

# Wrapping Up 2020



December 2020



[maba.org](http://maba.org)



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\*\*Hanley Wood Builder Brand Use Study 1998-2018, Windows - Wood & Clad-Wood Category.  
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## reason #307

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**NONN'S**  
KITCHEN BATH & FLOORING

## JANUARY 2021

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

## FEBRUARY 2021

S	M	T	W	T	F	S
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28						

## MARCH 2021

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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

## APRIL 2021

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4	5	6	7	8	9	10
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25	26	27	28	29	30	

## MAY 2021

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30	31					

## JUNE 2021

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20	21	22	23	24	25	26
27	28	29	30			



MADISON AREA BUILDERS ASSOCIATION  
**2021 EVENT CALENDAR**

### JANUARY

22 - WBA Member Meeting & Installation

### FEBRUARY

24 - Membership Meeting (T)

### MARCH

18 - March Madness

### APRIL

15 - BUILDX Conference (T)  
TBD - Spring Sporting Clays

### MAY

5 - Cinco De Mayo Happy Hour  
TBD - Spring Golf Outing  
26 - Beer, Brats & Builders

### JUNE

17 - Parade of Homes Preview Party  
18-27 - Parade of Homes

### JULY

14 - WBA Member Meeting Day  
15 - Wisconsin Builders Foundation Golf Outing  
22 - Moon-sheim Happy Hour

### AUGUST

12 - People's Choice Awards

### SEPTEMBER

15 - Fall Golf Outing  
30 - Oktoberfest

### OCTOBER

6 - Fall Sporting Clays  
7 - WBA Member Meeting Day  
15-17 & 22-24 - Fall Parade of Homes

### NOVEMBER

3 - Silent Auction & Mayor's Club  
17 - Annual Membership Meeting

### DECEMBER

9 - Holiday Party

## JULY 2021

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
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18	19	20	21	22	23	24
25	26	27	28	29	30	31

## AUGUST 2021

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22	23	24	25	26	27	28
29	30	31				

## SEPTEMBER 2021

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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

## OCTOBER 2021

S	M	T	W	T	F	S
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3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

## NOVEMBER 2021

S	M	T	W	T	F	S
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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

## DECEMBER 2021

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

VISIT MEMBER.MABA.ORG/EVENTS/CALENDAR FOR MORE EVENT DETAILS



MADISON AREA BUILDERS ASSOCIATION

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**MABA WISHES YOU...**

*Merry Christmas  
&  
Happy Holidays*



*Merry  
And  
Bright  
Adventures to you!*



# 2020 MABA AWARDS WINNERS

Congratulations to the 2020 MABA Awards Winners!  
MABA thanks everyone who served the Association throughout this unanticipated year!



**JIM LAMPE**  
Dane Building Concepts  
Builder of the Year



**ADAM NONN**  
Nonn's  
Associate of the Year



**ED HOKSBERGEN**  
Encore Homes  
Volunteer of the Year

## MABA Financial Statement Update As of November 30th, 2020



END OF YEAR ENTRY: \$500 OFF

FALL PARADE  
OF HOMES

Register your 2021 Fall Parade Home by December 31st to receive a discounted entry fee of \$3,000!

*Homes entered in 2021 will incur a \$3,500 entry fee.*

Builders may enter up to 5 homes in the 2021 Fall Parade of Homes!



OCTOBER 15-17 & 22-24, 2021



## MABA TROPICAL VACATION LEADERBOARD

<b>1) Ed Hoksbergen</b>	<b>Encore Homes</b>	<b>6</b>
<b>2) Abe Degnan</b>	<b>Degnan Design-Build-Remodel</b>	<b>3</b>
<b>3) Jim Lampe</b>	<b>Dane Building Concepts</b>	<b>2.5</b>
<b>4) Brad Burrs</b>	<b>Urso Bros.</b>	<b>2</b>
<b>4) Angie Kieta</b>	<b>LP Building Solutions</b>	<b>2</b>
<b>4) Joe Crary</b>	<b>Crary Construction</b>	<b>2</b>
<b>4) Jason DeNoble</b>	<b>Hart DeNoble Builders</b>	<b>2</b>
<b>4) Ken Nelson</b>	<b>Victory Homes of Wisconsin</b>	<b>2</b>
<b>4) Sarah Bennett</b>	<b>Alterra Design Homes</b>	<b>2</b>
<b>4) Shaun Scullion</b>	<b>Scullion Builders</b>	<b>2</b>

One All-Inclusive Trip Ticket = 6 points

Recruit a Builder Member = 1.5 points

Recruit an Associate Member = 1 point

Current points are valid through **November 30th, 2021**  
for use towards the 2022 MABA Tropical Trip.





# 2021 Sponsorships Available



*Look for an email from MABA featuring the  
2021 Sponsorships Booklet!*

**PACKAGE SPONSORSHIPS AND  
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Contact MABA for more information on sponsorships!  
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**JANUARY 13TH AT 3PM**

HOSTED VIRTUALLY VIA ZOOM

# Educational Event

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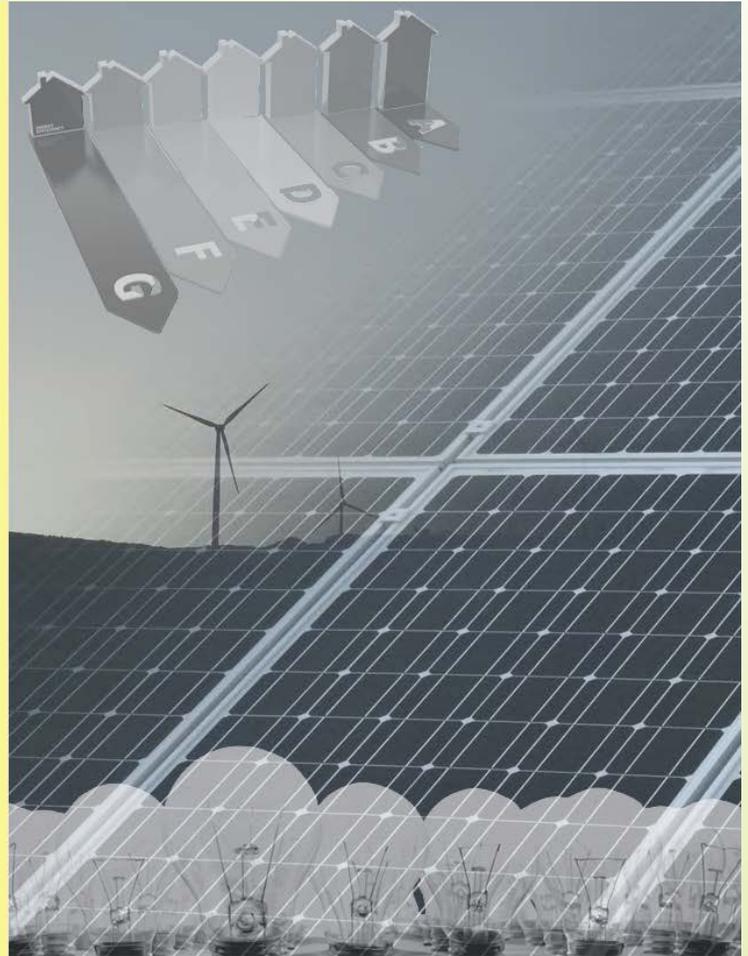
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MADISON AREA BUILDERS ASSOCIATION



## MADISON AREA BUILDERS ASSOCIATION



**DISCLAIMER:** The Right Angle is the official newsletter of the Madison Area Builders Association. The Madison Area Builders Association is a non-profit trade organization dedicated to promoting a positive business environment by uniting, serving, and representing all aspects of the building industry.

The Right Angle is published seven times per year. Notice of local, state, and national programs/events is a service to Association members. Such notices do not indicate Association endorsement or sponsorship unless specifically

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**Single Family and Duplex Permits Issued**
2020 Dane County November YTD Comparison
**Municipality Report**

<i>Municipality</i>	<i>2020 Total</i>	<i>2019 Total</i>	<i>2020 Starts</i>	<i>2019 Starts</i>	<i>2020 Avg. Value</i>	<i>2019 Avg. Value</i>	<i>2020 Avg. Sq Ft</i>	<i>2019 Avg. Sq Ft</i>
Albion (T)	\$1,400,000	\$2,000,000	5	6	\$280,000	\$333,333	2,410	2,767
Berry (T)	\$1,872,000	\$1,800,000	4	4	\$468,000	\$450,000	3,250	3,838
Black Earth (T)	\$979,000	\$1,465,000	2	3	\$489,500	\$488,333	3,950	3,867
Blooming Grove (T)	\$220,000	\$250,000	1	1	\$220,000	\$250,000	1,850	2,500
Blue Mounds		\$290,000		1		\$290,000		2,550
Blue Mounds (T)	\$1,023,000	\$399,000	3	1	\$341,000	\$399,000	2,950	3,200
Bristol (T)	\$5,923,000	\$6,457,000	14	17	\$423,071	\$379,824	3,096	2,968
Burke (T)	\$430,000	\$441,000	1	2	\$430,000	\$220,500	3,300	1,950
Cambridge		\$855,000		3		\$285,000		2,744
Christiana (T)	\$544,000	\$810,000	1	2	\$544,000	\$405,000	4,100	3,175
Cottage Grove	\$8,780,000	\$3,843,000	22	11	\$399,091	\$349,364	2,953	2,802
Cottage Grove (T)	\$3,576,000	\$700,000	8	2	\$447,000	\$350,000	3,463	3,050
Cross Plains	\$602,000	\$803,000	2	3	\$301,000	\$267,667	1,809	2,452
Cross Plains (T)	\$1,211,000	\$3,117,000	2	5	\$605,500	\$623,400	4,550	4,770
Dane (T)	\$962,000	\$765,000	2	2	\$481,000	\$382,500	3,175	3,168
Deerfield (T)	\$1,640,000	\$2,515,000	4	8	\$410,000	\$314,375	3,300	2,713
DeForest	\$19,289,000	\$25,545,000	46	75	\$419,326	\$340,600	3,012	2,655
Dunkirk (T)	\$350,000	\$350,000	1	1	\$350,000	\$350,000	3,100	3,350
Dunn (T)	\$3,677,000	\$6,589,000	8	11	\$459,625	\$599,000	3,431	4,891
Eagle (T)	\$450,000		1		\$450,000		4,394	
Fitchburg	\$32,318,000	\$17,371,000	98	57	\$329,776	\$304,754	2,562	2,499
Madison	\$127,331,720	\$110,036,000	357	344	\$356,671	\$319,872	2,305	2,245
Marshall	\$3,395,000	\$1,975,000	19	11	\$178,684	\$179,545	1,673	1,669
Mazomanie (T)	\$809,000	\$200,000	2	1	\$404,500	\$200,000	2,975	2,550
McFarland	\$21,292,000	\$25,295,000	54	72	\$394,296	\$351,319	2,588	2,547
Medina (T)	\$1,300,000	\$1,332,000	3	4	\$433,333	\$333,000	3,483	2,875
Middleton	\$12,689,000	\$11,354,000	24	22	\$528,708	\$516,091	3,202	3,386
Middleton (T)	\$27,246,000	\$22,438,000	45	35	\$605,467	\$641,086	4,436	4,880

<i>Municipality</i>	<i>2020 Total</i>	<i>2019 Total</i>	<i>2020 Starts</i>	<i>2019 Starts</i>	<i>2020 Avg. Value</i>	<i>2019 Avg. Value</i>	<i>2020 Avg. Sq Ft</i>	<i>2019 Avg. Sq Ft</i>
Montrose (T)	\$300,000	\$1,175,000	1	3	\$300,000	\$391,667	2,550	2,983
Mount Horeb	\$7,404,000	\$7,141,000	19	21	\$389,684	\$340,048	2,875	2,571
Oregon	\$19,228,000	\$25,438,000	45	69	\$427,289	\$368,667	2,810	2,783
Oregon (T)	\$3,355,000	\$1,646,000	5	3	\$671,000	\$548,667	4,706	4,233
Perry (T)	\$786,000	\$545,000	2	1	\$393,000	\$545,000	3,300	3,850
Pleasant Springs (T)	\$5,933,000	\$5,098,000	11	10	\$539,364	\$509,800	3,950	4,085
Primrose (T)	\$1,182,000	\$1,050,000	3	3	\$394,000	\$350,000	3,350	2,977
Roxbury (T)	\$2,211,000	\$1,665,000	6	5	\$368,500	\$333,000	2,792	2,816
Rutland (T)	\$1,455,000	\$1,016,000	4	3	\$363,750	\$338,667	3,225	2,650
Springdale (T)	\$1,305,000		2		\$652,500		4,975	
Springfield (T)	\$1,896,000	\$1,705,000	4	4	\$474,000	\$426,250	3,425	3,375
Stoughton	\$3,758,000	\$4,755,000	13	17	\$289,077	\$279,706	2,415	2,474
Summit	\$241,000		1		\$241,000		2,090	
Sumner (T)		\$305,000		1		\$305,000		1,665
Sun Prairie	\$49,577,000	\$30,104,774	156	96	\$317,801	\$313,591	2,514	2,514
Sun Prairie (T)	\$1,699,000		4		\$424,750		3,150	
Vermont (T)	\$1,921,000	\$560,000	3	1	\$640,333	\$560,000	5,000	4,300
Verona	\$12,738,000	\$15,364,000	35	45	\$363,943	\$341,422	2,326	2,119
Verona (T)	\$11,377,000	\$4,840,000	16	8	\$711,063	\$605,000	5,366	4,756
Vienna (T)	\$450,000	\$938,000	1	2	\$450,000	\$469,000	3,100	3,700
Waunakee	\$25,265,000	\$26,354,000	55	61	\$459,364	\$432,033	3,150	2,847
Westport (T)	\$25,195,000	\$4,783,000	34	9	\$741,029	\$531,444	4,282	3,502
Windsor (T)	\$23,912,000	\$18,341,000	60	47	\$398,533	\$390,234	2,612	2,570

<b>Year to Year November Comparison</b>				
<b>YEAR</b>	<b>SUM</b>	<b>COUNT</b>	<b>AVG VALUE</b>	<b>AVG SQ FT</b>
2010	6,564,000	29	226,344	2,444
2011	8,898,000	30	296,600	2,740
2012	12,840,000	45	285,333	2,654
2013	16,761,000	63	266,047	2,585
2014	20,725,000	70	296,071	2,604
2015	22,026,000	72	305,916	2,554
2016	27,922,000	85	328,494	2,673
2017	36,844,000	99	372,161	2,869
2018	39,113,000	101	387,257	2,825
2019	29,910,000	79	378,607	2,614
2020	29,954,000	79	379,164	2,510

<b>Year to Date Comparison</b>				
<b>YEAR</b>	<b>SUM</b>	<b>COUNT</b>	<b>AVG VALUE</b>	<b>AVG SQ FT</b>
2010	148,789,000	567	262,414	2,564
2011	150,047,000	558	268,901	2,621
2012	190,295,112	711	267,644	2,594
2013	277,116,000	1011	274,100	2,591
2014	289,020,000	970	297,958	2,619
2015	331,412,000	1075	308,290	2,590
2016	365,433,669	1131	323,106	2,600
2017	396,845,465	1167	340,056	2,650
2018	421,335,000	1181	356,761	2,645
2019	401,818,774	1113	361,023	2,661
2020	480,496,720	1209	397,433	2,771



## BUILDING EXCEPTIONAL COMMUNITIES

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Madison  
Area  
Communities



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Windsor, WI

[windsorcrossingwi.com/banbury-heights](http://windsorcrossingwi.com/banbury-heights)



Join WBA for their new web series, **Thirday on Thursdays!** These quick, 30-minute events will take place on the Third Thursday of the month and will feature member benefit overviews, government leaders and building industry presentations.



**VISIT [WISBUILD.ORG/WBA-EVENTS/30](http://WISBUILD.ORG/WBA-EVENTS/30) TO REGISTER – More Sessions TBA Soon**



#### **Contractor Sales & Use Tax - 12/17/20**

Tune in December 17 at 10:00am to hear from Holly Hoffman, a former WI Department of Revenue auditor and contractor sales tax expert. Contractor sales and use tax laws are the most complex of all industries. Without understanding the tax laws, everything from bidding and purchasing to sales are impacted. Don't find yourself in a situation where you need to pay for a tax audit out of pocket!

#### **Business Plans - 1/21/21**

Christopher Penasa of the Small Business Growth Partners will join us on January 21 at 10:00am to speak about their Business Diagnostic and Plan of Actions (BPA), a 12-month business plan for you and your company, broken down by the disciplines of business: sales, marketing, processes & systems, team & people, actions & accountability, financial tracking, and planning.



#### **Business Insurance - 2/18/21**

On February 18 at 10:00am, Michelle Viscuso-Mauthe will discuss Frankenmuth Insurance's industry-specific customizable business insurance packages, which includes errors and omissions coverage tailored to your unique needs. From workers' compensation to commercial auto insurance and more, they've got you covered!

#### **Financial Planning - 3/18/21**

MABA's own Chris Jelenc and Jarod Von Behren from Third Coast Advisors will discuss free access to the "Living Balance Sheet," which helps business owners and key employees organize and prioritize their financial pictures. The Living Balance Sheet is an online financial planning software that enables users to connect their various investment accounts, credit cards, mortgages, car loans, etc. to create a consolidated financial picture that stays up-to-date. Join us on March 18 at 10:00am to hear all about it!





MABA is pleased to announce Associate Member Greg Schaffer, of Furniture & ApplianceMart, has achieved Senior Life Delegate Status on NAHB's Leadership Council!

*Congratulations Greg, thank you for your continued commitment to the industry!*

MABA's new website promoting the Skilled Trades Industry is LIVE!



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