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**July / August
2020**

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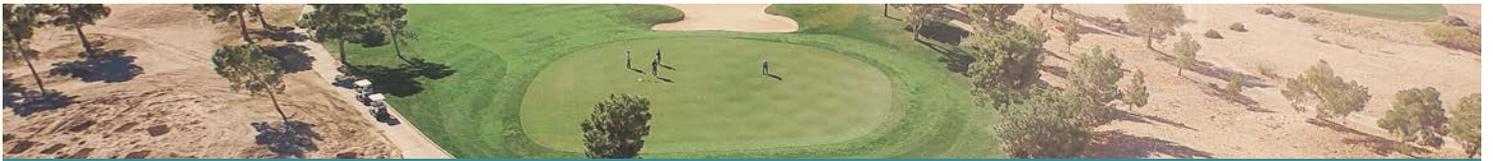
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MABA GOLF OUTING



It's happening! The Annual
MABA Golf Outing is
Thursday, September 17th!

Pleasant View Golf Course
Middleton, WI

Triple Tee Start from 11am-1pm

Tee off with other industry members while enjoying
Wisconsin's shifting seasons!

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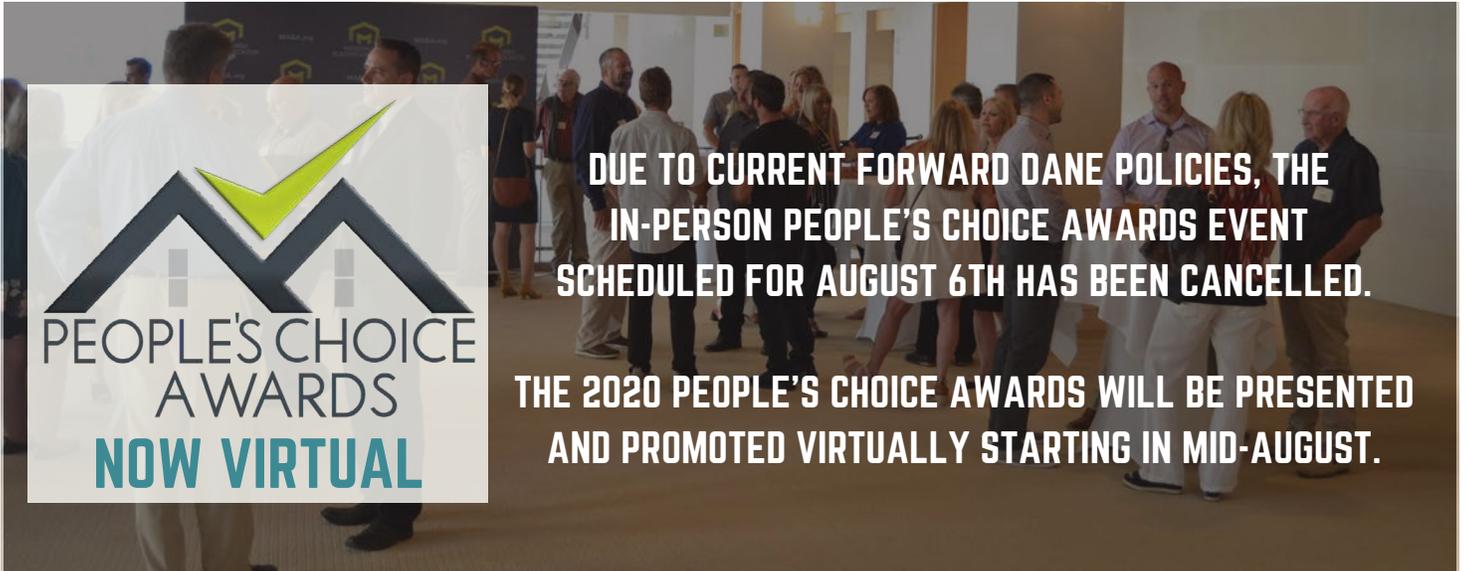
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Contact Katelyn at kgladem@maba.org for more information.

MABA EVENT CANCELLATIONS



HOME PRODUCTS SHOW: **CANCELLED FOR 2020**

DUE TO PANDEMIC-RELATED FACTORS, THE MABA HOME PRODUCTS SHOW SCHEDULED FOR NOVEMBER 7-8, 2020 HAS BEEN CANCELLED.

**NEW DATES COMING SOON
FOR NOVEMBER 2021**



BUILD



CONFERENCE POSTPONED

The inaugural BUILDX Women in the Construction Industry conference planned for October 15th, 2020 at the Hilton Garden Inn - Sun Prairie has been postponed to Spring 2021.

Interested in joining the Women in Construction group or the newly-formed NAHB-PWB chapter?

Contact Lisa Kratz at lkratz@maba.org for more information!



CONGRATULATIONS TO THE 2020 PEOPLE'S CHOICE AWARDS WINNERS!

Favorite Interior Design

Carriage Ridge - Hart DeNoble Builders
Fahey Fields - Dane Building Concepts
Savannah Brooks - Victory Stone Builders
Westbridge - Cray Construction
Windsor Gardens - Cray Construction

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Favorite Kitchen & Bath

Carriage Ridge - Hart DeNoble Builders
Fahey Fields - Trademark Homes
Savannah Brooks - Victory Stone Builders
Westbridge - Cray Construction
Windsor Gardens - Cray Construction

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Favorite Finished Basement

Carriage Ridge - Premier Builders
Fahey Fields - Dane Building Concepts
Savannah Brooks - Victory Stone Builders
Westbridge - Coogan Builders
Windsor Gardens - Acker Builders

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Favorite Curb Appeal

Carriage Ridge - Victory Homes of Wisconsin
Fahey Fields - Trademark Homes
Savannah Brooks - Victory Stone Builders
Westbridge - Classic Custom Homes of Waunakee
Windsor Gardens - Acker Builders

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Favorite Overall Home

Carriage Ridge - Hart DeNoble Builders
Fahey Fields - Dane Building Concepts
Savannah Brooks - Victory Stone Builders
Westbridge - Cray Construction
Windsor Gardens - Cray Construction

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of Wisconsin

Best in Construction

Carriage Ridge - Hart DeNoble Builders
Fahey Fields - Midwest Homes
Savannah Brooks - Dane Building Concepts
Westbridge - Classic Custom Homes of Waunakee
Windsor Gardens - Marten Building & Design

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PARADE OF HOMES IN REVIEW

5 SITES



21 HOMES



6,936 TICKETS SOLD



\$71,231 IN REVENUE



17,355 IN-PERSON SITE VISITS



5,000+ VIRTUAL PARADE VISITORS



Strength in Members Awardees

Most Members Utilized Winner:



Congratulations to the 2020 Strength in Members awardees!

It pays when members build with members! The Strength in Members award recognizes the Parade builder who utilizes the most MABA members in the construction of their Parade home. Thank you for keeping membership strong by using MABA members in your Parade homes!



Draw Winner:



Save the Date!



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Wednesday, October 7th



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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 noted. The acceptance of advertising in The Right Angle does not indicate approval or endorsement of the advertiser or the advertiser's product by Association. Madison Area Builders Association makes no warranties and assumes no responsibility for completeness of the information contained herein.



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MABA Financial Statement Update

As of June 30th, 2020



CASH

\$66K increase over
12/31/2019
Current Balance
\$280K

PARADE OF HOMES

PARADE OF HOMES
Spring Parade of Homes
Net Income
\$148K



INVESTMENTS

\$98K increase over
12/31/2019
Current Balance
\$1.2M



HOME PRODUCTS SHOW

Cost of cancelling the
Home Products Show
(\$12K)



NET INCOME

Year to Date
Net Income
\$148K



NET LOSS

Projected 12/31/20
Net Loss
(\$44K)

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

<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)	\$250,000	\$773,000	1	2	\$250,000	\$386,500	2,100	3,200
Berry (T)	\$499,000	\$450,000	1	1	\$499,000	\$450,000	3,400	3,800
Black Earth (T)	\$379,000	\$465,000	1	2	\$379,000	\$232,500	3,100	2,025
Blooming Grove (T)	\$220,000		1		\$220,000		1,850	
Blue Mounds		\$290,000		1		\$290,000		2,550
Blue Mounds (T)	\$724,000		2		\$362,000		3,150	
Bristol (T)	\$1,174,000	\$2,209,000	3	6	\$391,333	\$368,167	3,100	3,050
Burke (T)	\$430,000	\$210,000	1	1	\$430,000	\$210,000	3,300	2,100
Cambridge		\$855,000		3		\$285,000		2,744
Cottage Grove	\$2,204,000	\$1,571,000	6	5	\$367,333	\$314,200	3,048	2,260
Cottage Grove (T)	\$912,000	\$300,000	2	1	\$456,000	\$300,000	3,100	2,800
Cross Plains	\$352,000	\$803,000	1	3	\$352,000	\$267,667	2,265	2,452
Cross Plains (T)		\$1,169,000		2		\$584,500		4,800
Dane (T)	\$447,000		1		\$447,000		3,100	
Deerfield (T)	\$790,000	\$1,430,000	2	4	\$395,000	\$357,500	3,125	3,275
DeForest	\$7,668,000	\$13,430,000	16	38	\$479,250	\$353,421	3,564	2,906
Dunkirk (T)	\$350,000	\$350,000	1	1	\$350,000	\$350,000	3,100	3,350
Dunn (T)	\$1,440,000	\$3,500,000	2	5	\$720,000	\$700,000	4,800	5,480
Fitchburg	\$11,016,000	\$7,407,000	35	29	\$314,743	\$255,414	2,461	2,063
Madison	\$54,953,000	\$41,688,000	148	127	\$371,304	\$328,252	2,361	2,317
Mazomanie (T)		\$200,000		1		\$200,000		2,550
McFarland	\$8,440,000	\$11,743,000	24	34	\$351,667	\$345,382	2,374	2,758
Medina (T)		\$400,000		1		\$400,000		3,200
Middleton	\$7,303,000	\$6,301,000	13	11	\$561,769	\$572,818	3,498	3,705
Middleton (T)	\$10,975,000	\$10,500,000	18	17	\$609,722	\$617,647	4,672	4,835
Montrose (T)	\$300,000	\$665,000	1	2	\$300,000	\$332,500	2,550	2,700

Municipality	2020 Total	2019 Total	2020 Starts	2019 Starts	2020 Avg. Value	2019 Avg. Value	2020 Avg. Sq Ft	2019 Avg. Sq Ft
Mount Horeb	\$1,996,000	\$4,278,000	5	11	\$399,200	\$388,909	2,834	2,769
Oregon	\$9,398,000	\$9,745,000	23	27	\$408,609	\$360,926	2,956	2,980
Oregon (T)	\$1,825,000	\$550,000	2	1	\$912,500	\$550,000	6,250	4,500
Perry (T)	\$386,000	\$545,000	1	1	\$386,000	\$545,000	3,300	3,850
Pleasant Springs (T)	\$928,000	\$1,550,000	2	3	\$464,000	\$516,667	3,350	4,400
Primrose (T)	\$1,182,000	\$400,000	3	1	\$394,000	\$400,000	3,350	3,200
Roxbury (T)	\$420,000	\$980,000	1	3	\$420,000	\$326,667	3,100	2,967
Rutland (T)	\$815,000	\$431,000	3	1	\$271,667	\$431,000	2,783	3,300
Springfield (T)	\$998,000	\$1,455,000	2	3	\$499,000	\$485,000	3,600	3,800
Stoughton	\$1,537,000	\$2,651,000	5	10	\$307,400	\$265,100	2,377	2,625
Sumner (T)		\$305,000		1		\$305,000		1,665
Sun Prairie	\$18,934,000	\$16,114,774	60	51	\$315,567	\$315,976	2,527	2,493
Sun Prairie (T)	\$250,000		1		\$250,000		2,100	
Vermont (T)	\$525,000	\$560,000	1	1	\$525,000	\$560,000	4,100	4,300
Verona	\$5,831,000	\$9,157,000	16	27	\$364,438	\$339,148	2,287	2,066
Verona (T)	\$3,967,000	\$1,863,000	6	3	\$661,167	\$621,000	4,933	4,717
Vienna (T)	\$450,000	\$338,000	1	1	\$450,000	\$338,000	3,100	2,850
Waunakee	\$9,519,000	\$15,461,000	23	35	\$413,870	\$441,743	2,972	2,857
Westport (T)	\$7,871,000	\$550,000	10	1	\$787,100	\$550,000	4,788	3,974
Windsor (T)	\$12,599,000	\$7,448,000	34	18	\$370,559	\$413,778	2,444	2,678

Year to Year May Comparison				
YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	13,226,000	49	269,918	2,564
2011	16,054,000	64	250,843	2,502
2012	19,988,000	83	240,819	2,330
2013	26,055,000	98	265,867	2,540
2014	26,917,000	92	292,576	2,615
2015	34,673,000	108	321,046	2,654
2016	50,067,499	143	350,122	2,635
2017	40,520,000	114	355,438	2,828
2018	39,564,000	116	341,068	2,581
2019	33,622,000	88	382,068	2,768
2020	29,517,000	83	355,626	2,522

Year to Date Comparison				
YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	66,962,000	271	247,092	2,426
2011	70,617,000	266	265,477	2,587
2012	79,107,000	301	262,813	2,558
2013	108,069,000	409	264,227	2,529
2014	120,318,000	417	288,532	2,606
2015	151,958,000	488	311,389	2,609
2016	169,221,499	528	320,495	2,557
2017	177,724,466	534	332,817	2,619
2018	192,075,000	557	344,838	2,594
2019	181,090,774	496	365,102	2,734
2020	190,257,000	479	397,196	2,779

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

<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)	\$505,000	\$773,000	2	2	\$252,500	\$386,500	2,300	3,200
Berry (T)	\$974,000	\$900,000	2	2	\$487,000	\$450,000	3,300	4,000
Black Earth (T)	\$979,000	\$465,000	2	2	\$489,500	\$232,500	3,950	2,025
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		3		\$341,000		2,950	
Bristol (T)	\$1,174,000	\$4,867,000	3	12	\$391,333	\$405,583	3,100	3,109
Burke (T)	\$430,000	\$441,000	1	2	\$430,000	\$220,500	3,300	1,950
Cambridge		\$855,000		3		\$285,000		2,744
Cottage Grove	\$3,239,000	\$2,071,000	9	6	\$359,889	\$345,167	2,668	2,645
Cottage Grove (T)	\$2,262,000	\$700,000	4	2	\$565,500	\$350,000	4,288	3,050
Cross Plains	\$352,000	\$803,000	1	3	\$352,000	\$267,667	2,265	2,452
Cross Plains (T)		\$1,769,000		3		\$589,667		4,700
Dane (T)	\$447,000		1		\$447,000		3,100	
Deerfield (T)	\$790,000	\$1,815,000	2	5	\$395,000	\$363,000	3,125	3,200
DeForest	\$10,789,000	\$16,697,000	23	46	\$469,087	\$362,978	3,407	2,905
Dunkirk (T)	\$350,000	\$350,000	1	1	\$350,000	\$350,000	3,100	3,350
Dunn (T)	\$1,440,000	\$4,940,000	2	7	\$720,000	\$705,714	4,800	5,743
Fitchburg	\$14,333,000	\$9,195,000	45	34	\$318,511	\$270,441	2,479	2,177
Madison	\$63,199,000	\$51,471,000	176	161	\$359,085	\$319,696	2,338	2,259
Mazomanie (T)		\$200,000		1		\$200,000		2,550
McFarland	\$9,937,000	\$15,262,000	28	44	\$354,893	\$346,864	2,479	2,598
Medina (T)		\$752,000		2		\$376,000		3,350
Middleton	\$8,513,000	\$7,265,000	15	13	\$567,533	\$558,846	3,434	3,600
Middleton (T)	\$12,871,000	\$12,177,000	22	20	\$585,045	\$608,850	4,493	4,720
Montrose (T)	\$300,000	\$665,000	1	2	\$300,000	\$332,500	2,550	2,700

<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>
Mount Horeb	\$2,469,000	\$4,538,000	6	12	\$411,500	\$378,167	3,016	2,699
Oregon	\$10,393,000	\$14,189,000	26	39	\$399,731	\$363,821	2,842	2,855
Oregon (T)	\$1,825,000	\$550,000	2	1	\$912,500	\$550,000	6,250	4,500
Perry (T)	\$386,000	\$545,000	1	1	\$386,000	\$545,000	3,300	3,850
Pleasant Springs (T)	\$1,653,000	\$2,150,000	4	4	\$413,250	\$537,500	3,100	4,625
Primrose (T)	\$1,182,000	\$600,000	3	2	\$394,000	\$300,000	3,350	2,540
Roxbury (T)	\$811,000	\$980,000	2	3	\$405,500	\$326,667	3,100	2,967
Rutland (T)	\$815,000	\$431,000	3	1	\$271,667	\$431,000	2,783	3,300
Springfield (T)	\$998,000	\$1,455,000	2	3	\$499,000	\$485,000	3,600	3,800
Stoughton	\$1,762,000	\$3,176,000	6	12	\$293,667	\$264,667	2,679	2,467
Sumner (T)		\$305,000		1		\$305,000		1,665
Sun Prairie	\$26,459,000	\$18,061,774	84	59	\$314,988	\$306,132	2,540	2,412
Sun Prairie (T)	\$250,000		1		\$250,000		2,100	
Vermont (T)	\$525,000	\$560,000	1	1	\$525,000	\$560,000	4,100	4,300
Verona	\$6,587,000	\$9,838,000	18	29	\$365,944	\$339,241	2,260	2,081
Verona (T)	\$3,967,000	\$2,303,000	6	4	\$661,167	\$575,750	4,933	4,513
Vienna (T)	\$450,000	\$338,000	1	1	\$450,000	\$338,000	3,100	2,850
Waubesa	\$16,278,000	\$16,799,000	36	39	\$452,167	\$430,744	3,309	2,803
Westport (T)	\$12,044,000	\$550,000	17	1	\$708,471	\$550,000	4,399	3,974
Windsor (T)	\$14,281,000	\$9,214,000	38	23	\$375,816	\$400,609	2,395	2,712

Year to Year June Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	19,320,000	65	297,230	2,759
2011	14,472,000	54	268,000	2,599
2012	19,302,112	77	250,676	2,490
2013	24,031,000	94	255,648	2,425
2014	31,732,000	102	311,098	2,660
2015	36,614,000	113	324,017	2,753
2016	33,836,500	111	304,833	2,629
2017	39,796,000	117	340,136	2,707
2018	33,540,000	101	332,079	2,452
2019	40,465,000	115	351,869	2,567
2020	43,604,000	113	385,876	2,829

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	86,282,000	336	256,791	2,491
2011	85,089,000	320	265,903	2,589
2012	98,409,112	378	260,341	2,544
2013	132,100,000	503	262,624	2,509
2014	152,050,000	519	292,967	2,617
2015	188,572,000	601	313,763	2,636
2016	203,057,999	639	317,774	2,570
2017	217,520,466	651	334,132	2,635
2018	225,615,000	658	342,879	2,573
2019	221,555,774	611	362,611	2,703
2020	237,262,000	601	394,778	2,791



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WISCONSIN BUILDERS ASSOCIATION

Two Bills Need Sign Off

Prior to Wisconsin going into a "Safer at Home" Executive Order in March, the state senate was set to come to the floor at least one more time prior to adjourning for the session. We had been advocating for three bills that had previously been passed by the state assembly and needed to be taken up in the state senate to then be signed by Governor Evers.

Assembly Bill 859 would allow for the greater use of TIF laws for workforce housing and implementing some additional transparency measures for taxpayers to assure the future success of tax incremental districts. Assembly Bill 791 would add two positions at DSPS for two years to help eliminate the backlog of private onsite wastewater treatment system applications.

And finally, Assembly Bill 544 would make surplus funds from the Wisconsin Housing and Economic Development Authority (WHEDA) available to fund a pilot program for financial assistance for workforce housing for those living in rural communities. Recently, the Joint Committee on Finance approved a proposal from WHEDA that mirrored the provisions of AB 544. The effort to include the provisions of AB 544 in the plan by the Joint Committee on Finance was the result of the bill author, Rep. John Nygren, working directly with WHEDA officials.

Initially, we were hopeful the state senate would come back into session to consider these and other provisions prior to Labor Day. As we get closer to the end of July it appears that the more likely scenario is the state senate coming into special session this fall after the November general election to possibly take up items from the regular session that need senate sign off prior to being sent to Governor Evers for consideration to become law.

Contractor Certification Subcommittee items approved by Advocacy Group

The Advocacy Group was briefed on the findings of the Contractor Certification Subcommittee findings during their meeting on June 24. This subcommittee was formed in February and was chaired by WBA Treasurer Cory Sillars and met several times via Zoom in the winter and spring to come up with a plan to revise administrative rules and state statutes on contractor certification requirements.

The Advocacy Group made a few tweaks to the plan and then voted to make this effort part of the overall 2021-2022 WBA Advocacy Agenda.

The Advocacy Group will again be discussing all provisions in the draft 2021-2022 WBA Advocacy Agenda during their October 1 meeting. The WBA Board of Directors will also be voting on these provisions during their October 1 meeting.

If you have any thoughts on the contractor certification revisions, the items contained (or those not contained) please contact Brad Boycks.

Wisconsin Supreme Court Rules

Recently, the Wisconsin Supreme Court issued a decision that ruled a GOP sponsored state statute that required any state agency that issued "guidance documents" to first post the documents and get public comments prior to them being finalized.

WBA recently signed on to a coalition letter asking Governor Evers to continue the previous policy that would allow for greater transparency and public input into these guidance documents.



The "Women in the Construction Industry" group has exciting news to share!

What's new with the WIC group?

The WIC group has successfully formed a regional-NAHB Professional Women in Building (PWB) charter. The charter is supported by the Madison Area Builders Association, the Metropolitan Builders Association & NARI of Madison. The WIC group was established in July 2016 and has grown to over 60 members with a mission "To inspire, promote & support women in the industry through Education & Networking". The group hosts a variety of events throughout the year, including happy hours, tours, and the planning of a women's conference, with the inaugural conference planned for Spring 2021.

Why join the NAHB-PWB?

"I have been a member for 10 years and through my membership have attended many PWB events and conferences. The collaboration of the ladies I have met, has been a driving force in where I am currently in my career as the owner of a construction company in Dane County. I have applied for, and been awarded grants to attend leadership training at IBS and have found their programs to be hands down some of the best training I have experienced.

"I am a strong believer in you get out what you put into an organization. I am living by my words as the chair of the Women in the Construction Industry group and have greatly enjoyed mentoring two young ladies this summer as interns in our trade. I love our industry and I enjoy promoting and educating others on all the opportunities women have to get involved. I encourage all of MABA's female members to get involved, try a leadership role, and be a mentor." -Dawn McIntosh, Women in the Construction Industry Chair

Benefits of NAHB-PWB membership include:

- Become part of the fastest growing NAHB group- the PWB has 2,000+ members nationally
- *Building Women*- member's only magazine published tri-annually
- *We-Connect*- member's only quarterly e-newsletter
- Monthly subcommittee conference calls
- Face-to-face and virtual educational webinars and networking events
- IBS conferences and committee meetings open to all PWB members
- Professional Women in Building Week materials & events
- Women in Residential Construction Conference discount
- Online networking through Facebook & LinkedIn groups
- Membership directory
- Local council & individual leadership awards
- Women of the Future continuing education & travel grants
- PWB Spike awards

Ready to join? Contact Lisa at llkratz@maba.org for a PWB membership application!



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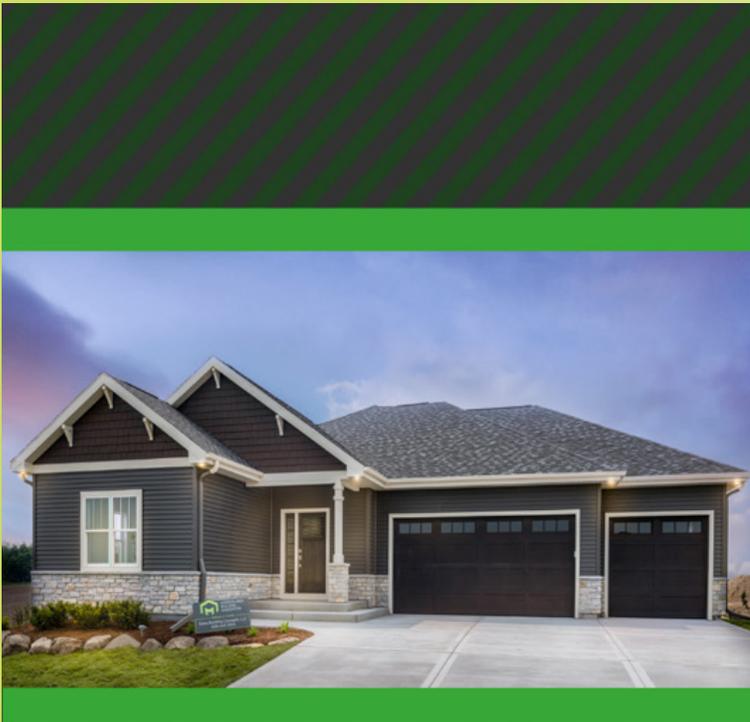


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