

# LET'S LEVEL

*the Official Publication of the Wausan Area Builders Association*

**MARCH 2010**

**VOLUME 29 - ISSUE 3**

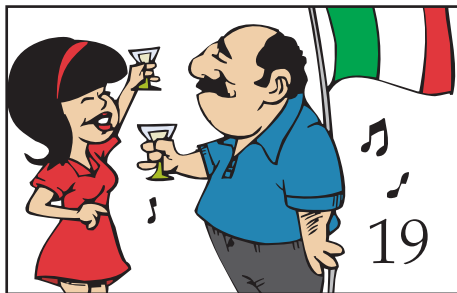
**WHO  
do you  
know?**



**... inside this issue**

# LET'S LEVEL

March 2010  
Volume 29, Issue 3



- 3 **Upcoming Events**
- 3 **President's Message**  
*Garry Volm, Volm Builders LLC*
- 3 **A Note from Your Executive Officer**  
*Chris Briquelet*
- 5 **Silent Auction**
- 6 **Parade of Homes**
- 7 **Home Show Highlights**
- 9 **Monday Morning Review**  
*Brad Boycks, WBA Director of Government Affairs*
- 11 **Feb. Dinner Meeting Highlights**
- 12 **Membership Drive**
- 13 **Membership Application**
- 15 **WBA Convention Highlights**
- 17 **Scholarship Application Form**
- 19 **March Dinner Meeting Registration**

#### 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.

# *Required* *Lead Safe Renovator Training*

**When:** Friday, March 19, 2010 8:00 a.m.—5:00 p.m.  
Tuesday, March 30, 2010 8:00 a.m.—5:00 p.m.

**Where:** Wausau Area Builders Association  
141 W. Thomas Street  
Wausau, WI 54401-4267

**Cost:** \$225 for members of the Wisconsin Builders Association®  
\$275 for non-members

**Call 842-9510  
to register**

**Avoid fines and  
work delays**

## **Space is limited to 16 participants**

As of April 22, 2010, the Wisconsin Department of Health Services along with the EPA is requiring those involved in renovations in homes built before 1978, disturbing more than 6 square feet of interior space or more than 20 square feet of exterior space to have Wisconsin Lead-Safe Renovator certification. This could include remodeling, repair, rehab, weatherization, painting, electrical, plumbing, HVAC, window refinishing, carpentry etc.

This 8 hour course meets the required training to apply for certification through the Wisconsin Department of Health Services. In addition those holding a Dwelling Contractor Qualifier will also earn 8 hours of continuing education credits.

### **In class you will learn about:**

- Regulations
- Proper lead safe practices during setup
- Proper lead safe practices while the work is being completed
- Proper lead safe practices during clean-up
- Recordkeeping
- Training non-certified renovation workers

**6 Square Feet  
is all it takes!**

**To learn more:** [www.dhs.wi.gov/lead/](http://www.dhs.wi.gov/lead/)

**To register:** go to [www.wisbuild.org](http://www.wisbuild.org) and select the calendar of events or call 608-242-5151 ext. 24





# UPCOMING EVENTS

**MONDAY, MARCH 1  
THROUGH FRIDAY, APRIL 30**

"Who Do You Know"  
Membership Drive

**TUESDAY, MARCH 16**  
WABA Board Meeting

**THURSDAY, MARCH 18**  
Membership Dinner Meeting  
The Rose Garden

**FRIDAY, MARCH 19**  
Builders Lead  
Abatement Certification Class  
WABA Office  
(only 16 openings available)

**TUESDAY, MARCH 30**  
Builders Lead  
Abatement Certification Class  
WABA Office  
(only 16 openings available)

**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



Hello Everyone-

Just so everyone knows, that big rush of air was the huge sigh of relief from the Office and Home Show Committee now that the Show is over. After countless hours of preparation, the Home Show at our new venue and with the new date was quite successful. The Exhibitor participation and the spectator attendance both increased about 20%, so the Committee and the Board are hoping to negotiate the same location and date for 2011. We will share that information when things are solidified.

The Dinner Meeting Committee wants to thank those of you who participated in the survey that was sent out in January. The results have been compiled and discussed at a number of Committee meetings. There were excellent ideas and suggestions and the Committee is working to implement those ideas in our future meetings. One question that has been asked is why are we going to different locations? We have a number of facilities who have joined as members, so the Committee feels it's important to give every member an opportunity to participate. You will notice on the registration form for the March meeting that beverages will not be included. After reviewing the survey results, this was an option that the majority of the Members felt was unnecessary at the Dinner Meetings to preserve our current pricing structure and format. I will tell you that the Dinner Meeting Committee is working to procure beverage sponsors for the various meetings. This was a difficult decision for the Board to make, but after much deliberation, the over \$7000 of annual savings will help preserve our current Dinner Meeting offerings for our Members to get together.

"Who Do You Know?" ... I know, you're wondering what that's all about. First, I have no idea "who" that is on the cover. Looks like someone we all know, but without the camera flash "glare". Seriously, the Membership Committee has launched the Spring Membership Drive that will run from March 1 to April 30. As you'll see, the Committee is asking you to think of whom you do business with on a daily basis, and who you can ask to benefit their business by joining our Association. The goal is for every current member to sign one new member in this two month time period. If you are to bring three new members to the Association in that time, you'll be given a free full page ad in the newsletter. If you're able to bring 6 new members to the Association, you'll receive \$200 as well as a full page ad. The top performer in our Association will also be awarded.

See you all at the Rose Garden for the Italian Night on the 18th!

— Chris Briquelet

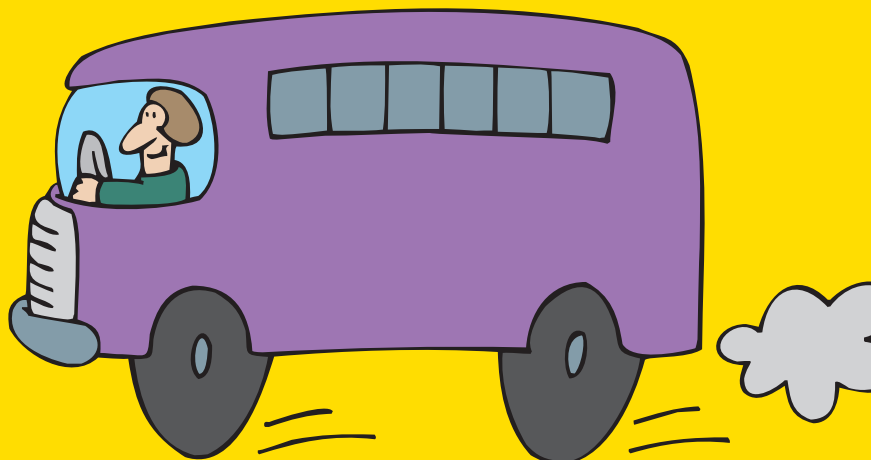
## PRESIDENT'S MESSAGE



A well deserved "Thank You" goes out to each and everyone of you and your family members that helped make the Home Show such a great success. As being past chair of the Home Show, I personally know the hard work and time it takes to coordinate a show in a new location and to have such successful results. Russ Utech and the committee also made the event the second most lucrative show ever. And with that it proves change can be very rewarding.

Our next big event will be the Parade of Homes. Please help in any way.

Sincerely, — Garry Volm, Volm Builders LLC



**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.**



**BENCH DONATIONS**

*The WABA is sponsoring the construction of two  
75th Anniversary Tesomas Boy Scout Camp Benches for Boy Scout Troop #599.  
Donations are still being accepted for the Troop's goal of 18 benches.  
You can contact the office if you're interested in sponsoring a bench for \$50.*



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 Briquet

#### STATE DIRECTORS

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

#### LOCAL DIRECTORS

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

#### LIFE DIRECTORS

Dave Kautza ..... Ted Peotter ..... Dan Sillars ..... Jim Woller

#### NATIONAL DIRECTORS

Larry Meyer ..... Garry Volm

#### 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





Red Eye Brewing Co.



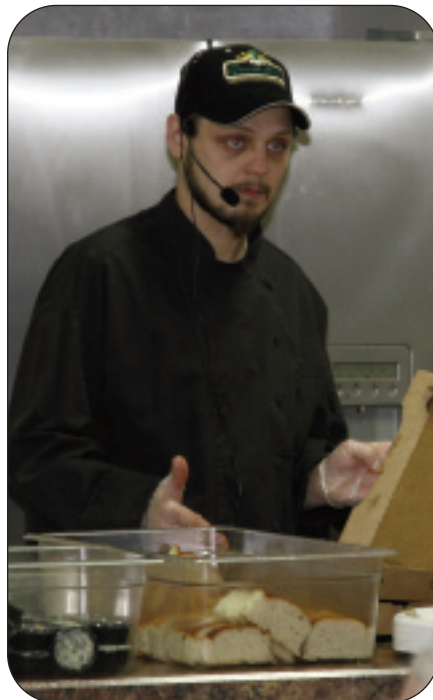
2510 Restaurant

## **Cooking Demonstrations**

*were held throughout the weekend by these local restaurants!*



WISH



Green Mill Restaurant



Chef Tommy from the Airport Restaurant





# 2010 Home Show



## THE "MONDAY MORNING" REVIEW



### **Supreme Court Supports Free Speech**

In mid-January the U.S. Supreme Court handed down a much anticipated decision in the Citizens United v FEC case. Court watchers have been expecting this case for the past few months and on recently the decision was finally announced.

In a 5-4 decision the court decided that:

- Corporate spending on issue advocacy communications cannot be restricted, which will bar provisions of McCain-Feingold and efforts by states to place restrictions on when issues ads can be aired before an election.
- Disclaimer and disclosure requirements are permissible for independent expenditures and issue advocacy communications.
- Direct corporate campaign contributions still may be prohibited. In other words, states like Wisconsin that forbid corporations from making direct contributions to candidates and political action committees may continue to do so.

"Good government" groups have issued statements that this change will have a horrible effect on Campaign 2010. Others noted that they believed this decision was

going to go even further by allowing direct corporate contributions to campaigns and political action committees and would also forbid government from disclosure requirements.

The attorney that WBA and the Building Industry Council (BIC) uses for election and grass roots lobbying matters summarized the decision like this. "As expected, Citizens United is a landmark campaign finance decision that will have direct implications on political speech in 2010 and beyond. In the next few weeks, regulators will need to decide how to try to address unconstitutional regulations while legislators will need to try to address unconstitutional state laws that conflict with today's holding. Government bodies that do not act quickly are likely to face litigation challenging speech restrictions that remain in place. We will, of course, continue to study and evaluate the broad effects of Citizens United on state or federal campaign finance law as well as other areas of political speech."

### **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 this coming Monday, February 8, 2010.

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).

### **Kanavas decides against 3rd full term in State Senate; Rep. Zipperer frontrunner**

In a surprise announcement State Senator Ted Kanavas (R-Brookfield) announced that he would not be seeking a third full term in the state Senate. Kanavas was first elected to the state Senate in a special election in the summer of 2001 to replace Margaret Farrow who was selected by then Governor Scott McCallum to serve as Wisconsin's first female Lieutenant Governor.

It was rumored that Kanavas was leaving the state Senate to explore a run against U.S. Senator Russ Feingold but by the end of the week Kanavas announced that was not in his future plans. The bottom line on why Kanavas decided against another run for the state Senate in his very safe, very Republican Senate seat is he wanted to spend more time perusing business opportunities in the private sector. In other words he wanted to make more money at a job outside of politics.

Quickly after Kanavas' retirement announcement Representative Rich Zipperer (R-Brookfield) announced he would not run for re-election to his state Assembly seat in order to run for Kanavas' state Senate seat.

Zipperer is the early front runner for this seat for a number

of reasons starting with the fact that his current assembly seat is a 71.5% GOP seat, he was endorsed today by former Lieutenant Governor and state Senator Margaret Farrow, and it is very likely he will receive the early endorsement of both Kanavas and Congressman F. James Sensenbrenner (Zipperer served as a longtime staff member for Sensenbrenner).

All of the above reasons in addition to the fact that Zipperer received 59% of the vote in the Republican primary for his current Assembly seat in a five way primary.

### **Convention fundraiser recap**

Thank you to those who hosted and attended the fundraiser during our state convention to raise funds for the WBA Building a Better Wisconsin PAC and the NAHB BUILD-PAC. I am happy to report that your efforts on this event helped raise over \$5000 for both PACs.

A special thank you to our special invited guests, Rep. Roger Roth, Reid Ribble and Sen. Kapanke, all members running for Congress in 2010.

We look forward to incorporating an event like this to be part of WBA conventions in the future!

### **CO bill passes State Senate and Assembly**

Recently the bill to require the installation of carbon monoxide detectors in one and two-family homes (SB 415) was passed by the state Senate and state Assembly. The bill passed the state Senate on a voice vote and the state Assembly by a vote of Ayes 69, Noes 27.



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.

These bills mirror 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. If this bill is ultimately signed into law by the governor it would not take effect until February 1, 2011.

We expect Governor Doyle to sign this bill into law soon and are hopefully that it will be a public bill signing that we can participate in.

Thank you to members who helped lobby on this, without your efforts this would have not moved this quickly.

#### **Feingold down in hypothetical race against TGT**

A poll was recently released that showed U.S. Senator Russ Feingold trailing in hypothetical match up against former Wisconsin Governor Tommy Thompson by a margin of 47-43.

The poll, conducted with a sample size of 500 likely voters in Wisconsin also showed that Tommy had much better favorability numbers than Feingold. Tommy had a 56-39 favorable/unfavorable ratio while Feingold's numbers came in at 47-48. A 47-48 favorable/unfavorable ratio, regardless

of who the GOP candidate will be is not good news for Senator Feingold in his efforts to win a third full term in the U.S. Senate.

For the GOP all eyes continue to be on Tommy Thompson to see if he will actually “make the plunge” and challenge Feingold this fall.

*For more information on the above legislative matters please contact WBA Director of Government and Political Affairs Brad Boycks (bboycks@wisbuid.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.)*

# **DON'T MISS OUT!**

## **THE ANNUAL GOLF OUTING**

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

*Watch for registration  
information coming soon.*





# HIGHLIGHTS

from the February dinner meeting



Kristin Flamang, Chair  
for the Membership Committee

## WE WELCOME OUR NEWEST MEMBERS ...

**Joe Wickman ~ Custom Cabinetry**  
N2527 Riverside Drive, Merrill

**Jennifer Gordon ~ Coldwell Banker Action**  
928 Grand Ave., Schofield  
sponsored by Tim Brown

**Benjamin Beaty ~ B&B Contracting**  
6532 Cty Rd H, Athens  
sponsored by Kulp's of Stratford

**Don Manlick ~ DFF Kitchen Cabinets**  
10098 Hwy F, Blenker  
sponsored by Ted Peotter, Ferguson, Inc.



2010 Membership Committee

# MEMBERSHIP DRIVE

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.

## WHO DO YOU KNOW?

### WABA MEMBERSHIP DRIVE 2010

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  
V - 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 F - Financial Manager  
B - VP/General Manager G - Other Management Personnel  
C - Construction Superintendent H - Non Managerial Personnel  
D - Sales and Marketing Manager 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.



*Chris practicing his skills to see if he can win the outing again this year.*



*Dollar dance for Jane Witt.*

# WBA CONVENTION HIGHLIGHTS



*Convention Attendees from the WABA*





After taking a serious fall while curling, Arden Emmerich's week ended on a high note with being inducted into the WBA Hall of Fame. Only 44 people prior to him have been given that honor.  
**"Congratulations Arden!"**





# 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 1, 2010 TO BE CONSIDERED FOR A SCHOLARSHIP!***



*Come Enjoy  
"Italian Night"*



# DINNER MEETING

## THURSDAY, MARCH 18

### THE ROSE GARDEN

Cocktails at 6:00 pm | Dinner at 7:00 pm

*Beverages Not Included - Cash Bar Available*

**RESERVATIONS ARE MANDATORY**

**MEALS WILL NOT BE GUARANTEED FOR NON-REGISTERED WALK-INS**

*Please pick from  
one of these three  
and put a number  
of meals you'd  
like to reserve*

- \_\_\_\_\_ 1. Spaghetti & Meatballs
- \_\_\_\_\_ 2. Fettuccini Chicken Alfredo
- \_\_\_\_\_ 3. Lasagna

*All choices come  
with salad and garlic sticks*



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

Names of Attending: \_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_



**RESERVATION DEADLINE IS FRIDAY, MARCH 12**

Call 715-842-9510, fax 715-845-5435 or email [chris@wausauareabuilders.com](mailto:chris@wausauareabuilders.com)

One meal per membership is free, additional meals are \$20.00

(No-Shows will be billed)



# 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**