

RIGHT  
ANGLE

January/February  
2023

# BREAKING THE ICE



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



## IT'S NOT JUST A WINDOW, IT'S PEACE OF MIND

For over 115 years, people have relied on Andersen. With over 100 million windows installed, no other windows are in more homes than the Andersen® 400 Series. With its innovative blend of craftsmanship and style, Andersen products rate #1 in quality and performance.\*



**LOVE THE LIFE YOU SEE.™**

Learn more at [andersenwindows.com/400series](http://andersenwindows.com/400series)

\*2020 Andersen brand surveys of U.S. contractors, builders and architects. Andersen® and all other marks where denoted are trademarks of Andersen Corporation. ©2021 Andersen Corporation. All rights reserved.

Wisconsin Building Supply and Andersen  
Why choose anyone else?



Wisconsin Building Supply  
6368 Lake Rd  
Windsor WI 53598  
(608) 846-5445  
[www.wibuildingsupply.com](http://www.wibuildingsupply.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)

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



Land Surveying & Soil Testing

Chris Casson  
**608.837.7463**

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

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

# GENERATIONS TITLE

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

**Robb Kahl**  
President

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

**Stephanie Brassington**  
Manager

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

950 John Nolen Drive, Suite 185  
Madison, WI 53713

**(608) 661-0823**



# SEE YOU IN JUNE!

## 3 EVENTS | 2 DAYS

**Join the Wisconsin Builders Association and Wisconsin Builders Foundation for a fantastic two days in Wisconsin Dells!**

The Member/Board Meeting as well as the Celebration of Housing will both take place at Wintergreen Conference Center, with the WB Foundation Golf Outing taking place the next day at Trappers Turn.

Be sure to visit the website listed below for all the event and registration details!

### Wednesday, June 21



**Member/Board Meeting**

**8:30 AM - 3:30 PM**



**Celebration of Housing**

**5:30 PM - 9:00 PM**

### Thursday, June 22



**WB Foundation  
Golf Outing**

**- - visit [association.wisbuild.org/eventcalendar](http://association.wisbuild.org/eventcalendar) to register for one or all! - -**



# VIEWING PARTY

FOOD + DRINKS + GAMES

MARCH  
**16**

2-7 PM  
FREE TO ATTEND

4001 FELLAND ROAD, MADISON

PREMIER SPONSOR



RECEPTION SPONSOR





PLATINUM SPONSORS

**AXLEY** ATTORNEYS



WINDOWS & DOORS  
OF WISCONSIN



GOLD SPONSORS



# 2023 BOARD OF DIRECTORS

## OFFICERS:

### PRESIDENT

Joe Crary  
Crary Construction, Inc.

### PRESIDENT-ELECT

Shaun Scullion  
Scullion Builders, LLC.

### FIRST VICE PRESIDENT

Andy Blakey  
Elite A/V & Automation

### TREASURER

Keith Batenhorst  
Drexel Building Supply

### SECRETARY

Ken Nelson  
Victory Homes of Wisconsin, Inc.

### IMMEDIATE PAST PRESIDENT

Brad Burrs  
Urso Builders, LLC.

## DIRECTORS:

Heather Beal  
Dwelling Masters, LLC

Ed Hoksbergen  
Encore Homes

Dawn McIntosh  
CLE Consulting, LLC

Carly Miller  
Cambria

Patricia Schafer  
Stagecoach Plumbing, Inc.

Paul Simon  
Michael F. Simon Builders, Inc.

Mike Thole  
Sierra Concepts, LLC.

Crystal Welsh  
Coyle Carpet One Floor & Home

### EXECUTIVE DIRECTOR:

Chad Lawler

### OPERATIONS MANAGER:

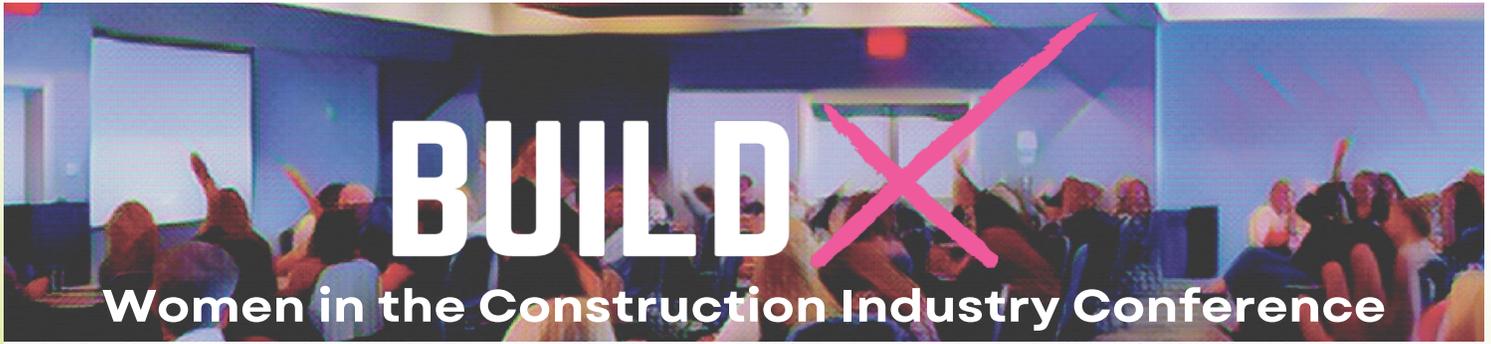
Lisa Kratz

### MEMBERSHIP DIRECTOR:

Peggy Meskan

### MARKETING MANAGER:

Julia Biedenbender



# Women in the Construction Industry Conference



learn - network - grow

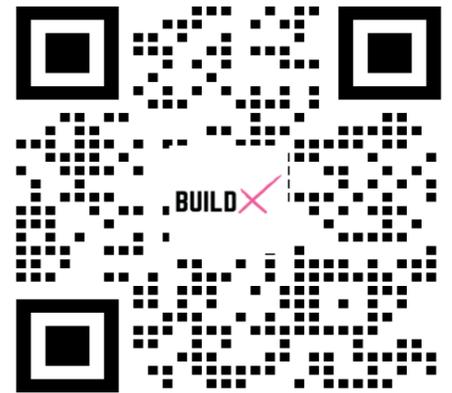
Network with women in the industry, hear from job-site and business leaders, and bring new ideas back to your daily routine!

Conference

## DETAILS

**MARCH 9**  
**11 AM-5 PM**

**DOUBLETREE**  
**MADISON EAST**



**BUILD~~X~~WISCONSIN.COM**

Keynote  
**SPEAKER**



**RACHEL BARIBEAU**

*Former Sports Broadcaster | Speaker | Author*

*Rachel Baribeau brings positivity and purpose to students, professionals and parents across the country through her movement I'm Changing the Narrative.*

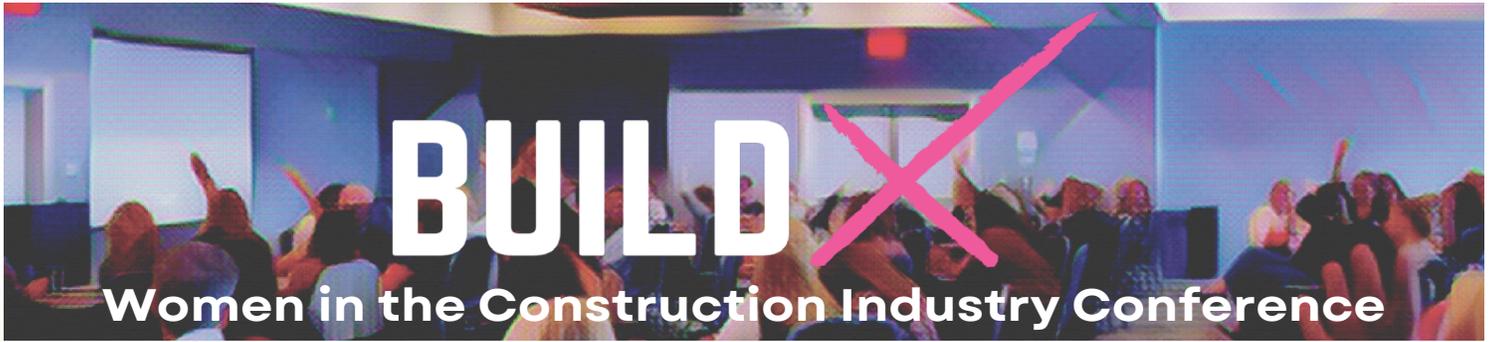
Closing  
**SPEAKER**



**LISA KOENECKE**

*Speaker | Author*

*As an experienced and energetic Diversity, Equity, and Inclusion (DEI) professional speaker and facilitator, Lisa specializes in counteracting unconscious bias and LGBTQ+ inclusion in business. Her impact is amplified through strengthening each person's allyship.*



# BUILD

## Women in the Construction Industry Conference

*Breakout*  
SESSIONS

### 1:00 PM | BREAKOUT SESSION #1

#### *Option A: Boots on the Ground*

*A panel of Builders & Contractors sharing their experiences as women in the construction industry*

#### *Option B: Managing Consumer Expectations*

*Jackie Zach from ActionCOACH of Wisconsin provides practical tips on how to set and communicate clear expectations for your customers, and how to deliver news when something happens*

### 2:00 PM | BREAKOUT SESSION #2

#### *Option A: Facebook Ads & Insights*

*Tara Ingalls from Tingalls Graphic Design will present how to create defined target audiences for your company & how to apply this knowledge to create targeted Facebook ads*

#### *Option B: The Employee Value Proposition: Managing the shift in a post-pandemic world*

*Ariana Bodenbach from Hallmark Building Supplies shares her experience of how HR and managing different generations has changed, especially now in a post-pandemic world*

THANK YOU TO ALL OF THIS YEAR'S SPONSORS!

# Drexel™

BUILDING SUPPLY



Proud to offer:  
**Frankenmuth**  
INSURANCE





## 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)



## Buy. Build. Renovate. Refinance.

Whatever your project, Great Midwest Bank makes the loan process a stress-free experience.

### Local & Experienced Loan Officers



**Aaron Meyer | (608) 827-5152**

[aaron.meyer@greatmidwestbank.com](mailto:aaron.meyer@greatmidwestbank.com)

NMLS# 594379 | MADISON

[greatmidwestbank.com](http://greatmidwestbank.com) • [Apply Online](#)



### Flexible Financing Options

- Purchase and Refinance Loans
- Home Construction Loans
- Home Renovation
- Bridge Loans
- Home Equity/Lines of Credit

### GMB Advantages

- Competitive Rates and Fees
- Fast Pre-Approvals
- Local Servicing
- Local Underwriting/Approvals
- Local Appraisal Partners

January 28-29, 2023

Madison Marriott West



LICENSED PLUMBERS PROTECT THE HEALTH OF THE NATION

Use your hands and mind in a skilled, globally recognized profession, knowing your work will last a lifetime.



Plumbers Union Local 75
2102 E Springs Drive
Madison, WI 53704
608.222.1650

Plumbers Union Local 75



Plumbers Local 75 works hard for our members, meeting challenges head on to provide fair wages and benefits, safe working conditions and protecting the health of the public, all while continuing to uphold our reputation as masters of our craft.



Interested in apprenticeship? Visit our website for more information: www.plumbers75.com, or call us: 608.222.1650

# Redeeming Your 2023 BPA Is Easy

VISIT [SBGPINC.COM](https://sbgpinc.com) AND CLICK THE RED:



“REDEEM YOUR BPA” BUTTON

INCLUDED 100% WITH YOUR  
WBA MEMBER BENEFITS



MARKETING + LEAD FLOW



SALES + SALES PROCESS



MARGINS + PROFITABILITY



TEAM, HIRING + COMMUNICATION



PROCESS + SYSTEMS



SUCCESSION PLANNING

## What is a Business Plan of Action?

- We look at the “big picture” of your business. We identify what is working, note what is not, and document everything we uncover, in an unbiased fashion
- We conduct an analysis of your team and team acquisition system, including full DISC/Motivator assessments for key team members. The results of the assessments, including a team personality mapping grid, will also be included in your final plan. (max of 6 per BPA)
- We create a time-based and action-driven plan, broken down into the 8 disciplines/pillars of the industry.
- We provide unique ideas and strategies for your sales process and system, marketing, internal processes, cash flow tracking, and more. At the end of our process, you can expect an accurate, personalized, step-by-step plan that’s tailored to your needs.



Trusted By The WBA

Small Business Growth Partner’s services are not available to the general public. Eligibility is reserved solely for active WBA members — for no additional cost. Developed through focusing on the issues of small business builders, remodelers, and trade companies, your BPA will include a detailed and comprehensive analysis of your business.



# THEIR STYLE *our expertise*

With our design-driven collection of finishes 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. Call or visit [floor360.com](http://floor360.com) to begin your hassle-free experience and schedule a showroom appointment today. *Proud sponsor of Design for a Difference.*

FLOOR360 



5117 VERONA RD | 608 274.2500 | [FLOOR360.COM](http://FLOOR360.COM)



## BUILT TO BE LOCAL

FROM THE HIGHEST QUALITY BUILDING MATERIALS AND PRODUCTS TO THE NO NONSENSE SERVICE WE'VE BROUGHT TO OUR MADISON AREA BUILDERS SINCE 1897. BUILD IT BETTER. BUILD IT LOCAL. WITH FREE LOCAL DELIVERY ON PROJECT BUILDING MATERIALS.

SUN PRAIRIE, McFARLAND, DeFOREST



**Single Family and Duplex Permits Issued  
Municipality Report**

2022 Dane County December YTD Comparison

<i>Municipality</i>	<i>2022 Total</i>	<i>2021 Total</i>	<i>2022 Starts</i>	<i>2021 Starts</i>	<i>2022 Avg. Value</i>	<i>2021 Avg. Value</i>	<i>2022 Avg. Sq Ft</i>	<i>2021 Avg. Sq Ft</i>
Albion (T)	\$1,735,000	\$1,318,000	5	3	\$347,000	\$439,333	2,536	3,300
Belleville		\$423,000		1		\$423,000		3,419
Berry (T)	\$2,800,000	\$1,780,000	5	3	\$560,000	\$593,333	3,605	3,574
Black Earth (T)	\$1,104,000	\$1,510,000	2	2	\$552,000	\$755,000	3,975	5,675
Blue Mounds (T)	\$1,050,000	\$698,000	2	2	\$525,000	\$349,000	3,775	2,775
Bristol (T)	\$12,415,000	\$6,769,000	20	15	\$620,750	\$451,267	3,642	3,211
Burke (T)	\$350,000	\$1,468,000	1	3	\$350,000	\$489,333	2,550	3,800
Christiana (T)	\$380,000	\$973,000	1	2	\$380,000	\$486,500	2,250	3,375
Cottage Grove	\$14,625,000	\$13,350,000	30	27	\$487,500	\$494,444	2,807	3,048
Cottage Grove (T)	\$3,358,000	\$6,080,000	6	12	\$559,667	\$506,667	4,092	3,928
Cross Plains	\$10,956,000	\$4,396,000	24	11	\$456,500	\$399,636	2,349	2,360
Cross Plains (T)	\$3,125,000	\$4,697,000	5	6	\$625,000	\$782,833	3,540	4,587
Dane	\$1,520,000	\$646,000	3	1	\$506,667	\$646,000	2,474	3,939
Dane (T)	\$2,380,000	\$1,775,000	4	3	\$595,000	\$591,667	3,809	4,317
Deerfield (T)	\$1,204,000	\$1,815,000	2	4	\$602,000	\$453,750	4,175	3,613
DeForest	\$22,330,000	\$40,414,000	41	94	\$544,634	\$429,936	3,587	2,994
Dunkirk (T)	\$1,385,000	\$600,000	3	1	\$461,667	\$600,000	2,933	4,300
Dunn (T)	\$6,162,000	\$9,825,000	8	17	\$770,250	\$577,941	4,714	3,997
Fitchburg	\$49,976,000	\$52,716,000	132	145	\$378,606	\$363,559	2,246	2,477
Madison	\$107,639,000	\$124,494,000	263	322	\$409,274	\$386,627	2,388	2,394
Mazomanie (T)	\$2,000,000	\$1,093,000	4	3	\$500,000	\$364,333	3,213	2,817
McFarland	\$14,036,000	\$9,515,000	30	20	\$467,867	\$475,750	2,354	2,553
Medina (T)	\$890,000	\$1,115,000	2	3	\$445,000	\$371,667	3,175	2,917
Middleton	\$3,493,000	\$9,810,000	5	13	\$698,600	\$754,615	3,488	3,563
Middleton (T)	\$38,016,000	\$27,042,000	41	36	\$927,220	\$751,167	5,311	5,117
Montrose (T)	\$1,600,000	\$720,000	3	2	\$533,333	\$360,000	3,883	2,775

<i>Municipality</i>	<b>2022 Total</b>	<b>2021 Total</b>	<b>2022 Starts</b>	<b>2021 Starts</b>	<b>2022 Avg. Value</b>	<b>2021 Avg. Value</b>	<b>2022 Avg. Sq Ft</b>	<b>2021 Avg. Sq Ft</b>
Mount Horeb	\$14,824,000	\$18,199,000	33	44	\$449,212	\$413,614	2,651	2,425
Oregon	\$31,297,200	\$21,649,000	66	47	\$474,200	\$460,617	2,602	2,609
Oregon (T)	\$6,444,000	\$2,201,000	7	3	\$920,571	\$733,667	5,176	5,000
Perry (T)	\$2,450,000	\$1,777,000	4	3	\$612,500	\$592,333	3,888	4,363
Pleasant Springs (T)	\$5,320,000	\$3,301,000	8	7	\$665,000	\$471,571	3,901	3,729
Primrose (T)	\$2,143,000	\$1,514,000	4	3	\$535,750	\$504,667	3,963	3,900
Roxbury (T)	\$2,155,000	\$2,495,000	2	6	\$1,077,500	\$415,833	5,625	3,192
Rutland (T)	\$4,589,000	\$1,480,000	7	4	\$655,571	\$370,000	4,450	2,963
Springdale (T)	\$4,617,000	\$5,790,000	5	10	\$923,400	\$579,000	5,830	4,260
Springfield (T)	\$2,399,000	\$2,297,000	3	5	\$799,667	\$459,400	4,383	3,350
Stoughton	\$16,388,000	\$5,497,000	50	16	\$327,760	\$343,563	2,341	2,784
Sun Prairie	\$43,889,000	\$55,570,000	109	143	\$402,651	\$388,601	2,589	2,735
Sun Prairie (T)	\$1,100,000	\$998,000	2	2	\$550,000	\$499,000	3,425	3,425
Vermont (T)	\$6,354,500	\$4,585,000	6	7	\$1,059,083	\$655,000	5,325	4,564
Verona	\$23,610,000	\$23,639,000	56	60	\$421,607	\$393,983	2,076	2,411
Verona (T)	\$17,271,000	\$18,530,000	19	23	\$909,000	\$805,652	5,358	5,722
Vienna (T)	\$2,812,000	\$1,270,000	4	2	\$703,000	\$635,000	4,263	4,175
Waunakee	\$44,332,000	\$56,512,000	94	124	\$471,617	\$455,742	2,488	2,596
Westport (T)	\$39,237,090	\$29,782,000	51	35	\$769,355	\$850,914	3,501	4,205
Windsor (T)	\$35,862,000	\$27,766,000	67	51	\$535,254	\$544,431	2,715	3,011
York (T)		\$1,601,000		4		\$400,250		3,375

#### Year to Year December Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2012	17,388,000	63	276,000	2,695
2013	21,799,400	74	294,586	2,654
2014	21,546,000	72	299,250	2,527
2015	29,736,000	90	330,400	2,577
2016	30,903,000	89	347,224	2,770
2017	31,298,000	89	351,662	2,675
2018	42,044,000	111	378,774	2,692
2019	36,235,000	86	421,337	2,798
2020	42,153,999	109	386,733	2,588
2021	48,071,000	104	462,221	2,813
2022	30,250,200	65	465,387	2,542

#### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2012	207,683,112	774	268,324	2,602
2013	298,915,400	1085	275,498	2,596
2014	310,566,000	1042	298,047	2,612
2015	361,148,000	1165	309,998	2,589
2016	396,336,669	1220	324,866	2,612
2017	428,143,465	1256	340,878	2,651
2018	463,379,000	1292	358,652	2,649
2019	438,053,774	1199	365,349	2,670
2020	521,663,719	1315	396,702	2,758
2021	611,495,000	1350	452,959	2,880
2022	611,622,790	1239	493,642	2,826

**Single Family and Duplex Permits Issued**

2023 Dane County January YTD Comparison

**Municipality Report**

<i>Municipality</i>	<i>2023 Total</i>	<i>2022 Total</i>	<i>2023 Starts</i>	<i>2022 Starts</i>	<i>2023 Avg. Value</i>	<i>2022 Avg. Value</i>	<i>2023 Avg. Sq Ft</i>	<i>2022 Avg. Sq Ft</i>
Albion (T)		\$325,000		1		\$325,000		2,850
Bristol (T)	\$950,000	\$3,494,000	1	6	\$950,000	\$582,333	3,663	3,782
Burke (T)	\$750,000		1		\$750,000		3,850	
Cottage Grove	\$775,000	\$2,730,000	2	6	\$387,500	\$455,000	3,371	2,806
Cottage Grove (T)	\$548,000	\$512,000	1	1	\$548,000	\$512,000	3,350	3,850
Cross Plains		\$1,000,000		2		\$500,000		2,728
Dunn (T)		\$375,000		1		\$375,000		2,900
Fitchburg	\$2,999,000	\$3,294,000	7	9	\$428,429	\$366,000	2,185	2,536
Madison	\$7,662,000	\$7,823,000	19	20	\$403,263	\$391,150	2,424	2,416
Mazomanie (T)		\$350,000		1		\$350,000		2,850
McFarland		\$1,030,000		3		\$343,333		1,723
Medina (T)	\$520,000		1		\$520,000		3,150	
Middleton (T)	\$5,134,000	\$675,000	5	1	\$1,026,800	\$675,000	5,992	4,850
Mount Horeb		\$425,000		1		\$425,000		4,940
Oregon	\$3,037,000	\$2,413,000	4	5	\$759,250	\$482,600	3,418	2,686
Stoughton	\$450,000	\$700,000	1	2	\$450,000	\$350,000	5,350	2,672
Sun Prairie	\$4,241,000	\$2,481,000	6	6	\$706,833	\$413,500	4,304	2,865
Verona	\$3,510,000	\$2,451,000	8	6	\$438,750	\$408,500	3,332	1,608
Verona (T)	\$750,000	\$1,000,000	1	2	\$750,000	\$500,000	4,850	3,925
Waunakee	\$5,381,000	\$3,729,000	9	7	\$597,889	\$532,714	3,101	2,856
Westport (T)	\$2,697,000	\$2,173,000	3	3	\$899,000	\$724,333	4,048	3,345
Windsor (T)	\$2,201,000	\$3,541,000	4	7	\$550,250	\$505,857	2,766	2,751

<i>Municipality</i>	<i>2022 Total</i>	<i>2021 Total</i>	<i>2022 Starts</i>	<i>2021 Starts</i>	<i>2022 Avg. Value</i>	<i>2021 Avg. Value</i>	<i>2022 Avg. Sq Ft</i>	<i>2021 Avg. Sq Ft</i>
Mount Horeb	\$14,824,000	\$18,199,000	33	44	\$449,212	\$413,614	2,651	2,425
Oregon	\$31,297,200	\$21,649,000	66	47	\$474,200	\$460,617	2,602	2,609
Oregon (T)	\$6,444,000	\$2,201,000	7	3	\$920,571	\$733,667	5,176	5,000
Perry (T)	\$2,450,000	\$1,777,000	4	3	\$612,500	\$592,333	3,888	4,363
Pleasant Springs (T)	\$5,320,000	\$3,301,000	8	7	\$665,000	\$471,571	3,901	3,729
Primrose (T)	\$2,143,000	\$1,514,000	4	3	\$535,750	\$504,667	3,963	3,900
Roxbury (T)	\$2,155,000	\$2,495,000	2	6	\$1,077,500	\$415,833	5,625	3,192
Rutland (T)	\$4,589,000	\$1,480,000	7	4	\$655,571	\$370,000	4,450	2,963
Springdale (T)	\$4,617,000	\$5,790,000	5	10	\$923,400	\$579,000	5,830	4,260
Springfield (T)	\$2,399,000	\$2,297,000	3	5	\$799,667	\$459,400	4,383	3,350
Stoughton	\$16,388,000	\$5,497,000	50	16	\$327,760	\$343,563	2,341	2,784
Sun Prairie	\$43,889,000	\$55,570,000	109	143	\$402,651	\$388,601	2,589	2,735
Sun Prairie (T)	\$1,100,000	\$998,000	2	2	\$550,000	\$499,000	3,425	3,425
Vermont (T)	\$6,354,500	\$4,585,000	6	7	\$1,059,083	\$655,000	5,325	4,564
Verona	\$23,610,000	\$23,639,000	56	60	\$421,607	\$393,983	2,076	2,411
Verona (T)	\$17,271,000	\$18,530,000	19	23	\$909,000	\$805,652	5,358	5,722
Vienna (T)	\$2,812,000	\$1,270,000	4	2	\$703,000	\$635,000	4,263	4,175
Waunakee	\$44,332,000	\$56,512,000	94	124	\$471,617	\$455,742	2,488	2,596
Westport (T)	\$39,237,090	\$29,782,000	51	35	\$769,355	\$850,914	3,501	4,205
Windsor (T)	\$35,862,000	\$27,766,000	67	51	\$535,254	\$544,431	2,715	3,011
York (T)		\$1,601,000		4		\$400,250		3,375

**Year to Year January Comparison**

<b>YEAR</b>	<b>SUM</b>	<b>COUNT</b>	<b>AVG VALUE</b>	<b>AVG SQ FT</b>
2013	16,599,000	63	263,476	2,583
2014	16,226,000	55	295,018	2,856
2015	20,013,000	66	303,227	2,505
2016	19,131,000	67	285,537	2,395
2017	33,662,000	98	343,489	2,803
2018	39,133,000	107	365,728	2,711
2019	29,106,000	80	363,825	2,740
2020	36,595,000	94	389,308	2,705
2021	49,650,000	119	417,226	2,676
2022	40,521,000	90	450,233	2,736
2023	41,605,000	73	569,931	3,281

**Year to Date Comparison**

<b>YEAR</b>	<b>SUM</b>	<b>COUNT</b>	<b>AVG VALUE</b>	<b>AVG SQ FT</b>
2012	207,683,112	774	268,324	2,602
2013	298,915,400	1085	275,498	2,596
2014	310,566,000	1042	298,047	2,612
2015	361,148,000	1165	309,998	2,589
2016	396,336,669	1220	324,866	2,612
2017	428,143,465	1256	340,878	2,651
2018	463,379,000	1292	358,652	2,649
2019	438,053,774	1199	365,349	2,670
2020	521,663,719	1315	396,702	2,758
2021	611,495,000	1350	452,959	2,880
2022	611,622,790	1239	493,642	2,826

# MABA Financial Statement Update

## As of December 31, 2022



**CASH**  
Current Balance  
\$30K



**INVESTMENTS**  
Current Balance  
\$1.9M



**MEMBERSHIP**  
YTD Net Members  
+1 Members



**MEMBERSHIP**  
93 Builder  
311 Associate  
10 Affiliate



**MEMBERSHIP**  
Year to Date  
30 New Members

**From a lot loan to a dream home,  
we make it easy.**

"...the Settlers team did an exceptional job...during our construction loan process. They were knowledgeable, flexible and creative...we finished with the best possible outcome..."

~Benjamin D.



**KELLI EZZELL**

AVP, Mortgage Sales Mgr.  
NMLS #502466

**608.842.5031**



**CARISSA PETERSON**

AVP, MLO  
NMLS #709655

**608.842.5029**

SUBJECT TO CREDIT APPROVAL



**MEMBER FDIC**  
Timely decisions. People you know.

Learn more at  
[SettlersWI.com](http://SettlersWI.com)

**Settlers bank**  
Madison | Windsor | 608.842.5000



## 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.

**ZANDER**  
SOLUTIONS  
MADISON | MILWAUKEE

1.833.928.1429 | ZANDERSOLUTIONS.COM



## QUALITY

Starts Here

- Doors
- Design
- Windows
- Cabinetry
- Custom Millwork
- Lumber Supplies
- Wall Panels
- Trusses



**Brunsell**  
LUMBER AND MILLWORK

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

Madison Location  
4611 W. Beltline Hwy. Madison, WI 54711  
608.275.7171 800.295.7178

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

# Construction Loan Experts



## Ready to Dig In?

Local underwriting and decisions from mortgage experts.

Great loan options to fit your needs.

Highly experienced mortgage loan officers anticipate and handle the complexities of your home loan process.



**ONE  
COMMUNITY  
BANK**

*Feel Good Building*



oncommunity.bank | 608-838-3141

# PROVEN PARTNERS FOR RESIDENTIAL DEVELOPERS



Civil Engineering | Landscape Architecture  
Planning | Surveying | Water Resources

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 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

# Builders FirstSource

www.bldr.com

FIRSTSOURCE FOR  
QUALITY, VALUE, SERVICE.

High quality building materials for  
Homeowners & Professional  
Builders including:

- Lumber Packages
- Truss Manufacturing
- Doors & Windows



Photographer Credit: Jim Kruger

Middleton Lumber | 1987 Pleasant View RD. | Middleton, WI 53562 | 608.836.1941 | Mon. – Fri, 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**

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

**Proudly Providing Locally-Built Complete Component  
Building Packages for Over 50 YEARS  
Let Us Help You Shape Your Customers' Dreams**

[WINDSORBUILDS.COM](http://WINDSORBUILDS.COM) • 330 Atlas Ave Madison, WI 53714 • P: 608-241-2185 • e: [sales@windsorbuilds.com](mailto:sales@windsorbuilds.com)

## JANUARY 2023

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 2023

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 2023

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 2023

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 2023

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 2023

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 2023 EVENT CALENDAR

### JANUARY

- 20 - WBA Member Meeting & Installation
- 28-29 - Build & Remodel Expo
- 31- Feb 2 - International Builders Show

### FEBRUARY

- 9 - MABA Happy Hour

### MARCH

- 9 - BuildX Women in Construction Conference
- 16 - March Madness

### APRIL

- 13 - MABA Happy Hour
- 27 - Sporting Clays

### MAY

- 5 - Cinco de Mayo Happy Hour
- TBD - Career Day at Parade of Homes
- 24 - Beer, Brats & Builders

### JUNE

- 15 - Parade of Homes Preview Party
- 16-25 - Spring Parade of Homes
- 21 - WBA Celebration of Housing
- 22 - WB Foundation Golf Outing

### JULY

- 20 - MABA Foundation Golf Outing

### AUGUST

- 17 - Sporting Clays

### SEPTEMBER

- 13 - Golf Outing
- 28 - Oktoberfest

### OCTOBER

- Week of 2nd - Fall Career Day
- 5 - WBA Member Meeting Day
- 13-15 & 20-22 - Fall Parade of Homes

### NOVEMBER

- 1 - Silent Auction & Mayor's Club
- 15 - Annual Membership Meeting

### DECEMBER

- 7 - Holiday Party

## JULY 2023

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 2023

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 2023

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						

## OCTOBER 2023

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 2023

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		

## DECEMBER 2023

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					