

LET'S LEVEL

the Official Publication of the Wausau Area Builders Association



WABA Golf Scramble

Friday June 22

10:30 lunch/registration

11:30 shotgun start

JUNE 2018, VOLUME 37

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.

CALENDAR OF
— EVENTS —

*June 5th-10th
Parade of
Homes*





801 South 24th Ave.
Wausau, WI 54401
Phone (715) 842-9510
www.WausauAreaBuilders.com

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Parade of Homes Travis Hoerman/Sam McLellan
Personnel Kyle VanOrder
Scholarship Cory Sillars
Silent Auction Amber Gober
Golf Outing Phil Pesanka
Sporting Clay Alex Forer & Larry Meyer
Website Warren Pope
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PRESIDENT'S MESSAGE



Wow, SUMMER IS HERE! I hope you all enjoyed the warm Memorial Day weekend.

We just had our last meeting of the 2018-2019 season at the fabulous Wausau Elks Club, with a super unique and great relaxing dinner. Thank you to Gloria Fenhaus for planning these activities.

Our next Public event is the 2018 Parade of Homes coming next week. We have enough interest that there is a second Builder bus running on Monday for us! Last I heard there were still a few seats left. Shout out some thanks to Sam McLellan and Travis Hoerman for heading up the event again this year.

Following that will be our Golf outing later in June, at the favorite Pine Valley. Let Phil Pesanka and his committee know you appreciate his efforts as chairman.

Don't miss our summer picnic at the Woodchucks, our Events committee, Gloria Fenhaus, has worked hard to plan a great outing for us again this year in July.

And to round out the summer, watch for the Sporting Clay shoot in August, we anticipate great participation due to our partnership with the Never Forgotten Honor Flight, so please register in advance. Alex Forer gets the round of applause for making this fun.

Have a great summer! See you at one of our events. Bring a friend.

Russ Utech, 2018 WABA President

Joke of the Month

Man: How old is your father?

Child: As old as me.

Man: How it is possible?

Child: He became a father only when I was born.

MANAGER'S MESSAGE

May at the WABA office seemed to go by as fast as our spring. We hosted Parade of Trades, we are prepping for the Parade of Homes and the June golf outing, had a membership meeting at the Elks Lodge, and are working on improving our website.



The Parade of Trades was a wonderful event that the Building Youth into Builders committee organized for high schoolers from six area high schools to tour three of the Parade of Homes houses; Larry Meyer Construction, Timber River Custom Homes and Design, and Sorensen Construction along with Elite Custom Cabinetry. The teachers and students are still raving about the experience. They got to learn about some of the trades that our industry offers directly from the builders and tradesman themselves. Thank you to all of the members that took time out of their busy schedules to help make this new event a success!

Right around the corner, June 5-10, we have our Parade of Homes. This year 11 houses will be featured from 10 different builders. We start next week with a bus tour on Monday. I cannot wait to see all these beautiful houses that we have been hearing about for months!

The excitement does not stop around here, after the Parade of Homes we have the WABA Golf Scramble on June 22nd. If you haven't signed up yet, please do- you won't want to miss a great day of golf and fun with this crew. I hope everyone is enjoying the warm weather and all the opportunities for work that it brings.

With Gratitude,
~ Cara Spatz, Business Manager

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Wilhelm Lumber

JUNE

2018

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4 Parade of Homes Bus Tour	5 Parade of Homes	6 Parade of Homes	7 Parade of Homes	8 Parade of Homes	9 Parade of Homes
10 Parade of Homes	11	12 POH Committee Meeting - Noon	13 Home Show Committee Meeting - 3:00 pm Finance Committee Meeting - 4:00 pm	14 Golf Committee Meeting - 1:00 pm	15	16
17	18	19 Board Meeting	20	21	22 Golf Outing ITEMS FOR NEWSLETTER DUE	23
24	25	26	27	28	29	30

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Wausau Area Builders Association is proud to support our local school district and their efforts with teaching our students our industry trades! Russ Utech, President of the Wausau Area Builders Association, presented Wausau School District a check to help the Wausau East students build their own baseball dug outs. The check is being received by Jon Winter the Wausau School District Career and Technical Education Coordinator, Wausau East teacher Jake Stachovak, and Wausau East students during the inaugural Wausau Area Builders Association Parade of Trades Career Day.



Attention

Please notify the Association Office if you have any information that could be shared in the newsletter regarding members of the Association. Such as births, deaths, surgeries and so on.

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5 Deal-Closing Sales Tips for Home Builders

Reprinted from the WBA website



Successful sales strategies to help you seal the deal and grow your business.

Home building in Wisconsin is highly competitive, so it's essential to have all the right tools in your mental toolbox for sealing the deal on a family's dream home. The following sales strategies for home builders can help guide you through the process:

1. Put yourself in the client's shoes

Before you head out to meet a prospective homebuyer, take a moment to imagine you are in their position. If you were hiring a home builder, what would you want to know? How would you want to be treated? What barriers might be holding you back from taking the plunge? Anticipating a new client's concerns and adopting their mindset can help you confidently present yourself and your capabilities so you can take one step closer to landing the contract.

2. Be an active listener

Buyers want to choose a home builder who they feel truly listens and understands their concerns. If you've found yourself trying to process the words a prospective client is saying while also thinking ahead and crafting your response, consider a more active listening sales strategy that maintains your full attention. Whether your prospective clients share the reason they require ADA accommodations or they have their own ideas to save energy, show you understand with cues, such as nodding your head, offering verbal confirmation, and summarizing their main points. Not only will active listening help you develop a proposal that perfectly suits your clients' needs, it will go a long way toward setting you apart from your competitors.

3. Demonstrate your expertise

Prospective buyers are looking for an expert who can seamlessly guide them through all the decisions that will lead them to their brand-new dream home. From home site selection and floor plans to zoning restrictions and community amenities, prove you are up for the challenge by sharing your vast knowledge and expertise with potential homebuyers. This sales tip for home builders can help you shine by offering useful knowledge to educate and impress your clients just enough to tip the scale in your direction.

4. Leverage your WBA membership

Most home buyers spend a lot of time researching to find their perfect home builder. Give yourself an advantage by leveraging your membership with the Wisconsin Builders Association for credibility. Our longstanding reputation in the Wisconsin building industry elicits trust and recognition, giving your prospective buyers peace of mind.

5. Ask for the sale

"Refuse to let the fear of rejection hold you back." – Brian Tracy

As top sales training professionals remind us, the answer is always "no" until you ask. The final step to sealing a home building deal is simple: ask for it. What do you have to lose? While this sales strategy for home builders may sound easier said than done, sales experts maintain that it's easy to avoid the dreaded "no" by framing questions to potential homebuyers in terms that require more than a yes or no response. For example, asking, "would you like to meet to review the contract on Monday or Tuesday?" can give your buyers control while also steering them toward your final goal – a signed deal.

Arm yourself with these sales tips for home builders next time you meet with a prospective buyer. By using these strategies — and continuing to practice them — you can seal the deal with more clients and experience the growth your company seeks.

7 New Affordable Housing Triumphs for Wisconsin Families

Reprinted from the WBA website



How our leadership and influence shaped the most recent legislative session.

The recently completed legislative session is a huge win for more affordable housing for Wisconsin families. We made it our mission to inform legislators on both sides of the aisle of the importance of creating more affordable housing in Wisconsin, and are proud to provide the following snapshot of the most recent successes.

1. Reduced building or remodeling claim exposure period (April 2018)

One of the recent legislative successes includes reducing the exposure period for a building or remodeling claim from ten to seven years.

This reduction will:

- Decrease burdens and costs associated with investigating factual allegations from the distant past
- Promote fairness to builders who must defend themselves from such claims
- Protect property owners by providing ample time to bring an action against a builder

Working in conjunction with the Wisconsin Civil Justice Council (WCJC), we advocated for this common-sense change to improve the legal climate and promote affordable housing in Wisconsin.

2. Streamlined wetlands housing development regulation (March 2018)

Developing in areas that contain low quality, state-regulated wetlands has been a big challenge for property owners since 2001. Many times, property owners have no flexibility to build or expand on their land because of the overregulation.

We worked to streamline the process for housing development in wetland areas that will ultimately:

- Drive down development expenses
- Increase flexibility to build or expand
- Reduce housing costs

We worked with the authors of this legislation, State Senator Roger Roth, a WBA builder member, and State Representative Jim Steineke on this bill starting in mid-2017. Our efforts also called on members to contact their state representatives and state senators to pass these money- and hassle-saving reforms.

3. Advocated for park fees to be assessed only as an impact fee (April 2018)

Developers across the state noticed that park fees were mentioned in two different areas of state law – once in the impact fee section and again in the plat approval section.

We advocated to have park fees assessed only as an impact fee to allow for:

- Greater transparency to the public
- Assurance of park accessibility to families
- Lower development fees and housing costs

As a result of our work with State Representative Rob Brooks and other groups representing realtors and apartment buildings, the passed bill contains this and the following two provisions below that will help make housing even more affordable for Wisconsin families.

4. Clarified bond usage for municipal infrastructure (April 2018)

In 2014, we advocated for changes that allow greater flexibility for developers to use bonds to provide surety to local municipalities for infrastructure, such as sidewalks, roads, and sewers at no cost to property taxpayers. Since its passage, we heard from members that some communities were not following this law. Thanks to our collaboration once again with State Representative Rob Brooks and other groups, the new

provisions offer greater clarity so developers can effectively use bonds for infrastructure as initially proposed – all in the name of creating more affordable housing in Wisconsin.

5. Prohibited building codes from exceeding statewide uniform standards (April 2018)

Wisconsin's one- and two-family building code, the Uniform Dwelling Code (UDC), applies equally to everyone. In some areas of the state, however, municipalities were requiring homes to be built above the UDC at the request of community planners.

We continued our work alongside State Representative Rob Brooks and other groups to clarify the current law to prevent municipalities from requiring codes that exceed UDC. And if a provision of a signed development agreement includes such requirements, it can be voided to help keep housing costs down.

6. Eliminated Forestry Mill Tax/state property tax and personal property tax (Fall 2017)

When we see an opportunity to lower the tax burden for Wisconsin families, we take that fight to the state capitol, just like we did to eliminate:

- Forestry Mill Tax/state property tax - WBA members lobbied in favor of Governor Scott Walker's provision as part of our annual "Advocacy Day at the Capitol" in early 2017.

- Personal property tax - We worked with a diverse coalition of business groups as an addition to the state budget in the spring of 2017.

The total elimination of these taxes will give homeowners and small business owners more money in their pockets to spend on major home improvements or building a new home.

7. Revised electrical codes that balance cost with safety (November 2017)

Moving to a 6-year electrical code review for one- and two-family homes will go into effect on January 1, 2020 and could stay in effect until 2026. It rids the code of electrical manufacturer influence that drives up the cost of housing.

With a stable balance between cost and safety, this recent law change was championed by State Representative Adam Jarchow, State Senator Tom Tiffany, and WBA members. It will be reflected in the "Homeowners Bill of Rights," a package that makes housing more affordable to Wisconsin families.



*Thank you very much
for the lovely plant
sent for Claude's
funeral*

Jean

Perhaps you sent a lovely card,
Or sat quietly in a chair.
Perhaps you sent a floral piece,
If so we saw it there.
Perhaps you spoke the kindest words,
As any friend could say;
Perhaps you were not there at all,
Just thought of us that day.
Whatever you did to console
our hearts,
We thank you so much
whatever the part.

The Family of
Claude Witzeling

Bathrooms Overtake Kitchens as Most Popular Remodeling Project

Reprinted from the Monday Morning from NAHB

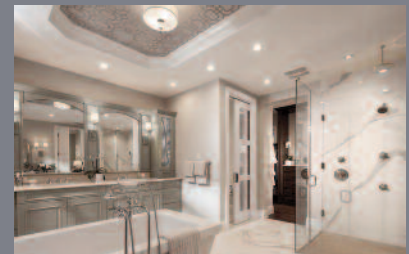
The kitchen is king among the spaces with the most impact on a home's identity. But having a beautiful bathroom is just as, if not, more important for many homeowners.

In fact, bathrooms overtook kitchens as the most popular remodeling project, according to a new NAHB survey. NAHB has released the results highlighting the most common remodeling projects to kick off National Home Remodeling Month in May.

"Small-scale renovations are slowly becoming just as popular as large-scale projects, as seen with bathroom remodeling becoming more common than kitchens," said 2018 NAHB Remodelers Chair Joanne Theunissen, CPG, CGR, a remodeler from Mt. Pleasant, Mich. "Home owners are finding cost-effective and shorter-timeframe upgrades can also add comfort and value to their homes."

In the survey, remodelers reported the most common projects in 2017:

- 81% did bathroom remodeling
- 78% did kitchen remodeling
- 49% did whole house remodeling
- 37% did room additions
- 30% did window/door replacements



While remodeling is commonly associated with kitchens and baths, demand for green upgrades continues to swell as homeowners seek to save on utility costs, improve air quality and increase the value of their homes. An additional survey by NAHB Remodelers showed that high-performing, low-emissivity (Low-E) windows are the most common green-building product installed by residential remodelers. Programmable thermostats and high-efficiency HVAC systems also ranked highly among the most common green products used.



Thank you for your time
and efforts in the Parade
of Trades event on May 2nd

Theran Peterson and students
from Wausau West High School

Mark Roosen
Pete & Kathy

Jonathan
Zellmer

Brenda Chyba

Dan Wajda

John Knap
Sam Feschel

PRANAV
SRIVASTAVA

Dean Spivey

Butt W

Kieran
Talley
Hanna Mone

Parade of Trades



Over 100 students and their teachers from five area high schools; Wausau West, Wausau East, DC Everest, Edgar, and Marathon participated in the inaugural Parade of Trades career day hosted by WABA on May 2, 2018. The students travelled to four different locations, the Parade of Homes houses of; Sorensen Construction, Timber River Custom Homes and Design, Larry Meyer Construction and the business of Elite Custom Cabinetry. At each of the locations they had two stations where they learned about specific trades within our industry from our members; In the Lite, ABC Supply, AK Design, Elite Plumbing Plus, Wausau Supply Company, as well as representatives from the YA Program at Northcentral Technical College. The students were encouraged to view careers in our industry as a viable option for their future.



ADVOCACY DIGEST



"Plain English" Summaries on Recently Passed Wetlands and Statute of Repose Reforms

Recently, Governor Walker signed into law two pieces of legislation strongly supported by the WBA. One bill, now 2017 Wisconsin Act 183, will allow greater flexibilities to develop

and build in areas that have state regulated and artificial wetlands. 2017 Wisconsin Act 235 will also change the numbers of years a builder and remodeler can be exposed to a lawsuit from 10 to 7 years.

After each piece of legislation is signed into law and receives an Act number, a summary of the new law is written by the Wisconsin Legislative Council. "Wisconsin Legislative Council Act Memos" provide lawmakers and the general public a "plain English" summary of all recently passed legislation to provide guidance on how this law change can now be implemented.

To get a greater understanding of all of the items contained in the wetland reform bill, now 2017 Wisconsin Act 183, you can click here for the Wisconsin Legislative Council Memo on 2017 Wisconsin Act 183.

Finally, you can click here for the Wisconsin Legislative Council Memo on 2017 Wisconsin Act 235, which changes the number of years for the "statute of repose" for building and remodeling projects along with a number of other significant reforms.

DSPS Update on Electrical Code: Attention Electricians

The Department of Safety and Professional Services (DSPS) - Division of Industry Services wishes to update you on the status of the SPS 316 Electrical Code Package (CR 16-093). The proposed code package has been adopted and is awaiting publication at the end of June 2018.

Here is a timeline of effective dates related to several parts of the code update:

- August 1, 2018: 2017 NEC adopted for commercial structures
- August 1, 2018: DSPS may begin accepting applications for registration as an electrical inspection agency. More information will be posted here in July 2018.
- March 1, 2019: Only registered inspection agencies may

provide plan review, permit issuance, or inspections

- January 1, 2020: 2017 NEC adopted for one- and two-family dwellings
- January 1, 2020: statewide requirements for permits and inspections go into effect

The rules may be accessed on our website or on the Legislative Reference Bureau's (LRB) website here.

Questions regarding the code update can be sent to DSPSSBElectrictch@wi.gov

Senator Roth Gets an Opponent

State Senate President and WBA builder member Roger Roth now has an opponent for his first reelection campaign for the state senate seat he was first elected to in November 2014.

Outagamie County Democratic Party Chair Lee Snodgrass announced recently that she would be challenging Roth for his state senate seat in November 2018. Snodgrass currently works as the Director of Communications for the Girls Scouts of Northwestern Great Lakes.

In her announcement press release Snodgrass stated, "The people of the 19th Senate District deserve a Senator who will fight for well-funded, safe schools, decent roads, access to affordable healthcare, a living wage, and environmental protections to preserve what we all love about Wisconsin."

Ms. Snodgrass went on to state, "For too long, I've watched my friends and neighbors struggle to afford even the most basic comforts. There is something wrong in Wisconsin when hard working families are forced to choose between the expense of new tires or dental check-ups. I love our state, and I want to help make it a place where all our citizens have equal opportunity to thrive."

Senator Roth has been a champion of WBA-supported bills during his time in the state senate and was the lead author of the wetland reform bill that will help to reduce development costs and the cost of housing for Wisconsin families. Roth's reelection campaign will be a top priority for WBA's election efforts this fall.

Anyone wanting to make a contribution to Senator Roth's campaign via the WBA Builders Direct Fund Conduit can do so using a personal credit card and directing the funds to "State Senator Roger Roth" in the "Special Instructions" box by clicking here.

2017 Wisconsin Act 330: Safe Buildings with Fewer Carbon Monoxide Detectors

Sometimes legislation makes too much sense not to pass. That was the consensus around 2017 Assembly Bill 904, a “clean up” proposal advocated by the Department of Safety and Professional Services (DSPS).

Each of the past few sessions, DSPS has worked with members of the legislature to tweak some laws and eliminate some that are either no longer relevant or outdated.

2017 Wisconsin Act 330 makes a number of changes, but most notably it changes the requirements for carbon monoxide detectors in multifamily buildings. This law change, supported by the WBA and another organization with a diverse membership that includes those in fire service, will reduce the number of detectors required in multifamily buildings while continuing to keep those who live in new units safe.

The updated law recognizes technological improvements that have been made to detect carbon monoxide, as well as a better understanding about the harmful gas than what was known when the law was first passed on this topic several years ago

Summary of Recently Passed Housing & Development Bill Now Available

Over the past few months, we talked a great deal about legislation introduced by Representative Rob Brooks to reduce the cost of housing and development in Wisconsin which is now 2017 Wisconsin Act 243.

2017 Wisconsin Act 243 contains a number of wins for housing, ranging from impact fee law (munis must use fees within 8 years down from 10, with refunds going to the builder who builds the home), more flexibilities for bonding for infrastructure paid for by a developer and dedicated to a municipality, forbidding a developer’s agreement from mandating provisions above the Uniform Dwelling Code, along with several other provisions concerning the regulation of stormwater.

A comprehensive summary of 2017 Wisconsin Act 243 has been posted to provide more details on all the provisions contained in the legislation.

If you build or develop subdivisions in Wisconsin, please take some time to click [here](#) and read the summary of all of the positive provisions contained in 2017 Wisconsin Act 243.

California Becomes First State in America to Mandate Solar Panels on New Homes

It was recently reported in an article that appeared on The Hill that the State of California will be the first state in the union to mandate the installation of solar panels on all new homes built in California. The measure was approved by the California Energy Commission on a 5-0 vote.

The article went on to report that the estimated cost of the solar panels will add between \$8,000 to \$12,000 to the price of a new home, while residents will save around \$80/month on their utility bills.

Will this spread to other states? Time will tell, but it seems likely that other states will explore this as an option to mandate in upcoming code updates.

In the past, it has been suggested that the Uniform Dwelling Code in Wisconsin mandate that new homes be wired for solar panels, in case a homeowner at a future time would like to add them. One other item that has been discussed in the past when reviewing the electrical code was to mandate the installation of charging stations in garages to accommodate the possibility that a future homeowner has an electric car. These changes were ultimately not passed during the most recent code updates in Wisconsin.

Badger Institute Report on Fire Departments

The Badger Institute recently published a report entitled “Time to Burn: So Few Fires to Fight” that takes a deep dive into the number of fire calls that local fire departments are responding to versus emergency medical service calls.

The report uses Cudahy as an example, where, in 2016, the fire department responded to 2,400 calls in 2016 and only 3% of those calls were in response to a fire while “a whopping 86 percent were for medical calls and most of the rest for traffic accidents, falls in homes, hazardous material spills, false alarms and the like.”

The Badger Institute, which touts “free markets, opportunity, and prosperity,” advocates for taking a look at “big changes—including privatization of fire services” – to respond to the lack of fire-fighting and a way for local units of government to save money as local budgets continue to be cut.

Brad Boycks
WBA Director of Government and Political Affairs
Wisconsin Builders Association@bboycks@wisbuild.org
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Cory Sillars and Russ Utech presented Congressman Sean Duffy with a NAHB Defender of Housing award on May 29th, 2018.

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Cellcom Store, 3804 Rib Mountain Drive

Wausau, WI:
Thurs., June 7
Trinity Lutheran Church and School,
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Arlen's, 2735 Hwy 45 (*10 a.m. - 6 p.m.)

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parade OF HOMES



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**HOME
7**

TIMBER RIVER CUSTOM HOMES & DESIGN

Address: 280 S 8th Street, Wausau, WI 54403

**HOME
8**

SETH JOZWIAK BUILDERS

Address: N6400 Nazda Road, Hatley, WI 54440

**HOME
9**

TLD CONSTRUCTION

Address: H8784 Star Road, Wausau, WI 54403

**HOME
10**

LARRY MEYER CONSTRUCTION

Address: 1705 Eagle Valley Ln., Wausau, WI 54403

**HOME
11**

JEREMY VOIGT CONSTRUCTION

Address: 6975 Antler Cr., Wausau, WI 54401



801 S. 24th Avenue - Wausau, WI 54401
715-842-9510 - Cara@wausauareabuilders.com



WABA Golf Scramble

Friday, June 22, 2018

10:30 Lunch/Registration

11:30 Shotgun Start



Pine Valley Golf Course

- Cash Prizes for Blind Bogey scoring
- 18 Holes with Carts
- Beverage Tickets
- Subs for lunch and Steaks for Dinner
- Goody Bags-Door prizes- Raffle Prizes
- NEW-Birdie Hole Event

Members and Non-Members

Welcome

\$65 Per Golfer

Dinner only \$20

We will pair you up and put you on a Team
Singles / Twosomes / Threesomes
2 free mulligan's per golfer-*Scramble Format*
Better your score-Buy String at the event

Team/Company Name _____ Primary Contact _____
E-Mail _____ Phone Number _____

Player 1:

Player 2:

Player 3:

Player 4:

Sponsorships -X your sponsorship level

Sign Included for all sponsors

Hole Sponsor- \$50 _____

Lunch Sponsor - \$200 _____

Dinner Sponsor - \$200 _____

Beer Hole - \$200 (includes ¼ barrel-) _____

Beverage Cart Sponsor- \$75 (2-available) _____

Birdie Sponsor- \$200 negotiable (Includes hole prize) _____

Putting game- \$100 (\$100 prize -unavailable) _____

Total Enclosed \$ _____

Please send registration and payment to the above address **before June 15, 2018** to secure your spot. To ensure a sign for your sponsorship please have in **by June 1st**.

Philip J Pesanka ***** 715-298-4186 ***** ppesanka@abbybank.com
Committee Chairman

Proceeds benefit WABA Scholarships

We Welcome Raffle Prize Donations **OR** Goody Bag Items!!

Thank You...



3200 Hilltop Ave., Wausau, WI 54401-4026
Telephone: 715/842-5663 Fax: 715/842-7051
www.womenscommunity.org
facebook.com/womenscommunity

Striving To End the Cycle of Domestic Violence, Sexual Assault and Trafficking

We Listen, We Support, We Transform Lives

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Davis Project Solutions LLC
Board Member Emeritus

EXECUTIVE DIRECTOR:
Jane Graham Jennings

March 23, 2018

Friends
Wausau Area Builders Association
801 S 24th Avenue
Wausau WI 54401

Dear Friends,

Thank you so much for your recent donation of prepared food for the clients at The Women's Community.

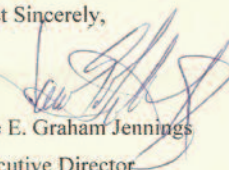
Your donation is greatly appreciated and very gratifying. Your continued support is invaluable.

Your donation is tax deductible and this letter serves as your official receipt of your donation. No goods or services have been provided on behalf of The Women's Community, Inc. in consideration for this contribution.

The Women's Community is a vital part of our community, providing services to victims of domestic abuse and sexual assault. Just a few of the things we do are providing lifesaving shelter for women and children escaping abusive relationships; legal advocacy through the court systems, 24 hour crisis intervention, community education in schools, businesses and churches, advocating for victims of domestic violence in later life, and our Healing Through Art Program.

Your gifts help us to continue to offer services to anyone in our community who needs them. On behalf of our Clients, The Board of Directors and The Women's Community staff, we THANK YOU from the bottom of our hearts for your support.

Most Sincerely,


Jane E. Graham Jennings
Executive Director



Thank You...



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District Ambassador

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Vicki S. Jeppesen, Ed.D.

1000 West Campus Drive
Wausau, WI 54401-1899
715.803.1776
www.ntc.edu/foundation

May 21, 2018

Ms. Carolyn Wilde
Wausau Area Builders Association
801 S. 24th Avenue
Wausau, WI 54401

Dear Ms. Wilde,

Thank you for your sponsorship of \$200.00 through the Northcentral Technical College Foundation for the fifth annual Golf 'Fore' Scholarships event on Friday, June 15. Your support will help us provide assistance to new students and promote awareness of the Wood Science programs at the Antigo Campus.

Generous partners like you make the difference for students seeking to further their education. Your collaboration is essential to NTC's mission of providing innovative life-long learning that builds a globally competitive workforce.

Thank you for your commitment to the students of Northcentral Technical College. Your dedication is truly appreciated.

Sincerely,

Sheila M. Rossmiller
Director of Annual Giving and Scholarships

The NTC Foundation develops relationships that enable individuals, businesses and the community to provide financial resources for scholarships, programs and services that advocate for and support Northcentral Technical College in accomplishing its mission..

Mark your calendars and make plans to join us for the fifth annual Golf 'Fore' Scholarships event on Friday, June 15, 2018 at Bass Lake Country Club. Individuals and teams are welcome!

May Membership Meeting

