

# LET'S LEVEL

*the Official Publication of the Wausau Area Builders Association*

**JULY 2011**

**VOLUME 30 - ISSUE 7**



*Happy 4th!*

# LET'S LEVEL

July 2011  
Volume 30, Issue 7



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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.



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## UPCOMING EVENTS

**TUESDAY, JULY 4-8**  
WABA Office will be Closed

**TUESDAY, JULY 12**  
Board Meeting - WABA Office

**THURSDAY, JULY 21**  
WBA Board Day - Chula Vista

**TUESDAY, AUGUST 9**  
Board Meeting - WABA Office

**WED.- SAT., AUGUST 17-20**  
EOC Seminar - Naples, FL

**FRIDAY, AUGUST 26**  
Sporting Clay Shoot  
Wausau Skeet and Trap Club

**TUESDAY, SEPTEMBER 13**  
Board Meeting - WABA Office

**THURSDAY, OCTOBER 6**  
WBA Board Day - Chula Vista

**TUESDAY, OCTOBER 11**  
Board Meeting - WABA Office

**TUESDAY, NOVEMBER 8**  
Board Meeting - WABA Office

**TUESDAY, DECEMBER 13**  
Board Meeting - WABA Office

**FRI.-SUN., FEB. 3-5, 2012**  
Home Show

## A NOTE FROM YOUR EXECUTIVE OFFICER



I hope this newsletter finds you all relaxing with family and friends in the sunshine for the Fourth of July. (As I'm writing this it's been raining for 5 straight days)

You'll see that despite the weather, the Golf Outing was again a success and a great time. The entire staff at Indianhead Golf Course was incredible to work with and went above and beyond excellent service. The Rib River Bar and Grill put on a great spread not only for dinner but lunch too. Because this newsletter is being published well ahead of schedule, the final numbers are not yet in but it appears there was again a respectable profit made for us to donate to the Community Foundation and our Scholarship Fund. Thank you to all of our volunteers, sponsors and participants for supporting this event!

From one event to another... In this newsletter there is a registration form for the 3rd Annual WABA Sporting Clay Shoot. You should also see an online registration invitation in your email box that will not only let you register, but also pay for your group online! If you are willing to join the Sporting Clay committee, or volunteer for the event, contact either Larry Meyer or myself to be put on the list. (Door prize sponsors are always welcome too!) If you're considering participating it's important to note that shooting experience is NOT necessary, and neither are 5 person teams. It's a \*ahem\* "blast" and I recommend it to anyone who enjoys the outdoors even a little.

Kristin Flamang and her Membership Committee are working on the details for our Membership Drive so watch for the particulars on that very soon! From what I've heard it's going to be not only fun....but rewarding to both the participants and the Association!

Have a Happy and Safe Fourth of July! The office will be closed July 4-8 as I plan to be doing the same with Kathy and the girls in the beautiful Northwoods.

— Chris Briquelet

## PRESIDENT'S MESSAGE



The Parade of Homes is now over and sadly, attendance was down from past years at about 1634 people. I would like to thank all the builders who placed homes in the show and all the people who helped with the parade. Please remember, if you took parade signs, bring the wire stands back to the WABA office.

I hope everyone dried out from the golf outing. Even with the bad weather we had a good turn out and still had fun. On that note, I would like to thank Jerry Jarosz and his committee for doing a great job. Also, thanks to all the hole sponsors and people that donated prizes.

— Garry Volm, Volm Builders LLC

# MEMBERSHIP INFORMATION

## THANK YOU FOR RENEWING

Brian Christiansen Construction  
DZM Residential Contractors  
Eiden Custom Carpentry &  
Remodeling  
Etco Electric Supply  
Hardwood Floors by RJB  
Ingersol Construction

James Koebe  
Maier's Plumbing  
Menzner Lumber & Supply  
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Mystic Tile  
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## NEW MEMBER

*Seeking Board Approval at the July Meeting:*

*Paradise Solutions, Inc. – Nick Busa  
In business for 8 years – [www.psolit.com](http://www.psolit.com)*



141 W. Thomas Street  
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Phone (715) 842-9510  
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[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 Briquélet

### STATE DIRECTORS

Bob Marcell   Andy Radant   Sid Sorensen  
Garry Volm   Larry Meyer

### LOCAL DIRECTORS

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Jerry Jarosz   Jonathon Smith  
Russ Utech   Jason Brettingen

### LIFE DIRECTORS

Dave Kautza   Dan Sillars   Jim Woller   John Joseph

### NATIONAL DIRECTORS

Bob Marcell   Garry Volm

### WBA PAST PRESIDENT

Arden Emmerich

### WBA NORTH AREA VP (Associate)

Mike Richie

### ALTERNATE NATIONAL DIRECTOR

Larry Meyer   Sid Sorensen

### 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 ..... Jonathon Smith  
Governmental Affairs ..... Jonathon Smith  
Home Show ..... Russ Utech  
Membership ..... Kristin Flamang  
Parade of Homes ..... Jeremy Voigt  
Planning Committee ..... Mike Richie  
Public Relations ..... Bob Marcell  
Scholarship ..... Jerry Jarosz  
Golf Outing ..... Jerry Jarosz  
Sporting Clay ..... Larry Meyer





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Countryside Fence & Deck



# WABA DIRECTORS AND COMMITTEE 2011-2012 SIGN-UP FORM

Now is the time to participate in the activities of your Association. The key to making the most of your membership is not what the association gives to you, but what you invest in the Association through participation. Play an active role in making it happen! Don't burn out the people that are always there for the Association. They are volunteers because they believe in the Association and have experienced first-hand what the Local, State and National Associations can do with team work.

*Meet your fellow members - they're nice people*  
Indicate your interests below and return the sign-up sheet today!

President-Elect	_____	Home Show	_____
Secretary-Treasurer	_____	Membership	_____
Local Director	_____	Parade of Homes	_____
Golf Outing	_____	Clay Shoot	_____
		Marketing	_____

## MEMBERSHIP INFORMATION

Name \_\_\_\_\_

Company \_\_\_\_\_

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

Business Phone \_\_\_\_\_ Email \_\_\_\_\_

If you have any questions about a committee, please feel free to call the office at 715-842-9510. Not all committees have monthly meetings, rather meet when needed or when the chair schedules one. It's imperative to the growth of the Association that everyone does their part to help **their** industry grow.


Mail to the office at: 141 W. Thomas St., Wausau, WI 54401 or fax the form to 715-845-5435

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**2011**  
**Wausau Area Builders Association**



# Sporting Clay Shoot

**Friday, August 26**

**Wausau Skeet & Trap Club, Brokaw**

Registration 8:00am - Shotgun Start 9:00am (Rain or Shine)

\$65 per shooter - \$325 per team

5 person teams are *NOT* necessary



**Registration Fee Includes:**  
17 Sporting Clay Shooting Stations  
Lunch and Refreshments  
Door Prizes

**Five Shooters per Team / 100 Rounds per Shooter**

**Side Events Available:** Rabbit Station, 5-Stand and Annie Oakley Shoot

6 boxes of #7 1/2 or smaller shells are recommended  
(Boxes of shells will be available at the Gun Club)

Personal 4-Wheeler transportation is allowed

***Eye and Ear protection required with no exceptions***

**Business Name:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**Shooter #1:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Shooter #2:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Shooter #3:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Shooter #4:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Shooter #5:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**\* No reservation is secure without Full Payment—85 Shooters Maximum \***

Mail Registration with Payment to:

WABA—141 W. Thomas Street—Wausau, WI 54401

Questions can be directed to Larry Meyer at (715) 848-0518

Or via email: [Larry@LarryMeyerConstruction.com](mailto:Larry@LarryMeyerConstruction.com)





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## WISE WORDS

*"Minds are like parachutes;  
they only function when open."*

- Thomas R. Dewar

*"Progress comes from the  
intelligent use of our  
experience."*

- Elbert Hubbard

*"Example is not the main  
thing in influencing others.  
It is the only thing."*

- Albert Schweitzer

*"Make every decision as if you  
owned the whole company."*

- Robert Townsend

*"People forget how fast you  
did a job, but they remember  
how well you did it."*

- Howard W. Nelson

*"Our main business is not to  
see what lies dimly in the  
distance but to do what lies  
clearly at hand."*

- Thomas Carlyle

*"Pay attention to your  
enemies, for they are the first  
to discover your mistakes."*

- Antisthenes



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## APPLICATION FOR MEMBERSHIP

141 W. Thomas Street • Wausau, WI 54401

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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 \_\_\_\_\_

*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.*

### 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 \$430.00\* 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

\* A \$25.00 late fee will be charged if account is over 31 days overdue and if more than 61 days it will be a \$50 re-instatement charge.

By signing this application you are authorizing the Membership 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 \$430.00 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.

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:

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



## **State Budget moves to Governor Walker**

Recently both houses of the legislature met and passed identical versions of the state budget. In the end, it was slightly tweaked from the version passed by the Joint Committee on Finance.

The state budget now goes to Governor Walker's desk where he will announce his vetoes (if any) and then sign the budget before July 1, 2010.

WBA will be communicating with the entire membership once the budget is signed with an extensive summary of the issues we supported in the budget. If there are no changes to the budget passed by the legislature we are very happy with the overall package.

Some of the top issues we were able to address in the budget include:

- Elimination of the conversion fee on agriculture land.
- Prevailing wage law changes to eliminate prevailing wage requirements on residential subdivisions, "publicly funded private construction projects," and donated labor used to construct or repair municipal projects. These changes would now take effect once the budget is signed into law by Governor Walker.
- Ban on code packages that increase the cost of housing by \$1,000 unless passed by both houses of the legislature and signed into law by the governor.
- Permanent caps on property taxes.

### **Conversion Fee change in effect when?**

The conversion fee on land will be eliminated if Governor Walker accepts the legislature's recommendation contained in the recently passed state budget on this matter.

Several members have inquired about when this change will take effect.

According to an analyst at the Legislative Fiscal Bureau "the conversion fee repeal would take effect immediately upon the bill's effective date, which would be the later of July 1 or the day after publication. Until the bill's effective date, current law would apply, meaning a conversion fee is to be collected for each rezoning."

### **Rule reform bill becomes law**

Governor Walker recently signed into law Special Session Bill 8 (SS AB 8), a comprehensive reform of the rule making process in Wisconsin.

Now that SS AB 8 has been signed into law any Wisconsin governor will have a greater ability to review and reject administrative rules in the future. This greatly affects the building industry because the vast majority of building code changes come via the administrative rule process.

For years WBA members have asked for more transparency and accountability in the legislative rule making process and this major reform package will do just that.

In short, this new law will allow:

- Agencies will only have the authority explicitly specified by the Legislature.
- The Governor can reject regulations being advanced by his or her agencies.
- Agencies will (finally!) analyze the economic impact of their mandates.
- Citizens may challenge administrative rules in the county in which they reside, not just Dane county.

This is another item on the 2011-2012 GA agenda that we were happy to finally become law.

### **Waugh named to Wisconsin Council on Forestry**

Recently Virgil Waugh of Amwood Homes in Janesville was appointed by Governor Scott Walker to serve as a member of the Wisconsin Council on Forestry. Mr. Waugh will replace Leon Church, a long time WBA member who previously served as a member of the Wisconsin Council on Forestry.

According to their website, the Wisconsin Council on Forestry was created by State Statute 26.02 in July 2002 to advise the governor, legislature, Department of Natural Resources, Department of Commerce, and other state agencies on a host of forestry issues in the state, including:

- Protection of forests from fire, insects, and disease
- The practice of sustainable forestry, as defined in s. 28.04 (1) (e)
- Reforestation and forestry genetics
- Management and protection of urban forests
- Public knowledge and awareness of forestry issues
- Forestry research
- Economic development and employment in the forestry industry
- Marketing and use of forest products
- Legislation affecting management of Wisconsin's forest lands
- Staffing and funding needs for forestry programs conducted by the state

Thank you to Leon Church for your service as a member of the council and congratulations to Virgil Waugh as you begin your term on the Wisconsin Council on Forestry.

### **Secretary Jadin addresses WBA EC meeting**

Recently current Commerce Secretary and head of the newly created Wisconsin Economic Development Corporation (WEDC) Paul Jadin took time from his busy schedule to address the WBA Executive Committee in Madison.

Secretary Jadin gave the group an update on the transition from the current Department of Commerce to the new WEDC and the transitioning of the Safety and Buildings Division from Commerce to the new Department of Safety and Professional Services.

Jadin also mentioned that WEDC will be creating a number of "citizen advisory groups" to get input on a wide variety of issues and said he would be looking for WBA members to serve on these groups. WBA President Don Esposito followed up with Secretary Jadin after the meeting to both thank him for joining us and offering our help in finding members to serve on these advisory groups in the future.

### **VoterVoice proving to be effective communication tool**

As you know WBA purchased new software to help members better communicate with elected officials this session. In the past we had asked you to send e-mails to your legislators on important issues but the process required a number of steps and admittedly was far from "user friendly."

Since the start of this legislative session we have sent out a number of alerts asking members to contact their member of the legislature on a number of important GA matters. In addition to allowing members to contact your legislator with "one click" VoterVoice also allows us to track the response rate we receive on each alert.

Enclosed is a summary of the e-mails we sent out and the rate of return we received from the household list of around 5,200 unique e-mail addresses we have in our database.

1.27.11, PACE/Conversion Fee co-author e-mail, **58** e-mails sent to the capitol

2.16.11, Support for the budget repair bill, **795** e-mails to the capitol

5.9.11, Support concept (budget) to repeal conversion fee, **138** e-mails to the capitol

5.11.11, Support Rep. Williams bill on prevailing wage repeal, **191** e-mails to capitol

We are very happy with VoterVoice but as you can see by the numbers above we still have a lot of room to increase our member participation on important GA issues. If you have been responding out our "Call to Action" messages, thank you and please continue to spread the word to your fellow members.

Brad Boycks

WBA Director of Government and Political Affairs

Wisconsin Builders Association@bboycks@wisbuild.org

(608) 242-5151 ext.16

Visit our web site: [www.wisbuild.org](http://www.wisbuild.org)

(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.)



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# NAHB SPIKE CLUB

## NAHB STATUS CREDITS

*for month ending May 31, 2011*

### SUPER SPIKE

[250-499]

Dan Sillars (483)

### ROYAL SPIKE

[150-249]

Dave Framke (231.50)

Rod Werner (214.50)

Ken Bauer (201)

Jim Woller (188.50)

Guy Reedy (183)

Larry Voigt (163)

Doug Knight (160)

### RED SPIKE

[100-149]

Sid Sorensen (138)

Jim Voigt (121.50)

Dave Kautza (119.50)

Jerry Draxler (116.50)

Rick Kuharske (100)

### GREEN SPIKE

[50-99]

Jerry Jarosz (89)

Larry Meyer (89)

Dwight Dorpat (75)

Will Keener (71.50)

### LIFE SPIKE

[25-49]

James Koebe (48.50)

Cory Sillars (46.50)

Arden Emmerich (42.50)

Jeremy Voigt (38.50)

Bernie Wood (38)

Bob Sundell (35)

Kolby Muscha (30.50)

Dan Thomas (27)

### BLUE SPIKE

[6-24]

Ted Peotter (23)

Garry Volm (22.50)

Bob Kolbeck (21.50)

James Wanserski (19.50)

Rob Mork (19)

Ken Wanta, Jr. (19)

Brian Luedtke (18.50)

Ray Bodenheimer (18)

Shane Brzezinski (18)

Jason Brettingen (15.50)

Leroy Kazmierczak (15)

Bill Schnowske (11.50)

### SPIKE CANDIDATE

Tim Brown (3)

Mark Reede (3)

Don Marquardt (2.50)

Rick Wanta (2.50)

Gary Guernadt (2)

Robert Kulp (2)

John Proulx (2)

Andy Radant (2)

Sarah Ruffi (2)

Matthew Waldvogel (2)

James Coleman (1.50)

David Kempf (1.50)

Mike Polencheck (1.50)

Gary Rusch (1.50)

Jonathon Smith (1)

David Zick (1)

Michael Bolen (.50)

John Ohrmundt (.50)

Roger Zell (.50)

## SPIKES - WHAT ARE THEY?

*Spikes are very valuable to our association because they work to bring in new members and encourage current members to renew their membership. Their efforts are essential to the growth and well-being of our association. We are pleased to join with NAHB and its affiliates across the country in recognizing our "Spikes".*

*Created in 1953, the NAHB Spike Program is designed to recognize and reward those members who are actively involved in recruitment and retention of members. There are currently 15,164 Spikes in local associations across the country and almost an equal number of Spike Candidates, those individuals working to obtain Spike status. Through the NAHB Spike Club, these members receive awards of silver and gold lapel pins, plaques, blazers and sweaters for their efforts in membership development.*

*At local membership meetings and at the NAHB annual Convention, Spikes proudly wear their hard-earned blazers and sweaters, and on Spike Color Day at the Convention, thousands of Spikes are recognized on the board floor by the NAHB Board of Directors.*

*As additional recognition, all Spikes in good standing that have also recruited at least one new member during the Membership Year, are invited to attend the annual NAHB Spike Party held during the Convention in January.*

*To become a Spike, an individual must obtain 6 credits within two consecutive years. Spike members must then earn two credits until they reach Life Spike status with 25 credits.*

*If you are interested in learning more about how you can become a member of the Spike Club and enjoy its rewards, contact the Wausau Area Builders Association at 715-842-9510.*