

# LET'S LEVEL

*the Official Publication of the Wausau Area Builders Association*

OCTOBER 2012  
VOLUME 31 - ISSUE 10

**SEE INSIDE FOR  
MORE PICTURES!**

## REMEMBER *when?*





141 W. Thomas Street  
Wausau, WI 54401  
Phone (715) 842-9510  
Fax (715) 845-5435  
[www.WausauAreaBuilders.com](http://www.WausauAreaBuilders.com)

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# LET'S LEVEL

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#### MISSION STATEMENT:

*The Wausau Area Builders Association, chartered in 1967 and affiliated with the Wisconsin Builders Association and National Association of Home Builders, is a professional non-profit trade association. Serving the community we represent the interests and concerns of the consumer, building trades, industry suppliers and all facets of the building industry.*

*The primary goal of our association is to provide quality, affordable housing through community and government involvement, while promoting high standards of professionalism.*



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building industry to be on their  
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associate but they would like  
someone that is familiar  
with the building industry.*

*If anyone has an interest  
please contact Calvin Dexter at*

***715-845-6227***

# Joke of the month

## **GIFTS FOR A TEACHER**

*It was at the end of the school year, and a kindergarten teacher was receiving gifts from her pupils. The florist's son handed her a gift.*

*She shook it, held it overhead, and said, "I bet I know what it is. Some flowers." "That's right" the boy said, "but how did you know?" "Oh, just a wild guess," she said.*

*The next pupil was the candy shop owner's daughter. The teacher held her gift overhead, shook it, and said, "I bet I can guess what it is. A box of sweets." "That's right, but how did you know?" asked the girl. "Oh, just a wild guess," said the teacher.*

*The next gift was from the son of the liquor store owner. The teacher held the package overhead, but it was leaking. She touched a drop of the leakage with her finger and touched it to her tongue. "Is it wine?" she asked. "No," the boy replied, with some excitement.*

*The teacher repeated the process, taking a larger drop of the leakage to her tongue. "Is it champagne?" she asked. "No," the boy replied, with more excitement. The teacher took one more taste before declaring, "I give up, what is it?" With great glee, the boy replied, "It's a puppy!"*

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# President's Message



Hello Everyone,

Well it's that time again; October is here the newsletter has to get out. Where did September go, we had our 1st dinner meeting after the summer break at the VFW and the food was very good and everyone seem to have a great time. It was good to see a lot of the old time members there, thanks for coming.

This month's dinner meeting is our Parade of Home Kick Off, so get your Table Top reserved and talk to the Builders about your products and services and let them know what you can do for them. Help them make this years Parade bigger and better then ever. It's a good time to meet builders and suppliers and let them know who you are and what you do. This dinner meeting is a requirement for the Builders if they are going to have a Home in the Parade this coming year. Be there and don't miss it, it will be a good one.

Let us know if you would like to keep WABA's Christmas Party in December or move it back into January. I have heard a lot of different thing so this is the time to have your opinion count, please let us know what you want. Let us know where you would like the Christmas party and monthly meetings held and what type of info you want at the meeting. Besides, the dinner meeting are for you!

As most of you know WABA is moving their office, our new office will be upstairs of Pro Build Building Center at 801 south 24th Ave., Wausau. We will be moving the week of Oct. 22nd. To make the move easier please give us a lending hand. We need help on cleaning up our new office space, packing boxes, moving them to the new office, unpacking and cleaning our old office. Please offer a few hours of help; it will make the move much easier.

We are still looking for Nomination for Officers, Board of Directors and Committee Chairs. Please offer to help us out with one of these spots. You will not get the full benefit of your membership until you get involved in some part of the Wausau Area Builders so come on sign up to be a director or for a committee chair or to help on a committee, we need your HELP. Be part of the team in rebuilding the Wausau Area Builders Association, this is your association.

Thank You and Have a Great Month!

**Bob Marcell, WABA President**

715-581-0980 or 715-581-0982

[bob@marcells.net](mailto:bob@marcells.net)

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good employees?  
- The get wrapped  
up in their work.**



# THANK YOU FOR RENEWING

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for his Haunted House?  
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**EVERNOTE**

Two smartphones are shown side-by-side. The HTC phone on the left displays a weather widget and the time 10:08. The Motorola phone on the right displays the Evernote app logo on a green background.

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# OCTOBER

2012

| SUN       | MON  | TUE   | WED                                      | THU   | FRI       | SAT  |
|-----------|--|---|--|---|-----------|--|
|           | <b>1</b><br>POH - Contracts<br>Mailed - Home Show<br>Price Increased | <b>2</b><br>POH Committee<br>Meeting - 12:00 pm | <b>3</b>                                 | <b>4</b>  | <b>5</b>  | <b>6</b>                                     |
| <b>7</b>  | <b>8</b>   | <b>9</b><br>Board Agenda Items<br>Due by 5 pm   | <b>10</b>                                | <b>11</b>   | <b>12</b> | <b>13</b>                                    |
| <b>14</b> | <b>15</b>  | <b>16</b><br>BOARD<br>MEETING - 4 pm            | <b>17</b>                                | <b>18</b><br>POH Kickoff Dinner<br>Meeting - 6 pm | <b>19</b> | <b>20</b><br>Oct. Membership<br>Renewals Due |
| <b>21</b> | <b>22</b>  | <b>23</b>                                       | <b>24</b><br>ITEMS FOR<br>NEWSLETTER DUE | <b>25</b>   | <b>26</b> | <b>27</b>                                    |
| <b>28</b> | <b>29</b>  | <b>30</b>                                       | <b>31</b>                                |   |           |  |

# NOVEMBER

2012

| SUN       | MON   | TUE   | WED                                      | THU   | FRI       | SAT       |
|-----------|---|---|--|---|-----------|-----------|
|           |   |   |  | <b>1</b>                                    | <b>2</b>  | <b>3</b>  |
| <b>4</b>  | <b>5</b><br>Board Agenda Items<br>Due by 5 pm | <b>6</b><br>POH Committee<br>Meeting - 12:00 pm<br>Home Show Committee<br>Meeting - 3:00 pm | <b>7</b>                                 | <b>8</b><br>Board Packets<br>Sent - 5:00 pm | <b>9</b>  | <b>10</b> |
| <b>11</b> | <b>12</b>                                     | <b>13</b><br>BOARD<br>MEETING - 4 pm  | <b>14</b>                                | <b>15</b><br>Dinner Meeting<br>6:00 pm      | <b>16</b> | <b>17</b> |
| <b>18</b> | <b>19</b>                                     | <b>20</b><br>Nov. Membership<br>Renewals Due  | <b>21</b><br>ITEMS FOR<br>NEWSLETTER DUE | <b>22</b>                                   | <b>23</b> | <b>24</b> |
| <b>25</b> | <b>26</b>                                     | <b>27</b>   | <b>28</b>                                | <b>29</b>                                   | <b>30</b> |           |

# DECEMBER

# 2012

| SUN | MON | TUE  | WED | THU                                | FRI                            | SAT |
|-----|-----|--|-----|------------------------------------|--------------------------------|-----|
|     |     |  |     |                                    |                                | 1   |
| 2   | 3   | 4<br>POH Committee Meeting - 12:00 pm<br>Home Show Committee Meeting - 3:00 pm | 5   | 6                                  | 7                              | 8   |
| 9   | 10  | 11<br>Board Agenda Items Due by 5 pm   | 12  | 13<br>Board Packets Sent - 5:00 pm | 14                             | 15  |
| 16  | 17  | 18<br>BOARD MEETING - 4 pm   | 19  | 20<br>Nov. Membership Renewals Due | 21<br>ITEMS FOR NEWSLETTER DUE | 22  |
| 23  | 24  | 25   | 26  | 27                                 | 28                             | 29  |
| 30  | 31  |  |     |                                    |                                |     |



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# 2013 HOME SHOW

Early Bird  
Discount before  
Oct. 1st



Join the 2013  
WABA Home Show  
**February 8-10**  
at the  
**Patriot Center**

Show Hours:  
Friday 3-8, Sat 10-5, Sun 10-3.

*There is a \$200 preferential  
booth price for members.*

The web address to reserve a booth is  
[https://boothboss.com/floorplan/  
index.php?showID=306](https://boothboss.com/floorplan/index.php?showID=306)

*Informational consumer  
presentations are scheduled to take  
place every hour during the show.*

*For more information contact:  
Russ.utech@murphyinsurance.com  
or call him at 715-536-9577*

## FREE ENVIRONMENTAL CERTIFICATION TRAINING PROGRAMS

We are super pleased to announce the following “free” environmental certification training programs through our network of workforce development and grant-funded organizations across New York State:

EEA is working with the City of Rochester to provide EPA lead certification training, beginning this November. This includes monthly EPA Renovation, Repair & Painting (RRP) certifications and open enrollment lead abatement supervisor and lead abatement worker training for qualified property owners, contractors and handymen working (or living) in Monroe County. There are a limited number of open seats, so register early. Check our website for dates but call the office (585 783 1465) to learn about qualifying for training.

EEA continues to support the Workforce Investment Board (WIB) of Herkimer, Madison, and Oneida Counties Brownfields Project, with asbestos handler, lead renovator, lead abatement worker & hazardous materials worker certifications. The next group is scheduled to start the first week of October. Contact the Center for Corporate & Community Education @ Mohawk Valley Community College (MVCC) for eligibility and registration.

EEA has been awarded a “renewed” technical assistance contract with NYS Homes & Community Renewal, the State agency that support a range of housing assistance and development programs across New York. We will continue to provide the lead renovator and lead safe work practices training as well as new training programs for asbestos, mold and healthy homes. We will be working with the HCR Office of Community Renewal, NPC of NYS and the NYS Rural Housing Coalition to promote, coordinate and present trainings and provide technical issues in our areas of expertise. Interested parties can contact us, or their representative at the aforementioned organizations. Don’t forget to attend the Rural Housing Coalition annual conference on October 1- 3, in Albany and the NPC of NYS conference October 11 & 12, in Manhattan.

So that’ll keep us pretty busy. We’ve still got a full schedule of open registration certification and refresher session available. Here’s what’s imminent:

### Next week:

Asbestos Supervisor Refresher, October 2, Rochester  
Asbestos Handler Refresher, October 3, Rochester  
Asbestos Inspector Refresher, October 4, Rochester  
Mold Awareness, October 5, Rochester

### The week after:

Lead Renovator, October 8, Buffalo  
Asbestos Supervisor Refresher, October 9, Buffalo  
Asbestos O&M Refresher, October 10, Buffalo  
Asbestos Air Tech & Project Monitor Refreshers, October 11, Buffalo  
Lead Supervisor Refresher, October 10, Rochester  
Lead Risk Assessor Refresher, October 11, Rochester  
Lead Inspector Refresher, October 12, Rochester  
Lead Renovator, October 12, Cortland  
Lead Renovator, October 13, Jamestown

For more information please go to:  
[www.environmentaleducation.com](http://www.environmentaleducation.com)

August 30, 2012

Carolyn  
Wausau Area Builders Association  
141 Thomas Street  
Wausau, WI 54401

Dear Carolyn,

Thank you so much for your recent gift of food leftover from your picnic for the clients at The Women's Community.

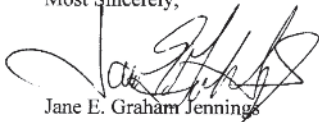
Your donation is greatly appreciated and very gratifying. Your continued support is invaluable.

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

Thank You

*Thank you so much for the beautiful bouquet of flowers you sent me while I was in the hospital. They sure were appreciated. I had a rough week but am getting better & stronger each day. Thanks again  
Shirley*

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Which story do all little witches love to hear at bedtime?

- Ghoul Deluxe and the Three Scares

How does a witch tell time?

- She looks at her witch watch



## WABA DIRECTORS AND COMMITTEE 2012-2013 SIGN-UP FORM

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

*Meet your fellow members - they're nice people*

Indicate your interests below and return the sign-up sheet today!

President-Elect \_\_\_\_\_

Secretary-Treasurer \_\_\_\_\_

Local Director \_\_\_\_\_

Golf Outing \_\_\_\_\_

Home Show \_\_\_\_\_

Membership \_\_\_\_\_

Parade of Homes \_\_\_\_\_

Clay Shoot \_\_\_\_\_

Marketing \_\_\_\_\_

## MEMBERSHIP INFORMATION

Name \_\_\_\_\_

Company \_\_\_\_\_

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

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

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

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

# MEMBERSHIP DINNER MEETING

## THURSDAY, OCTOBER 18

AT THE GREAT DANE AT 6:30 PM • COCKTAILS & HORS D' OEUVRES

### RESERVATIONS ARE MANDATORY

FOOD WILL NOT BE GUARANTEED FOR NON-REGISTERED WALK-INS

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

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

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

**RESERVATION DEADLINE IS TUESDAY, OCT. 16**

Call 715-842-9510 OR fax 715-845-5435

One meal per membership is free, additional meals are \$15.00 (No-Shows will be billed)

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# Market

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*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 |

#### NON-MEMBER FEES

|                 |           |
|-----------------|-----------|
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| 1/2 Page .....  | \$600.00  |
| 1/4 Page .....  | \$400.00  |

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[cindy@colorcreationsllc.com](mailto:cindy@colorcreationsllc.com)



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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

*celebrating*  
**45**  
**YEARS**  
 of Building  
 our communities  
**together**



*Toys for Tots*



*2006 Membership Dinner Meeting*



*2005 Annual Party*



## **WBA campaign contributions made easy - online!**

No more sticky envelopes and cocktail weenies! The Wisconsin Builders Association (WBA) has launched a new online member service that allows you to easily make a personal contribution to any candidate you choose running for the state assembly and state senate this fall.

You may remember that WBA set up a page for members to give personal contributions during the recall election. We will be using a similar format for the general election. All you need to do is click here (note to Editor, for print addition please use [www.wisbuild.org](http://www.wisbuild.org) instead of link for electronic version) to get started. Once you read the instructions and click the secured access link, you will be

promoted to enter your personal credit card information and then type in the candidates of your choice. With that, you're set!

Once you have completed the online transaction, WBA staff professionals will send a check from you, via the Builders Direct Fund Conduit, to the candidate of your choice. We also will take the appropriate steps to see that your local association gets credit toward their annual political fundraising goal.

Please spread the word among your colleagues about this fabulous online service, and make a contribution today to candidates who will help move our economy forward!

## **Income Tax cut on the table?**

With the formation of a Legislative Council Study Committee called the "Symposia Series on State Income Tax Reform" earlier this summer and with Governor Walker coming out with comments recently on tax reform, the safe bet is some type of tax changes are likely next session.

Current Joint Committee on Finance Co-Chair Robin Vos (R-Burlington) and likely next Assembly Speaker formed the tax symposia in the spring of this year to begin the tax dialog. WBA staff professionals have sat down with Vos to discuss this symposium and start to lay the foundation for discussion some of the ideas presented by the WBA Tax Sub-Committee. The next meeting of the Symposia Series on State Income Tax Reform will be on September 6.

This week Governor Walker was quoted as saying he is open to an income tax cut to help spur economic growth in Wisconsin. Walker also commented that he will continue efforts to cut bureaucratic red tape for businesses while continue to protect Wisconsin's natural resources.

Championing the fact that Wisconsin's property taxes went down in many cases last year, Walker stated that an income tax would help small businesses (because more file as individuals and not corporations) and would spur spending and grow the economy.

Look for some type of income tax reforms to be part of a special session bill to start the 2012-2014 or as a part of the state budget bill that will be introduced sometime in early 2013.

## **Illinois continues downward fiscal spiral**

There continues to be a very stark fiscal contract going on between Wisconsin and our neighbors to the south, Illinois.

Recently Standard & Poor (S&P) downgraded Illinois' bond rating and gave the state a "negative outlook" in the future. S&P stated one of the reasons for the downgrade was a "lack of action on reform measures."

In contrast to Illinois, last year Moody's rated Wisconsin's budget as credit positive.

The ongoing contrast between Wisconsin and Illinois has been used by Governor Scott Walker in an attempt to try to encourage businesses to relocate to Wisconsin from Illinois because of a better tax and business climate moving forward.

Governor Walker released the following statement reacting to the S&P's downgrade:

"There could not be a more stark contrast between Wisconsin and Illinois, said Governor Walker. Political leaders in Illinois kicked the can down the road, raised taxes, and ignored fiscal realities. Now, they're realizing the consequences of their actions: credit downgrades and negative outlooks."

### **A.G. to WI Supreme Court: Take up voter I.D. case**

In late August Attorney General J.B. Van Hollen announced that they had filed a "Petition to Bypass Court of Appeals" and "Motion for Consolidation" with the Wisconsin Supreme Court, in each of two legal actions originally commenced in Dane County Circuit Court challenging the state's "Voter ID" law, 2011 Wis. Act 23.

The Attorney General will further ask the Supreme Court to immediately stay each of the Circuit Court injunctions against the Voter ID law in a determined effort to ensure the law will be in place for the November 6, 2012, general election.

"No quarter has been given in defending Voter ID. My action, now allowed under the Court's rules of procedure, gives the Wisconsin Supreme Court another opportunity to bring prompt, clear resolution to the law and settle this matter in advance of the November elections," Attorney General Van Hollen said. "People in this state are very frustrated that a common sense law enacted by the legislature and signed by the Governor has been blocked. While I respect the judicial process and the right to challenge a law in court, it is time for our Supreme Court to take control of these cases," Van Hollen said.

A majority of the justices on the Wisconsin Supreme Court must agree to take up this case. Time is obviously of the essence if this matter is to be taken up before the November 2012 general election.

### **From NAHB: Builder Confidence Continues Rise**

The August NAHB/Wells Fargo Housing Market Index rose to a five year high of 37. All three components of the index also increased to five or more year highs. Builders report continued greater home buyer interest in purchasing a new home while interest rates remain low, house price movements appear to have turned positive and builders offer competitive prices.

The expectation component of the index increased to 44, the highest since March 2007 when it was at 50, a level where equal number of builders foresee a good market as see a poor market. At its depth in January 2009, the expectation component was 6 and was in single digits for five straight months during that history-making trough in home building.

This month, NAHB also introduced a three-month moving average series for the four regional Housing Market Indexes. The monthly indexes will continue but because the regional sample size can be smaller, especially for the Northeast and West, a longer term look at these sub-indexes may provide additional understanding of what is happening. In that regard, the smoothing does show a more consistent trend in each region, which may be a more reliable indicator of regional sentiment than the saw-toothed monthly numbers.

Brad Boycks

WBA Director of Government and Political Affairs

Wisconsin Builders Association@bboycks@wisbuild.org

(608) 242-5151 ext.16

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

August 28, 2012

Dear HBA Executive Officer / Director / VP,

According to a recent National Association of Home Builders' survey, most homeowners prefer an energy-efficient home with lower utility bills. This can bode well for all Home Builders Associations and their members. Focus on Energy's New Homes Program can help builders in your area offer certified, energy-efficient homes at an affordable price.

### How it Works

Education is one of the best ways to motivate builders to utilize energy efficiency and sell more new homes. Focus on Energy makes this easy because our building performance consultants partner with participating builders. The building performance consultant utilizes computer modeling and can evaluate a variety of energy efficiency scenarios (e.g., insulation & air sealing packages, windows, HVAC equipment, and more). This computer modeling also serves to estimate annual energy costs before the home is built. The Wisconsin Department of Safety and Professional Services also recognizes this software to allow builders to apply for building permits with the energy calculations it provides.

During the construction of a home, the building performance consultant conducts a minimum of two site visits to verify the home's performance. We performance test the air tightness of the home and the mechanical ventilation capacity. We also confirm that the home meets all applicable program standards. To date, more than 17,000 new homes in Wisconsin have been certified under Focus on Energy. In fact, even as the residential new construction industry continues to struggle, the number of Focus on Energy certified homes continues to grow.

### Cash Rewards for Builders

To provide additional encouragement for builders to participate in the program, four levels of financial incentives are currently available to builders. These incentives are based on the home's verified energy efficiency as compared to Wisconsin Uniform Dwelling Code and utility eligibility (Focus on Energy participation).

| Incentive Eligibility |                                      |                         |                             |
|-----------------------|--------------------------------------|-------------------------|-----------------------------|
| Level                 | Performance Incentives               | Gas <u>and</u> Electric | Gas <u>or</u> Electric Only |
| 1                     | 10% - 19.9% more efficient than code | \$200                   | \$100                       |
| 2                     | 20% - 29.9% more efficient than code | \$750                   | \$200                       |
| 3                     | 30% - 39.9% more efficient than code | \$1,000                 | \$300                       |
| 4                     | 40% - 100% more efficient than code  | \$1,500                 | \$400                       |

### Free Offer

We offer to provide a free demonstration of the diagnostic testing the building performance consultants are required to conduct for all certified homes. I will travel to one of their completed homes and conduct a blower door test, and test all the mechanical ventilation fans. I will also determine if that home would have met the program standards required for certification. With over 17,000 homes under our belt, we feel confident to recruit more builders into the Focus on Energy New Homes Program; we just need your help to prove our value. Please ask your builder members to contact me directly to arrange for the free demonstration.

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### Additional Value

Focus on Energy can also offer building science education for your members. Our building sciences classes are approved by the Department of Safety and Professional Services for (Dwelling Contractor Qualifier Certification) Continuing Education Units (CEUs). Currently, we offer two levels of building science trainings: The *Basics of Building Science* (1.0 CEU) and *Beyond the Basics of Building Science* (4.0 CEU's ) We do not charge your association to provide these trainings. All we need is a facility to host the trainings. These educational events are also opportunities for your association to help convince (invited) non-members about the benefits of becoming members of your organization.

### One Last Thought

If your association would like to have a 20-30 minute informational presentation on Focus on Energy's New Homes Certification Program at a general membership meeting or at a lunch-n-learn, please contact me to make arrangements. Have info, have car, will travel.

Thank you for your time. I hope to hear from you in the near future.

Sincerely,



Kevin Hogan, Outreach Manager  
Focus on Energy New Homes Program  
(608) 513-1332  
[khogan@weccusa.org](mailto:khogan@weccusa.org)

*Joe Nagan, Focus on Energy's New Homes Program Technical Director will be hosting a*

***BUILDING SCIENCE TRAINING FACILITATED  
BY THE ENERGY CENTER OF WISCONSIN ON  
Wednesday, Oct 24, 2012***

***at the Sleep Inn & Suites Conference Center Eau Claire, WI***

*Joe's Cold Climate Houses: Getting to Zero Defects presentation gets  
into the nitty-gritty of building an energy efficient, durable, safe and comfortable home.  
Joe's presentations are both entertaining and extremely informative.*

***The presentation also offers the following  
continued education credits. IACET | AIA | BPI | NARI | WI-DSPS.***

*Follow this link to learn more: <http://www.ecw.org/university/ecuevent.php?ecuid=479>*

*Important Message to all  
Builder/Associate Members*

*The Parade of Homes committee would like to remind all builder and associate members about the upcoming*

**PARADE OF HOMES  
KICK-OFF MEETING  
THURSDAY, OCTOBER 18TH  
AT 6:30 PM  
AT THE GREAT DANE  
RESTAURANT IN WAUSAU**

*This meeting will be a great opportunity to network and socialize with fellow members over cocktails and hors d' oeuvres.*

**BUILDERS:**

- Attendance qualifies builder for \$500 credit on Parade of Homes contract
- All builders qualify for special "Builders Drawing" - must be present to win
- Parade of Homes Contracts will be available for pickup

**ASSOCIATES:**

- Table Top display space available (\$25.00 per table) one 6' table space/skirt provided – space available on a first come basis to be paid in full that evening (setup begins at 5:30pm)
- Showcase your companies "Parade Specials" to the Builders in attendance
- All exhibitors qualify for a special "Exhibitor Drawing" - must be present to win

*Builders/Exhibitors must still sign up for the dinner meeting with the association to ensure our food order is accurate.*

For more information, or to sign up for a table top, please contact Tony Sorensen (POH chair) 715-551-8720, or email him at

tsorensen1971@yahoo.com.

If you are emailing please include the same information that is on the form to the right.

**PARADE**  
*of*  
**Homes**

**TABLE  
TOP  
NIGHT**

**AT THE  
OCTOBER DINNER MEETING**

The October Dinner Meeting is your opportunity to display your products and specials to the Builders.

The Builders are required to attend this meeting and talk to all Associates displaying if even considering a Parade Home for 2013.

The entry fee is \$25 per table top. Please call Tony at 715-551-8720 or fax this form to 715-443-3032.

**Company:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

**Product to Display:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Email:** \_\_\_\_\_