



Heart of the North Builders Association

HNBA Happenings

Membership Benefits from HNBA:

Free (or very affordable) continuing education credits

Exclusive promotion opportunities

Frequent networking opportunities=business contacts!

From Your President

I'd like to explain some reasons why joining this association was important for me. Have you heard that the carpentry business is not really a profession? Well, my answer to that would be; it is what you make of it. What do you make of your business?

We all have very busy lives. I realize that one person can't help everybody all of the time but many people can help somebody at sometime. So with the time avail-

able I wanted to be a part of "giving back" to our community. I can't think of a better way to do this and still gain the benefits of this association for a business.

People that I've gotten to know in this association have helped me on a personal and a business level. This is not just a job for me. I'm being part of something bigger and more important. This is my profession.

Dave



HNBA President David Pond,
DP Carpentry &
Remodeling Services
715-205-1280

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February General Membership Meeting

February 9, 2012

Social Hour: 6pm

Dinner/Meeting: 7pm

Elks Club, Rice Lake

RSVP by Tues, Feb 7

Speaker: Attorney Paul

Duerst with Hometown

Title Co. will revisit

Construction Lien Law. It

has been 4 years since he

first brought us his Lien

Law presentation, which was well received by builders and associate members! **1 CE credit** for DCQ.

Bring business cards—one for the drawing, and some to hand out—for your chance to be featured on our website! (January winner = Ryan Motzer/KBR Construction.)



Schedule of Events

- Monday, Jan 30—Executive Committee Meeting, 6pm @ Gilligan's, Chetek
- Thurs, Feb 2—Board of Directors, 6pm @ TBD (watch your email)
- Thurs, Feb 9—General Membership Meeting, 6pm Social Hour, 7pm Dinner & Meeting @ Elks Club, RL
- Tues, Feb 14—Gov Affairs Committee Meeting, 7:30AM @ Perkins, RL
- Thurs, Feb 16—Parade of Homes "What can YOU do for ME?" Kickoff Breakfast, 7:30AM @ Kitchen & Floor Décor, RL
- Thurs, Feb 16—Business Day in Madison
- Mon, Feb 20—Home Show Committee Meeting, 6pm @ Adventures, RL
- Feb 22-24—WBA Conference, Chula Vista, WI Dells. HNBA Office Closed.
- Mon, Feb 27—Executive Committee Meeting, 6pm

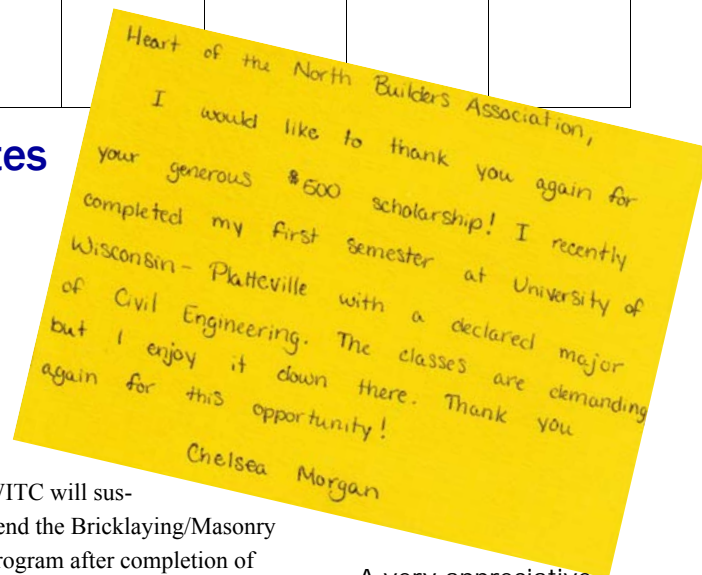
February 2012

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2 Board of Directors Mtg	3	4
5	6	7	8	9 General Membership Mtg @ Elks	10	11
12	13	14 Gov Affairs Cmt Mtg	15	16 Parade Kick-off Breakfast Business Day	17	18
19	20 Home Show Mtg	21	22 WBA Conference (HNBA)	23 WBA Conference Office	24 WBA Conference Closed)	25
26	27 Exec Cmt	28	29			

Scholarship Updates

Chair: Mark Larson, Briarwood II

Mark Larson presented the Robert Crotteau Memorial Scholarship to Scholarship awarded to Bricklaying/Masonry student Winston Cluett from Chippewa Falls.



WITC will suspend the Bricklaying/Masonry program after completion of this year's coursework due to low enrollment. We are hopeful that as the housing economy improves, this program will again be offered.

A very appreciative Chelsea Morgan, a Cameron High School 2011 Graduate, received one of HNBA's scholarships from the Home Show.

Home Show 2012

Chair: Doug Larson, D Larson Construction 715-458-4666

We hope we can count on our members to support HNBA while increasing their exposure in the community. Homeowners are more likely to do business with someone they've met in person, and the Home Show is a great opportunity to meet LOTS of potential customers!

We're also hoping to fill the seminar schedule with MEMBERS. Seminars are a great way to increase your credibility as

you share your knowledge on a particular topic! Contact us if you're interested in hosting a seminar... we'd like to know soon so we can firm up the schedule!

The next Home Show Committee meeting will be Monday, Feb 20, 6pm at Adventures Restaurant in Rice Lake. All are welcome to stop by and offer any suggestions to help make this year's show the best yet!



Education Committee/

Chair: Michelle Beyreis, WESTconsin Credit Union 715-537-5661

The Education Committee met on Jan. 24th to brainstorm ideas for upcoming General Membership Meetings and other opportunities. Following is the plan for the first part of 2012:

CE Credit for attending the Home Show! DCQ holders can earn one CE credit just by attending the Home Show (assuming you didn't take the credit during your current renewal cycle). Just pick up a sig-

nature sheet at the admission table and get signatures from vendors—it's that easy!

March 8—we're going to try something different, and cater to our members who cannot make evening meetings with a **BREAKFAST MEETING!** Rainbow Home Center has generously volunteered their Community Room and will provide a hot breakfast for a very reasonable price! We'll give you a

quick update on the Association's happenings and upcoming schedule, then hear from Chris Mlejnek of Northwest Builders, who is involved with the newly-forming Rice Lake Area Business Alliance. Chris will let you know what the focus of this group is, and how the Builders Association and the Business Alliance can work together to bring more business (which equals more employment and more potential homeowners) to

the Rice Lake area. Watch for more details!

April—Plan now to attend the Texas Hold'em night on April 13!

May 10—WITC's Student-Built House will be completed and the Wood Technics and Masonry students will be ready to show off their work! If your business is interested in sponsoring appetizers or non-alcoholic beverages, please contact Barb!

Government Affairs Committee

Chair: Kevin Sunderland, Sunderland Construction 715-418-0119

Help HNBA reach its Political Action Committee fundraising goal while helping the candidate(s) of YOUR choice! Contribute as you can—in election years, for recall elections, and in non-election years—to the Builders Conduit Fund, and YOU control WHO in Wisconsin to support and WHEN! You can set up a

fund through WBA's Builders Conduit for as little as \$100 and be in total control. Do you prefer a candidate that WBA does not support? GREAT! You can support ANY candidate for state senate, assembly or governor, and they will receive your designated contribution with credit going to YOU, indicating that

you're a member of the Builders Association.

If you're interested in supporting Scott Walker's recall election campaign, follow the link on the home page of www.hnbawi.org to get directly to Builders Conduit fund supporting that effort. If you're interested in supporting any other campaigns, click the

link on www.wisbuild.org or contact Kevin Sunderland or Barb to find out how to make that contribution.

The next GA Committee Meeting will be at 7:30AM on Feb 14 at Perkins in Rice Lake. All are welcome to join in the conversation!



Texas Hold'em Tourney

Friday, April 13, 2012
Elks Club, RL

Membership Committee

Chair: Joe Woodard, Arrow Building Center 715-234-6932

The Membership Committee will meet via teleconference this month, hopefully early in February. If you would like to help us with the membership committee, contact Joe or Barb for more info and we'll be sure to add you to the conference call invitation list.

We will be having a **Member Orientation meeting on March**

1st at the Elks club at 5pm for new members and any members that are looking for a refresher on what the HNBA can offer you. If you haven't been "oriented" or if you'd like a refresher on all that membership has to offer, please plan on joining us!

Remember to keep April 13th open for the HNBA Texas

Hold'em Poker night at the Elks Club. There will be more information on this as we get closer to the date. We can still use a couple dealers and other people to help with other things that night. If you are interested in sponsoring snacks or want to help out, let Barb or Joe know.



Al Arnold
Government
Affairs Dir,
HNBA &
RANWW
715-234-6196

Local Political Happenings

Rusk County: Public Hearing Notice!!!

A Public Hearing is scheduled on Tuesday February 14 at 3:00 pm to consider changing side yard setbacks in the Shoreland Zoning District. The proposal is to make the setback distance 10' on either side regardless of lot size. This would allow on a 100' lot 80' of building area vs the 65' now allowed. Realtors®, Builders and any other interested parties are encouraged to attend this Public Hearing if the issue is of importance to you or your clients.

The slow process of remapping the Flood Plain areas continues. A tentative date of September (hopefully this year) was given as a completion date for the maps.

Sawyer County: Public Information Meeting Notice!!!

Plans are being made by the Zoning Department for a Public Information Meeting on Thursday February 16. The meeting will be in the Flat Creek Conference Room starting at 9:00 AM. This meeting is designed for Realtors®, Builders and others interested in learning about the

new Shoreland rules. Sawyer County is one of the few counties in the state that has revised its Shoreland Ordinance to reflect the new NR 115 Rules. There will also be a discussion on wetland issues with Bill Sande from the Army Corps. If you do business in Sawyer Cty this will be a good meeting.

Nomination Papers Recap
Races are now set throughout the area for the April 3 local elections. As per normal most are uncontested races. A few cities have Mayor races including Rice Lake, Spooner and Ladysmith.



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Membership Updates

New Member Applications

Dalene Crandall, WESTconsin Realty (affiliate member) **Michelle Beyreis**

If anyone has reason why this application should not be accepted, please state in writing your reason membership should be denied and mail, to be received by 2/24/2012 to HNBA, PO Box 6, Rice Lake WI 54868. (Bylaws state that we must submit new applications before the general membership for one newsletter.)

Renewals

The following memberships are due for renewal in **February**. Please contact Barb at 715-736-4622 or barb@hnbawi.org if you did not receive an invoice. We look forward to your timely renewal.

Member, Company

Lynn Zeman, Mally's Plumbing

Michael Paul, Paul's Sheet Metal & Roofing

Joe Chaplin, Solution Heating & Cooling LLC

Ken Zimmerman, Thorcraft Custom Kitchens

Due in January:

Dennis Zinsmaster, Zinsmaster Custom Homes

Sponsor

Don Katterhagen

Bob Brueggen

Bob Brueggen

Dan Rassbach

Darryl Buse

New Member Profile

Andy Sirek of Cut-Rite Construction, Sarona, is a General Contractor who provides new construction, remodels, garages and pole buildings. Andy joined HNBA for the business opportunities and to expand his exposure in the community. He and his wife, Kathy, have a son, Colton, and a chocolate lab, Ruby. When not working, Andy enjoys hunting, fishing, biking, running and snowshoeing. He is also involved with the Haugen baseball league.

Welcome to HNBA, Andy!

Thanks for Renewing!

We appreciate your continued support!

- Gary "Chipper" LeBlanc, The Chipper Handyman
- Eric Thoreson, Dairy State Bank
- Don Dostal, Don Dostal Electric
- Bill Marshall, County Materials

We're Sorry to See you Go

The following have cancelled or let their membership lapse. If you do business with them, please encourage them to make the wise choice and renew their membership!

- Tanya Stroik, Bank Mutual
- Thad Hovde, Sunset Construction

Need to Contact a Member?

Complete contact information is on the Member Directory page of www.hnbawi.org.




HNBA Construction Leftovers & Household Item Rummage Sale (open to the public) coming in early May—start saving sellable items to donate. Watch for details in next month's newsletter!

HOOCH'S
Hardwoods
AND
Masonry

2638 22nd St.
Rice Lake, WI
54868
715-296-6012

Wood Floors
-New and Old
-Sand and Finish

Masonry
-Flat Work
-Block Work
-Brick Work
-Culture Stone



Should **YOUR CARD** BE **HERE** ?

Put **YOUR** business card in this newsletter!

- \$25/month (pre-pay for 5 months, get the 6th FREE) **OR**
- Pay your dues renewal invoice in full by the due date stated and we'll feature your card for one month **FREE!** (include card w/payment)



Brad Boycks
Chief Lobbyist
Director of Government &
Political Affairs,
Wisconsin Builders Association®
bboycks@wisbuild.org
(608) 242-5151 ext. 16
Visit our web site:
www.wisbuild.org

Monday Morning Review

January 17, 2012

At long last, a wetlands bill is released

After several months of speculation and a lot of effort, a wetlands bill draft was sent out to legislators asking for them to sign on as co-authors. The draft is co-authored by Senator Neil Kedzie (R-Elkhorn) and Representative Jeff Mursau (R-Crivitz).

WBA worked with key members and local staff on the draft to provide input on the finished proposal. Both authors, officials from the DNR (in particular Deputy Secretary Matt Moroney and Mike Bruhn), WBA and representatives of other business groups worked for the better part of the past six months on the draft.

The draft released this week will have a positive impact on the process for businesses to get a wetland permit from the DNR in a more timely matter and will also have a net benefit to Wisconsin's environment.

Some of the highlights of the draft include:

- Creates new procedures for the application, review and potential issuance of General and Individual Permits for projects impacting wetlands. Permits are considered the same as water quality certifications.
- Creates General Permits (GPs) for minor projects impacting wetlands (10,000 sq. ft. in most cases) for

residential, industrial, commercial, utility, agricultural, municipal and recreational development, which are similar to General Permits currently issued by US Army Corps of Engineers.

- Authorizes the DNR to create additional GPs as necessary, including permits which are consistent with other General Permits issued by the Army Corps of Engineers.

Establishes deadlines for the GP application process and determinations by the DNR for such permits, and sets consequences for not meeting deadlines similar to those in the amended version of Senate Bill 326/ Assembly Bill 421, the Chapter 30 regulatory reform bill.

- Creates Individual Permits (IPs) for those that do not qualify for a GP, with deadlines for the process and DNR decisions, but not the same as those for GPs failure to meet deadlines. Standards for review of environmental impacts set higher than those for GPs; mitigation required, with a standard that the mitigation ratio mirror the federal ratio, but at a minimum, 1.2 acres restored or created for every 1 acre filled.

Replaces the current law "areas of special natural resource interest" wetland designations with more

specificity on the types of wetlands which are considered rare or sensitive areas.

- Revises compensatory wetland mitigation program to allow for more banking and the purchase of credits for the purpose of restoring, enhancing, creating, or preserving wetlands or other water resource features. Mitigation also includes on-site wetland restoration and/or creation. Revises the 'practicable alternative analysis' to be limited to those alternatives which have an impact to the project site and any adjacent parcel if the project will result in demonstrable economic benefit, or is necessary for an expansion of an existing commercial or industrial facility, and the wetland fill will not result in significant adverse impacts to wetland functional values or other adverse environmental consequences.
- Establishes a wetland restoration fund and allows the DNR to enter into agreements with third-party organizations to perform wetland restoration/creation work. Any project that utilizes such funds must be open for hunting, fishing, trapping, cross-country skiing, and hiking, but the DNR may establish reasonable restrictions on the use of the land for public safety

Monday Morning Review continued

reasons or to protect a unique plant or animal community.

- Creates inspection and enforcement authority similar to the inspection and enforcement authority found under Chapter 30 (navigable waters).

The key to this bill passing is to get some minor technical changes in committee and make sure the bill is not “watered down” (no pun intended!) during the process. WBA staff professionals will continue working with members, local staff members and the legislature to pass a strong wetlands bill before the end of the legislative session.

Movement on DATCP 110 rule revision

Recently WBA received word from Sandy Chalmers, Administrator of the Division of Trade and Consumer Protection at the Department of Agriculture, Trade and Consumer Protection that DATCP 110, the rule that regulates Wisconsin remodelers, would be further examined and possibly rewritten in 2012.

In an e-mail from Ms. Chalmers she stated that "DATCP 110 is on the DATCP Board calendar for 2012. Our tentative plan is to have a scope statement to the Board in June."

What that means is that if the DATCP agrees the department will begin the process of meeting with interested parties, like WBA members, on revisions to the rule.

We are thankful that DATCP is moving on this important matter in 2012 and look forward to WBA members being involved in the discussion on proposed changes.

Vos addresses business groups

In last December state Representative Robin Vos (R-Burlington) addressed representatives from a number of groups including WBA focusing on what will be covered during the final three months of session. While his first response was “not much”, he also covered a number of other political items as well.

The two large pieces of legislation Vos told the group he believed would pass (at least in the Assembly) during the final three months of the session was venture capital legislation and a bill to change state statutes in regards to ferrous metallic mining.

In addition to mining and venture capital legislation Vos also predicted the passage of a number of “easier to digest bills” as well. In other words, expect some more contentious items to be passed but also several less controversial bills that may even receive bipartisan support from both houses. Vos also said that the Assembly is expected to be in session for “5 or 6 more days” from January to March of 2012.

When turning to the topic of polling and the Wisconsin political landscape, Vos noted the GOP continues to have issues in

western Wisconsin (especially from La Crosse south) and to a lesser degree with independent and female voters. Much of what you see out of Governor Walker’s campaign as of late is an attempt to bring some of those weary voters back to the governor and the GOP.

Waste, Fraud and Abuse release's final report

Recently Governor Walker's Commission on Waste, Fraud and Abuse released their final report. As you may remember the head of this commission was WBA Treasurer Craig Rakowski. The final is the culmination of a great deal of work by Chairman Rakowski working with most members of the commission (some made the decision not to engage in the process in a constructive manner) and those involved in state government to come up with the suggestions contained in the report.

“The recommendations by the Commission will help state government operate more efficiently and effectively,” said Governor Walker. “Moving forward I will work with members of both political parties to implement the remaining recommendations made by the commission.”

Overall the Commission believes their recommendations can reduce spending by local units of government by \$82.6 million and state government by \$373 million for a total annual savings to taxpayers of \$445 million.

In the “Letter from the Chair-

man” contained at the beginning of the report, chair Rakowski stated: ‘I am thankful to the citizens of Wisconsin who submitted many suggestions for the Commission to review. I assure you that all of them were taken into consideration, many of which are addressed in the final report. I would also like to thank the Department of Administration staff for the work they put into the research that went into this report. I would also like to thank the many other state employees who spoke to us about how to make their jobs more efficient and effective. Their input was extremely valuable and I wish them continued good luck in their efforts to change the culture of our state government.’”



WBA Conference Offers Something for Everyone

Are you a Builder? We have courses for Dwelling Contractor Qualifier credits.

Are you an Associate? We have courses for professional development.

Are you a Director? We have bylaws to vote on.

Are you a spouse? We have a water park, spa and shopping!

Join us for a power-packed three days of networking, education, recognition and fun.

Schedule at a Glance:

Wednesday: Education, Vendor Showcase, Welcome Reception,

Hospitality Suites- Oscar Night is the theme!

Thursday: Education, Vendor Showcase, President's Recognition Banquet, Hospitality Suites

Friday: Choose from one of two one-hour member forums: Government Affairs with DOA Secretary Mike Huebsch or Member/Local Officers on Google Places.

10:00-noon WBA Annual Members & Annual Board of Directors meeting.

These meetings will provide a



review of the activities of the association as well as a vote on the proposed bylaw changes. For more information log onto the members side of www.wisbuild.org> Meetings and Events>Feb. 24, 2012 Annual Meetings.

Education at a Glance:

All the courses and Vendor Showcase are located in the Wisconsin Dells Center Dome, a stone's throw down the road from Chula Vista Resort. A shuttle will be available. The President's installation banquet, hospitality suites and board meetings all take place at the Resort.

Below is a thumbnail description of the courses on Wednesday and Thursday at the Wisconsin Builders Conference. Choose whatever course you want to go to the day you are there. Be sure to bring your Dwelling Contractor Qualifier certification number with you.

For a complete course description and the most current schedule click here.*

Building Failures: Moisture Related Issues with Brick & Stone Veneer Instructor: Joe Nagan, owner of Home Building Technology Services. Learn about the issue, the primary contributing factors and solutions for existing homes. 2 DCQ credits.

Getting to the Top in Google-Your Blueprint for Search Engine Success Instructor: Tom Snyder, Trivera Interactive. Tips and techniques to build your

website for search engine optimization to drive traffic to your website.

Window & Door Installation: Replacement and Full Frame Instructor: Emory Budzinski, Crestline Windows. Proper flashing, measurement & shims, masonry installation & pocket replacement. 2 DCQ credits.



Building Better Homes from the Outside with Sustainable Landscaping Instructor: Tom Girolamo, Eco Building & Forestry. This program will show the benefits of sustainable landscapes to both the owner and contractor and how they improve livability and profitability.

UDC Basics & Beyond: Code Updates & Common Mistakes Instructor: Leroy Stublaski, Architecture Plus, LLC. Review UDC basics, wall bracing, energy ideas, new federal energy standards, ResCheck and proposed changes for 2012. 2 DCQ credits.

Energy Star & Impact Resistant Steel Roofing Instructor: Gary Miley, Midwest Manufacturing. Benefits and energy savings of metal roofing will be explored. Instructions on installation, re-roofing using steel on tear-off and existing, using proper trims and fasteners. 1 DCQ credit.

Professional Designations Set You Apart Instructor: Monica Sommerfeldt Lewis, Archer



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 **WISCONSIN BUILDERS CONFERENCE**
Education | Networking | Recognition

February 22-23, 2012
Info and register today www.wisbuild.org

Conference Offers Something for Everyone (continued)

Lion. Introduction to National Association of Home Builders professional designation programs for builders, associates, property managers and sales personnel.

Proper Placing, Finishing, Curing & Sealing Concrete Instructor: Dan Large, Fiber Reinforcing & Consulting. Requirements for weather conditions, timing & finishing. Everything you wanted to know about curing & types of compounds. 2 DCQ credits.

Future Home Instructors: Robin Pharo, Healthy Homes & Chad Wuebben, Encore Construction. A home that runs on an iPad? Learn about the Future Home's new technologies and automated systems, design and overcoming difficulties. 2 DCQ credits.



Delivering the Customer Experience-Understanding How and Why People Buy Instructor: Jay Schuette, Wausau Homes. Provides you with the framework necessary to transform your sales activities into a collaborative process with the prospective buyer using this system.

Contracts, Customers & Change Orders: The Business of Building Before and During the Construction Process Instructor: Robert Procter, J.D., Axley Brynelson, LLP. Over-

view of the WBA Home Construction and Remodeling contracts. 2 DCQ credits.

OSHA-Top Mistakes Most Companies Make and How to Remedy Them Instructor: Kelly Bubolz, Compliance Assistance Specialist, OSHA. Course updated for 2012, residential fall protection, new regulatory agenda, proposed rules & resources. 2 DCQ credits.

Durable, Forgiving Wall Systems Instructor: Linda Heipp, Hallmark Building Supplies. Learn the essential building science principles for air and moisture and how it affects walls, material selection, tools and identify key details for sealing the building envelope. 2 DCQ credits.

Social Media: The Power Formula for LinkedIn Success: Building Industry Special Edition Instructor: Wayne Breitbart, M&M Office Interiors, author of "The Power Formula for LinkedIn Success." Learn how to build a network of building professionals, write a compelling profile, establish and join groups and learn about events.

Anatomy of a Healthy Shower Instructor: Corey Stevens, Schluter Systems. Identify the benefits and challenges of tiled showers, learn proper design for waterproofing, and benefits of bonded waterproofing technology. 1 DCQ credit.

What Happened to Happily Ever After? Instructors: Paul Woita & David Hopkins, Woita and Associates. This course

focuses on the challenges that individuals and business owners face in their planning and how to achieve what is important to them.

Basics & Installation of Vinyl Siding Instructor: David Verbofsky, Ply Gem. Covers the basics of installation of vinyl siding, vinyl soffit and aluminum fascia. Guidelines developed by the Vinyl Siding Institute with guidance from 8 manufacturers. ***Note: To receive certification, an additional \$165 fee, and 3 years of installation experience is required. Anyone may audit class and earn the 6 DCQ credits w/o additional fee.

ProEarth Building Sciences 101 A full-day workshop on fundamentals of building science, framing, air sealing, moisture control strategies, mechanical systems, indoor air quality strategies, changing your process and marketing the difference. Presented by ProBuild. 6.5 DCQ credits.

How to Run a Home Building Business Instructor: Mark Etrheim, MasterCraft Homes. Eliminate the trial and error of starting a business. Info on legal considerations, accounting, complying with the rules, regulations and certifications required to be a contractor. 2 DCQ credits.

Social Media for the Building Industry Instructors: Jeanette Pham & Michelle D'Attilio, sōsh. Primer focusing on incorporating Facebook and Twitter into

your marketing and business plan to leverage the power of social media.

Geothermal Heating Instructors: Eric Legreid & Walter Heumann, Terra Therm & Air Quality Systems, Inc. Basics of forced air and hydronic systems, loop design and energy savings to incorporate into residential and commercial design. 2 DCQ credits.

The Good, the Bad and the Ugly of Home Construction Instructor: Leroy Stublaski. View real photos of homes that have created problems for builders and building inspectors alike. How to effectively work with inspectors & builder obligations. 2 DCQ credits.

Building your Business Based on Building Science & Strategic Partnerships Instructors: Andy Kuc, & Kevin Hogan, Focus on Energy. Learn how building science is applied to the "real world" residential construction and how partnering with Focus on Energy will separate you from your competition. 2 DCQ credits.

Dew Point for Dummies Instructor: Joe Nagan. Brought back by popular demand and updated for 2012, this course addresses the many ways moisture can be transported through a building assembly. 2 DCQ credits.

*course schedule subject to change.



WBA Member Rebate Program Free Member Benefit that Puts Cash In Your Pocket

Real Results, Real Cash from Rebate Program

\$1,138.00

\$1,007.00

\$881.00

\$728.00

\$592.00

\$496.00

The WBA Member Rebate Program is already paying off for members who are taking advantage of the latest benefit of membership in the Wisconsin Builders Association. These numbers are real results and we are excited to see some serious ching ching going into the pockets of builder and remodeler members who have enrolled. This program truly is as good as it seems. Leading Manufacturers are paying cash rebates as their way of thanking our members for being loyal to their products.

“I prepared & sent in a 3rd quarter 2011 report after noticing information in an e-mail from our local. With very little effort our rebate was \$108.00 and we expect to receive the check in March. The application process & report only took a few minutes. This program is like coupon-clipping for builders. We intend to keep using the program and hope to see more products qualify.”

—Linda Olson, Loren Imhoff
Homebuilder

Is it worth your time? 70% of the Builders & Remodelers who

participated nationally in 2010 not only received equal to what they paid in yearly dues to the Local HBA back in rebates, but made a profit. The answer is yes, it is worth your time.

“When I found out about the program via a WBA email I registered immediately. It was a very simple process that took less than 5 minutes. To me it was a no brain-er looking at the companies and products that are eligible in the program, most of them are what we use on a regular basis. Which means we do not have to change anything we do in the field. An email came across with the forms that needed to be filled out for the quarter on all eligible products. Again a very simple process to fill out and submit. There is really very little work that is needed to be done on our part to take advantage of the program. The amount of the rebate we will be receiving for this quarter is not a large amount but it is money

that we would not have without the 10 minutes it took to register for the program and send in the completed paper work for eligible products. I am recommending this program to all of my

fellow builder members in the Brown County Home Builders Association.” —Scott R. Puyleart, Puyleart Brothers Construction

Is there a ton of paperwork?

The average builder, based on a survey done, takes less than 15 minutes to fill out the paperwork, without needing any receipts (other than Progress Lighting). If a Builder already knows what manufacturer’s products they are putting in their homes or remodeling projects, then completing the sections on the forms can be done very quickly. Plus, we now have a way to submit the forms online.

When you register, you simply indicate which of the eligible manufacturers you already use. Then, on a quarterly basis, as you report the number of homes or products that were completed, the program administrator does the work of notifying the manufacturers, collecting your money, and mailing your quarterly

rebate check.

“For the \$1,138 we received in rebates it was well worth it. I just sent the application to my subcontractors who had the products in our homes and let them fill it out. I then simply compiled all of the info and sent it in.” —Tom Schaefer, Signature Homes

Click on the link to go online to register or read more about the program in the WBA Member Rebate Program Newsletter. Please help us spread the word about this outstanding WBA member benefit. We want to get as many members registered and collecting cash!

Your consistent support of WBA through your association membership makes this program possible. It’s just another one of the many benefits of belonging to WBA, the voice of the housing industry in Wisconsin.

So what are you waiting for?

Enroll today.



WBA Member Rebate Program

www.HBArebates.com



What would you think if you could get a rebate for your loyalty to many of the nation’s leading housing industry Manufacturers? Well, now you can regardless of your volume!

We’re happy to introduce the WBA Member Rebate Program, a free member benefit, aimed at increasing your bottom line. For the minimal effort of informing us about the products you use, and telling us when you close on a home or project, you’ll be putting money back in your pocket. When you participate in the WBA Member Rebate Program, every home you build can earn you rebate checks! Remember, both Builders AND Remodelers qualify for the WBA Member Rebate Program.

Get Started Today!



Made in America: A Blueprint for Creating Jobs

From ABC World News

In Bozeman, MT, Anders Lewendal is hard at work building a home he hopes will be a blueprint for creating jobs in America.

Lewendal, an economist turned builder, is constructing a [house made entirely from U.S.-made products](#). Everything from the nails, screws and bolts, to the steel, staples and bathtub is made in the United States.

"Every piece here is made in America," he said.

Lewendal is convinced that if every builder bought just 5 percent more U.S.-made materials, they would create 220,000 jobs.

The [Boston Consulting Group](#) agrees, confirming that Lewendal's numbers add up.

In all, the U.S.-made house is being built with more than 120 products from more than 33 states. But builders do acknowledge that using American products can be more expensive.

A box of nails is \$5 more than those made in China and steel is \$146 more a bundle. Even though certain goods are more expensive, in total, the cost of the house is nearly identical, given that other U.S.-made products are cheaper. The all-American home, which is not yet finished, is running only 1 to 2 percent more than a foreign-sourced house.

While some items might be more expensive, the difference in

quality is often noticeable. The nails produced by [Maze Nails](#) of Peru, Ill., are made using high-carbon steel and a double coat of zinc. The result is that they are stronger, rust proof and jam the nail gun less.

"[We're] one of the last makers of nails in this country," company president Roelif Loveland said.

About 90 percent of nails come from China and, Loveland said, if he could double sales, he could add 25 more jobs.

Many other U.S. companies said the same thing. If Lewendal's idea catches on, they could hire, too. From [Gorilla Tape](#) of Cin-

cinnati to a [Sherwin-Williams](#) plant in Georgia and a [Moen](#) plant in Pennsylvania,

companies around the country say if builders bought more American products, it would put people back to work.

ABC News sent [Lewendal's list](#) to builders across the country and some responded immediately.

Contractor Tarek Saad said he started ordering Maze Nails, an architect in Miami said she'll start buying the U.S.-made items that are priced the same as the foreign ones, and Paul Minnis, a remodeler from Michigan, doubled Lewendal's request.

"If 5 percent will make a difference," he wrote, "I am going to try for 10 percent or more American-made products."

... if every builder bought just 5% more US-made materials, they would create 220,000 jobs.

Product	Manufacturer/Supplier	State
Windows	Amsco Windows	UT
J bolts/foundation	S.C. Prototypes	MT
J bolts/foundation/stock	Pacific Steel	UT
Gorilla Duct tape	The Gorilla Glue Co	OH
4" perforated pipe, radon	Northern Pipe Co.	ND
4" pvc fittings	GPK	ND
pvc glue	Oatey	OH
8d ring shank nails	True Spec	CA
16d sinkers	Griptite	WI
1/2" foundation nuts	CAT	IL
gun nails	Maze	IL
damp proofing	Mulseal/Tremco	OH
Rebar	Nucor	UT
Concrete	CMI	MT
Concrete Portland	Ash Grove	MT
Concrete aggregate	CMC. Beglade	MT
Concrete sand	CMC. Beglade	MT
Hangers, straps, H clips	Simpson Strong-Tie	CA
TJI's	I-Level Truss Joist	OR
2x4's and 2x6's	RY Lumber	MT
Plywood	Potlatch	ID
2x4's and 2x6's	F.H. Stoltze	MT
2x4's and 2x6's	Idaho Forest	IDP
L 400 sub floor adhesive	Loctite	CT
MiraTEC fascia	CMI Corp	PA
treated plate	McFarland Cascade	WA
T braces/framing	Appleton Supply	WI
sill seal	Reflectix	IN
powder actuated pins	TW Ramset/Redhead	IL
foam board	Dow	IL
Spray paint	Rustoleum	IL
Spray insulation	JM Corbond	MT, TX
Screws	Por Pac	CO, CT
Wire joint	Thomas & Betts	TN
Spray paint	ACE	IL
Paint	Sherwin Williams	OH
Window foam	Touch n Seal	MO
Caulking, White	Lightning	OH
Plastic elect straps	Handy Straps	WI
meter base	Eaton/Cutler Hammer	PA
electric panel	Eaton/Cutler Hammer	PA
Breakers	Eaton/Cutler Hammer	PA
PVC pipe/fittings	Ridgeline Pipe	OR
2" Romex connectors	Bridgeport	CT
Boxes	Allied	OH
Staples	Sturgeon Bay	WI
4/0 SER straps	Sturgeon Bay	WI
Telephone wire	3M	MN
Screws	Brynof Manufacturing	IL
Exhaust Fans	Broan	WI

There is more... [CLICK HERE TO SEE THE COMPLETE LIST!](#)

Parade of Homes 2012

What can **YOU** do for **ME?** Breakfast

Date: Feb 16, 2012

Time: 7:30-9:00am

At Kitchen & Floor Décor
25 N Main St, Rice Lake

This is a fantastic (and FREE) opportunity for Associate Members to offer special Parade pricing or incentives to builders at the very beginning of the project. Ensure that your products and services are the ones seen by the public at this year's Parade of Homes. It also gives Builder Members the chance to become more familiar with what's available to Parade projects and get their questions answered.

Associate Members:

- Commit to participate by Feb 9th
- Bring copies of your Parade Project to hand out, and bring extras for those who can't be there.
- Present up to 5 minute overview of your Parade program/discount and answer questions

Builder Members:

- RSVP by Feb 13th
- Plan to stay for all presentations (7:30-9am)
- Learn what your fellow association members can do for your Parade of Homes project.

Kitchen & Floor D.E.C.O.R

Rainbow HOME CENTER

All participants can enjoy a hot breakfast, courtesy of Kitchen & Floor Décor and Rainbow Home Center!

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