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November 2021



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Robb Kahl

President

rkahl@generationstitle.com

Leah Herro

Marketing Representative

lherro@generationstitle.com

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Madison, WI 53713

(608) 661-0823



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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.



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MABA HOLIDAY BASH

THURSDAY, DECEMBER 9TH
THE BRINK LOUNGE
6-10PM

\$25 MEMBERS | \$40 NON-MEMBERS

Join us for the Annual Holiday Bash with live music by The Love Monkeys! Help us toast the season and install the 2022 President and Board of Directors.

Registration fee includes two drinks, appetizers, live music, and endless celebrating!

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DIRECTORS:

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Peggy Meskan

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!

2021 Spike Dinner at Bonfyre



National Association of Home Builders (NAHB)

SPIKE CLUB LIFE MEMBERS

Name	Total Spike Credits	Name	Total Spike Credits
Terry Monson	1591.00	Debbie Gille	96.00
Charles Elliott	723.50	James Taalbi	94.50
Barbara Slack	394.50	Andy Voeltner	91.00
Rich Eberle	340.00	Chad Wuebben	86.00
Ron Kneebone	316.50	Abe Degnan	82.75
Phil Simon	282.50	Jim Downing	82.00
Michael Simon	282.00	Bill Zander	78.00
Butch Hensen	277.00	Peter Horton	78.00
Edwin Gehl	230.50	Dawn McIntosh	71.50
Dick Wasserburger	216.50	Abbey Wentland	69.00
Mike Vilstrup	211.00	John Kassner	66.00
Justin Temple	210.00	John Schwingle	61.00
Greg Schaffer	197.50	Chris Hohlstein	56.50
Loren Imhoff	187.00	Peter Stebbins	56.00
Pat Schafer	186.50	Robin Pharo	52.00
Hart DeNoble	178.00	Bill Rowe	52.00
Don Esposito	174.00	Donald Tierney	49.50
Del Breunig	167.50	Scott Engelberger	46.00
Steve Anderson	166.00	Richard Hanzel	46.00
James Bourne	141.00	Joan Pregler	45.00
Doug Widish	136.50	Byron Chase	44.50
Bob Renforth	135.00	Dean Strander	39.50
Angie Kieta	132.50	Mark Brehmer	37.00
James Hottmann	130.50	Jennifer Acker	36.50
David Roark	127.50	Bryan Sipple	34.50
Mary Ellen Smith	127.50	Harvey Kessel	31.50
Thomas Zimmer	111.50	Dan Murphy	31.00
Jason DeNoble	103.00	Kayla Storlid	27.50
Brian McKee	100.00	Karl Fels	27.50
Tommy Farrell	99.50		

As of 10/31/2021

Thank You MABA Spike Club Life Members!

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

JANUARY 2022

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FEBRUARY 2022

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MARCH 2022

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APRIL 2022

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MAY 2022

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JUNE 2022

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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 (T)

NOVEMBER

1 - Trivia Tournament

16 - Annual Membership Meeting

DECEMBER

8 - Holiday Party

JULY 2022

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AUGUST 2022

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SEPTEMBER 2022

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OCTOBER 2022

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NOVEMBER 2022

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DECEMBER 2022

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30	31					

VISIT 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.

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MADISON AREA BUILDERS ASSOCIATION

MEMBERSHIP RATE INCREASE IN 2022

MABA membership rates will not increase in 2021.

MABA membership rates will increase slightly in 2022 to offset increasing WBA membership rates and future MABA costs.

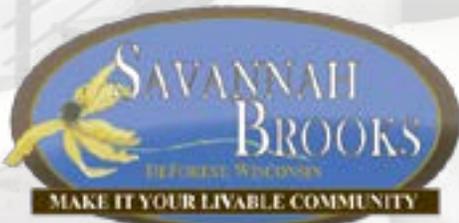
SAVE THE DATE

PARADE OF HOMES

2022 FEATURED NEIGHBORHOODS



Waunakee, WI
dontierney.com | (608) 837-0102



DeForest, WI
dontierney.com | (608) 837-0102



Windsor, WI
dontierney.com | (608) 837-0102

Builders also have the opportunity to enter a home in a location of their choice as a scattered-site entry.

JUNE 17-26, 2022



PARADE
OF HOMES

IN REVIEW



15 Homes
15 Builders

3,206 Tickets Sold

\$25,598 in Ticket Revenue



18,256 In-Person Home Visits
6 Houses Visited per Ticket Average



MABA SILENT AUCTION RESULTS

92 total items donated by members!



THANK YOU TO ALL WHO DONATED & BID ON ITEMS!



WBA Goal: \$7,200

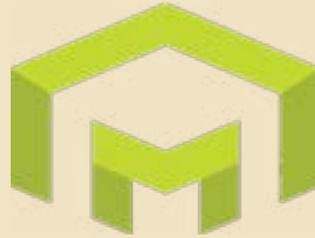
MABA Goal: \$20,000

Actual: \$24,525

Goal Exceeded!



Goodman
Community Center



THANKSGIVING BASKETS FOOD DRIVE

The Goodman Community Center Thanksgiving Basket Drive is a 33 year tradition! This year, the GCC plans to feed 4,000 local families Thanksgiving Dinner. MABA has pledged to help out by hosting a food drive!

Needed Canned Items Include:
Fruit, vegetables, stuffing,
cranberry sauce, gravy, and broth.

DONATE NOW THROUGH NOVEMBER 19TH!

DONATE AT:

MABA Office

5936 Seminole Centre Ct. #203
Madison, WI 53711
Open Weekdays 8am-4:30pm

MABA Annual Membership Meeting

Wednesday, November 17th
The Madison Club

LET'S CELEBRATE THE SEASON AT THE

MABA Women in the Construction Industry

HOLIDAY HAPPY HOUR

DECEMBER 9TH • 4-5:30PM

VINTAGE BREWING CO. | CAPITOL EAST

Right before the MABA Holiday Bash
at The Brink Lounge next door!

Free to attend.

Limited Venue Space - RSVP Today!
RSVP at member.maba.org/events/calendar



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Single Family and Duplex Permits Issued

2021 Dane County September 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)	\$703,000	\$505,000	2	2	\$351,500	\$252,500	2,800	2,300
Berry (T)	\$1,455,000	\$974,000	2	2	\$727,500	\$487,000	4,086	3,300
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)	\$5,081,000	\$4,543,000	11	10	\$461,909	\$454,300	3,315	3,280
Burke (T)	\$900,000	\$430,000	2	1	\$450,000	\$430,000	3,425	3,300
Christiana (T)	\$418,000	\$544,000	1	1	\$418,000	\$544,000	2,850	4,100
Cottage Grove	\$9,413,000	\$4,619,000	19	13	\$495,421	\$355,308	2,965	2,586
Cottage Grove (T)	\$5,255,000	\$2,646,000	11	5	\$477,727	\$529,200	3,703	4,050
Cross Plains	\$2,555,000	\$602,000	6	2	\$425,833	\$301,000	2,635	1,809
Cross Plains (T)	\$3,947,000	\$400,000	5	1	\$789,400	\$400,000	4,465	2,800
Dane (T)	\$1,275,000	\$447,000	2	1	\$637,500	\$447,000	4,325	3,100
Deerfield (T)	\$1,815,000	\$1,190,000	4	3	\$453,750	\$396,667	3,613	3,117
DeForest	\$34,020,000	\$16,988,000	83	39	\$409,880	\$435,590	2,954	3,140
Dunkirk (T)	\$600,000	\$350,000	1	1	\$600,000	\$350,000	4,300	3,100
Dunn (T)	\$7,883,000	\$2,490,000	13	5	\$606,385	\$498,000	4,085	3,670
Eagle (T)		\$450,000		1		\$450,000		4,394
Fitchburg	\$42,699,000	\$23,929,000	115	71	\$371,296	\$337,028	2,529	2,623
Madison	\$87,734,000	\$103,876,720	232	289	\$378,164	\$359,435	2,378	2,350
Marshall		\$3,395,000		19		\$178,684		1,673
Mazomanie (T)	\$823,000	\$809,000	2	2	\$411,500	\$404,500	3,100	2,975
McFarland	\$6,959,000	\$15,863,000	14	42	\$497,071	\$377,690	2,697	2,519
Medina (T)	\$725,000	\$1,300,000	2	3	\$362,500	\$433,333	2,900	3,483
Middleton	\$9,075,000	\$10,205,000	12	19	\$756,250	\$537,105	3,527	3,256
Middleton (T)	\$20,841,000	\$21,816,000	27	37	\$771,889	\$589,622	5,135	4,422

<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>
Montrose (T)	\$720,000	\$300,000	2	1	\$360,000	\$300,000	2,775	2,550
Mount Horeb	\$10,989,000	\$6,274,000	26	16	\$422,654	\$392,125	2,669	2,985
Oregon	\$17,014,000	\$14,411,000	40	35	\$425,350	\$411,743	2,454	2,726
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)	\$3,076,000	\$5,933,000	6	11	\$512,667	\$539,364	4,000	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	\$910,000	10	1	\$579,000	\$910,000	4,260	7,100
Springfield (T)	\$1,847,000	\$1,896,000	4	4	\$461,750	\$474,000	3,238	3,425
Stoughton	\$4,202,000	\$3,433,000	12	12	\$350,167	\$286,083	2,766	2,350
Sun Prairie	\$51,043,000	\$41,500,000	131	130	\$389,641	\$319,231	2,731	2,549
Sun Prairie (T)	\$998,000	\$1,000,000	2	2	\$499,000	\$500,000	3,425	3,800
Vermont (T)	\$3,835,000	\$1,150,000	6	2	\$639,167	\$575,000	4,442	4,600
Verona	\$19,573,000	\$10,309,000	42	27	\$466,024	\$381,815	2,356	2,496
Verona (T)	\$11,920,000	\$7,357,000	14	11	\$851,429	\$668,818	5,958	5,173
Vienna (T)	\$700,000	\$450,000	1	1	\$700,000	\$450,000	4,500	3,100
Waunakee	\$48,489,000	\$23,499,000	108	51	\$448,972	\$460,765	2,572	3,156
Westport (T)	\$19,525,000	\$22,304,000	24	30	\$813,542	\$743,467	4,356	4,275
Windsor (T)	\$15,212,000	\$21,619,000	31	55	\$490,710	\$393,073	2,760	2,619
York (T)	\$1,601,000		4		\$400,250		3,375	

Year to Year September Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	52,237,000	120	435,308	2,995
2021	53,145,000	111	478,783	2,951

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	391,927,720	984	398,300	2,797
2021	471,460,000	1050	449,009	2,873

Single Family and Duplex Permits Issued

2021 Dane County October 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)	\$703,000	\$1,400,000	2	5	\$351,500	\$280,000	2,800	2,410
Berry (T)	\$1,455,000	\$1,573,000	2	3	\$727,500	\$524,333	4,086	3,633
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)	\$5,081,000	\$5,624,000	11	13	\$461,909	\$432,615	3,315	3,192
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	\$9,413,000	\$8,780,000	19	22	\$495,421	\$399,091	2,965	2,953
Cottage Grove (T)	\$6,080,000	\$3,416,000	12	7	\$506,667	\$488,000	3,928	3,786
Cross Plains	\$2,555,000	\$602,000	6	2	\$425,833	\$301,000	2,635	1,809
Cross Plains (T)	\$3,947,000	\$400,000	5	1	\$789,400	\$400,000	4,465	2,800
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	\$35,077,000	\$18,179,000	84	42	\$417,583	\$432,833	2,971	3,138
Dunkirk (T)	\$600,000	\$350,000	1	1	\$600,000	\$350,000	4,300	3,100
Dunn (T)	\$8,725,000	\$2,945,000	15	6	\$581,667	\$490,833	3,953	3,592
Eagle (T)		\$450,000		1		\$450,000		4,394
Fitchburg	\$46,711,000	\$30,024,000	128	90	\$364,930	\$333,600	2,516	2,579
Madison	\$99,327,000	\$120,488,720	261	337	\$380,563	\$357,533	2,367	2,322
Marshall		\$3,395,000		19		\$178,684		1,673
Mazomanie (T)	\$823,000	\$809,000	2	2	\$411,500	\$404,500	3,100	2,975
McFarland	\$8,409,000	\$18,597,000	17	48	\$494,647	\$387,438	2,690	2,558
Medina (T)	\$725,000	\$1,300,000	2	3	\$362,500	\$433,333	2,900	3,483
Middleton	\$9,075,000	\$12,089,000	12	23	\$756,250	\$525,609	3,527	3,220
Middleton (T)	\$22,885,000	\$26,216,000	30	43	\$762,833	\$609,674	5,108	4,469

<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>
Montrose (T)	\$720,000	\$300,000	2	1	\$360,000	\$300,000	2,775	2,550
Mount Horeb	\$12,284,000	\$7,404,000	29	19	\$423,586	\$389,684	2,643	2,875
Oregon	\$17,964,000	\$17,485,000	41	42	\$438,146	\$416,310	2,504	2,729
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)	\$3,076,000	\$5,933,000	6	11	\$512,667	\$539,364	4,000	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)	\$1,847,000	\$1,896,000	4	4	\$461,750	\$474,000	3,238	3,425
Stoughton	\$4,202,000	\$3,433,000	12	12	\$350,167	\$286,083	2,766	2,350
Summit		\$241,000		1		\$241,000		2,090
Sun Prairie	\$51,743,000	\$46,280,000	132	146	\$391,992	\$316,986	2,742	2,535
Sun Prairie (T)	\$998,000	\$1,499,000	2	3	\$499,000	\$499,667	3,425	3,600
Vermont (T)	\$3,835,000	\$1,150,000	6	2	\$639,167	\$575,000	4,442	4,600
Verona	\$21,453,000	\$10,685,000	46	28	\$466,370	\$381,607	2,398	2,497
Verona (T)	\$14,538,000	\$9,544,000	17	14	\$855,176	\$681,714	6,006	5,239
Vienna (T)	\$700,000	\$450,000	1	1	\$700,000	\$450,000	4,500	3,100
Waunakee	\$51,018,000	\$23,499,000	113	51	\$451,487	\$460,765	2,581	3,156
Westport (T)	\$26,667,000	\$25,195,000	32	34	\$833,344	\$741,029	4,203	4,282
Windsor (T)	\$17,997,000	\$22,819,000	37	57	\$486,405	\$400,333	2,747	2,633
York (T)	\$1,601,000		4		\$400,250		3,375	

Year to Year October Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	58,615,000	146	401,472	2,737
2021	43,212,000	87	496,689	2,929

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	450,542,720	1130	398,710	2,789
2021	514,237,000	1135	453,072	2,879

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MABA Financial Statement Update

As of October 31st, 2021



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Current Balance
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Net Income
\$35K



INVESTMENTS
Current Balance
\$2.2M



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10 Affiliate



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YTD Gain
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