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**November 2020**

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\*Visit [andersenwindows.com/warranty](http://andersenwindows.com/warranty) for details  
\*\*Hanley Wood Builder Brand Use Study 1998-2018, Windows - Wood & Clad-Wood Category.  
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## reason #307

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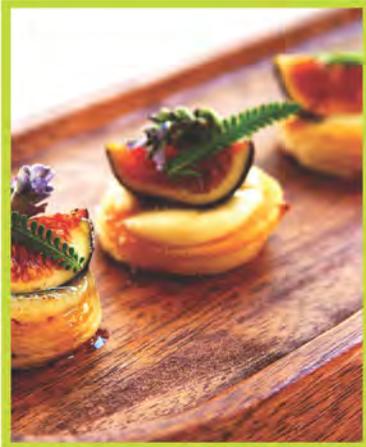
**MABA IS EXCITED TO ANNOUNCE ITS NEWEST MEMBERSHIP PROGRAM,  
THE ANNUAL MABA TROPICAL VACATION!**

That's right! When you help MABA grow through membership, you can earn a free all-inclusive trip to a tropical destination! No one enjoys membership drives or other boring ways to grow membership, but who doesn't enjoy a cold cocktail on a warm beach while it is cold and snowing back home?!

How can you earn a free trip? Refer new members to the Association and if they join, you receive credit; one (1) point for an Associate member and one and one-half (1.5) points for a Builder member. If you reach six points in a single calendar year, you will receive an all expense paid trip to the Annual MABA Tropical Vacation! The 2022 trip will be in late February to Riviera Maya, Mexico! More details and exact dates will be released in early 2021.



Don't wait until 2021 to start recruiting! All new members who join between October 1, 2020 and November 30, 2021 count toward the inaugural trip in 2022.



Contact Chad Lawler at [clawler@maba.org](mailto:clawler@maba.org) or (608) 288-1135 with any questions.



MADISON AREA BUILDERS ASSOCIATION

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**Katelyn Gladem**

# WELCOME NEW BOARD MEMBERS



*Introducing the 2021 MABA Board of Directors Electees!*



Dawn McIntosh  
CLE Consulting  
Builder Director



Ken Nelson  
Victory Homes of Wisconsin  
Builder Director



Carly Miller  
Cambria  
Associate Director



## FALL PARADE OF HOMES

## IN REVIEW



22 Homes  
16 Builders

2,942 Tickets Sold  
\$26,230 in Ticket Revenue



21,041 In-Person Home Visits  
7 Houses Visited per Ticket Average

\$17K Budgeted Net Income  
\$29K Actual Net Income (Goal Exceeded)



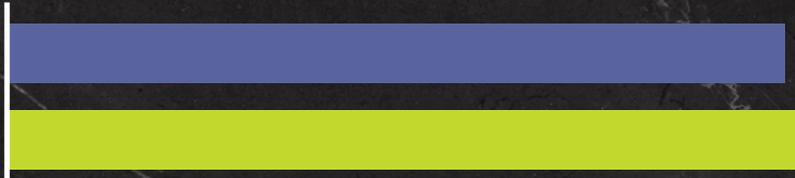


# MABA ONLINE & LIVE AUCTION RESULTS

59 ITEMS



60 BIDDERS



Goal: \$15,000

Actual: \$15,046

*Goal Exceeded!*

THANK YOU TO ALL WHO DONATED & BID ON ITEMS!

*Special thanks to the Silent Auction Committee (especially Pete "Pistol" Stebbins) for all your hard work!*

## MABA Financial Statement Update

As of September 30th, 2020



### CASH

\$96K increase over  
12/31/2019  
Current Balance  
\$295K



### MEMBERSHIP

Builder: 89  
Associate: 289  
Affiliate: 9



### INVESTMENTS

\$140K increase over  
12/31/2019  
Current Balance  
\$1.26M



### NEW MEMBERS

Six new Builder  
members over the  
past 30 days



### NET INCOME

Year to Date  
Net Income  
\$202K



### NET LOSS

Projected 12/31/20  
Net Loss  
(\$27K)

# NOVEMBER IS SPIKE APPRECIATION MONTH!

The best spokespersons for promoting the benefits of MABA membership to other industry professionals are, in fact, the members themselves. And among those who dedicate their time to this effort, the most successful achieve “Spike” status for consistently helping MABA grow stronger.

November is Spike Appreciation Month, a time when we thank the dedicated “Spikes” for their outstanding achievements in member recruitment and retention.

Spikes earn one credit for each new Builder or Associate member they recruit and sponsor, and ½ credit for every year they renew. Once you earn your sixth credit, you become an official NAHB Spike!



*In typical years, Spike Club Life Members enjoy a steak dinner courtesy of MABA!*

# National Association of Home Builders (NAHB)

## SPIKE CLUB LIFE MEMBERS

Name	Total Spike Credits	Name	Total Spike Credits
Terry Monson	1584.00	Debbie Gille	95.50
Charles Elliott	718.50	James Taalbi	93.00
Barbara Slack	392.00	Andy Voeltner	89.00
Rich Eberle	338.00	Chad Wuebben	83.50
Phil Simon	313.50	Jim Downing	81.00
Ron Kneebone	280.50	Abe Degnan	79.75
Michael Simon	280.50	Bill Zander	77.50
Butch Hensen	275.50	Peter Horton	77.00
Edwin Gehl	230.00	Abbey Wentland	68.50
Dick Wasserburger	210.50	John Kassner	66.00
Mike Vilstrup	207.50	Dawn McIntosh	64.00
Justin Temple	206.50	John Schwingle	59.00
Greg Schaffer	187.00	Chris Hohlstein	56.00
Loren Imhoff	186.50	Peter Stebbins	54.00
Pat Schafer	184.50	Robin Pharo	51.50
Hart DeNoble	176.50	Bill Rowe	50.50
Don Esposito	172.50	Donald Tierney	47.00
Del Breunig	165.50	Scott Engelberger	45.50
Steven Anderson	165.00	Richard Hanzel	45.50
James Bourne	140.50	Joan Pregler	45.00
Doug Widish	135.00	Byron Chase	44.00
Bob Renforth	133.50	Dean Strander	38.00
James Hottmann	129.00	Mark Brehmer	37.00
Angie Kieta	129.00	Linda Ewing-Brusca	36.00
David Roark	127.50	Jennifer Acker	34.00
Mary Ellen Smith	126.50	Bryan Sipple	33.50
Thomas Zimmer	110.50	Dan Murphy	30.50
Jason DeNoble	102.00	Harvey Kessel	30.00
Brian McKee	99.00	Kayla Storlid	27.00
Tommy Farrell	97.00	Karl Fels	26.50

As of 10/31/2020

*Thank You MABA Spike Club Life Members!*



## 2021 SPONSORSHIP OPPORTUNITIES

MABA sponsorship opportunities are designed to enhance your ability to communicate your products and services to other members and engaged consumers. Your participation as a sponsor is a win-win opportunity: you gain exposure to your key markets and MABA can continue to offer high quality programs to members, and advocacy to create a healthy and vital industry!



**Package and Individual Event Sponsorships Available!**

Contact MABA for more information and sponsorship availability!

[builders@maba.org](mailto:builders@maba.org) | (608) 288-1133



MADISON AREA BUILDERS ASSOCIATION



# MABA IS HIRING: MEMBERSHIP DIRECTOR

The Madison Area Builders Association (MABA) seeks a self-starting, motivated professional to serve as full-time Membership Director. This position will be responsible for developing and implementing programs, initiatives, and policies specifically designed to grow and retain members. In addition, this position will be responsible for fundraising efforts related to MABA's philanthropic giving.

For more information, please contact Chad Lawler, MABA Executive Director.

clawler@maba.org  
(608) 288-1135

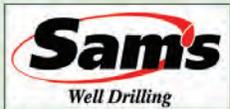


MADISON AREA BUILDERS ASSOCIATION



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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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**Single Family and Duplex Permits Issued**
2020 Dane County September 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)	\$505,000	\$1,618,000	2	5	\$252,500	\$323,600	2,300	2,660
Berry (T)	\$974,000	\$1,350,000	2	3	\$487,000	\$450,000	3,300	3,933
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)	\$4,543,000	\$6,457,000	10	17	\$454,300	\$379,824	3,280	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	\$3,239,000	\$2,521,000	9	8	\$359,889	\$315,125	2,668	2,578
Cottage Grove (T)	\$2,646,000	\$700,000	5	2	\$529,200	\$350,000	4,050	3,050
Cross Plains	\$602,000	\$803,000	2	3	\$301,000	\$267,667	1,809	2,452
Cross Plains (T)	\$400,000	\$2,219,000	1	4	\$400,000	\$554,750	2,800	4,425
Dane (T)	\$447,000	\$765,000	1	2	\$447,000	\$382,500	3,100	3,168
Deerfield (T)	\$1,190,000	\$2,315,000	3	7	\$396,667	\$330,714	3,117	2,836
DeForest	\$16,988,000	\$22,443,000	39	66	\$435,590	\$340,045	3,140	2,705
Dunkirk (T)	\$350,000	\$350,000	1	1	\$350,000	\$350,000	3,100	3,350
Dunn (T)	\$2,490,000	\$5,687,000	5	9	\$498,000	\$631,889	3,670	5,161
Eagle (T)	\$450,000		1		\$450,000		4,394	
Fitchburg	\$23,929,000	\$14,812,000	71	49	\$337,028	\$302,286	2,623	2,471
Madison	\$91,977,000	\$87,695,000	259	269	\$355,124	\$326,004	2,313	2,272
Marshall	\$3,395,000	\$1,675,000	19	10	\$178,684	\$167,500	1,673	1,657
Mazomanie (T)	\$809,000	\$200,000	2	1	\$404,500	\$200,000	2,975	2,550
McFarland	\$15,863,000	\$17,541,000	42	51	\$377,690	\$343,941	2,519	2,551
Medina (T)	\$1,300,000	\$1,032,000	3	3	\$433,333	\$344,000	3,483	3,033

<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>
Middleton	\$10,205,000	\$9,799,000	19	18	\$537,105	\$544,389	3,256	3,496
Middleton (T)	\$21,816,000	\$17,265,000	37	27	\$589,622	\$639,444	4,422	4,884
Montrose (T)	\$300,000	\$1,175,000	1	3	\$300,000	\$391,667	2,550	2,983
Mount Horeb	\$6,274,000	\$6,409,000	16	19	\$392,125	\$337,316	2,985	2,642
Oregon	\$14,411,000	\$21,585,000	35	58	\$411,743	\$372,155	2,726	2,800
Oregon (T)	\$3,355,000	\$1,000,000	5	2	\$671,000	\$500,000	4,706	3,950
Perry (T)	\$786,000	\$545,000	2	1	\$393,000	\$545,000	3,300	3,850
Pleasant Springs (T)	\$5,933,000	\$3,747,000	11	7	\$539,364	\$535,286	3,950	4,300
Primrose (T)	\$1,182,000	\$1,050,000	3	3	\$394,000	\$350,000	3,350	2,977
Roxbury (T)	\$2,211,000	\$1,365,000	6	4	\$368,500	\$341,250	2,792	2,945
Rutland (T)	\$1,455,000	\$1,016,000	4	3	\$363,750	\$338,667	3,225	2,650
Springdale (T)	\$910,000		1		\$910,000		7,100	
Springfield (T)	\$1,896,000	\$1,705,000	4	4	\$474,000	\$426,250	3,425	3,375
Stoughton	\$3,433,000	\$3,961,000	12	15	\$286,083	\$264,067	2,350	2,458
Sumner (T)		\$305,000		1		\$305,000		1,665
Sun Prairie	\$41,500,000	\$27,792,774	130	89	\$319,231	\$312,278	2,550	2,514
Sun Prairie (T)	\$1,000,000		2		\$500,000		3,800	
Vermont (T)	\$1,150,000	\$560,000	2	1	\$575,000	\$560,000	4,600	4,300
Verona	\$10,309,000	\$14,397,000	27	42	\$381,815	\$342,786	2,496	2,096
Verona (T)	\$7,357,000	\$4,440,000	11	7	\$668,818	\$634,286	5,173	4,936
Vienna (T)	\$450,000	\$938,000	1	2	\$450,000	\$469,000	3,100	3,700
Waunakee	\$23,499,000	\$23,517,000	51	55	\$460,765	\$427,582	3,156	2,828
Westport (T)	\$22,304,000	\$2,820,000	30	5	\$743,467	\$564,000	4,275	3,912
Windsor (T)	\$21,619,000	\$14,343,000	55	37	\$393,073	\$387,649	2,619	2,593

#### Year to Year September Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	14,344,000	59	243,118	2,509
2011	12,175,000	48	253,645	2,582
2012	15,153,000	59	256,830	2,620
2013	35,751,000	119	300,428	2,745
2014	27,662,000	107	258,523	2,337
2015	27,165,000	98	277,193	2,424
2016	30,386,000	88	345,295	2,751
2017	31,190,000	98	318,265	2,396
2018	31,364,000	78	402,102	2,872
2019	40,092,000	103	389,242	2,873
2020	47,406,000	109	434,917	3,024

#### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	131,050,000	498	263,152	2,557
2011	130,206,000	492	264,646	2,606
2012	157,058,112	599	262,200	2,569
2013	229,985,000	844	272,494	2,563
2014	231,672,000	792	292,515	2,604
2015	281,095,000	913	307,880	2,594
2016	299,267,669	932	321,102	2,578
2017	325,534,465	972	334,912	2,628
2018	342,713,000	977	350,780	2,616
2019	334,427,774	926	361,153	2,676
2020	378,648,000	950	398,576	2,803

**Single Family and Duplex Permits Issued**

2020 Dane County October 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	\$1,618,000	5	5	\$280,000	\$323,600	2,410	2,660
Berry (T)	\$1,573,000	\$1,350,000	3	3	\$524,333	\$450,000	3,633	3,933
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)	\$5,624,000	\$6,457,000	13	17	\$432,615	\$379,824	3,192	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	\$2,521,000	22	8	\$399,091	\$315,125	2,953	2,578
Cottage Grove (T)	\$3,416,000	\$700,000	7	2	\$488,000	\$350,000	3,786	3,050
Cross Plains	\$602,000	\$803,000	2	3	\$301,000	\$267,667	1,809	2,452
Cross Plains (T)	\$400,000	\$2,219,000	1	4	\$400,000	\$554,750	2,800	4,425
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	\$18,179,000	\$23,920,000	42	71	\$432,833	\$336,901	3,138	2,651
Dunkirk (T)	\$350,000	\$350,000	1	1	\$350,000	\$350,000	3,100	3,350
Dunn (T)	\$2,945,000	\$6,589,000	6	11	\$490,833	\$599,000	3,592	4,891
Eagle (T)	\$450,000		1		\$450,000		4,394	
Fitchburg	\$27,669,000	\$15,836,000	83	52	\$333,361	\$304,538	2,606	2,493
Madison	\$101,901,000	\$101,272,000	287	316	\$355,056	\$320,481	2,290	2,258
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	\$18,597,000	\$22,546,000	48	64	\$387,438	\$352,281	2,558	2,575
Medina (T)	\$1,300,000	\$1,332,000	3	4	\$433,333	\$333,000	3,483	2,875
Middleton	\$12,089,000	\$11,104,000	23	21	\$525,609	\$528,762	3,220	3,453
Middleton (T)	\$26,216,000	\$21,149,000	43	33	\$609,674	\$640,879	4,469	4,900

<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	\$6,409,000	19	19	\$389,684	\$337,316	2,875	2,642
Oregon	\$17,485,000	\$24,844,000	42	67	\$416,310	\$370,806	2,729	2,781
Oregon (T)	\$3,355,000	\$1,000,000	5	2	\$671,000	\$500,000	4,706	3,950
Perry (T)	\$786,000	\$545,000	2	1	\$393,000	\$545,000	3,300	3,850
Pleasant Springs (T)	\$5,933,000	\$4,247,000	11	8	\$539,364	\$530,875	3,950	4,244
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	\$3,433,000	\$4,461,000	12	16	\$286,083	\$278,813	2,350	2,516
Summit	\$241,000		1		\$241,000		2,090	
Sumner (T)		\$305,000		1		\$305,000		1,665
Sun Prairie	\$45,280,000	\$28,874,774	143	92	\$316,643	\$313,856	2,540	2,512
Sun Prairie (T)	\$1,499,000		3		\$499,667		3,600	
Vermont (T)	\$1,150,000	\$560,000	2	1	\$575,000	\$560,000	4,600	4,300
Verona	\$10,685,000	\$15,364,000	28	45	\$381,607	\$341,422	2,497	2,119
Verona (T)	\$9,544,000	\$4,840,000	14	8	\$681,714	\$605,000	5,239	4,756
Vienna (T)	\$450,000	\$938,000	1	2	\$450,000	\$469,000	3,100	3,700
Waunakee	\$23,499,000	\$24,266,000	51	57	\$460,765	\$425,719	3,156	2,835
Westport (T)	\$25,195,000	\$3,320,000	34	6	\$741,029	\$553,333	4,282	3,836
Windsor (T)	\$22,819,000	\$15,593,000	57	41	\$400,333	\$380,317	2,633	2,519

#### Year to Year October Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	11,175,000	40	279,375	2,731
2011	10,943,000	36	303,972	2,724
2012	20,397,000	67	304,432	2,775
2013	30,370,000	104	292,019	2,829
2014	36,623,000	108	339,101	2,734
2015	28,291,000	90	314,344	2,571
2016	38,244,000	114	335,473	2,721
2017	34,467,000	96	359,031	2,643
2018	39,509,000	103	383,582	2,746
2019	37,481,000	108	347,046	2,561
2020	48,864,000	117	417,641	2,854

#### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	142,225,000	538	264,358	2,570
2011	141,149,000	528	267,327	2,614
2012	177,455,112	666	266,449	2,589
2013	260,355,000	948	274,636	2,592
2014	268,295,000	900	298,105	2,620
2015	309,386,000	1003	308,460	2,592
2016	337,511,669	1046	322,668	2,594
2017	360,001,465	1068	337,080	2,629
2018	382,222,000	1080	353,909	2,629
2019	371,908,774	1034	359,679	2,664
2020	428,600,000	1070	400,560	2,808



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**The first three speakers have been announced with more to come soon!**

12/17/20: Holly Hoffman; Sales & Use Tax

1/21/21: Chris Penasa; Growing Your Small Business

2/18/21: Michelle Viscuso-Mauthe; Business Insurance to Keep You Protected

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Registration ends January 8!

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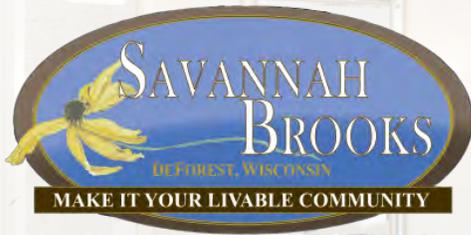
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