our local, state, and national associations, and all related industries concerned with the preservation of legitimate rights and freedoms.

We assume these responsibilities freely and solemnly, mindful that they are part of our obligations as members of the National Association of Home Builders and the WBA.

# WAUSAU AREA BUILDERS ASSOCIATION SCHOLARSHIP APPLICATION FORM

***Any student within the top 50% of their class is eligible  
to receive the WABA Scholarship and is encouraged to apply.***

Applicant's Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

Phone # \_\_\_\_\_

1. High School Attending \_\_\_\_\_

2. Name of Parents \_\_\_\_\_

3. Are they members of WABA? YES NO

4. If yes, name of the company \_\_\_\_\_

5. What school will you be attending? \_\_\_\_\_

6. What course of study are you planning to pursue? \_\_\_\_\_

7. How do you intend to finance your education? \_\_\_\_\_

\_\_\_\_\_

8. What extra-curricular activities have you been involved in while in school?

Indicate any offices held, awards, or achievements. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

9. What community activities have you been involved that are not school related?

(Work activities, volunteer work, church, etc) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

10. What are the major courses you have been studying while in High School?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

11. What is your grade point average? \_\_\_\_\_

12. What is your rank in your class? \_\_\_\_\_

Return Applications to:  
Wausau Area Builders Association  
141 W. Thomas Street  
Wausau, WI 54401

***APPLICATIONS MUST BE RECEIVED IN OUR OFFICE NO LATER THAN  
APRIL 15, 2010 TO BE CONSIDERED FOR A SCHOLARSHIP!***



The Wisconsin Builders Association® presents



# The Future Of Housing Finance



*Identify new sources of financing for housing and development*

- \$ Hear what the state is doing to encourage economic growth
- \$ Economic outlook for housing industry in Wisconsin
- \$ Financing development & dealing with challenges
- \$ Consumer financing and how to get it!

April 28, 2010  
1:00—4:15 p.m.  
4:30 reception  
Chula Vista Resort  
Wisconsin Dells

\$79 members~\$99 non-members

**Go to  
[www.wisbuild.org](http://www.wisbuild.org)  
to register**

**Questions? Pat Stevens (608) 242-5151 x 22  
[pstevens@wisbuild.org](mailto:pstevens@wisbuild.org)**