

LET'S LEVEL

the Official Publication of the Wausau Area Builders Association



Dinner Meeting

Thurs Oct 18th - The Great Dane

5:30pm Cocktails

6:30pm Dinner

OCTOBER 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 —

*October 18th
Parade of
Home Table
Top Kick-Off*





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

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PRESIDENT'S MESSAGE



And then it became fall!

In September, we had our monthly meeting at Willow Springs in the round barn, check the newsletter for notes on this special outing and the information we got on Radon.

The 2019 Home Show reservations are currently being taken by Cara in our office, so if you have yet to confirm your booth for next year, please call her for more information and to reserve your booth. We are planning to have a new online platform available very soon.

There are also spots available on our Officers and Directors Ballot. Election is normally held in November, but we try our best to have a slate of candidates ready for publication in October for the November newsletter. Please consider taking a turn on the board, contact me or Cara to submit your name.

Our October meeting will be the Kickoff meeting for the 2019 Parade of Homes, and we are looking forward to a super turnout at the Great Dane. Sign up to promote your business at this event. See you there!

Russ Utech, 2018 WABA President

Joke of the Month

Why didn't the skeleton cross the road?
He didn't have the guts!



MANAGER'S MESSAGE

Hello,

This past week has turned out to be a fall for us but here in the office we are already thinking spring! We are working on getting a new online platform for our 2019 Home Show and that should be live on an updated website soon!



The Membership Committee has been busy getting different educational events on our calendar for our membership, please take advantage of those upcoming opportunities. They are putting together a varied topic list of which I am sure you will find value in. The next opportunity will be held here at Builders First Source in the conference room next door to the WABA office on November 6th from 8 am to 12:30pm. It will be an OSHA Fall Prevention Training that is sponsored by NAHB. You will be receiving an email with sign-up information.

We are also looking forward to building our 2019 Parade of Homes. The Kick-Off Dinner will be October 18th and The Great Dane. Exhibitor tabletops will go quickly, so if you or your business is interested in being an exhibitor that night; please don't hesitate to sign up through the email. As a final reminder, don't forget that our 2019 Elections are coming up soon at the November Membership Meeting. If you would like to have your name on the ballot for a Director or Officer position on the Wausau Area Builders Board of Directors please reach out to me or a current board member!

With Gratitude,
~ Cara Spatz, Business Manager

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!

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NEW MEMBERS

Dvorak's Docks LLC



Congratulations to Travis & Becky Hoerman!! Rylie Josephine was born on Sept. 26th, everyone is doing great!

OCTOBER

2018

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

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DCW Opening Ceremonies featuring Comedian Dana Carvey



Tuesday, February 19
8:00 - 9:00 AM

Westgate Las Vegas Resort &
Casino - Paradise Event
Center

What It's About:
Emmy Award-winning actor
and comedian Dana Carvey
will headline the Design &
Construction Week® Opening
Ceremonies.

Carvey is best known for his
iconic and indelible "Saturday
Night Live" characters—most
memorably the Church Lady,
Grumpy Old Man, Hans of the
Hans and Franz body building
duo, and of course Garth—
Mike Myer's "excellent

Co-Host" on the classic-sketch-turned-feature-film,
Wayne's World.

Carvey has received much praise for his uncanny
comedic impersonations of American political figures
(popular with both audiences and the subjects of his
impersonation), including the elder George Bush, Ross
Perot, Jerry Brown, David Duke and Bob Dole.

Carvey made his feature film debut in *This Is Spinal Tap*,
and most recently he lent his voice to bring "Pops" the
dog to life in the 3D animated mega-hit, *The Secret Life
of Pets*.

How to Participate:

Open to all registered attendees. Doors open at 7:00 am.
Limited general seating is available on a first-come, first-
served basis.

Not registered yet? Go to <https://registration.experientevent.com/shownhb191/> to sign up today!

October Monthly Meeting

Mark your calendar folks for "The WABA Parade of Homes 2018 Kick Off and Table Top!!" HELD @ THE BEAUTIFUL "GREAT DANE" on Thursday, October 18th, 2018 @ 2305 Sherman Street Wausau. Our event will start 30 minutes earlier @ 5:30PM (I will have the Complimentary soda, water, and a Beer Setup/ your choice of 4 different flavors, brewed right @ The Great Dane!) / Cocktails / Cash Bar. Then @ 6:30PM "Walk Around Dinner" including the popular "Potato Bar!" Rumor also has it...that Gloria has arranged for NOT 1, but 2 "Special Desserts!" YUM! ALL Builders MUST be there...so this is the perfect time Associates, to showcase YOUR business!!! Get your Table Top reserved and get your reservation in...You don't want to miss this GREAT opportunity!!

Virtual Member Meeting Day

Wednesday, October 11, 2018
8:30 AM 3:30 PM

Please join us for our Virtual Member Meeting Day! Come to the WABA Office and join the meeting. Lunch will be provided.

Call Cara now to register at
715-842-9510.

About Member Meeting Days: The WBA holds quarterly Member Meeting Days, with two being virtual. Advocacy and membership topics are covered.

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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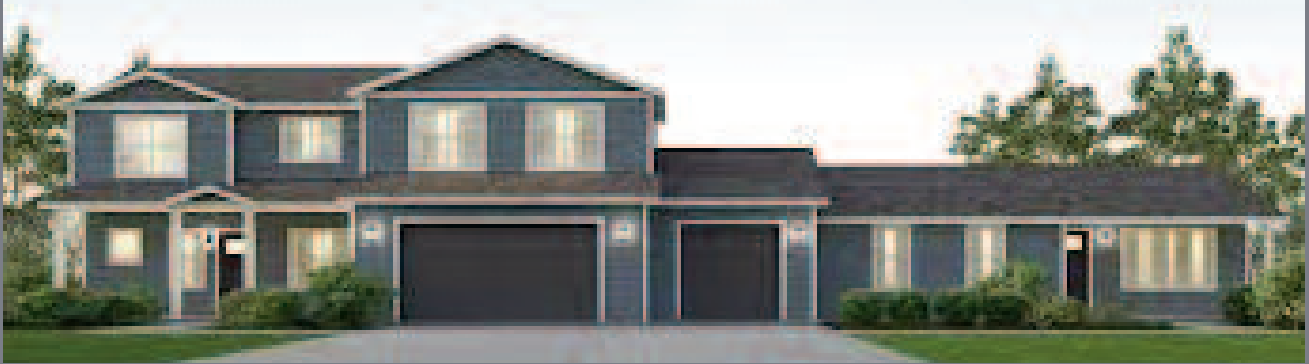
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Today's Families Choosing Multigenerational Households



The growth of modern multigenerational households – which once began as a fall-out from millennials moving back home during the Great Recession – shows no signs of slowing down. Households are now choosing this option to address the needs of other generations as well, including health issues of aging parents and child care concerns of working parents.

The latest numbers from the Pew Institute show a record 60.6 million people lived in multigenerational homes in 2014. That means nearly 20% of the U.S. population lives in households consisting of two or more adult generations.

Home builders and remodelers are building and renovating homes to meet the needs of multigenerational households. These designs allow many generations of the same family to live together under one roof yet have private areas as well as combined living space.

Features of multigenerational home plans can include in-law suites within the main home with separate areas for independent living. These often have kitchenettes and

en suite bathrooms, and sometimes private entrances from the street. Other homes may include a shared living space but have multiple master bedrooms with en suite bathrooms.

Builders also frequently include "universal design" features and products, which focus on maximum usability by people of all ages and abilities. Examples include wider hallways, walk-in showers, smooth flooring transitions, and cabinets with pull-out drawers.

Building professionals who have earned the National Association of Home Builders' Certified Aging-in-Place Specialist (CAPS) designation have received training on how to build or renovate a home so that the occupants can live in the home safely, independently and comfortably, regardless of their age or mobility level. They have been taught the strategies and techniques for designing and building aesthetically pleasing, barrier-free living environments. While most CAPS professionals are remodelers, an increasing number are general contractors, designers, architects, and health care professionals.

September Monthly Membership Meeting



It was great to see some of our members out at the Round Barn at Willow Springs Garden for our September Membership Meeting. It was a great night at a fantastic facility. Gloria had an amazing dinner planned for us that was delicious. Before the meeting we had Jim Foss,

David Konsella, and Fred Wilmsen from The Insurance Group talk to us about the new health insurance group plans available to all WBA members. If you would like information regarding these plans please reach out to Cara at the WABA office.

During the meeting Sara Brown, Environmental Health Sanitarian at the Marathon County Health Department, gave a presentation on the radon resistant new construction techniques and its importance in Marathon and surrounding counties.

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

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

Vice-President
Treasurer
Local Director

Scholarship
Membership
BLDR-PAC Trustee

Clay Shoot
Advertising

Marketing
Events

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.

Shortage of Rough Carpenters Climbs to Record High

reprinted from NAHB website



Three-fourths of the total cost of building a typical home goes to subcontractors. So as they get harder to find, it's getting especially hard for projects to stay on schedule and on budget.

Single-family builders who responded to a recent NAHB survey listed which workers they are struggling the most to find. Topping the list: shortages of rough carpenters were reported by 90% of builders — the highest-ever portion for

any occupation in residential construction in the survey's history.

NAHB economist Paul Emrath wrote about the findings in *Eye On Housing* and offered possible explanations for the severe shortage of subcontractors: One is that workers who were laid off during the housing downturn and subsequently started their own businesses have since returned to work for larger companies.

Regardless of the reasons, the widespread shortages continue to restrain the pace of construction, further driving up construction costs, which are increasingly being absorbed by the home buyer. However, the shortages are also affecting builders' bottom lines by causing lost or canceled sales and making some projects unprofitable.

"Housing affordability is at a 10-year low, and that means it will become increasingly difficult to pass along higher construction costs to home buyers," NAHB Chief Economist Robert Dietz wrote in the latest issue of *Eye on the Economy*. "Builders in many markets may find supply-related cost increases will slow sales now more than in recent years due to elevated pricing."

Making matters worse, shortages are likely to intensify in the near term for some markets, particularly those in and around the Carolinas.

"As the impact of Hurricane Florence affects North and South Carolina — home to 9% of the nation's single-family construction — and other parts of the Mid-Atlantic, we can expect increased demand for construction workers and higher building material costs as the region recovers," Dietz noted. "As we saw last year in the wake of the storms that devastated portions of Texas and Florida, these impacts will lower production volume while increasing costs for a number of months in and around the affected regions."

How to Draft Consumer-Friendly Building Proposals

Use these tips to develop bids and proposals that can help you land more jobs

Creating consumer-friendly building project proposals is essential for any homebuilder who wants to evolve and grow their business. Different from an estimate that solely features your price for the job, a sales proposal also illustrates your understanding of the client's needs and provides persuasive reasons to work with you. Experts believe this distinction is key to winning more business. But with limited time and resources, how can you create impressive proposals that will woo your potential home buyers? These tips will help:

- Keep it short
- Include an executive summary
- Give options
- Outline your skills and experience
- Add a signature line
- Produce it quickly

Let's take a closer look at how you can impress your clients with a compelling construction proposal.

1. Keep it short

Some builders make the mistake of creating building proposals that are multiple pages long. Since potential homebuyers are likely to skim through these pages and miss crucial information, it's wise to keep it short. Refrain from including too much too soon – only feature critical information your client needs to know in these early stages of the project.

2. Include an executive summary

The executive summary is often the first part of a proposal. It's the first impression your potential homebuyer will develop about your future working relationship. While keeping it clear and concise, describe the goals your client is looking to achieve with their new home, the specific ways you can help them achieve their goals, and the reasons why your company is best suited for the job. When your

client reads it, you want them to feel you understand the type of home they're hoping for and briefly explain how you are going to bring it to life.

3. Give options

Rather than offering just one building option in your proposal, provide up to three options for your clients to consider. Vary the options by features, scope, time frame, and – of course – price. The goal is to empower your clients to make the best decision for their needs without feeling the need to explore additional options from competitors.

4. Outline skills & experience

When selecting a homebuilder to build their dream home, Wisconsin families pay close attention to skills and experience that can help them establish trust. When drafting your building project proposal, be sure to include your capabilities and examples of other home building jobs in the area. Provide the names and phone numbers of previous clients they can contact for a reference and let them know you're a WBA member to enhance your credibility further.

5. Add a signature line

Concluding your building proposal with contract language and a signature line can increase the likelihood that your client will commit to the project. With a simple signature on the dotted line, you've just won a new building deal!

6. Produce it quickly

Even when you're busier than ever, make time to draft your building proposals within two to three days of your clients' request. Research shows that proposals submitted within 2.7 days were more likely to win the business than those sent after 3.4 days. When it comes to catching the worm, it's best to be the early bird.

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ADVOCACY DIGEST



Uniform Dwelling Code Council Meets & Re-Elects Leadership

Recently, the Uniform Dwelling Code Council (UDC Council) met and re-elected WBA members as the chair and vice chair of the council. Mike Coello was again elected chair and Mary Schroeder was elected to again serve as the council vice-chair.

Other WBA members who currently serve on the UDC Council include Jesse Jerabek, Abe Degnan, Mike Marthaler, and Mark Etrheim.

The UDC Council received an update from Department of Safety and Professional Services staff members on several recently passed state laws that affect the one- and two-family building code. Those updates included revised regulations on “rural hunting cabins” and a new state supported system that will allow contractors to show compliance with the state energy code for one- and two-family homes. Both provisions were contained in the most recently passed state budget bill.

The council also looked to DSPS to begin the process of an administrative rule change to address the following topics:

- Foundation concrete standards discrepancies covered in SPS 320.24-1
- Adding an option for inspectors do some limited video inspection on homes in SPS 320.10
- Technical table changes in SPS 321.03(1) related to sub covering exceptions
- Finishing work related to the update of the deck code in SPS 321.225
- Consideration of updated the HVAC code in SPS 323 that has not been updated in several years

The UDC Council declined to look into additional changes dealing with the one- and two-family energy code or to revise current guard rail standards in SPS 321.225 to match that in the IRC (changing Wisconsin code from 24 inches above grade to IRC language of 30 inches above grade).

Finally, the UDC also discussed a recent DSPS memo that stated those contractors wishing to pull a permit to do “repairs” on a dwelling do not need a DSPS credential and that those repairs are not covered under the UDC. This issue was also covered at the WBA Advocacy Group meeting in July, and members at that meeting had no issues with the current DSPS interpretation of the code. Following the meeting, the group advocating for this change were asked to provide specific code language change for both the UDC and WBA members to consider before the next UDC meeting, likely sometime before the end of the year.

Walker vs. Evers Kicks into Gear

With the primary election in the rear view mirror, the race for governor is now in full gear. The huge increase in television ads centered around the race for governor, started just days after the primary, is the most visible sign of this big race that will likely not cease until Election Day.

State Superintendent Tony Evers came through his primary with a strong showing in a field that included eight candidates by taking 41.8% of the vote. Union Firefighter Mahlon Mitchell came in second with 16.4%, and former State Representative Kelda Roys took third with 12.8%. Evers won 67 of Wisconsin’s 72 Counties with Kathleen Vinehout (4th place finisher) taking 4 counties that she currently represents as a member of the state senate (Pepin, Buffalo, Pierce, and Jackson). Mahlon Mitchell won Milwaukee County with 35.2% percentage of the vote.

Governor Walker actually had a relatively unknown candidate, Robert Meyer, challenging him in a GOP primary. Walker bested Meyer 91% to 8.4% to advance to the November general election.

Look for a piece in the next Badger Builder from WBA endorsed candidate Governor Scott Walker, which will highlight some of his accomplishments and issues to address in the future.

Polling Released in Key Legislative Districts

Recently the MacIver Institute posted an article titled “Cancel The ‘Blue Wave’-Poll Finds GOP Advantage in Key Wisconsin Districts” which highlighted some polling data done by the Jobs First Coalition that surveyed 600 votes in eight key assembly districts in Wisconsin.

The eight districts that surveyed in the poll were state assembly districts 49 (Tranel), 50 (Open, Brooks), 51 (Novak), 68 (Open, Bernier), 72 (Krug), and 85 (Snyder) and state senate districts 17 (Marklein) and 23 (Open, Moulton).

Some of the highlights of the survey:

- Governor Walker’s approval rating in these districts is strong with 54% saying they approve of the he is doing and 43% disapproving. Walker’s strongest area of approval (56%) was in the Wausau area.
- President Trump’s approval rating overall is stronger in these districts than other areas of the state. His approval rating is at 49% approve and 47% disapprove. The La Crosse/Eau Claire area was the strongest defined geographic area with a 55% approval rating.
- When asked “Which one of the following should be the top priority of the Governor and state legislature?” respondents picked “Cost of healthcare” (23%), “Improving public education” (21%), “Improving the economy and job situation” (13%), and “Cutting government spending” (10%).

If these numbers hold up over the next two months, it would

be very good news for Governor Walker's reelection prospects and the likelihood that the GOP would retain the majority in both the state assembly and state senate.

Despite Huge Funding Disadvantage, Vukmir Beats Nicholson

With some news outlets reporting that State Senator Leah Vukmir was outspent by as much as \$8 million, she was able to beat businessman Kevin Nicholson 48.9% to 43.0% to move on to face incumbent U.S. Senator Tammy Baldwin.

Vukmir's strong support in the Milwaukee media market, where she has been a member of the state assembly and state senate since 2003, allowed her to roll up the margins she needed to make up for losing 58 of Wisconsin's 72 counties. In the populous counties in southeastern Wisconsin, Vukmir took 67.1% in Waukesha, 64.4% in Milwaukee, 63.3% in Ozaukee, 61.6% in Washington.

One of the big questions that remains to be seen is if those who were aggressively supporting Nicholson will continue to write checks to promote Vukmir and create a contrast with Senator Baldwin in the general election.

For an interactive map courtesy of the Washington Post showing the results of the Vukmir-Nicholson race, click [here](#).

From NAHB: Bipartisan Group of Senators Seek Fair Resolution of Lumber Trade Dispute

In an effort spearheaded by NAHB, a dozen Republican and Democratic members of the U.S. Senate on Sept. 11 sent a joint letter to the Trump administration calling on the U.S. to resume softwood lumber trade negotiations with Canada.

The 2006 Softwood Lumber Agreement expired Oct. 12, 2015. As the Senate letter noted, "With no follow on agreement in place and new tariffs being imposed averaging just over 20%, lumber prices have skyrocketed, hitting an all-time high in June of this year."

Therefore, senators are calling on the U.S. to negotiate with Canada in a renewed effort to reach a new softwood lumber agreement.

At NAHB's urging, 171 bipartisan members of the House sent a similar letter to the administration in June seeking a resumption of the lumber trade talks.

The Senate letter to Commerce Secretary Wilbur Ross and U.S. Trade Representative Robert Lighthizer does not take sides in this trade dispute. It simply highlights the need to come to an equitable solution that will satisfy all sides.

"It is our hope that in negotiating a new agreement with Canada, you will take into account not only the impact of price fluctuations on the domestic lumber industry, but also on those secondary industries and consumers that rely on softwood lumber for their economic well-being,"

the letter stated. "This will ensure the entire United States economy is taken into consideration."

The following senators signed onto the letter:

Sen. James Inhofe (R-Okla.)
Sen. Jack Reed (D-R.I.)
Sen. Shelley Moore Capito (R-W.Va.)
Sen. Joe Donnelly (D-Ind.)
Sen. Cory Gardner (R-Colo.)
Sen. Lindsey Graham (R-S.C.)
Sen. Heidi Heitkamp (D-N.D.)
Sen. John Hoeven (R-N.D.)
Sen. Doug Jones (D-Ala.)
Sen. Joe Manchin (D-W.Va.)
Sen. Chris Murphy (D-Conn.)
Sen. Michael Rounds (R-S.D.)

For more information, contact Alex Strong at 800-368-5242 x8279.

Brad Boycks

WBA Director of Government and Political Affairs

Wisconsin Builders Association@bboycks@wisbuild.org
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Recruit New Members and Win a Trip to Napa

Sometimes, it takes more than those competitive juices to get Builder members fired up to recruit their business and trade partners to join their local association.

Signature Kitchen Suite, the official membership sponsor of NAHB, understands that, and is offering a fabulous prize featuring juices of the fermented variety.

Six lucky winners – and their six lucky spouses or friends – will snag a trip to Napa Valley, California: home to fine wine, delicious food, great golf and the Signature Kitchen Suite Experience and Design Center.

But these recruiters need to get moving: The contest opened Sept. 1 and closes Oct. 31. That means there's only a month to win over your bankers, finish carpenters, architects and of course, fellow builders and remodelers to be one of the six top finishers.

The four-day, three-night trip can be claimed March 13-16, 2019 and includes airfare, meals, hotel and transportation for the winner and his or her guest as well as the Signature "brand immersion" experience featuring sous vide cooking demos and more.

Get more details and read the fine print at nahb.org/sks. And then get recruiting: You have lots of competition!



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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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



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 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
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 (Member Pricing)

- ☐ Full Page (B/W) - \$300.00
- ☐ 1/2 Page (B/W) - \$220.00
- ☐ 1/4 Page (B/W) - \$165.00

Color (Member Pricing)

- ☐ Full Page (Color) - \$500.00
- ☐ 1/2 Page (Color) - \$340.00
- ☐ 1/4 Page (Color) - \$240.00

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 the WABA office 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. 24th Ave. Wausau WI 54401. Deadline for sponsorship options is December 31, 2018.

<p><i>PLATINUM - \$3,000</i></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 • A Live Radio Remote at the Home Show • 14 – Home Show Tickets 	<p><i>GOLD - \$2,000</i></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><i>SILVER - \$1,000</i></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><i>BRONZE - \$500</i></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>Recognition at Home Show Event Recognition in Home Show Book</p>	<p><input type="checkbox"/> Bag \$500</p> <p>Provide Co-Branded Bag Recognition at Home Show Event Recognition in Home Show Book</p>
<p><input type="checkbox"/> Exhibitor Lounge \$250</p> <p>Recognition at Home Show Event Recognition in Home Show Book</p>	<p><input type="checkbox"/> Bag Item \$250</p> <p>Provide Item for guest Bag Recognition at Home Show Event</p>
<p><input type="checkbox"/> Grand Prize Giveaway \$500</p> <p>Recognition at Home Show Event Recognition in Home Show Book</p>	<p><input type="checkbox"/> Wristband Sponsor \$250</p> <p>Logo printed on attendee wristbands Recognition at Home Show Event</p>

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



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

CONTACT INFORMATION:

Name _____ Company _____
Email _____ Phone _____
Signature _____ Date _____

801 S. 24th Avenue (54401)

www.WausauAreaBuilders.com

715-842-9510