

The FOUNDATION

This is an official publication of the Manitowoc County Home Builders Association
Phone: 920-684-6222 * Fax: 920-684-6277
www.manitowocountyhomebuilders.com

Volume 12 Issue 4

April 2010

Thursday, April 22nd at Fox Hills Resort
The Association is proud to bring to you
Joseph Pusateri

Joe is president and owner of Elite Homes, Inc and a speaker from Louisville KY. He will present two seminars during the day and then speak at our GMM that evening. [See the attached flyer.](#)

Estimating & Business Management

9:00 to 1:00 4 CE Credits \$40 member rate

This seminar will cover many of the key elements of running a successful business. The seminar is focused on estimating & cost containment strategies.

Negotiating for the Home Building Industry

3:30 to 5:00 no credits \$20 member rate

This seminar will cover the 3 stages of every negotiation; 10 basic principles of negotiating and the 10 basic rules of negotiating.

Attend both and the GMM for

only \$50 MCHBA members only rate

General Membership Meeting

5:30 Social-6:00 Dinner-6:45 Presentation

How to Thrive in Tough Times

Plan on attending Joe's final inspiring and motivating presentation of the day.

Register by Tuesday, April 20th

Email: mchba@lakefield.net; Phone: 920-684-6222;

Fax: 920-684-6277 or www.manitowocountyhomebuilders.com

Calendar of Events

**CUT OUT AND PUT
BY YOUR COMPUTER
OR YOUR CALENDAR**

April 16-18
Home Show
Manitowoc County Ice Center

April 22
Fox Hills Resort
Estimating & Business Management
9:00am to 1:00pm
Negotiating for the Home Building
Industry 3:30pm to 5:00pm

April 22
General Membership Meeting
Fox Hills Resort ****5:30 Social**
How to Thrive in Tough Times

April 28
8 hr Lead Safe Renovator Seminar
Manitowoc City Hall 8am-5pm

April 29
WBA Board Day
Chula Vista, Wisconsin Dells

May 5
Membership Committee Meeting
8:30am HBA office

May 11
8 hr Lead Safe Renovator Seminar
Fox Hills Resort 8am-5pm
Register at www.wisbuild.org

May 14
BREWER GAME
Bus leaves at 3:45 from
Perkins Park & Ride



President's Message

OFFICERS

- President.....Eric Roffers
- President-Elect.....Todd Stelmach
- Secretary.....Jeremy Reindl
- Treasurer.....Chad Zeller
- Past President.....Jim Reif

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- Brandon Bartow Jim Check
- Lawrence Hansen Leroy Hardrath
- Mike Howe Eric Wergin
- Rick Manlick

WBA DIRECTORS

- Brandon Bartow, Eric Roffers, Marty Karnopp
- Life Directors: Mike Check, Jim Reif

NAHB DIRECTOR

- Director.....Brandon Bartow
- Senior Life Director.....Mike Check

MCHBA Office

- www.manitowocountyhomebuilders.com
- info@manitowocountyhomebuilders.com
- Executive Officer.....Jayne Hagman
- jayne@manitowocountyhomebuilders.com
- Government Affairs.....Dave Johnson
- dave@manitowocountyhomebuilders.com

Hello fellow members,

First I would like to thank all who are volunteering and/or participating in our Home Show. This is an important event and we are filling booths. We could still use a few more volunteers during the show to help make enjoyable and beneficial for the attendees.

The associations Brewer game trip is only a month away. This will be a great way to get out and have fun while meeting fellow members of our builders association. A Limited number of tickets still available call our office for information.

May 11th is the next "Lead Paint Renovator Seminar", make plans to attend if you haven't already. This seminar is a true eye opener to the extreme levels of government interference and regulation. If you find it a bit disturbing then please let us know. Your governmental affairs committee does all it can to combat these extremes. But, to truly make a difference, we need more voices expressing displeasure to our elected officials and we can help you by providing the contact information to do so. **"Man is not free unless government is limited." President Ronald Reagan**

Please plan on attending our next general membership meeting on April 22nd it is always great to take some time to get to know our newest members. May 27th is our fish boil at the Elks Club in Manitowoc they do a fabulous job and make great meal.

See you at the Home Show this weekend.

Eric Roffers

OUR MISSION

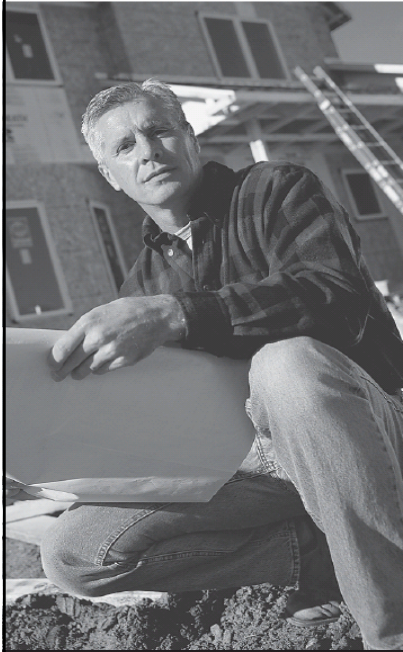
Manitowoc County Home Builders Association, a professional not-for-profit organization of builders and related businesses, promotes attainable, safe and quality housing.

We serve our members and our communities through education, government affairs and public service.



The "Foundation" is the official monthly publication of the Manitowoc County Home Builders Association. The acceptance of advertising in this newsletter does not indicate approval or endorsement of the advertiser or advertiser's product by MCHBA. The MCHBA makes no warranties and assumes no responsibility for the accuracy or completeness of the information contained here in. The opinions expressed in the articles are not necessarily the opinions of the Manitowoc County Home Builders Association...

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Membership

Renewal Reminder: The MCHBA office must have a current Liability Insurance Certificate on file for every member . When you renew your membership please have your insurance company fax us a new certificate!

Membership at a Glance

Builders	31
Associates	144
Total Members	175

Welcome New Members

Budget Blinds

2754 Belle Plane Rd, Green Bay
Kurt Deneys

Phone: 920.822.0516

www.budgetblinds.com/howardvillage

PDJ Cutting and Fabricating

4005 Thunder Ridge Rd, Manitowoc
Patrick Weier

Phone: 920.652.9929

Fax: 920.652.9929

www.pdjcutandfab.com

Sun Comfort Inc

1985 American Dr, Neenah
Bernie Bos

Phone: 920.380.5840

Fax: 920.558.4810

www.suncomfortwi.com

Members Up for Renewal

March

Brown County Cabinets
Ferguson Inc
Manitowoc Garage Door Service
Stemper Construction

April

American Carpet
Associated Bank
Century 21 Action Realty
Community First Credit Union
R & J Fricke
John Koss Builders
Lakeland Landscape Services
Shimeks Furniture
Vacuum & Sewing Center
VerHalen Inc-Pella
Vinyl Pro
Workingman's Friend

May

Alberts Plastering
Brauer Painting & Staining
Burbey CPA LLC
Champion Pump
Paul Conrad Construction
Dalton Carpet Outlet
Dan's Plumbing
Doneff Companies LLC
Fresh Cut Lawn Care
Hockers Brick & Tile
Jim's Excavating
Manitowoc Disposal
Mid State Supply
Nichols Electric
Paul's Cabinetry
Popp's Harbor Town Exxon
Pro-View Inc
Ralph's Hardwood Floor Co
Rezba Heating
Richardson Industries
Ryan's Painting Co
Bruce Sand & Son Drywall
Schmitt Safety Consulting
Shoreline Credit Union
Stegemann Custom Cabinetry

May continued

Stone Creations of WI
Twin Bridge Cabinets
Two Buds Floral & Gift Gallery
Bill Van De Yacht Water Well Inc
Van Der Vaart Inc
Wilhelm Construction
WOMT/WQTC Radio

Thank You for Renewing!!!
*We appreciate your continued
Support and Involvement*

Anniversary Year

Ant's Tile & Stone	2005
Apple Clinic	2007
Hamann Construction	2005
Hometown Insurance Agency	2009
Karl Kimmes Well & Pump	2009
Luedtke Builders	2006
Brian Peterson Builders	1998
Sherwin Williams Co	1995
Radue Homes	2007

Cancelled Memberships

*The following members have chosen
not to renew their membership or have been
cancelled by NAHB. If you do business with
any, please encourage them to rejoin.*

Herald Times Reporter
WaterCare Sales & Service

COMING TOGETHER IS A BEGINNING

KEEPING TOGETHER IS PROCESS

WORKING TOGETHER IS SUCCESS

HENRY FORD

Milwaukee Brewer Game May 14th
Call and reserve your tickets & spot on the bus...
only 18 tickets left...only \$45 per person





Home Professionals Radio Show

Starts March 27 through
June 19
See the attached flyer...

There is still time to create your ad for the show. This half hour show is "our" Radio Show, with only association members allowed to advertise and speak.

This is another opportunity for you to align your business with the Home Professionals in Manitowoc County...contact the office to sign up today.

Phone: 684.6222
Fax: 684.6277

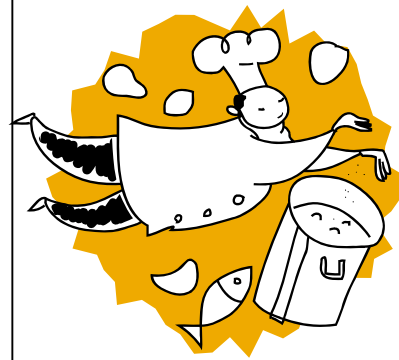
8 Hr Lead Safe Renovator Seminar

Another seminar has been added:

Tuesday, May 11
8:00am to 5:00pm
Fox Hills Resort

Two sold out seminars have already been held, the third one on April 28 is also sold out and I'm still getting phone calls...so a fourth seminar has been added.

If you know of anyone interested...member or non member...have them contact me or go on the www.wisbuild.org site and register. I don't control registration, but we are the host site.



May 27 Fish Boil Elk's Club in Manitowoc

What do I get for my membership, what does the association do, we've got a website?? Really...tell me about it, what is WBA and how can I get onto their website & use the information & services. There's a national level?? NAHB...what does that stand for (National Association of Home Builders) what do they do for me and the industry?

Plan on attending so you can learn how to use the association to YOUR BENEFIT!

Working together...we are stronger



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920-639-5168

Elections & The Manitowoc County Home Builders Association

You have probably heard the statement "Elections have consequences." If you ever doubted that statement in the past, look at what has occurred here in our home state. During the 2008 election cycle, one party now controls our Governor, Assembly and Senate. From a fiscal perspective look at the consequences.

- During the Biennium budget of 2007-09 our legislators needed to meet in special session on two occasions for the purpose of "Budget Repair Bills." The first "repair" raised your taxes by \$763M dollars. That occurred in May 2008; however by February of 2009 that "repair" was not working well, so again taxes were raised by a stunning \$1.2B dollars. These two "repairs" didn't correct the fiscal shortfall so again taxes were raised in June 2009 by another stunning \$2.1B dollars!! In total, some \$4.7B in new taxes was imposed on residents and business throughout Wisconsin.
- While all this spending and taxing was going on, the Wisconsin debt load soared. In the year 2000 Wisconsin's ranking among all states was #21. Not a great ranking, but neither is it terrible, relatively speaking. Fast forward to 2006 and Wisconsin ranked #10 in debt load.
- Recently the Legislative Audit Bureau (a nonpartisan group) released the Comprehensive Annual Financial Report ending June 2009 and the state is---you guessed it--- *short* \$2.7B in funds!! All of this occurred while Wisconsin received \$3.4B in stimulus money!

So, is your head spinning now, and why is this important to my family and business?? Isn't every state running deficits?? What can we do about the situation?

All of these taxes, whether imposed on individuals or business means there is less money to be spent elsewhere. Unlike the state, we manage our finances accordingly. We cut back on retail purchases of all types. Skip or reduce investments in our business. Make that truck last longer instead of replacement. When someone builds a new home this effects our members because people will skip the central vacuum, have no in home stereo, install less expensive windows, reduce the size of the home, buy less expensive appliances, skip finishing the basement, reduce tile, cabinets, concrete decorations, cut out a

bathroom, purchase cheaper carpeting etc.etc.etc.

Getting back to the original statement that "elections have consequences" we need our builder and associate members to engage more in the political process. This involvement means different things to everyone. First of all, get to know the candidates and their positions. Do they support a growing economy, and what are their positions to encourage economic development? There are numerous volunteer opportunities. Financial contributions are critical to winning elections. Advertisements, electronic media, and offices are all dependent on financial contributions. If that isn't for you, perhaps you can volunteer calling voters, have yard signs supporting a candidate, volunteering to work in the local office, help with mailings etc.

At our future MCHBA monthly meetings, we will discuss opportunities to become involved while at the same time recognizing your time constraints.

We need to elect candidates that support our businesses and thus grow the economy so everyone can prosper. As always please call the office at 920.684.6277 or email me at djohnson@lakefield.net.

Your help and insight is needed during the months ahead. Candidates who have a solid message, are well financed and have strong organizations win elections.

Brewer Game

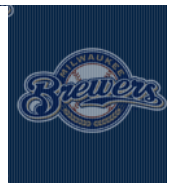
Seats in section 108

**Friday May 14th, 2010
vs Philadelphia Phillies
\$45.00 per person**

Includes: game ticket (value of \$50), transportation, pre game food and refreshments and did I mention game...fun...laughs...game...fun...laughs

We will load a Coach Bus at 3:45 p.m.
At: Hwy 151 Park & Ride (across from Perkins Restaurant)

YES_____I want to be a Brewer game Partner for only \$200.00. With my partnership I get two tickets to the event. Contact Jayne



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Joe is the president and owner of Elite Homes, Inc. which he founded in 1976. Elite Homes designs and builds or remodels 40-75 custom homes a year ranging from \$250,000 to over \$1,000,000. Elite Homes is currently developing 7 subdivisions in the Greater Louisville area. Joe has been an important part of the Louisville Community for over 3 decades. In 1993 he brought Homearama to Smoketown, which were the first new homes built in this neighborhood in over 50 years. In 1997, under his leadership, the Louisville area Chamber of Commerce inaugural business expo was the largest chamber-sponsored trade-show in the nation. In 2003, he stepped forward to organize a rescue package to help save the Louisville Orchestra from certain bankruptcy. In 2006, he negotiated a new 5-year collective bargaining agreement with the musicians union which stabilized the Orchestra finances. In November 2007, he and his company built a home for Patrick Henry Hughes and the [Extreme Makeover: Home Edition](#) T.V. show. Over the years, Joe has given hundreds of speeches on a wide range of topics. His talks are funny, fast moving, inspirational and loaded with important lessons that the audience will use in their business and personal lives. Joe continues to be very involved in both the Louisville community and home building industry has been recognized for his service.

Thursday, April 22nd

Fox Hills Resort, 250 W Church St, Mishicot WI

Estimating & Business Management

9:00am to 1:00pm 4 CE credits approved

This presentation will cover many of the key elements of running a successful business. These principles can be applied to any business. Approximately 1/2 of the seminar is focused on estimating and cost containment strategies. In other words, it is of no value to have a perfect estimate, if you can't control your costs. Other topics covered are sales, supplier and subcontractor relations, contracts, change orders, working with realtors and building inspectors, working with difficult clients and negotiating. In a 1/2 day, learn everything you need to know to be successful. Many attendees keep coming back because so much is covered that they want to make sure they did not miss something.

Negotiating for the Home Building Industry

(as featured in March 2010 issue of Builder magazine)

3:30pm to 5:00pm

Will teach you how to get what you want using "win-win" negotiating. It will cover the 3 stages of every negotiation, 10 basic principles of negotiating and the 10 basic rules of negotiating. This presentation concludes with 20 different negotiating tactics or gambits using real life examples to illustrate each example. People negotiate everyday, in every aspect of their life.

Learn this important skill from one of the best.

Stay for Social & Dinner 5:30-6:30 and listen to Joe's

How to Thrive in Tough Times (35 minutes)

This talk will encourage attendees to adopt six specific strategies that every individual can use to not just survive, but thrive in today's tough economic climate. This new speech was created to inspire and motivate. "Just what I needed to hear,"

"I was energized by your speech" are some of the comments by recent attendees.

REGISTER by April 20th

Registration Fee	MCHBA Member	WBA Member	Non Member
Estimating	\$40	\$60	\$80
Win-Win	\$20	\$30	\$40
Dinner & Thrive	FREE	\$15	\$15
Attend it ALL	\$50	\$100	\$130

Business Name: _____ Address: _____
 Name of Attendees (please print): _____ Payment by: MC/Visa ___ Check # _____ Invoice me ___
 _____ Credit Card #: _____
 _____ Expiration: _____ VCode: _____ Zip Code: _____
 _____ Total Attending: _____ Total Due: _____

MCHBA, 1011 S. 10th St., Ste 103, Manitowoc WI 54220, Fax: 920.684.6277, Phone:920.684.6222
 Email: mchba@lakefield.net, www.manitowocountyhomebuilders.com

NEW MEMBERSHIP BENEFIT FOR MCHBA & WBA!

The WBA has expanded our benefits for 2010! As a member of The Manitowoc County Home Builders, and thus the WBA, you now have access to obtain legal information and education about building related issues as well as answers to questions about building codes and ordinances.

Please visit the WBA web site to submit any questions or call 1.888.WIS.BILT (1.888.947.2458).

2010 WILL BE AN ELECTION YEAR IN WISCONSIN FOR GOVERNORSHIP AND SELECTED ASSEMBLY AND SENATE SEATS!!!!

In 2010 Wisconsin residents will elect a new Governor and selected Assembly and Senate seats. It is extremely important that ALL members of the MCHBA be actively engaged in this process. We need to elect individuals who support our housing industry and for that matter, all businesses in our state. This past year has seen an endless stream of anti-business legislation enacted into law. Combined reporting, insurance law changes, tax increases and new taxes are but a few examples that continue our dubious position of 47th of the 50 states for conducting business. Our most important responsibility is to become educated about the candidates positions on issues and to examine incumbents voting records and then VOTE!

Supporting your candidate(s) financially is also extremely important. You may contribute directly to the candidate of your choice or through the WBA. The WBA will direct your contribution, under your name, to the candidate of your choice. As an association we receive credit for our Government Affairs fund raising efforts.

You have two options when contributing financial support through the WBA. They are:

1. Build a Better Wisconsin (BBW). This is the WBA's political action committee (PAC). WBA members throughout Wisconsin govern the BBW committee. The group determines which candidates receive PAC contributions. PAC decisions are bi-partisan and are made after reviewing the candidate's position and voting records.
2. Builders Direct Fund that is often referred to as the "conduit fund." The question then is, what is the conduit fund? If you want your contribution to go directly to a specific candidate use the conduit fund through the WBA. This must be a personal donation, not a business donation. The minimum amount to contribute to the conduit fund is \$100. However you may disperse the fund amounts in any denomination. The conduit fund can only be used for state and local elections. No money may be used to support Federal candidates.

If you would like to contribute monetarily you can now accomplish this on the WBA website. Visit wisbuild.org and you will see on the home page a link for contributing to BBW. You may also call Mark Nelson at WBA to answer any questions you may have. Mark's phone number is 608.242.5151. Additionally I will complete the paperwork for you to set up your conduit fund. All I really need is your name, address, and your initial donation of \$100. You determine which candidate(s) to support by either an email or phone call to Mark Nelson.

Finally there are many other methods to support candidates such as volunteering to make phone calls, handing out election brochures, and working at local election offices. Please consider becoming involved in 2010!

Dave Johnson
Government Affairs Coordinator
djohnson@lakefield.net



Monday Morning Review

This is a monthly report from the Wisconsin Builders Association, our "political arm" at the state Capitol in Madison. Each month, the Monday Morning Review highlights the going's on under the Capitol Dome with an eye toward what matters to the housing industry.

Business Day 2010 Wrap Up

On Tuesday, February 23 over 120 WBA members from across the state traveled to Madison to be part of WBA's annual lobby day, Business Day in Madison 2010. The timing of this year's event was perfect as both houses of the legislature were in session that day and the Assembly was voting on the veto override of the DNR Secretary Bill (AB 138).

We began the day with an issue briefing so members were educated on the issues we wanted them to talk about with their legislators. The issues we highlighted this year included:

- Housing=Good Paying Wisconsin Jobs
- Oppose the appointment of the DNR secretary by the DNR Board and not the Governor
- Oppose the Global Warming Initiatives as currently drafted
- Support for updates to Wisconsin's platting process
- Support the elimination or delay of the farmland conversion penalty

Originally we had planned to have members lobby in favor of a bill requiring the installation of carbon monoxide detectors in one and two-family homes but that moved quicker than expected in January, passing both houses in advance of Business Day 2010.

We thank all of those that attended this year's event and hope those that attended enjoyed the day and will be back in the future. A quick reminder, please remember to send back your meeting notes and evaluation forms either by e-mail (bboycks@wisbuild.org) or fax (608-242-5150).

Win on DNR Secretary Bill

As we mentioned above, those attending Business Day in Madison 2010 had one very timely thing to talk to members of the state Assembly about this Tuesday, the override vote of the DNR Secretary Bill (AB 138) that was taking place on Tuesday. WBA GA staff had been working this issue very hard since the bill was introduced last year and WBA members began lobbying against this proposed change at Business Day 2009.

As you know this bill was first passed by

the Assembly, changed in the Senate and passed again as amended by the Senate. Governor Doyle vetoed this bill in November and we had been expected a veto override attempt even though a number of Assembly members needed to change their vote from the previous time they took up the issue.

Leading up to Business Day 2010 we received word that the override vote would take on Tuesday, February 23 which would give our members the opportunity get one last opportunity to talk to members of the assembly before they went to the floor to vote on this issue. Your efforts lobbying member of the state Assembly paid off when the attempt to override the governor's veto of the DNR Secretary Bill (AB 138) was unsuccessful. 64 votes were needed to override but only 58 members voted in favor of the override.

Your grassroots efforts made this vote possible, congratulations!

As a follow up, please send your state representative (if they voted no on the override) a follow up e-mail, letter or place a phone call thanking them for their vote in favor of DNR or consider doing a "letter to the editor" publicly thanking them for their vote (if you are interested in a letter to the editor please contact me for some suggested language to us in your letter).

To find out how your state representative voted go to: [http://](http://www.thewheelerreport.com/releases/feb10/feb23/0223dnroverridevote.pdf)

www.thewheelerreport.com/releases/feb10/feb23/0223dnroverridevote.pdf

Regulatory Update: Existing Multifamily buildings need plug in CO monitors as of April 1, 2010

Last session the legislature passed and Governor Doyle signed into law a measure requiring CO alarms in all new and existing multifamily units. The requirement for existing multifamily units is coming up quickly (April 1, 2010). Plug in alarms are acceptable to comply with this new law in existing multifamily units.

CO bill signed into law

Recently Governor Doyle signed into law the bill authored by Senator Dave Hansen (D-Green Bay) and Representative Gordon Hintz (D-Oshkosh) that will re-

quire CO alarms in all new and existing homes after February 1, 2010. The bill signing took place on Wednesday, March 10 after a press event and the announcement of a CO alarm giveaway program in Green Bay earlier in the day.

The press event in Green Bay featured the bill authors, WBA President Jim "Kuba" Kubasta, the fire chiefs from Green Bay and Oshkosh and representatives from Safe Kids Wisconsin. The event received wide press coverage and was a great opportunity for our new president to show his rhetorical skills before the television cameras.

You may remember that part of the 2009-2010 WBA GA Agenda, which was approved by the WBA Board of Directors in October 2008, included a provision to support legislation that would require carbon monoxide alarms to be installed in Wisconsin homes. Existing homes would be required to install a plug-in alarm and any new one or two-family home would be required to install a hard-wired carbon monoxide alarm.

This new law mirrors the current smoke detector law which essentially means that to comply with this new requirement you would simply need to replace a smoke alarm with a "combo alarm" that acts as both a smoke and carbon monoxide detector in new homes.

The new law becomes 2009 Wisconsin Act 158.

Save the Date: April 21, 2010 for NAHB Legislative Conference

This year NAHB's annual lobby day is set for Wednesday, April 21, 2010 in Washington D.C. Members can begin registering on line starting for this event today. Much like our Business Day in Madison this is the last opportunity to join other members from throughout Wisconsin and the country to advocate for important housing issues directly to your member of Congress.

For more information including a draft agenda, please visit www.nahb.org/Legcon.

For more information on the above legislative matters please contact WBA Director of Government and Political Affairs Brad Boycks (bboycks@wisbuild.org or 608-242-5155, ext. 16).

The Future of Housing Finance Seminar

By Pat Stevens
WBA General Counsel

The Wisconsin Builders Association®
presents



The Future of Housing Finance

Identify new sources of financing for housing and development.
\$79 members ~ \$99 non-members

April 28, 2010
1:00 - 4:15 p.m.
4:30 reception
Chula Vista Resort
Wisconsin Dells

Go to www.wisbuild.org
for more info
&
to register



Register today at www.wisbuild.org
\$79.00 for members,
\$99.00 for non-members.
Questions? Contact WBA General Counsel
Pat Stevens (608) 242-5151 x 22 or
pstevens@wisbuild.org

Dial Up a New
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WBA Legal & Code Hotline

Opens January 4!

(888) WIS-BILT (947-2458)



New! Online PAC/BBW contribution!
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MEMBERSHIP MATTERS



With new banking regulations and restrictions making financing more challenging than ever, and the looming expiration of the federal tax credit many in the building industry are wondering about the future of housing finance. To supply some answers, Wisconsin Builders Association® (WBA) is hosting a half-day seminar "The Future of Housing Finance" Wednesday, April 28th from 1:00-4:15 at Chula Vista Resort in Wisconsin Dells. Immediately following the seminar attendees are invited to a reception from 4:30 to 5:30 p.m.

The seminar will have valuable information for builders interested in learning more about financing information for their customers as well as developers. Panel discussions will cover both ends of the housing finance spectrum with information immediately applicable to your current business challenges.

The seminar will kick off with keynote speaker Dick Leinenkugel (*invited*) who will address what the state is doing to encourage economic growth. Attendees will also learn about the Wisconsin economic outlook including information specific to the housing industry from Wisconsin Department of Revenue Chief Economist John Koskinen. In addition, two separate panels will discuss development financing and financing for home purchases

Learn from the experienced perspectives of a developer, lawyer, banker and the Wisconsin Business Development Corporation (WBDC). From the lending industry, loan officers, the Wisconsin Housing and Economic Development Authority (WHEDA), a realtor and an assessor have all been invited to talk about options for helping buyers identify lenders.

Although Wisconsin never experienced the "bubble," of real estate over-speculation that was so common on the coasts, one-size-fits-all regulations are choking off the Badger state's economic recovery.

As a service to the industry, WBA is proactively bringing together Wisconsin industry experts to identify "Wisconsin-type" solutions to the problem.

Parade of Homes

June 24, 25, 26, 27

10 Builders have entered 14 projects

Bartow Builders

Century Home Builders

Certified Builders

Mike Check Builders

Pekarske Builders

Peters Construction Services

Brian Peterson Builders (2)

Radue Homes (2)

Jim Reif Builders (2)

Reindl Builders (2)

Education Golf Outing

New Date: July 22

Autumn Ridge Golf Course

Build PAC Auction/Steak Fry

August 19th

New location:

Silver Creek Fire Station

Silver Creek Rd & South 19th St.

Save the Date:

April 22

Estimating & Business Management Seminar @ Fox Hills. 9:00am-1:00pm

April 22

Negotiating for the Home Building Industry @ Fox Hills. 3:30-5:00

April 22

GMM @ Fox Hills Social at 5:30, Dinner at 6:00 How to Thrive in Tough Times presentation at 6:45

April 28

8 hour Lead Safe Renovator Seminar @ Manitowoc City

Hall

8:00am—5:00pm

April 28

The Future of Housing Seminar

Chula Vista Resort, WI 1:00-4:15

April 29


WBA Board Day-Chula Vista

May 11

8 hour Lead Safe Renovator Seminar @ Fox Hills 8am-5pm

May 14

Milwaukee Brewer Game Meet at Perkins Park & Ride @ 3:45



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It Pay\$ to Attend the General Member\$hip Meeting\$!

We didn't have a BUBA winner at the March General Membership Mingle at Extreme Audio, However we did have another AAA winner, Terry Jayne Kunesh from First American Title Company. **CONGRATULATIONS TERRY!!!**

Both pots are growing, you could be the lucky winner next month. Come see what next month's pots are worth: AAA - ??? & BUBA - ???

You could've been a winner...

AAA - Brad Parent, Paul's Cabinetry...so sad...but Terry Jayne Kunesh was happy

BUBA - Dan Peters, Peters Construction Services and Scott Stemper, Stemper Construction



Home Show

April 16-18

Manitowoc County

Ice Center

Hope to see you there

**Before You
Dial...
Think A While!**



**Shouldn't You
Call A
Member First?**