

# LET'S LEVEL

*the Official Publication of the Wausau Area Builders Association*



## *Dinner Meeting*

*Thurs November 8th - Ferguson*

*6:00pm Dinner*

**NOVEMBER 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 —

*January 17th-  
Holiday  
Awards  
Banquet*





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

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Vice-President ..... Kyle VanOrder  
Secretary ..... Shelly Talley-Nelsen  
Treasurer ..... Becky Hoerman  
Past President ..... Cory Sillars  
Business Manager ..... Cara Spatz

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#### NATIONAL DIRECTOR

Alex Forer

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# PRESIDENT'S MESSAGE



In October, we had our monthly meeting at The Great Dane, again hosting our Parade of Homes Kickoff for the 2019 Event. We had a great turnout with 26 tabletop exhibitors and many new faces!

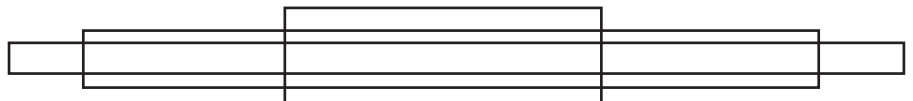
We are taking booth reservations for the 2019 Home Show, so if you have yet to confirm your booth for next year, please call Cara for more information and to reserve your booth. We are planning to have a new online platform for registration available very soon.

In November we will have our meeting on the FIRST Thursday of the month at Ferguson Enterprises. Elections will be held as usual and there are still spots available on our Officers and Directors Ballot. Please consider volunteering to take a turn on the board, contact me or Cara to submit your name. There are also numerous committee opportunities for those of you that would like to be involved in a particular project.

This will be our last meeting of 2018, so take some time out and join your friends for a fun evening, and elections.

Have a great hunting season and Happy Thanksgiving!

*Russ Utech, 2018 WABA President*



## *Joke of the Month*

What did the disappointed mother turkey say to her kids?

If your father could see you right now, he would roll over in his gravy!



# MANAGER'S MESSAGE

Hello,

The office has been busy preparing for our 2019 events. Both the 2019 Home Show and the 2019 Parade of Homes are moving along according to plans and we are anticipating both to be great events for the Wausau Area Builders Association!



The Home Show will be here before we know it, February 22-24th. If you haven't gotten your booth yet and are interested in securing one, keep an eye out for an email that will be going out soon regarding how to do so on our new online platform, Events Locker. Last month we had the Parade of Homes Kick Off Dinner. Thank you to all who attended and contributed to a fantastic opportunity for networking. We have some new builders that have interest in having a Parade of Home house as well as those that have had wonderful homes in the past. We do have some exciting things in store for the members in November, a FREE OSHA Fall Prevention training course and our ELECTION NIGHT / Monthly Membership Meeting at the Ferguson showroom. Both are happening next week; the training on the 6th and the Monthly Membership Meeting on the 8th. You can find out more regarding those events in this newsletter. There is still time to get on the ballot if you have been thinking about joining the WABA Board of Directors, contact me or a current Board of Directors member.

With Gratitude,  
~ Cara Spatz, Business Manager



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## RENEWING MEMBERS

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The Home Depot  
Wisconsin Public Service*

## NEW MEMBERS

*Dave Kautza Builders*

Do you have a topic you would like to learn more about at a future Monthly Membership Meeting? Contact Cara at the WABA office and let her know!

# NOVEMBER

# 2018

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5 Parade of Homes Committee Meeting - 12:00 pm	6 Finance Committee 3:00 pm OSHA Fall Prevention Training Course	7 Home Show Committee Meeting - 3:00 pm	8 Dinner Meeting ELECTIONS	9	10
11	12 Membership Committee Meeting - 4:00 pm	13 Board of Directors Meeting - 4:00 pm	14 BYOB Committee Meeting - 4:30 pm	15	16	17
18	19	20	21 ITEMS FOR NEWSLETTER DUE	22	23	24
25	26	27	28	29	30	

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# November OSHA Training

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The Wausau Area Builders Association with the support of the National Association of Home Builders is bringing you a FREE OSHA Fall Prevention Training Course!

JOIN US! November 6th at The Great Dane Pub & Brewery, in the banquet room downstairs, from 8AM – 12:30PM. Members and guests are welcome and encouraged to attend. Please register with Cara Spatz, 715-842-9510 or [cara@wausauareabuilders.com](mailto:cara@wausauareabuilders.com). Upon successful completion of the course, NAHB education designation holders will earn 4 hours continuing education credits.

The National Association of Home Builders (NAHB) and the Job-Site Safety Institute (JSI) has developed a 4-hour seminar for builders, trade contractors, supervisors and workers. This training program was funded under a grant from the Federal Occupational Safety and Health Administration (OSHA). This training program focuses on identifying fall hazards in residential construction, as well as, providing student attendees an understanding of the OSHA fall protection regulations and safe work practices to prevent fall-related injuries and deaths.

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## November Monthly Meeting

Mark your calendar for the 2018 November Dinner Meeting, which will be held on **Thursday, November 8th starting @ 6:00 PM @ The Beautiful "Ferguson Bath Kitchen & Lighting Gallery"** located @ 2425 N. 14th Avenue Wausau. (PLEASE NOTE: This dinner meeting was moved to the second Thursday of the month, due to the Packers playing on the third Thursday) 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! Wine, beer, soda, will be included, during this evening. 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!

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December 2018--NO Dinner Event  
Thursday, January 17, 2019 (SAVE this date)  
"Holiday-Awards Banquet Dinner Event"  
\*\*\*Please note this event will be held on a THURSDAY night, instead of a Saturday night!



## 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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## September Parade of Homes Kick Off Dinner



Cory Sillars receiving the 100 Spike pin from Russ Utech. Cory has earned over 100 spikes with Wausau Area Builders Association.



Jeremy Voigt receiving the 75 Spike pin and the Life Spike pin from Russ Utech. Jeremy Voigt has earned over 75 spikes with Wausau Area Builders Association



Members earn one credit for each new member they sponsor. When that member renews after his or her first year of membership, the sponsoring member automatically gets one renewal credit. Every year the member renews thereafter, the sponsoring member will receive a ½ renewal credit.

# Arbitration Trumps Litigation: Home Builder Construction Disputes

*Reprinted from the NAHB website*

You may have heard that President Trump uses an arbitration provision in his confidentiality agreements to settle disputes. No fake news there!

Arbitration is widely used in most industries. But it is particularly beneficial for home builders and home owners to expeditiously settle construction disputes, which are often technical in nature.



It is often said that no one wins in litigation except the attorneys. Arbitration, when compared to litigation in the court system, is fast, cost-effective, more predictable, fair and private. The final arbitration decision is legally binding and non-appealable (unless, in very rare cases, there are arbitrator procedural violations).

NAHB policy supports initiatives that promote binding arbitration in residential construction contracts. Having an arbitrator with construction experience is much better than going before a judge and/or jury who will need to be educated about the construction issues involved in the dispute.

Construction litigation is causing court backlogs in many states. Thus, home builders and home owners are seeking an alternative expedited dispute resolution process. All parties can more efficiently settle disputes by agreeing to an arbitration provision in the warranty and in the general construction contract.

All leading third-party new home warranty companies typically include an arbitration provision. Warranty companies generally offer pre-arbitration conciliation for both home owners and home builders.

Home builders may also include arbitration provisions in subcontractor agreements so that all potential parties involved in a dispute can settle on an agreement in a single arbitration. A local attorney should review all legal documents to ensure they are consistent throughout the process and comply with the law.

Home owners always have a constitutional right to sue for any reason. However, it is generally in the home owner's and home builder's best interest to settle construction



disputes outside the courtroom in a fair, equitable and expeditious manner. The home builder and home owner should agree to and sign the construction contract and warranty document with arbitration provisions prior to closing.

The average total cost for a home warranty arbitration is \$750-\$5,000 (commonly split evenly between the parties), compared to \$25,000-\$50,000 for litigation. The entire arbitration process takes an average of 6-10 weeks (some as little as two weeks), compared to 2-6 years for litigation. The average arbitration hearing takes 1-3 hours, compared to 5-10 days for a court trial.

Arbitration is particularly effective in home building, due to the often technical nature of construction disputes. It is fast, cost-effective, fair and equitable for all parties. Construction dispute arbitration held in a dining room is much preferred over litigation held in a courtroom.

The **Building Youth into Builders** committee is a newer committee made up of WABA members and area trades teachers along with members of their support system. In the committee's first year it hosted a great event for area high school students, The Parade of Trades, which allowed for nearly 100 students to tour both Parade of Homes houses that were under construction and Elite Custom Cabinetry. At each location that they went to the students got a look into different trades in our industry in hopes of sparking further interest into the trades programs. The event was a success and the committee plans on hosting it again in 2019. In addition to this event, the committee is focused on assisting the area trades program teachers with building their curriculum and doing what they can to insure that the teachers have the supplies they need to adequately teach our students about our professions.



The Building Youth into Builders committee is looking to grow their committee in an effort to best assist our area teachers! Can you help?

We need Builders / Trades Professionals that are willing to help build curriculum for modules based on their trade – Builders / Trades Professionals that are willing to donate material – Builders / Trades Professionals that are willing to donate their time to assist in educating the students on specific trades topics.

Please contact the Building Youth into Builders Chairman, Roger Lang, for more information. [langswell@aol.com](mailto:langswell@aol.com)



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## WABA BUSINESS TO BUSINESS LOYALTY BENEFITS

Call the companies listed below to see what they offer our members. Or call the WABA office if you'd like to be added to this list.

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**Buyers' Guide**

**715-842-4424**

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SEE YOU NEXT YEAR

# IBS 2019

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LAS VEGAS, NV



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f t i #IBS2019

# ADVOCACY DIGEST



**ELECTION** ✓  
**2018**

**Vote for WBA-Endorsed  
Candidates, Scott Walker &  
Brad Schimel!**

On July 18th, the WBA Board of Directors voted to formally

endorse Governor Scott Walker and Attorney General Brad Schimel in their reelection bids this fall.

If you haven't already checked them out in the latest edition of our print publication, Badger Builder, you can read exclusive messages from the candidates below.

## **GOVERNOR SCOTT WALKER**

Thank you for helping people here in Wisconsin live their piece of the American Dream. Owning a home is exciting. Building your own home is even more exciting.

Working together, we have improved policies that make it easier and more affordable to build a new home. With your help, we can keep working together to help the next generation of home owners.

Overall, Wisconsin is working! Literally. More people are in the workforce than ever before and we've had five months of unemployment below 3%. The previous record was 3% under Governor Tommy Thompson back in the 1990s.

Employment is up. Wages are up. Now, we just need to get more people into the workforce – particularly into the building trades. We are ready to partner with the members of the Wisconsin Builders Association to get the job done!

We have a 3-part Wisconsin Workforce Plan.

First, Strengthen Traditional Education and Training. This is why we invested more actual dollars into schools than ever before – plus we doubled the amount for youth apprenticeships and for Fab Labs. Next, we want to expand youth apprenticeships into 7th and 8th grades (we already fund academic and career plans in 6th grade).

Plus, we increased funding for the Wisconsin Fast Forward worker training program by 40%. We plan to use a portion of that to help train people to help build homes.

Second, Break Barriers to Employment. We are helping people with intellectual and physical disabilities enter the workforce. We are training people within the corrections system near the end of their sentences. And we now require able-bodied, working-age adults to be employed at least 30 hours and to be able to pass a drug test to receive public

assistance. With 80,000 to 100,000 jobs openings on our state website, there is no reason that we can't find a career for everyone in the state.

Third, Marketing and Recruitment for Talent. We are now marketing to recruit talent from Chicago, Minneapolis/St. Paul and surrounding areas. Our focus is on Midwest millennials, graduates of Wisconsin colleges and universities and retiring military personnel and their families.

Wisconsin offers more benefits for Veterans than any other state. We are going to military bases to sell our benefits and recruit talent to Wisconsin. Veterans can be a significant addition to the home building industry.

Working together, we can solve the workforce challenges. And it is better than the alternative.

Remember before we took office when it was hard to find people who could afford to build a home? Remember when unemployment capped at 9.3% at the start of 2010? Remember when our graduates had to move outside of Wisconsin to pursue their careers?

Those days are gone. We don't want to go backwards. Instead, we want to keep moving Wisconsin forward.

Together, we can keep Wisconsin working for generations to come. Thank you for your support!

## **ATTORNEY GENERAL BRAD SCHIMEL**

Every year, employers lose out on \$26 billion from consequences of prescription pain medication abuse, including absenteeism, diminished productivity, and lost earnings from premature death. Beyond the financial cost, however, there is a human cost of the state's drug epidemic. Heroin and meth abuse has been wreaking havoc in metro areas and rural communities across our state, and has probably affected your colleagues, your neighbors, your clients, or perhaps, your own family. That's why I put drug dealers on notice when I was elected in 2014, and have made the fight against opioids and meth the top priority at the Wisconsin Department of Justice during my first term as your attorney general.

The problem isn't just cracking down on how drugs make their way into Wisconsin, and how they get distributed. We've been working with other Attorneys General across the country to improve access to addiction treatment so that people who need help can get it, and so that the right people are there to provide it. At the Department of Justice, we have not only expanded public education, but also cut off supply at the source. A series of drug takeback programs has collected twelve semi-trucks full of unused prescription drugs. Abuse of prescription opiates is how too many get started on a lethal downward spiral that ends with overdose or fatalities from reckless behavior. We're making sure those



drugs are only taken with a prescription by the intended recipient.

But, despite our efforts on the streets and in our communities, the glaring fact remains that drug abuse continues to spread. We've taken great strides, and I fear the circumstances had we not boldly fought back each and every day. Though we've seen a real change and impact on how drugs are made available and distributed across Wisconsin and the Midwest, that fight never stops.

I'm proud to have been your partner in making our state safer, stronger, and more prosperous over the last four years and I am honored to receive the endorsement of the Wisconsin Builders Association. The men and women of this industry are hardworking contributors to communities all across the state. Your support is part of the broad, bipartisan campaign we're running in every single county of Wisconsin.

As your attorney general, I'm working hard, every day, to help make Wisconsin a safer place to live, work, go to school, build a business and retire. We work collaboratively with law enforcement agencies and partners across the state and have made significant progress over the last four years.

While I'm proud of our work fighting opioid addiction, cracking down on meth and other drug distribution, prosecuting internet crimes against children, testing old criminal evidence, and addressing sexual assault on our college campuses, I know there is more work to be done. That's why I'm running this fall and I'm grateful to the Wisconsin Builders Association for their support.

#### Online Giving Now Available for Building a Better Wisconsin PAC

Online donations are now available for the Wisconsin Builders Association's political action committee, Building a Better Wisconsin!

You can make a personal individual contribution to the PAC by using a personal, individual, or single-member LLC credit card. All contributions go to the Building a Better Wisconsin PAC and are distributed to pro-housing candidates running for Wisconsin elected office (governor, attorney general, state senate, and state assembly)

Visit [www.buildingabetterwi.com](http://www.buildingabetterwi.com).

Additionally, you can access the Building a Better WI portal through the WBA Give page, where you'll also find the Builders Direct Fund portal.

Brad Boycks

WBA Director of Government and Political Affairs  
Wisconsin Builders Association@bboycks@wisbuild.org  
(608) 242-5151 ext.16

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

## IBS Closing Spike Concert with the Goo Goo Dolls

Thursday, February 21 | 5:00 - 7:30 PM

What It's About:

Close out IBS with a private concert by American rock band and GRAMMY® Award-nominated, the Goo Goo Dolls!



When songs connect, those resonances only echo louder as each decade passes. The Goo Goo Dolls—John Rzeznik [vocals, guitar] and Robby Takac [bass, vocals]—first released the three-time GRAMMY® Award-nominated quadruple-platinum *Dizzy Up The Girl* in 1998, and 20 years later its story, spirit and soul continue to shine.

Often noted for being the album that propelled the Goo Goo Dolls to success, *Dizzy Up The Girl* shined with a powerhouse track-list that included, "Dizzy," "Slide," "Broadway," "Black Balloon" and their mega-smash hit "Iris."

The Goo Goo Dolls certainly have fortified an unbreakable bond to countless listeners everywhere. Now, the influence of *Dizzy Up The Girl* expands once again in 2018, and to celebrate this landmark, the Goo Goo Dolls launched a 20th anniversary tour. They have also found inspiration to write and record new music due out in 2019.

Come early and grab a drink! Doors open at 5:00 pm and the Goo Goo Dolls will take the stage at 6:00 pm.

How to Participate:

Tickets are required for this event. The cost is \$40 per ticket.

Note – Qualified Spikes will receive 2 complimentary tickets that must be picked up on-site at the Spike Ticket Counter, at IBS Registration.

Tickets may be purchased online through February 16, 2019 by adding them to your registration.

Tickets purchased on or prior to January 18, 2019 will be mailed. Tickets purchased between January 19 and February 21, 2019 must be picked up by the purchaser on-site at the Special Events Ticket counter in the IBS Registration Tent. Tickets will not be distributed to anyone other than the purchaser of record. ID will be required.

To buy tickets to go  
<https://www.buildersshow.com/Search/SpecialEvent.aspx?id=44466>.



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.

Any ads should be sent via email to [cara@wausauareabuilders.com](mailto:cara@wausauareabuilders.com) as a pdf, jpg or eps file. If you have any questions please call Cara at 715-842-9510.

**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, 2018. Ad should be emailed to Cara 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 Cara at 715-842-9510 before December 31st.

Sincerely,  
The Home Show Committee

# AVAILABLE ADVERTISING FOR THE HOME SHOW

The 2019 Home Show will be held February 22-24.

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 Cara at 715-842-9510 or you may email her at [cara@wausauareabuilders.com](mailto:cara@wausauareabuilders.com)  
Ad copy in a pdf, eps or jpg format should be send here as well.

## **Please Reserve Ad Space For:**

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Please check ad size(s)

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- ☐ 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



# Member Prices

## WAUSAU AREA BUILDERS ASSOCIATION SPONSORSHIP OPPORTUNITIES

# 2019 HOME SHOW

FEBRUARY 22 -24, 2019

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 Cara at 715-842-9510 or cara@wausauareabuilders.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. 24<sup>th</sup> Ave. Wausau WI 54401. Deadline for sponsorship options is December 31, 2018.

### PLATINUM - \$3,000

- 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
- A Live Radio Remote at the Home Show
- 14 – Home Show Tickets

### GOLD - \$2,000

- 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

### SILVER - \$1,000

- A 10x10 Booth in The Show
- Half Page Color Ad in Home Show Book
- Ad Banner On Home Show Website
- 6 – Home Show Tickets

### BRONZE - \$500

- Quarter Page Color Ad in Home Show Book
- Ad Banner on Home Show Website
- 4 – Home Show Tickets

## 2019 COMMITMENT FORM – HOME SHOW

### [ ] Ice Breaker Event

\$500

Recognition at Home Show Event  
Recognition in Home Show Book

### [ ] Bag

\$500

Provide Co-Branded Bag  
Recognition at Home Show Event  
Recognition in Home Show Book

### [ ] Grand Prize Giveaway

\$500

Recognition at Home Show Event  
Recognition in Home Show Book

### [ ] Exhibitor Lounge

\$250

Recognition at Home Show Event  
Recognition in Home Show Book

<input type="checkbox"/> Platinum.....\$3,000		<input type="checkbox"/> Silver.....\$1,000
<input type="checkbox"/> Gold.....\$2,000		<input type="checkbox"/> Bronze.....\$500

### CONTACT INFORMATION:

Name_____	Company_____
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Signature_____	Date_____

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## 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.

**Pella** **WINDOWS & DOORS**  
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