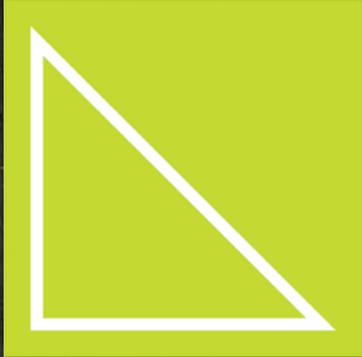




**RIGHT**  
**ANGLE**

**December 2021**

# **YEAR IN REVIEW**

**maba.org**



Wisconsin Building Supply and Andersen  
Why choose anyone else?

# WORRYPROOF. TIMEPROOF.\*

Wisconsin Building Supply has partnered with Andersen to supply time tested windows and patio doors that deliver the worry-free performance you want. With their durability, weathertight fit and overall quality it's easy to see why for 20 years running, builders have used Andersen windows more than any other brand.\*\*



6368 Lake Rd, Windsor, Wisconsin 53598  
**(608) 846-5445**  
<http://www.wibuildingsupply.com/>



\*Visit [andersenwindows.com/warranty](http://andersenwindows.com/warranty) for details  
\*\*Hanley Wood Builder Brand Use Study 1998-2018, Windows - Wood & Clad-Wood Category.  
"ENERGY STAR" is a registered trademark of the U.S. Environmental Protection Agency.  
"Andersen" and all other marks where denoted are trademarks of Andersen Corporation. ©2019 Andersen Corporation. All rights reserved.

## Audio Contractors LLC

*Residential, Commercial and Pro Audio & Video*

"Your Best Choice for Audio/Video/Automation Systems and More"

We are the #1 Supplier for the Parade Of Homes

### Best Service, Best Selection, Best Prices

- Robust Wi-Fi Systems & Home Network Systems
  - Automated Lighting, Shades & HVAC Control
  - Conference Rooms, Churches, Sports Bars, etc.
- Whole-House Audio/Video/Automation/Voice Control
  - Multi-Room Remote/Touch Panel Control
  - Dedicated Home Theaters & Media Rooms



For a showroom appointments or FREE in-home consultations call: 608-835-0556  
[www.audiocontractorsllc.com](http://www.audiocontractorsllc.com) • We are Happy to Supply References!

# GENERATIONS TITLE

**A trusted partner to manage  
your title and construction  
disbursement needs.**

**Robb Kahl**

*President*

[rkahl@generationstitle.com](mailto:rkahl@generationstitle.com)

**Leah Herro**

*Marketing Representative*

[lherro@generationstitle.com](mailto:lherro@generationstitle.com)

950 John Nolen Drive, Suite 185  
Madison, WI 53713

**(608) 661-0823**



# The Waterproofing Pros Home Builders Trust Most

When it comes to building homes, we know how important it is to get the job done right, right on budget, and right on time. We know, because we've been working with home builders, project managers, and contractors for over 40 years, installing the same dependable waterproofing solutions. It's why so many home builders continue to count on us for their waterproofing needs—so they can continue to finish their builds on schedule, under budget, and above expectations.



*Call us today at 1-833-928-1429  
to learn about our special offer  
for new home builder clients.*

**LOCATIONS IN MADISON & MILWAUKEE**



MADISON AREA BUILDERS ASSOCIATION

## **GET IN GEAR FOR THE NEW YEAR, 2022 SPONSORSHIPS ARE HERE!**

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 advocate for the building industry!

**Individual & Package Sponsorships Available**



*Contact Peg Meskan at (608) 288-1136 or [pmeskan@maba.org](mailto:pmeskan@maba.org) for more information.*

# 2021 BOARD OF DIRECTORS



MADISON AREA  
BUILDERS ASSOCIATION

## PLATINUM SPONSORS



## GOLD SPONSOR



## SILVER SPONSOR



### OFFICERS:

PRESIDENT

Danny Lowery

Tim O'Brien Homes

PRESIDENT-ELECT

Brad Burrs

Urso Bros., LLC

FIRST VICE PRESIDENT

Angie Kieta

LP Building Solutions

TREASURER

Keith Batenhorst

Drexel Building Supply

SECRETARY

Joe Crary

Crary Construction Inc.

IMMEDIATE PAST PRESIDENT

Jim Lampe

Dane Building Concepts, LLC

### DIRECTORS:

Andy Blakey

Elite A/V & Automation

Dawn McIntosh

CLE Consulting, LLC

Carly Miller

Cambria

Ken Nelson

Victory Homes of

Wisconsin, Inc.

Shaun Scullion

Scullion Builders, LLC

Justin Temple

Temple Builders, Inc.

Mike Thole

Hottmann Construction

Crystal Welsh

Coyle Carpet One

### EXECUTIVE DIRECTOR:

Chad Lawler

### OPERATIONS MANAGER:

Lisa Kratz

### MARKETING MANAGER:

Katelyn Gladem

### MEMBERSHIP DIRECTOR:

Peggy Meskan

# A Year End Wrap Up from President Danny Lowery

As 2021 and my time as President comes to a close, it is important for us to look back on the challenges and successes of the year, before looking towards a new year of opportunity. The past year and beyond has been anything but normal; be it COVID related, or supply chain issues, labor shortages, or extreme demand for housing and product. It has often been a trying time. For Associations across the country, many were forced to cancel major revenue generating events, like the Parade of Homes, Home Shows, and networking events, causing some to go to the brink of bankruptcy, and unfortunately, some had to even close their doors.

Despite these circumstances, I am pleased to let you know, that under the direction of the Board of Directors, and through the hard work and energy of our staff, MABA not only weathered the storm, but we are in the best financial position that we have ever been in, and are well positioned to continue to thrive in the future.

From a financial perspective, MABA is projected to end the year with \$250K of profit. The MABA reserves had an outstanding year, and are projected to end 2021 at nearly \$2.2 million, an increase of close to one million dollars.

To the right you will find a bulleted summary of this year's highlights.

The work and accomplishments of the Association are because of dedicated members like you. So please take ownership of these successes, you were a part of them! Thank you to our members, for each of your contributions to our association and our industry. We truly have accomplished so much together!

Thank you for your support! Continue to stay involved as 2022 promises to be another year filled with challenges, but also with a lot of opportunity! I wish you all a Happy New Year!

## Major Initiatives/Accomplishments:

- Sold the MABA office building which allowed us to shed the weight of an aging building. We moved the proceeds of the sale, \$810,000, to our reserve account.
- Hired a 4th staff member, Peg Meskan, our new Membership Director, to lead a renewed focus on membership engagement and satisfaction.
- Held a Groundbreaking Ceremony for the McKenzie Regional Workforce Center in July and have raised, to date, over \$15M. We are now halfway towards our \$30M goal!
- Hosted the BuildX Women's Conference, the first of its kind in the region, to promote women in the construction industry!
- MABA's membership has grown in 2021 with a net gain of 20 new members in a year that NAHB has seen significant losses in membership across the federation.
- Finished the year with nearly 90% retention rate, one of the highest rates nationally.
- We raised nearly \$25,000 at our Annual Silent Auction! MABA members as a whole have contributed nearly \$32,000 in 2021. The top dollar among HBAs in Wisconsin.
- Fifty-five homes total were featured in the 2021 Spring and Fall Parade of Homes



# MABA Annual Membership Meeting

---

MABA hosted its Annual Membership Meeting on Wednesday, November 17th at The Madison Club. MABA 2021 President Danny Lowery, Tim O'Brien Homes, gave updates on the Association's major initiatives and accomplishments this year, including:

- The sale of the MABA building with proceeds of \$810,000 going into MABA reserves
- Hired a 4th staff member - Peg Meskan, Membership Director
- Broke ground on the McKenzie Regional Workforce Center and have raised over \$15M in our partnership with the Boys and Girls Clubs of Dane County (BGCDC)
- Hosted the first annual BuildX Women's Conference along with the Metropolitan Builders Association and NARI of Madison

The Annual Membership Meeting also included hearing from multiple industry professionals regarding initiatives directly related to MABA and its membership.

Brad Boycks, Executive Director at the Wisconsin Builders Association, and Donna Franza, an NAHB Senior Consultant, gave relevant updates on their respective organizations.

Hunter Sebresos, CEO of Bacon Work, gave a brief presentation on how his company is addressing the labor shortage with its mobile app.

Laura Ford Harris, CDO of BGCDC, and John McKenzie, McKenzie 300 Corporation gave members an update regarding the McKenzie Regional Workforce Center project and how members can get involved with fundraising, programming, and construction for the Center.

The programming portion of the night concluded with a presentation from Middleton native and professional speaker Steve Bench on Overcoming Generational Differences.

Thank you to all members who attended!



**REGISTER NOW!**

# 2022

# WBA Presidents Installation

Friday, January 21

Stoney Creek Hotel | Rothschild

**5:00PM: REGISTRATION**  
**5:30PM COCKTAIL RECEPTION**  
**6:30PM INSTALLATION**  
**7:00PM DINNER**  
**8:00PM AWARDS**  
**8:30PM ENTERTAINMENT**

## COST TO ATTEND

Individual Ticket: \$99

Table of 4: \$396

Table of 8: \$792

Sponsorships Also Available



## ENTERTAINMENT

Music by The Point Band and Curtis Aderholdt will entertain guests, while attendees will also have the ability to play casino-style games provided by Classic Casino.



To Register, Visit:  
[wisbuild.org/wba-events/2022installation](http://wisbuild.org/wba-events/2022installation)

## JANUARY 2022

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 2022

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				

## MARCH 2022

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	

## APRIL 2022

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

## MAY 2022

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				

## JUNE 2022

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		



# MADISON AREA BUILDERS ASSOCIATION 2022 EVENT CALENDAR

### JANUARY

21 - WBA Member Meeting & Installation

### FEBRUARY

8-10 - International Builders Show (IBS)

Week of the 14 - Membership Meeting

23-27 - MABA Tropical Trip

### MARCH

17 - March Madness & St. Patrick's Day Party

### APRIL

Week of the 11 - Membership Meeting

28 - Sporting Clays

### MAY

5 - Cinco de Mayo Happy Hour

11 - Career Day at the Parade of Homes

25 - Beer, Brats & Builders

### JUNE

16 - Parade of Homes Preview Party

17-26 - Spring Parade of Homes

22 - WBA Celebration of Housing

23 - WB Foundation Golf Outing

### JULY

19 - MABA 75th Anniversary Party

### AUGUST

11 - People's Choice Awards

23 or 24 - Moon-sheim Happy Hour

### SEPTEMBER

14 - Golf Outing

22 - MABA Happy Hour

29 - BUILDX Conference (T)

### OCTOBER

5 - Silent Auction & Mayor's Club

6 - WBA Member Meeting Day

14-16 & 21-23 - Fall Parade of Homes

### NOVEMBER

1 - Trivia Tournament

16 - Annual Membership Meeting

### DECEMBER

8 - Holiday Party

## JULY 2022

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					

## AUGUST 2022

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					

## SEPTEMBER 2022

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					

## OCTOBER 2022

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					

## NOVEMBER 2022

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					

## DECEMBER 2022

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](http://MEMBER.MABA.ORG/EVENTS/CALENDAR) FOR MORE EVENT DETAILS



## 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.



CHOOSE SAM'S FOR YOUR GEOTHERMAL PROJECT

## GEOTHERMAL CONTRACTING

- Geothermal Design/Construction ■
- Test Drilling ■
- Thermal Conductivity Testing ■
- Well Field Installation ■
- Header Installation ■

Providing well Drilling Services for over 55 years



- Call us at 1 (800) 321-5193 ■
- [jaker@samswelldrilling.com](mailto:jaker@samswelldrilling.com) ■
- [www.samswelldrilling.com](http://www.samswelldrilling.com) ■



MADISON AREA BUILDERS ASSOCIATION

## MEMBERSHIP RATE INCREASE IN 2022

**As a reminder, MABA Builder and Associate memberships will increase \$50 in 2022 to offset increasing WBA membership rates and future MABA costs.**

**Builder Membership \$750  
Associate Membership \$650**



# MCKENZIE REGIONAL WORKFORCE CENTER DECEMBER UPDATE

MABA is excited to share the latest updates regarding the McKenzie Regional Workforce Center, home to the MABA Skilled Trades Center powered by Drexel Building Supply. The Center is set to open in January 2023, with construction and fundraising continuing to progress as 2022 nears.

## DESIGN DEVELOPMENT SET RELEASED

The design development set for the building has now been released and MABA is seeking in-kind donations and bids for materials and labor. If you would like to donate or submit a bid, please contact us as soon as possible.

## FUNDRAISING GOAL UPDATED

As fundraising continues, the fundraising goal has been modified to reflect benchmark goals in addition to the overall goal of \$30 million. The benchmark goals are as follows:

**Foundational Goal - \$17M**

For the purchase and remodeling of the building, development of programming and staffing, and establishment of the \$10M endowment.

**Opportunities Goal - \$3M**

Will cover the initial 2-year operations to allow endowment to recognize income, creation of scholarship/paid internships for participants, and potentially provide work attire/tools for students of the program.

**Legacy Goal - \$10M**

Establishing a second \$10M to fully fund the operations of the program and potentially grow the endowment.

## NEW HIRE

The Boys and Girls Clubs of Dane County has hired Alan Branch, Sr. as the inaugural Vice President of Workforce Development to oversee the McKenzie Regional Workforce Center. Alan will oversee a \$10M endowment and work with dozens of employees, contractors, businesses and schools with a goal of connecting young people to the skilled trades industry. Welcome Alan!



**Please contact Peg Meskan with questions or for more information about this project!  
Phone: (608) 288-1136 Email: [pmeskan@maba.org](mailto:pmeskan@maba.org)**

# MABA Holiday Bash

*December 9th at The Brink Lounge*



# 2021 MABA AWARD WINNERS

*Congratulations to the 2021 MABA Award Winners!*



**Dawn McIntosh**  
CLE Consulting, LLC  
*Builder of the Year*



**Keith Batenhorst**  
Drexel Building Supply  
*Associate of the Year*



**John McKenzie**  
McKenzie 300 Corporation  
*Volunteer of the Year*

# ARE YOU AWARE OF THIS WBA MEMBER BENEFIT?



## Redeem Your BPA in 3 easy steps!

100% of the cost for your BPA is covered by your Association Membership

BPA stands for Business Diagnostic & Plan of Actions and is an exclusive and private business planning tool from Small Business Growth Partners, developed through focusing on the issues of builders, remodelers, HBA Associate members and how to solve them.

01

GO TO [SMALLBUSINESSGROWTHPARTNERS.COM](http://SMALLBUSINESSGROWTHPARTNERS.COM)

02

CLICK "REDEEM YOUR BPA"

03

CHOOSE "HBA MEMBERS"

\*The deliverable is an extremely accurate and personalized 30+ page, step-by-step and time-based 12-month plan for you and your business.





# Inspiration to installation

With our design-driven collection of materials and expert team of interior designers, project managers, schedulers, installers and service coordinators, FLOOR360 brings your clients' dreams to life. In fact, we install more floors in more new construction Wisconsin homes than anyone else. To begin your hassle-free **Design is our Difference** experience, call or email [design@floor360.com](mailto:design@floor360.com) to schedule a visit—our showroom is available by appointment only. *Proud sponsor of Design for a Difference.*



5117 VERONA RD | 608.274.2500 | FLOOR360.COM

## Specializing in Geothermal Closed Loop Systems

Leave the dirty work to us, call us today!



From small residential to large scale commercial, if your project needs a horizontal trench, vertical, pond, or directionally bored loop we have the experience, equipment, and proven know-how to get the loop system installed and transferring the earth's heat the **right way**.

(920) 326-2050 • [www.goloopwi.com](http://www.goloopwi.com)



Madison

Verona



**CAPITOL BANK**

Contact our Mortgage Team!

P: 608.836.1616

Cori Femrite NMLS#594085  
Amy Gile-Engel NMLS#586017  
Howard Cagle NMLS#593729

[CapitolBank.com/mortgages-maba](http://CapitolBank.com/mortgages-maba)



[www.birrenkottsurveying.com](http://www.birrenkottsurveying.com)



Daniel V. Birrenkott, PLS  
**608.837.7463**

P.O. Box 237  
1677 N. Bristol Street  
Sun Prairie, WI 53590

[dbirrenkott@birrenkottsurveying.com](mailto:dbirrenkott@birrenkottsurveying.com)

## STRUCK & IRWIN FENCE

*A Trusted Name in Madison for Over 75 Years*  
*Quality Materials, Professional Service, Competitive Prices*

### Fences

For Safety, Security or To Accent Your Property

- **Chain Link:** Silver, Black, Brown or Green
- **Wood or Vinyl:** Privacy, Picket, Post & Rail
- **Ornamental Iron:** Many Styles and Colors



*Fence Repairs • Any Size Job, Anywhere • Free Estimates*

826 Williamson St., Madison, WI 53703 • (608) 255-1673  
[www.struckandirwinfence.com](http://www.struckandirwinfence.com) • [sales@struckandirwinfence.com](mailto:sales@struckandirwinfence.com)



# MEMBER BENEFITS



CONTRACTS & FORMS

MEMBER HOTLINE



BUSINESS INSURANCE

COACHING & CONSULTING



FINANCIAL PLANNING

HEALTH INSURANCE



MEMBER REBATE PROGRAM

ONLINE COURSES



TRAVEL DISCOUNTS

SALES & TAX CONSULTING



LEARNING MANAGEMENT SYSTEM



CERTIFICATION OFFERINGS



For more information, visit [www.wisbuild.org/affinity-partners](http://www.wisbuild.org/affinity-partners)



# MEMBER SAVINGS

## BUILDING PRODUCTS



## AUTO

GENERAL MOTORS FLEET



## BUSINESS SERVICES



## PERSONAL



For more information, visit [www.nahb.org/nahb-community/member-benefits](http://www.nahb.org/nahb-community/member-benefits)

**Single Family and Duplex Permits Issued**
2021 Dane County November YTD Comparison
**Municipality Report**

<i>Municipality</i>	<i>2021 Total</i>	<i>2020 Total</i>	<i>2021 Starts</i>	<i>2020 Starts</i>	<i>2021 Avg. Value</i>	<i>2020 Avg. Value</i>	<i>2021 Avg. Sq Ft</i>	<i>2020 Avg. Sq Ft</i>
Albion (T)	\$1,318,000	\$1,400,000	3	5	\$439,333	\$280,000	3,300	2,410
Belleville	\$423,000		1		\$423,000		3,419	
Berry (T)	\$1,780,000	\$1,872,000	3	4	\$593,333	\$468,000	3,574	3,250
Black Earth (T)	\$1,510,000	\$979,000	2	2	\$755,000	\$489,500	5,675	3,950
Blooming Grove (T)		\$220,000		1		\$220,000		1,850
Blue Mounds (T)	\$698,000	\$1,023,000	2	3	\$349,000	\$341,000	2,775	2,950
Bristol (T)	\$5,381,000	\$5,923,000	12	14	\$448,417	\$423,071	3,218	3,096
Burke (T)	\$900,000	\$430,000	2	1	\$450,000	\$430,000	3,425	3,300
Christiana (T)	\$973,000	\$544,000	2	1	\$486,500	\$544,000	3,375	4,100
Cottage Grove	\$13,350,000	\$8,780,000	27	22	\$494,444	\$399,091	3,048	2,953
Cottage Grove (T)	\$6,080,000	\$3,576,000	12	8	\$506,667	\$447,000	3,928	3,463
Cross Plains	\$3,676,000	\$602,000	9	2	\$408,444	\$301,000	2,381	1,809
Cross Plains (T)	\$4,697,000	\$1,211,000	6	2	\$782,833	\$605,500	4,587	4,550
Dane (T)	\$1,775,000	\$962,000	3	2	\$591,667	\$481,000	4,317	3,175
Deerfield (T)	\$1,815,000	\$1,640,000	4	4	\$453,750	\$410,000	3,613	3,300
DeForest	\$37,352,000	\$19,289,000	88	46	\$424,455	\$419,326	2,959	3,012
Dunkirk (T)	\$600,000	\$350,000	1	1	\$600,000	\$350,000	4,300	3,100
Dunn (T)	\$9,285,000	\$3,677,000	16	8	\$580,313	\$459,625	3,963	3,431
Eagle (T)		\$450,000		1		\$450,000		4,394
Fitchburg	\$49,546,000	\$32,318,000	136	98	\$364,309	\$329,776	2,494	2,562
Madison	\$114,624,000	\$127,066,720	300	356	\$382,080	\$356,929	2,373	2,307
Marshall		\$3,395,000		19		\$178,684		1,673
Mazomanie (T)	\$1,093,000	\$809,000	3	2	\$364,333	\$404,500	2,817	2,975
McFarland	\$8,409,000	\$21,292,000	17	54	\$494,647	\$394,296	2,690	2,588
Medina (T)	\$1,115,000	\$1,300,000	3	3	\$371,667	\$433,333	2,917	3,483
Middleton	\$9,075,000	\$12,689,000	12	24	\$756,250	\$528,708	3,527	3,202

<i>Municipality</i>	<i>2021 Total</i>	<i>2020 Total</i>	<i>2021 Starts</i>	<i>2020 Starts</i>	<i>2021 Avg. Value</i>	<i>2020 Avg. Value</i>	<i>2021 Avg. Sq Ft</i>	<i>2020 Avg. Sq Ft</i>
Middleton (T)	\$25,903,000	\$27,246,000	34	45	\$761,853	\$605,467	5,163	4,436
Montrose (T)	\$720,000	\$300,000	2	1	\$360,000	\$300,000	2,775	2,550
Mount Horeb	\$13,423,000	\$7,404,000	32	19	\$419,469	\$389,684	2,603	2,875
Oregon	\$19,858,000	\$19,228,000	44	45	\$451,318	\$427,289	2,604	2,810
Oregon (T)	\$2,201,000	\$3,355,000	3	5	\$733,667	\$671,000	5,000	4,706
Perry (T)	\$1,777,000	\$786,000	3	2	\$592,333	\$393,000	4,363	3,300
Pleasant Springs (T)	\$3,301,000	\$5,933,000	7	11	\$471,571	\$539,364	3,729	3,950
Primrose (T)	\$1,514,000	\$1,182,000	3	3	\$504,667	\$394,000	3,900	3,350
Roxbury (T)	\$1,895,000	\$2,211,000	5	6	\$379,000	\$368,500	2,860	2,792
Rutland (T)	\$1,155,000	\$1,455,000	3	4	\$385,000	\$363,750	3,000	3,225
Springdale (T)	\$5,790,000	\$1,305,000	10	2	\$579,000	\$652,500	4,260	4,975
Springfield (T)	\$2,297,000	\$1,896,000	5	4	\$459,400	\$474,000	3,350	3,425
Stoughton	\$5,072,000	\$3,758,000	15	13	\$338,133	\$289,077	2,746	2,415
Summit		\$241,000		1		\$241,000		2,090
Sun Prairie	\$54,407,000	\$48,855,000	139	154	\$391,417	\$317,240	2,746	2,516
Sun Prairie (T)	\$998,000	\$1,699,000	2	4	\$499,000	\$424,750	3,425	3,150
Vermont (T)	\$4,585,000	\$1,921,000	7	3	\$655,000	\$640,333	4,564	5,000
Verona	\$20,159,000	\$12,738,000	52	35	\$387,673	\$363,943	2,393	2,326
Verona (T)	\$16,000,000	\$11,377,000	19	16	\$842,105	\$711,063	5,974	5,366
Vienna (T)	\$700,000	\$450,000	1	1	\$700,000	\$450,000	4,500	3,100
Waunakee	\$51,987,000	\$25,265,000	115	55	\$452,061	\$459,364	2,574	3,150
Westport (T)	\$29,782,000	\$25,195,000	35	34	\$850,914	\$741,029	4,205	4,282
Windsor (T)	\$23,143,000	\$23,912,000	43	60	\$538,209	\$398,533	2,973	2,612
York (T)	\$1,601,000		4		\$400,250		3,375	

### Year to Year November Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	28,967,000	76	381,144	2,527
2021	53,691,000	112	479,383	2,937

### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	479,509,720	1206	397,603	2,773
2021	563,743,000	1247	452,079	2,884

# Women in Construction Holiday Happy Hour

DECEMBER 9TH AT VINTAGE BREWING CO.



## QUALITY

Starts Here

Doors  
Design  
Windows  
Cabinetry  
Custom Millwork  
Lumber Supplies  
Wall Panels  
Trusses



**Brunsell**  
LUMBER AND MILLWORK

Madison Location  
4611 W. Beltline Hwy. Madison, WI 54711  
608.275.7171

Component Division  
1204 E. Lincoln St. Mt. Horeb, WI 53572  
608.437.7183

[www.brunsell.com](http://www.brunsell.com)

# MABA Financial Statement Update

As of November 30, 2021



## CASH

Current Balance  
\$171K



## INVESTMENTS

Current Balance  
\$2.18M



## MEMBERSHIP

2021 Net New Members  
+20 Members



## MEMBERSHIP

94 Builder  
307 Associate  
10 Affiliate



## INVESTMENTS

YTD Gain  
\$104K



**AARON MEYER**  
Mortgage Sales Officer  
608.842.5024

NMLS #594379



**CARISSA PETERSON**  
Mortgage Loan Officer  
608.842.5029

NMLS #709655



**KELLI EZZELL**  
Mortgage Loan Officer  
608.842.5031

NMLS #502466

From a lot loan to a dream home, we make it simple.  
But, don't just take our word for it...

“  
Great to work with.  
Very knowledgeable  
and responsive.”

~ Matthew & Hayley

“  
...calm in such  
uncertain times...  
exactly what  
we needed.”

~ Alexi & Brian

“  
As a builder...  
I refer to Settlers  
with confidence...  
A+ on all fronts.”

~ Deann & William

Contact a Mortgage Loan Officer today.



MEMBER FDIC

**Sh Settlersbank**  
Madison | Windsor | SettlersWI.com

# Experience You Can Count On



- 1 Local underwriting and decisions from mortgage experts.
- 2 Great Loan Options to fit your needs.
- 3 Highly experienced mortgage loan officers anticipate and handle the complexities of your home loan process.

Contact Dane County's Number ONE Home Lending Experts Today!



ONECOMMUNITY.BANK | 608-838-3141



## PROVEN PARTNER FOR RESIDENTIAL DEVELOPERS

Civil Engineering | Planning | Surveying | Water Resources | Landscape Architecture

**vierbicher**  
planners | engineers | advisors



Vierbicher has a full range of integrated services and four decades of land development expertise.

**VIERBICHER.COM**



**Chuck Ebbs**  
Fleet & Commercial Specialist  
(608) 729-6721  
chuck.ebbs@zimbrick.com



BUSINESS  
ELITE

## GM Business Elite Dealer

Whether you have one vehicle or 100 vehicles, we understand how important your fleet is to your bottom line. That's why we offer Extended Service Hours, Work-Ready Loaners, and a Fleet & Commercial Specialist.

## Certain Members Save More

Buy a new Chevrolet, get all the current rebates, plus save an additional \$250 to \$1000 with a MABA, ABC, AGC or NAHB private offer.



1877 West Main Street • Sun Prairie, WI 53590  
ZimbrickChevrolet.com • 608-729-6721



## FIRSTSOURCE FOR QUALITY, VALUE, SERVICE.

High quality building materials for Homeowners & Professional Builders including:

- Lumber Packages
- Truss Manufacturing
- Doors & Windows



Middleton Lumber | 1987 Pleasant View Road | Middleton, WI 53562 | 608.836.1941 | Monday-Friday 7am-5pm



**The Showroom Builders and Their Customers Trust.**  
for furniture, home appliances, mattresses and home electronics.



**KitchenAid**  
Presenting Black Stainless  
Appliances - As **Bold** As You Are.



visit us online or in-store • [www.FurnitureApplianceMart.com](http://www.FurnitureApplianceMart.com) - [www.AshleyHomeStore.com](http://www.AshleyHomeStore.com)

2404 W. Beltline Highway, Madison

**Where There Is No Structure,  
There Is No Home**



Proudly Providing Locally-Built Complete  
Component Building Packages for  
Over 50 Years

**Let Us Help You Shape Your  
Customers' Dreams!**

| Floor & Wall Panels | Trusses | Windows & Doors |  
| Interior & Exterior Finish Products |



**WWW.WINDSORBUILDS.COM**  
**608-241-2185**

330 Atlas Ave • Madison, WI 53714 • e: [sales@windsorbuidls.com](mailto:sales@windsorbuidls.com)

# Thank you to our 2021 Major Sponsors!



WINDOWS & DOORS  
OF WISCONSIN



**Axley**  
Attorneys Since 1885



**Drexel**<sup>TM</sup>  
BUILDING SUPPLY

**Wisconsin**  
BUILDING SUPPLY

WINDOWS • DOORS  
**Andersen** 

**SIERRA**   
CONCEPTS, LLC

Interested in a 2022 Sponsorship Package?

Contact Peg at [pmeskan@maba.org](mailto:pmeskan@maba.org) or (608) 288-1136 for more information.