

LET'S LEVEL

the Official Publication of the Wausau Area Builders Association



Celebrating 50 years

NOVEMBER 2017, VOLUME 36

CALENDAR OF EVENTS

- Nov. 16 Election of Officers/Directors
at Ferguson's
- 2018
Jan. 25 Holiday Awards Banquet

**MARK YOUR
CALENDARS!**

**IBS
2018**

Jan. 9-11
in Orlando, FL!

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.

November
Dinner Meeting



November 16th

6:00 PM

*At Ferguson Bath &
Kitchen Lighting Gallery*

**Elections will be held for
officers and directors**

more details on page 3



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

OFFICERS

President Cory Sillars
Vice-President Cindy Zuleger
Secretary Shelly Talley-Nelsen
Treasurer Russ Utech
Past President Russ Utech
Business Manager Carolyn Wilde

WABA DIRECTORS

Through 2017: Gloria Fenhaus, Kyle VanOrder, Amber Gober; Through 2018: Roger Lang, Keith Koenig, Travis Hoffman; Through 2019: Alex Forer, Travis Hoerman & Sid Sorensen

WABA STATE REPRESENTATIVES

Matt Keeney, Alex Forer, Cory Sillars

NATIONAL DIRECTOR

Cory Sillars

WBA PAST PRESIDENT

Arden Emmerich

COMMITTEE CHAIRPERSONS

Advertising
Anniversary Dan Sillars
Bylaws Sid Sorensen
Budget/Audit Dan Sillars & Arden Emmerich
Co-Chairs Russ Utech & Shelly Talley-Nelsen
Events Gloria Fenhaus
Finance Russ Utech
Home Show Russ Utech
Legislative Cory Sillars
Marketing
Membership Alex Forer
Nominations Russ Utech
Parade of Homes Travis Hoerman/Sam McLellan
Personnel James Wanserski
Scholarship Cory Sillars
Silent Auction Amber Gober
Golf Outing Phil Pesanka
Sporting Clay Alex Forer & Larry Meyer
Website Warren Pope
Facebook Kyle VanOrder & Sara Gast



PRESIDENT'S MESSAGE



Hello WABA Members,

What a great year we have been having with our 50th Anniversary year for WABA! It has been great to see so many of the members take part in the extra events and dinner meetings. We have had great opportunities to expand relationships with the other WABA members and maybe even create some new connections.

Thank you to our Anniversary committee and the extra time and hard work they have been putting this year for all of our members.

I want to thank everyone that has served on our Board of Directors this year. We have accomplished quite a few items this year and have begun the process for promoting our industry to the local Junior and Senior High students. If there are any members that would like to make an individual donation to one of the "lists" that the teachers have submitted to us, please let Roger Lang or Carolyn know so we can get that accomplished.

November 16th will be our Elections dinner meeting at Ferguson's. We have a few openings on the ballot yet, so please consider taking on a leadership role in WABA. The office of President is open, along with Membership and Advertising chair positions. WABA members all work together to accomplish so much more than we can accomplish on our own. Being a leader for the organization is a great way to gain exposure for yourself and build relationships within our industry. All of us are having a great year in our businesses and don't always think we can spare any time to volunteer. But please don't wait until times are a little tougher before getting involved with WABA.

Jesus Christ is the light of the world. No one can get to the Father, but through Jesus. Let us give thanks and praise our holy and loving Father. May God bless our families as we approach the Thanksgiving holiday.

Have a Happy Thanksgiving and Good Luck to any of our WABA Deer hunters!

Cory Sillars, 2017 WABA President

JOKE OF THE MONTH

Why should you never set the turkey next to the dessert?
Because he will gobble it up!

MEMBER INFORMATION

NEW MEMBERS

*Etc Electric Supply Inc.
Signature Custom Flooring Inc.
Sure -Dry Basement Systems Inc.*

RENEWING MEMBERS

*Coldwell Banker Action Realty
County Land & Title LLC
JAT Masonry LLC
Lang Well Drilling Company Inc.
NexGen Building Supply
Reif Construction Inc.
Robert Ross Construction LLC
Runkel Abstract & Title Company
Woodcraft/Renew-A-Kitchen*

NEW AFFILIATES

Donald Budnik
Scott Orlikowski (Kolbe Windows & Doors)

Bay Therm

INSULATION, INC.

Residential • Commercial • Industrial

Certified Optima Blown In Blanket System
Spray Applied Urethane Foam Application
Fiberglass Batts & Blown • Sound Control Batts

Contact Nap Wilz

Mobile: 920-419-3881

Toll Free: 800-804-7492

715-581-0518

Serving the Wausau Area

nap.wilz@installed.net



UPCOMING EVENTS

PLEASE SAVE THESE DATES (watch your inbox for online registration)

NOVEMBER 16, 2017: Dinner Meeting, Ferguson, Wausau

Also mark your calendar for the 2017 November Dinner Meeting, which will be held on Thursday, November 16th, starting @ 6:00 PM @ The Beautiful "Ferguson Bath Kitchen & Lighting Gallery" located @ 2425 N. 14th Avenue Wausau. If you were lucky enough to experience the last years we were @ Ferguson's for our dinner meeting...it was mind boggling! Been working with Ted...and he promises it to be another wonderful experience! Pulling all the punches as always...including chef's to cater to all your needs! A little bonus for all of you?? Wine & Beer ALSO will be included, during this entire evening...so what's not to LOVE! It's also that time of year...for our "WABA ELECTIONS" which will be held that evening, for Officers & Directors! Watch for your reservation announcement by email...you don't want to miss out on this one...you will be sorry!

DECEMBER 2017: NO DINNER EVENT

JANUARY 25, 2018: Holiday Awards Banquet Event

NOVEMBER

2017

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7 POH Committee Meeting - 12:00 pm Home Show Committee Meeting - 4:00 pm	8 Career Day Booth at NTC Building Youth - 4:30 pm	9	10	11
12	13	14	15	16 ELECTION AT FERGUSON'S	17	18
19	20	21 BOARD MEETING - 4 pm	22	23	24 ITEMS FOR NEWSLETTER DUE	25
26	27	28	29 Membership Committee Meeting at 4:30 pm	30		

Wisconsin's Premier Design Center

Flooring, Cabinets, and Countertops

Serving the Wausau Area & North Central Wisconsin

In our 6,000 square feet of showroom you are sure to find a fit for your home.

Our professional staff does it all; job-site measuring, design consultations, estimates and installation.

Whether you are a Contractor or Home Owner, we coordinate your needs.



Hardwood, Carpet, Tile, Vinyl, & Laminate Flooring
Custom & Semi-Custom Cabinetry, and Countertops

Including Granite, Quartz, Laminate, Solid Surface, & Cultured Vanity Tops

Granite & Quartz is fabricated by us for the countertop you've been waiting for!



Woodstock
 FLOORING &
 DESIGN CENTER

360 US Highway 45
 Birnamwood, WI 54414
 715-449-2279

info@woodstockflooring.com
 www.woodstockflooring.com

DECEMBER

2017

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5 <small>POH Committee Meeting - 12:00 pm Home Show Committee Meeting - 4:00 pm</small>	6	7	8	9
10	11	12	13	14	15	16
17	18	19 <small>BOARD MEETING - 4 pm</small>	20	21	22 <small>ITEMS FOR NEWSLETTER DUE</small>	23
24	25	26	27 <small>Membership Committe Meeting at 4:30 pm</small>	28	29	30
31						

My vision... is to build quality into every window and door I handcraft.



I'm proud to build Kolbe windows and doors, which helped create this amazing home. No matter the size of the project, excellence is something Kolbe won't compromise on. My custom craftsmanship helps create impressive homes with spectacular living spaces.

We're for the visionaries™ | For almost 70 years, we've created professional-grade windows and doors that are built to higher standards. Each product we make is uniquely handcrafted to the most exact specifications. Our team of craftspeople focus on building one window or door at a time, allowing us to focus on the details that make each project unique. This level of quality comes with a seemingly endless variety of options to customize each made-to-order product. Kolbe-kolbe.com





 **Builders**
FirstSource

**SEE IT.
BUILD IT.
LIVE IT.**

Our experienced staff can help with all the details to make your house a home—from the ground up. Upgraded trim work, beautiful doors and energy-efficient windows are only the beginning of a huge selection of quality products available at Builders FirstSource.

Wausau
801 S 24th Ave.
Wausau, WI 54401
715.842.2001

www.bldr.com

Get Pre-approved for **FREE**

The Peoples' pre-approval process is simple and free. Shop for your dream home with confidence, knowing the price range you qualify for. Meet with one of our mortgage professionals today to get started.

Call **888.929.9902** to schedule an appointment today.

www.bankpeoples.com

Peoples
STATE BANK

Always see the Potential.



All loans subject to credit approval. Member FDIC

HEAVY METAL TOUR MAKES A STOP AT COUNTY MATERIALS MARATHON, WI, OCTOBER 24, 2017



More than 80 eighth-grade students learned first-hand about the growth of job opportunities and potential wages they can earn in the manufacturing industry on October 4th during their tour at County Materials' Marathon, Wis. location. As part of the 6th annual Heavy Metal Tour, students from John Muir Middle School in Wausau experienced what

concrete product manufacturing is like and learned about the many career paths available to them in the organization. Students learned about worthwhile career opportunities as professional drivers, equipment operators, mechanics, quality control technicians, engineers, managers, sales representatives, accountants, human resources personnel, and many more.

They also heard personal stories from employees, including Scott Behnke, County Materials' ready-mix operations manager. "I started as a driver in the company and worked my way up to head the ready-mix division; we have a lot of that type of professional growth in our company," Behnke told the students. "We have people working here who came straight out of high school, people with 2-year technical degrees, and 4-year degrees. There's a spot for all levels and interests."

The Heavy Metal Tour originated in 2011 to address the skilled labor gap impacting the nation and hitting Wisconsin's manufacturing industry especially hard. The goal of the Heavy Metal Tour is to teach students cross sectional career pathways in manufacturing, and to show that there are great places of employment for people of all backgrounds. This year's tour was made up of 16 school districts in 10 counties, totaling more than 3,800 students, making it the largest tour of its kind in the country. More than 62 regional manufacturing facilities welcomed students across the state. Created by the North Central Wisconsin Development Board, the success of the tour is thanks to the collaboration between regional chambers, technical colleges, sponsors including the Central Wisconsin Metal Manufacturing Alliance, and the many manufacturing facilities such as County Materials who invite students to visit their facilities.

"There is so much you don't know about manufacturing until you get in here and see it all," said Ann Lemmer, an English Language Arts teacher from John Muir. "It's really great for the students at this age because they are getting ready to plan what they want to do and what classes they should take."





October Dinner Meeting

From the profits of a raffle at our October dinner meeting we were able to give away a nail gun to the Wausau High School.



GET ONE MONTH OF SERVICE

FREE

with a Flex or two-year agreement.



Cellcom[®]
Built For You[™]



1.800.236.0055



www.cellcom.com



facebook.com/cellcom

Offer valid 10/26/17 through 11/21/17 or while supplies last. No rain checks. Activation at time of service, service agreement and credit approval required. New line activation required. A line set up fee and early termination fee may apply. Universal Service Fund (USF) and regulatory and other recovery fees charged on all service lines. An E911 fee or Police & Fire Protection Fee is charged on all service lines. Taxes, fees and surcharges vary and are subject to change without notice. See retail location or www.cellcom.com/fees for details. Promotion offer subject to change. Visit www.cellcom.com/special-offers-business for details. **One Month Free:** New business accounts with flex or 2yr agreement required. Eligible customers receive a one time credit for line access and data. Device installments not covered. Additional charges apply. 15 Day Guarantee: If within 15 days you are not completely satisfied with Cellcom's wireless service, pay for the services you have used and return the equipment in acceptable condition. Other restrictions apply. See store for details. Trademarks and trade names are the property of their respective owners.

What's in a name?

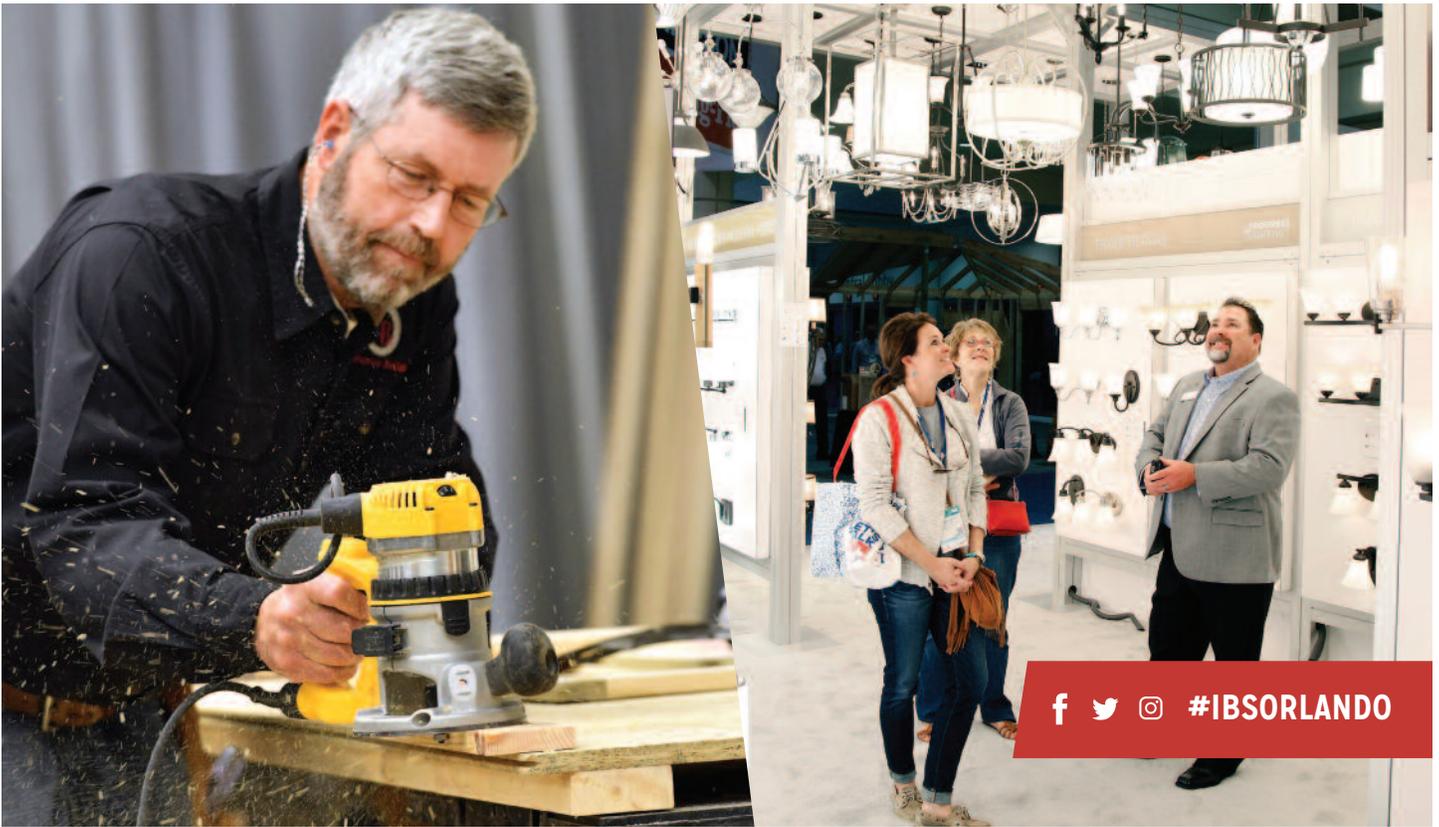


In our case, quite a bit.

A name like "Pella Windows & Doors of Wisconsin" comes with expectations. Not only do building professionals expect Pella's high-quality materials, colors, and styles, they want local insight and a work ethic worthy of Wisconsinites. Our strong values and integrity complement a true consultative approach, so your next project is worry-free, rewarding, and a good value.



Andy Bauer ABauer@pellaWI.com Office: 800.242.1008 Cell: 920.461.0372



2018 NAHB International Builders' Show[®]

ORLANDO

JAN. 9-11 IBS EDUCATION & EXHIBITS

JAN. 5-11 NAHB MEETINGS



LEARN

New strategies and hot trends



SEE

New products, construction
demos and technology



SAVE

Low investment—\$50 and \$100
expo passes*

REGISTER AT BUILDERSHOW.COM/REGISTER

**Expo pass rate will vary based on NAHB member or non-member status.
Rates will increase on November 11.*



AD3618

Market

YOUR COMPANY IN THE WABA NEWSLETTER!

Our newsletter is distributed to over 500 different individuals which means this is an opportunity for your company advertisement to be viewed!

Don't miss out on this tremendous opportunity to maximize your Company's exposure in the Wausau Area Builders Association, contact Cindy today!

Pricing for 12 Issues is as follows:

MEMBER FEES

Full Page.....	\$500.00
1/2 Page.....	\$300.00
1/4 Page.....	\$200.00
Business Card.....	\$60.00

NON-MEMBER FEES

Full Page.....	\$1000.00
1/2 Page.....	\$600.00
1/4 Page.....	\$400.00
Business Card.....	\$120.00

You may send your advertisement
as a jpg, pdf or eps to
cindy@colorcreationsllc.com

Full Page
7 1/2 x 10

1/2 Page
7 1/2 x 4 1/2

1/4 Page
3 3/4 x 4 3/4



ADVOCACY DIGEST



Roth and Steineke Introduce Wetland Reform

On Friday, September 29th, State Senate President Roger Roth, State Assembly Majority Leader Jim Steineke, and State Representative Rob Stafsholt sent out a notice to their legislative colleagues asking them to coauthor a bill that would limit the

scope of wetland regulation only to those currently regulated by the federal government.

A number of years ago, Wisconsin quickly passed legislation after a court decision that required small wetlands not regulated by the federal government to be regulated by the Wisconsin Department of Natural Resources. Legislators at the time were told that most states would also be passing these types of regulations, but, in practice, only a small handful of states regulate these types of wetlands, putting Wisconsin at a competitive disadvantage.

As described in the co-sponsorship memo sent to legislators the bill draft would:

Limit the scope of nonfederal wetlands: Wisconsin is one of just a small handful of states that recognizes a second class of wetlands beyond what is defined by the federal government. These two classifications are: federally defined wetlands and state defined (nonfederal) wetlands. According to DNR estimates, nonfederal wetlands amount to 10-20% of wetlands located in Wisconsin.

In an effort to provide certainty to property owners, this bill recognizes the overly burdensome nature of maintaining these two classifications of wetlands. By exempting nonfederal wetlands from the general permitting process, this bill will help expedite development on these isolated wetlands, while still requiring that they are mitigated at currently prescribed rates.

Update the definition and regulation of “artificial wetlands”: This bill distinguishes that artificial wetlands should no longer be subject to the same stringent permitting process used to modify other types of wetlands. As these wetlands were created by human modification, they should not be regulated in the same fashion as natural, quality wetlands.

Improve the permitting process: In the interest of helping property owners, small businesses and developers navigate the wetland permitting process in a more streamlined fashion, our legislation would seek to provide the DNR with the sole

authority in issuing wetland permits in Wisconsin while requiring that all federal standards are still met.

Clear the way for expanded mitigation opportunities: Due to a variety of reasons, credits for purchase through mitigation banks are often quite expensive or even impossible to purchase in some areas of the state. As such, the in-lieu fee program has become a popular alternative – generating as much as \$15 million in moneys meant to be used to create, enhance or protect quality wetland habitat. However, due to cumbersome red tape and restrictions, very little of this money is actually being expended, resulting in a severe delay in the creation of quality, mitigated wetland habitat.

This bill charges the DNR to find ways to reduce these regulatory hurdles within the in-lieu fee mitigation program, and begin expending the dollars accrued on actual mitigation projects, helping create or enhance more quality wetland habitat in Wisconsin. Further, the bill specifies that the secretary of the DNR must regularly update the legislature and governor of the progress made within this program.

In an effort to raise awareness on these issues, Representative Steineke and Senator Roth also released a video featuring member John Davel that outlines a common issue where something is determined to be a wetland that is really nothing more than a wet area created by tire tracks and heavy machinery.

Do you have an example like the one mentioned in the video above? We need as many examples of how the regulation of nonfederal wetlands has increased the cost of housing options for families to present at a public hearing on this bill this month. Please contact Brad Boycks at bboycks@wisbuild.org if you have any examples of this type of regulation.

Governor Walker Introduces Small Business Agenda

With the state budget and Foxconn legislation now signed into law, Governor Walker announced his small business agenda for the fall legislative session. Governor Walker outlined his plan as part of the seventh annual Governor’s Small Business Summit.

“Our small businesses are at the core of Wisconsin’s economy, so it’s critical we listen to and address business leaders’ concerns and make sure they have the tools they need to succeed,” said Governor Walker. “Our annual Small Business Summit allows these key business leaders to gather together and network with each other while working with government leaders to keep our economy strong and moving forward.”

Governor Walker’s Small Business Agenda includes:

Step One: Reduce business costs

- Lower property taxes: We eliminated the state property tax and reduced the personal property tax.
- Stop unemployment fraud: We need to increase penalties for people who knowingly make false statements to obtain unemployment insurance benefits.
- Streamline regulations: State governments should sunset all regulations every seven years and a standing committee should review each regulation so that elected representatives have the final say, not bureaucrats.
- Reduce frivolous lawsuits: Wisconsin should continue to enact lawsuit reforms to protect small businesses.

Step Two: Prepare the workforce

- Invest in K-12 education: Our budget invests a historic \$11.5 billion into K-12 education to drive student success and help build a strong workforce.
- Increase worker training: Our budget increases Wisconsin Fast Forward grants to help employers with customized worker training programs.
- Expand opportunities in our technical colleges: Our budget makes a significant investment in our tech colleges to create a highly skilled, dependable workforce.
- Strengthen ties between the UW System and the workforce: Our budget includes more financial support for the UW system to produce more graduates for high demand areas.

Step Three: Remove barriers to work

- End public assistance benefits cliffs: We eliminated the so-called "benefits cliff" for child care to encourage more people to work, take more hours, and advance into higher wage jobs.
- Require able-bodied adults to work or receive employability training: We are expanding public assistance requirements to include at least 80 hours per month of work or employability training to help individuals move from Government dependence to true independence.
- Require able-bodied adults to pass a drug test before receiving public assistance: We are expanding the areas where we require a drug test to get public assistance. Those who fail the test are offered rehabilitation so we can get them healthy and into the workforce.
- Target specific populations to enter the workforce: We are investing in training and accommodations for veterans, people with disabilities, and ex-offenders to get them back to work.

Step Four: Attract new talent

- Market workforce opportunities within Wisconsin: We need more workers in the state to fill our workforce needs - now and in the future. Part of our plan includes direct marketing to attract talent from outside of Wisconsin to live and work in our state.

Assembly Minority Leader Hintz Announces Taylor Appointment to JFC

In his first announcement since taking over the leadership of the Assembly Democrats from Representative Peter Barca, Assembly Minority Leader Gordon Hintz announced that State Representative Chris Taylor (D-Madison) as his pick for the Joint Committee on Finance.

Taylor will replace Hintz on the Joint Committee on Finance and will join Representative Katrina Shankland (D-Stevens Point) on the budget writing committee for the rest of the 2017-2018 legislative session.

Former Minority Leader Barca removed Taylor from the Joint Committee on Finance earlier this year and replaced her with Shankland. Taylor now returns to the committee joining Shankland who previously replaced her.

Taylor issued the following statement on her appointment to the Joint Committee on Finance. "I am honored to be appointed to the Joint Finance committee. As a policy maker, nothing is more important to me than doing everything I can to make sure the priorities of the people are funded and are the focus of state policies. I will do everything I can on this committee to direct the people's money to needed public investments in their communities, in their local economies, and in their families and children. This is how to build a Wisconsin economy that works for everyone, not just those at the top, which Democrats are committed to doing."

Meyer in as New DNR Secretary

Recently Dan Meyer was announced as the new Secretary of the Department of Natural Resources by Governor Scott Walker. Meyer is a former member of the state assembly who served in that body from 2001 to 2013, which included time on the Joint Committee on Finance.

"Dan Meyer will be an outstanding DNR secretary," Governor Walker said. "He understands the balance between protecting our natural resources and supporting economic prosperity in our state. As a highly respected former legislator and mayor who cares deeply about conservation, Dan will serve in the best interests of Wisconsin."

Prior to his time in the Legislature, he served as mayor of

Eagle River, Wisconsin, from 1997 – 2001 and is a former executive director of the Eagle River Chamber of Commerce and Visitors Center. Meyer, a Vietnam era veteran, resides in Eagle River with his family.

"I am honored to serve as DNR secretary," said Dan Meyer. "Our state is blessed with an abundance of natural resources, and we will work to responsibly protect them and ensure they remain a source of recreation, tourism, economic growth, and rich natural history now and for our children."

DNR Seeks Public Comment on Commercial, Residential, and Industrial Wetland General Permit

The Wisconsin Department of Natural Resources is seeking public comment on a draft reissuance of the wetland general permit for commercial, residential and industrial activities. The public comment period on the general permit runs until the close of business October 27, 2017.

The ability for the department to develop the streamlined general permit process was created by a change in wetland laws in 2012 under Wisconsin Act 118. This is the first permit reissuance under this authority.

"The proposed general permit would continue to enable commercial, residential and industrial activities a streamlined permitting process that meet standards set forth in the draft," said DNR Waterway and Wetland Policy Coordinator Amanda Minks. "That includes the filling of just under one-quarter of an acre or 10,000 square feet of wetland."

Minks added that the DNR does not anticipate this general permit to result in significant effects on the environment. An informational hearing is scheduled from 10-11 a.m. on Friday October 13, in Room G09 at the Natural Resources Building, 101 S. Webster Street, Madison.

To view a copy of the draft wetland general permit, or to view other information about the DNR individual and general wetland permit process, please see the department's waterway protection web page . To submit written comments on the draft wetland general permit via U. S. mail, contact Amanda Minks, DNR-WT/3, P.O. Box 7921, Madison, WI 53707-7921, 608-264-9223.



SPIKE CLUB

CANDIDATES

- Tim Brown - 4.5
- Stan Budleski - 3
- Don Budnik - 1
- James Coleman - 2.5
- Brennan Duke - 1
- Gloria Fenhaus - 4
- Robery Gaffney - 1
- John Henning - 2
- Matt Keeney - 3.5
- Brent Kriewaldt - 2
- Robert Kulp - 5
- Wayne Lodholz - 2
- Sam McLellan - 2
- Philip Pesanka - 1
- Tony Pfefferman - 2
- Sarah Ruffi - 1
- Gary Rusch - 3
- Jerry Schepp - 2
- Lori Stevenson - 4
- Shelly Talley-Nelsen - 1
- Russ Utech - 6.5
- Craig Wilhelm - 5.5
- Tim Witzeling - 4
- Roger Zell - 5

MEMBERS

- Joan Belke - 9
- Jason Blenker - 15
- Ray Bodenheimer - 24
- Michael Bolen - 8.5
- Alex Forer - 8.5
- Gary Guernndt - 11
- Travis Hoerman - 6
- Leroy Kazmierczak - 15.5
- David Kempf - 6
- Don Marquardt - 7
- John Ohrmundt - 7
- Mike Polencheck - 7
- Andy Radant - 10.5
- Matthew Waldvogel - 13

Bruce Woyak - 15

LIFE MEMBERS

- Ken Bauer - 226
- Jason Brettingen - 27.5
- Shane Brzezinski - 27
- Dwight Dorpat - 83
- Gerard Draxler - 120
- Arden Emmerich - 51
- Dave Framke - 239
- Jerry Jarosz - 96.5
- William Keener - 87
- Arnold King - 70
- Doug Knight - 164
- James Koebe - 64
- Bob Kolbeck - 27
- James Kraimer - 157
- Rick Kuharske - 106.5
- Brian Luedtke - 31.5
- Don Manlick - 152.5
- Larry Meyer - 113
- Robert Mork - 28
- Daniel Muleski - 40
- Kolby Muscha - 36
- Ted Peotter - 32
- Guy Reedy - 194
- Robert Schulz - 27.5
- Cory Sillars - 82.5
- Dan Sillars - 532
- Sid Sorensen - 196
- Bob Sundell - 40
- James Sydow - 43.5
- Jeremy Voigt - 67
- Jim Voigt - 144
- Larry Voigt - 181
- James Wanserski - 27
- Ken Wanta Jr. - 26.5
- Richard Wanta - 373.5
- Rod Werner - 225
- Jim Woller - 208.5
- Bernie Wood - 42

Denfeld Concrete Construction Inc.

COMPLETE CONCRETE SERVICE

OVER 30 YEARS OF QUALITY SERVICE

715-359-7869
715-359-3944

RESIDENTIAL
COMMERCIAL

6702 Clover Rd. Wausau



Poured Walls • Foundations • Holding Tanks • Floors



*The Area's Oldest
and Most Trusted
Name in Concrete
Construction.*

www.denfeldconcrete.com



New Wells

The latest equipment for fast, professional service

Hydro-Fracturing

A proven procedure designed to increase the amount of water in dry and low-yield water wells, old and new

Well Abandonment

Permanent sealing of unused wells to prevent contamination of clean ground water

The Right Depth
at the Right Price

LANG
WELL DRILLING
COMPANY, INC.

CALL US NOW
24 Hour Answering Service
848-1234

FAX 842-8439 • 1710 W GARFIELD AVE, WAUSAU

WABA BUSINESS TO BUSINESS LOYALTY BENEFITS

Call the companies listed below to see what they offer our members.

Woodstock
FLOORING &
DESIGN CENTER

715-449-2279

Wausau Buyers' Guide

715-842-4424

PER MAR SECURITY SERVICES
Since 1955

715-355-9690

Have a hearth warming experience
Marcell's
ve a hearth

715-848-5194

LAHER WATER CORPORATION

715-344-2900

macco's
Floor Covering Center

715-355-5997

INNER **UP** PIECE INTERIORS

715-849-5925

1 FIRST BANK
FINANCIAL CENTRE

715-574-2890

Featherstone
Cabinetry and Design

715-359-5616

FURNITURE & Appliance Mart

715-347-9123

EXIT
EXIT GREATER REALTY

715-298-2727

COMPASS
INSURANCE SERVICES

715-693-0100

Protection with Integrity

Cellcom
Build For You™

715-573-1000

Home Show

Another Home Show is approaching fast! The 2018 Show will be held at The Central Wisconsin Convention and Expo Center (formerly The Patriot Center) for the 9th year. For 2018 we have many advance registrations, and are again using the Main exhibit hall as we did last year. What is new this year though is that we will sell the booths in the FOYER to whomever is interested, and place our Community Partners in the last remaining booths once sales are final.

Our Show dates remain the last weekend in February for 2018.

If you are interested in a booth for 2018, and you were not in a past show, please follow the link from our website to the floorplan at Booth Boss and reserve your booth today!

A few Sponsorships are still available as well where you could take advantage of our Twelve Thousand Dollar ad buy and promote your business in many ways.

You will also see that we have redesigned the layout just a bit to change things up a little.

Thank you and have a great finish to the fall building season!

Russ Utech
Central Wisconsin Insurance Associates
Home Show Co-Chair
715-571-9332
russu@wausauareabuilders.com

Shelly Talley-Nelson
Associated Bank
Home Show Co-Chair
715-573-9288
shelly.talleyenelson@associatedbank.com

IT'S TIME TO START THINKING ABOUT JOINING A COMMITTEE THIS FALL

Below is a list of all there is to join.

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

President	Vice-President	Clay Shoot
Treasurer	Membership	Marketing
Local Director	Advertising	Events
BLDR-PAC Trustee	Scholarship	

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.

HOMEOWNERSHIP

Reprinted from CNBC website courtesy of mondaymorning@nahb.com

THESE ARE THE TOP 2 REASONS MORE MILLENNIALS CAN'T BUY HOMES



Shawn M. Carter

Millennials contributed \$514 billion to the housing market over the past year and became the largest group of U.S. homebuyers, real estate site Zillow reports. Still, they lag behind where previous generations were at their age. And it's not because they're lazy or unmotivated or self-indulgent. New data from Zillow show that young people's dreams of owning homes are blocked by two main factors: Affordability issues and other generations. Zillow surveyed more than 13,000 U.S. residents aged 18 to 75 about how they search, pay for and maintain their homes, as well as their overall frustrations with the housing market. Here's what it found.

Affordability

Houses and even apartments are too expensive for most young people, whose wages, until recently, weren't going up even as costs were. Now "there are no more low-priced homes," reports CNBC's Diana Olick. "Homeownership is simply out of reach for many Americans, including many families. In today's hot housing market, more Americans are renting than at any time in recent history," according to Zillow. "Today's buyers have a median age of 40, are married or living with a partner (70 percent), earn a median income of \$87,500 annually and are overwhelmingly Caucasian/white (73 percent)." Zillow's data show that only 39 percent of millennials are able to make the standard, recommended down payment of 20 percent or more, and 21 percent put down the bare minimum in order to secure a home loan. "In many cities the housing market is extremely competitive, especially for first-time buyers who are looking to purchase a starter home," Svenja Gudell, chief economist at Zillow, says in the report. 62 percent of millennials say they shop for a rental while looking to buy a home, according to the survey, which indicates "they accept the fact that buying a home is not a sure thing." About half of those who do buy get an assist. 29 percent of young people report getting financial help from family or friends to make a down payment, and 31 percent collect funds from multiple sources. Millennials are also likely to say they struggled to find a home in their price range and on their time frame, according to the report, and 37 percent say they went over budget, compared to 29 percent of all buyers.

Other generations

Another obstacle for millennial homebuyers: their fellow Americans, both older and younger. Generation Z is ready to enter the housing market, as they are "just as likely as those in older generations to say owning a home is key to the American Dream," reports Zillow. 57 percent say they considered buying a home when they looked for their last rental. More importantly, Baby Boomers are making it difficult for millennials to buy. Since more of them are staying put rather than down- or up-sizing, they're not freeing up much-needed inventory. According to a study from real-estate site Realtor, 85 percent of boomers say they aren't planning to sell their home in the next year. "Homeownership among boomers, at 78 percent, is nearly twice as high as millennials, at 41 percent," the study says. "As a growing population of boomers decide to stay, put so are approximately 33 million properties, many of which are urban condos or suburban single-family homes — the most popular choices for millennials." While there are frustrations for millennial homebuyers, there is also a light at the end of the tunnel, says Anthony Ghosn, chief executive officer of Hearth, which helps Americans finance renovations. He tells CNBC Make It that, when millennials take the time to learn about finances, those who want to own homes "can put themselves on a path to [achieving it]." And millennials are still generally optimistic. They are 49 percent more likely than Boomers to think the American dream, of which buying a home is a substantial part, is within reach, according to a Hearth survey.

Planning to Sell	Age Group		
	18 - 34	35 - 54	55+
Yes	49%	33%	8%
No	45%	61%	85%
Don't Know	6%	6%	6%
Total	100%	100%	100%



The Home Show committee will again be producing a show book. Included in the book is a floor plan of the show, various advertisements, several articles covering different topics pertaining to our industry and will have our membership directory which will gain you, our advertising supporter, additional exposure. It will be available two weeks prior to the Home Show.

Cindy from Color Creations will be doing the book layout, so any ads should be sent via email to cindy@colorcreationsllc.com as a pdf, jpg or eps file. If you have any questions please call Cindy at 715-443-3032.

SIZES AND PRICES ARE ON THE FORM TO THE RIGHT

(A 10% discount will be provided if you also have a booth!)

Both ad copy and payment are due by December 31, 2017. Ad should be emailed to Cindy at the address above and the payment should be made out and sent to WABA, 801 South 24th Ave., Wausau, WI 54401.

We are also offering a "special opportunity". With the purchase of a 1/2 page ad you may also purchase a full page "article page" for an additional \$100. This is a page that would allow you to write the article and include your own picture and logo. It is an information article or advice to the public. If you have interest and could supply information in one of these categories please call Cindy at 715-443-3032 before December 31st.

Sincerely,
 The Home Show Committee

AVAILABLE ADVERTISING FOR THE HOME SHOW

The 2018 Home Show will be held February 23-25.

If you are interested in advertising in the Home Show book please check your choice at the bottom of this page and send the signed form below with a check made out to WABA to 801 South 24th Ave., Wausau, WI 54401

If you have any questions please call Cindy at 715-443-3032 or you may email her at cindy@colorcreationsllc.com
 Ad copy in a pdf, eps or jpg format should be send here as well.

Please Reserve Ad Space For:

Company _____

Contact's Signature _____

Address _____

City _____ State _____ Zip _____

Please check ad size(s)

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

WAUSAU AREA BUILDERS ASSOCIATION SPONSORSHIP OPPORTUNITIES

2018 HOME SHOW

FEBRUARY 23 -25, 2018

There is no better way to utilize your sponsorship dollars than by reaching a targeted group of consumers! All sponsorship and advertising packages can be customized to fit your needs. Additional sponsorship opportunities may also be added throughout the year. Please contact Cindy Zuleger at 715-443-3032 or cindy@colorcreationsllc.com today to begin reaping the benefits of your sponsorship! We look forward to working with you – simply choose a sponsorship option, then sign and return the form to 801 S. 24th Ave. Wausau WI 54401. Deadline for sponsorship options is December 31, 2017.

<p style="text-align: center;">PLATINUM - \$3,000</p> <ul style="list-style-type: none"> • Up To Four 10x10 Booths in The Show • Full Page Color Ad in Home Show Book • Sponsor in all Media Advertising • Ad Banner On Home Show Website • 14 – Home Show Tickets 	<p style="text-align: center;">GOLD - \$2,000</p> <ul style="list-style-type: none"> • Up To Two 10x10 Booths in The Show • Full Page Color Ad in Home Show Book • Sponsor in all Media Advertising • Ad Banner On Home Show Website • 10 – Home Show Tickets
<p style="text-align: center;">SILVER - \$1,000</p> <ul style="list-style-type: none"> • A 10x10 Booth in The Show • Half Page Color Ad in Home Show Book • Ad Banner On Home Show Website • 6 – Home Show Tickets 	<p style="text-align: center;">BRONZE - \$500</p> <ul style="list-style-type: none"> • Quarter Page Color Ad in Home Show Book • Ad Banner on Home Show Website • 4 – Home Show Tickets

2018 COMMITMENT FORM – HOME SHOW

- | | |
|---|---|
| <p><input type="checkbox"/> Ice Breaker Event \$500</p> <p style="padding-left: 20px;">Recognition at Home Show Event
Recognition in Home Show Book</p> | <p><input type="checkbox"/> Bag \$500</p> <p style="padding-left: 20px;">Provide Co-Branded Bag
Recognition at Home Show Event
Recognition in Home Show Book</p> |
| <p><input type="checkbox"/> Grand Prize Giveaway \$500</p> <p style="padding-left: 20px;">Recognition at Home Show Event
Recognition in Home Show Book</p> | <p><input type="checkbox"/> Exhibitor Lounge \$250</p> <p style="padding-left: 20px;">Recognition at Home Show Event
Recognition in Home Show Book</p> |

- Platinum.....\$3,000
- Gold.....\$2,000



- Silver.....\$1,000
- Bronze.....\$500

CONTACT INFORMATION:

Name _____ Company _____

Email _____ Phone _____

Signature _____ Date _____

Thank you...



To The Wausau Area Builders Association
 Thank you for the very generous donation of
 the new framing nail gun. Please know
 that this nail gun will be used by
 many students for years to come. We look forward
 to continued opportunities for collaboration with
 your organization and appreciate your support
 of career and technical education in the Wausau
 School District.
 Respectfully,

THE WOMEN'S COMMUNITY, INC.
 "A Division of 'Caring Hearts' Since 1977"

3200 Hilltop Ave., Wausau, WI 54401-4026
 Telephone: 715-842-5667 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

August 18, 2017

BOARD OF DIRECTORS:

Carolyn Reath, MD
 Marquette Clinic - Wausau Center
 PRESIDENT

Pat Holst
 Peoples State Bank
 VICE PRESIDENT

Mike Spelling
 Woodfast Bank
 TREASURER

Tom Damerony
 EQ Johnson Business Technologies
 SECRETARY

Arlene Chiswell
 Marquette Clinic - Wausau Hospital
 IMMEDIATE PAST PRESIDENT

Tom Drago
 Marquette Clinic - Wausau Hospital

Cindy M. Kichalosi
 BMO Private Bank

Jim Martin (Advisor), The Wausau Police
 Department

Lance Mayberry, Nationwide Indemnity

Paul W. Rainlow
 Midwest Communications, Inc.

Anita A. Steering
 Rustic Ware, L.L.S.C.

Fuhua Thao
 Northcentral Technical College

Tom Vandenberg
 MFG State Truck Service, Inc.

Mark Wiagers (Advisor), Marathon Co.
 Sheriff's Department

Branda Davis
 Davis Project Solutions LLC
 Board Member Emerita

EXECUTIVE DIRECTOR:
 Jane Graham Jennings

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.

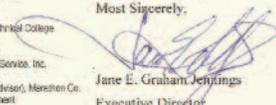
Your donation is greatly appreciated and very gratifying. Your continued support is invaluable.

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 for the beautiful flowers sent to Bob's funeral.

This Association meant a lot to Bob. Not only for the business, but the education and great friends he got out of it. He always said, "You will get out of the association what you put into it." Getting involved was the best thing he did for him personally and for business.

On the business side, our son BJ has stepped into his dad's shoes and working hard to fill them. He has been involved with the business for almost 20 years. I will be encouraging him to get more involved in the association. You will be seeing more of him at the monthly meetings.

Personally, I was lucky to be married to my best friend and love of my life for 40 years, and I miss him every day.

Thank you for all the love and support you have given my family and myself. It is appreciated.

Paul Marcell



Robert "Bob" J. Marcell

Attention!

We are teaming with the local schools to help them get their trades back in the schools.

At this time they are in need of some items. If you are interested in helping and could donate some of these, please call Carolyn at the office at 715-842-9510 to let her know what you will be taking to the school so that we don't double up on things.

All items can be taken to Wausau West attention Theran Peterson.

They are in immediate need for:

- 14-2 Wire
- 14-3 Wire
- Two Way Switches
- Three Way Switches
- 15 Amp Receptable Outlets
- Single Gang Outlet Boxes

They will also be needing:

Materials

- 20-30 2"x4" - 12'
- 15-20 4'x8' - 1/2" Drywall
- drywall corner bead, joint compound, mesh tape
- 2" PVC and fittings
- 1.5" PVC and fittings
- PVC cleaner and cement
- 1/2" and 3/4" PEX pipe and fittings
- 1/2" and 3/4" copper pipe and fittings
- 14-2 and 14-3 wire
- two way switches
- three way switches
- 15 amp receptacle outlets
- single gang outlet boxes

Tools

- drywall screw guns
- drywall trowels and mud pans
- drywall sanding sponges, sanding mesh screens
- torch/solder/cleaner/brushes
- PEX crimper
- Heavy duty right angle drill
- 2" and 2 1/4" self feed bits

