

# PAVING THE WAY



July / August  
2023



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



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950 John Nolen Drive, Suite 185  
Madison, WI 53713

**(608) 661-0823**

# MABA UPCOMING EVENTS

## Fall Sporting Clays

THURSDAY, AUGUST 17

11:30-4PM

Milford Hills

Foursome \$400 Individual \$125 Station Sponsor \$250

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## MABA Golf Outing

WEDNESDAY, SEPTEMBER 13

10AM-6PM

Pleasant View Golf Course



Tourney Presented by



OKTOBERFEST

THURSDAY, SEPTEMBER 28

5-7PM

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## FALL PARADE OF HOMES

OCT 13-15 & 20-22

For more information, visit:

[MadisonFallParadeofHomes.com](http://MadisonFallParadeofHomes.com)

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## SILENT AUCTION

WEDNESDAY, NOVEMBER 1ST

5:30-8PM

Nakoma Golf Club

Premier Sponsor



Bar Sponsored by



Food Sponsored by



Learn more & register for MABA events at  
[member.maba.org/events/calendar/](http://member.maba.org/events/calendar/)

# AREA 10 LEADERSHIP CONFERENCE



Hosted by NAHB & Area 10 States

## DATE & LOCATION

October 12-13, 2023

Starts Oct. 12 at 1PM and concludes Oct. 13 at 1PM

**Crowne Plaza Suites MSP Airport - Mall of America**  
3 Appletree Square, Bloomington, Minnesota 55425  
Hotel Rate and Block: <https://bit.ly/Area10HotelBlock>

## TOPICS

Running Effective Meetings      Speak with Confidence  
Exceptional Board Transition      Association Shop Talks  
Recruitment Training              Workforce Development

## COST & RSVP

Event includes a Networking Reception Thursday evening and breakfast and lunch Friday

\$175 - Early Bird (ends August 31)

\$195 - Late Registration

RSVP Required:

<https://members.dsmhba.com/events/details/area-10-leadership-conference-28190>



## KEYNOTE

Senator Roger Moe

Roger Moe was elected to the Legislature in 1970 and represented Northwestern Minnesota's 2nd Senate District. Moe served until January 2003 and was the longest serving Senate Majority Leader in the history of the state serving in that position for 22 years.

He was the Democratic candidate for Lt. Governor in 1998 and Governor in 2002.

His numerous legislative achievements include the landmark measure streamlining of state higher education through creation of the Minnesota State Colleges and University System (M-State), champion of quality K-12 education and high standards, the Midwest Higher Education Commission, and author of the Environmental Trust Fund.

He presently is a member of the board of trustees for the Minnesota State Colleges and Universities and the Minnesota Board on Aging.





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## Happy Hour at the Parade of Homes June 20th- Windsor Gardens



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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.

## 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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- Home Renovation
- Bridge Loans
- Home Equity/Lines of Credit

### GMB Advantages

- Competitive Rates and Fees
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- Local Appraisal Partners

# PARADE OF HOMES IN REVIEW



26 Homes  
3 Parade Sites

6 Parade Site Homes  
20 Scattered-Site Homes

7,789 Tickets Sold

\$87,946 in Ticket Revenue



9,702 Visits to Parade Sites  
48,374 Visits to Scattered-Sites

6,022 Unique Visitors to  
Virtual Parade of Homes



## LICENSED PLUMBERS PROTECT THE HEALTH OF THE NATION

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Plumbers Union Local 75  
2102 E Springs Drive  
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## 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.



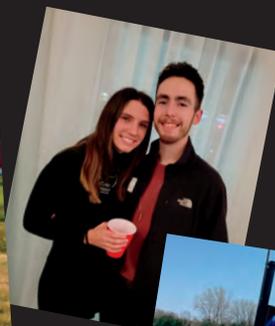
Interested in apprenticeship? Visit our website for more information: [www.plumbers75.com](http://www.plumbers75.com), or call us: 608.222.1650

# HAPPY 5 YEAR WORK *Anniversary, Lisa!*

Congratulations to our rockstar, Lisa Kratz, on her 5-year work anniversary! You've been with us so long you practically run the place. Your crazy detailed-oriented skills, and love for all things "MABA", are at the heart of all of MABA's fantastic events. We appreciate your hard work, dedication, and contributions to our team. Thank you, and happy work anniversary!

# *& Farewell, Julia!*

It is with a sad heart that we say farewell to our Marketing Manager, Julia Biedenbender. Life is about taking chances and seeing what the world has to offer. We wish you the best as you embark on this exciting, new adventure. It has been an honor to work with you and we thank you for your contributions to MABA!





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## BREW, BRATS & BUILDERS May 24th- Wisconsin Brewing Company





# MABA Foundation

## Golf Outing – July 20th



Thank you to all who attended the 1ST EVER MABA  
Foundation Golf Outing at University Ridge!  
presented by Pella Windows & Doors of Wisconsin!



# Spring Career Day

## May 10th

Over 150 students from 6 schools attended the Spring Career Day at the Parade of Homes site, Arboretum Village in Waunakee! MABA members volunteered and exposed the students to various skilled trades careers through presentations and hand-on activities, such as:



**Tile Cutting & Installation**



**Siding & Roofing Installation**



**Interior Design**



**HVAC & Plumbing**



Thank you to Livable Communities by Don Tierney for sponsoring this great event, and to all the presenters and chaperones for making this such a successful day!

# The McKenzie Regional Workforce Center IS OPEN!



**BOYS & GIRLS CLUBS**  
OF DANE COUNTY



**MADISON AREA**  
BUILDERS ASSOCIATION

## **MCKENZIE REGIONAL WORKFORCE CENTER**

On Saturday, July 15th the McKenzie Regional Workforce Center hosted its Grand Opening and Ribbon Cutting in grand style. The Madison Area Builders Association (MABA) was there to provide its continued support as the anchor partner, with the Boys & Girls Clubs of Dane County, of the McKenzie Regional Workforce Center!

MABA would like to thank John McKenzie and his family, Michael Johnson, and the amazing team at the Boys and Girls Clubs of Dane County.

Thank you to our MABA members, especially our Board of Directors, Skilled Trades Development Committee members and Chair, Ed Hoksbergen. Thank you to all of our financial and in-kind contributors including: Drexel Building Supply; Gerhard's & First Supply; Cambria; Coyle Carpet One; Olson Toon Landscaping; JSD Professional Services; Dave Jones; G.O. Loop; Tim O'Brien Homes; Veridian Homes; and so many more for their contributions and amazing work.

A special thank you to MABA's past and present staff, including current staff: Chad Lawler, Lisa Kratz, Peggy Meskan and Julia Biedenbender.

The McKenzie Workforce Center is now open and will provide an opportunity for our next generation of leaders to learn, grow, and explore. The opportunities to come are endless and we are excited to be a part of this legacy program!

# THANK YOU



**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)	\$1,848,000	\$725,000	4	2	\$462,000	\$362,500	2,963	2,850
Berry (T)	\$570,000	\$775,000	1	2	\$570,000	\$387,500	2,483	2,825
Black Earth (T)		\$450,000		1		\$450,000		3,800
Blue Mounds (T)	\$2,197,000	\$1,050,000	5	2	\$439,400	\$525,000	2,850	3,775
Bristol (T)	\$6,373,000	\$8,016,000	7	14	\$910,429	\$572,571	4,326	3,583
Burke (T)	\$750,000		1		\$750,000		3,850	
Cottage Grove	\$6,447,000	\$8,110,000	15	16	\$429,800	\$506,875	2,667	2,891
Cottage Grove (T)	\$1,623,000	\$2,812,000	3	5	\$541,000	\$562,400	3,383	4,150
Cross Plains	\$5,240,000	\$4,381,000	10	10	\$524,000	\$438,100	2,503	2,187
Cross Plains (T)	\$3,878,000		3		\$1,292,667		5,327	
Dane		\$870,000		2		\$435,000		2,123
Dane (T)	\$2,270,000	\$475,000	5	1	\$454,000	\$475,000	2,605	3,150
Deerfield (T)	\$220,000	\$704,000	1	1	\$220,000	\$704,000	1,550	5,100
DeForest	\$13,033,000	\$6,012,000	28	11	\$465,464	\$546,545	2,918	3,257
Dunn (T)	\$5,025,000	\$1,270,000	6	3	\$837,500	\$423,333	4,025	2,877
Fitchburg	\$31,484,000	\$25,698,000	69	69	\$456,290	\$372,435	3,018	2,323
Madison	\$42,344,000	\$40,756,000	109	101	\$388,477	\$403,525	2,254	2,396
Mazomanie (T)	\$2,753,000	\$350,000	5	1	\$550,600	\$350,000	3,810	2,850
McFarland	\$3,328,000	\$6,370,000	10	15	\$332,800	\$424,667	1,978	2,234
Medina (T)	\$520,000	\$890,000	1	2	\$520,000	\$445,000	3,150	3,175
Middleton	\$220,000	\$2,043,000	1	3	\$220,000	\$681,000	1,642	3,783
Middleton (T)	\$9,144,000	\$13,821,000	9	15	\$1,016,000	\$921,400	5,588	5,443
Montrose (T)	\$425,000	\$1,150,000	1	2	\$425,000	\$575,000	2,850	4,700
Mount Horeb	\$5,620,000	\$8,727,000	14	21	\$401,429	\$415,571	1,767	2,840
Oregon	\$15,985,000	\$15,614,000	28	36	\$570,893	\$433,722	2,892	2,593
Oregon (T)	\$620,000	\$1,041,000	1	2	\$620,000	\$520,500	4,350	3,825

<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>
Perry (T)		\$150,000		1		\$150,000		1,550
Pleasant Springs (T)	\$2,651,000	\$3,400,000	2	4	\$1,325,500	\$850,000	7,350	4,870
Primrose (T)	\$1,471,000	\$475,000	2	1	\$735,500	\$475,000	4,355	3,400
Roxbury (T)	\$961,000		1		\$961,000		5,330	
Rutland (T)	\$750,000	\$2,399,000	1	4	\$750,000	\$599,750	4,550	4,438
Springdale (T)	\$2,745,000	\$2,392,000	4	2	\$686,250	\$1,196,000	3,825	7,475
Springfield (T)	\$399,000	\$1,299,000	1	2	\$399,000	\$649,500	2,850	4,400
Stoughton	\$10,644,000	\$6,729,000	28	20	\$380,143	\$336,450	2,649	2,255
Sun Prairie	\$17,917,000	\$21,739,000	40	54	\$447,925	\$402,574	3,093	2,716
Sun Prairie (T)	\$990,000	\$650,000	2	1	\$495,000	\$650,000	3,350	4,300
Vermont (T)	\$400,000	\$2,358,500	1	2	\$400,000	\$1,179,250	2,250	6,675
Verona	\$11,699,000	\$10,135,000	30	25	\$389,967	\$405,400	2,661	2,101
Verona (T)	\$6,206,000	\$7,622,000	7	9	\$886,571	\$846,889	5,071	5,417
Vienna (T)	\$1,350,000		2		\$675,000		3,904	
Waunakee	\$20,974,000	\$22,329,000	40	47	\$524,350	\$475,085	2,689	2,526
Westport (T)	\$6,202,000	\$15,097,000	8	22	\$775,250	\$686,227	3,621	3,380
Windsor (T)	\$18,328,000	\$17,037,000	36	34	\$509,111	\$501,088	2,536	2,536

### Year to Year May Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2013	26,055,000	98	265,867	2,540
2014	26,917,000	92	292,576	2,615
2015	34,673,000	108	321,046	2,654
2016	50,067,499	143	350,122	2,635
2017	40,520,000	114	355,438	2,828
2018	39,564,000	116	341,068	2,581
2019	33,872,000	89	380,584	2,762
2020	31,994,000	91	351,582	2,514
2021	49,015,000	114	429,956	2,807
2022	55,689,500	112	497,227	2,706
2023	48,835,000	93	525,107	3,022

### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2013	108,069,000	409	264,227	2,529
2014	120,318,000	417	288,532	2,606
2015	151,958,000	488	311,389	2,609
2016	169,221,499	528	320,495	2,557
2017	177,724,466	534	332,817	2,619
2018	192,075,000	557	344,838	2,594
2019	181,940,774	501	363,155	2,723
2020	197,662,000	504	392,186	2,762
2021	261,518,000	613	426,619	2,773
2022	265,921,500	565	470,657	2,801
2023	265,604,000	542	490,044	2,849

**Municipality Report**

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Albion (T)	\$1,848,000	\$725,000	4	2	\$462,000	\$362,500	2,963	2,850
Berry (T)	\$1,120,000	\$2,275,000	2	4	\$560,000	\$568,750	2,817	3,975
Black Earth (T)		\$450,000		1		\$450,000		3,800
Blue Mounds (T)	\$3,197,000	\$1,050,000	7	2	\$456,714	\$525,000	2,893	3,775
Bristol (T)	\$7,498,000	\$10,166,000	9	17	\$833,111	\$598,000	3,982	3,659
Burke (T)	\$750,000		1		\$750,000		3,850	
Cottage Grove	\$8,626,000	\$10,110,000	19	20	\$454,000	\$505,500	2,734	2,819
Cottage Grove (T)	\$2,123,000	\$3,358,000	4	6	\$530,750	\$559,667	3,325	4,092
Cross Plains	\$7,135,000	\$4,811,000	14	11	\$509,643	\$437,364	2,433	2,148
Cross Plains (T)	\$3,878,000	\$1,550,000	3	2	\$1,292,667	\$775,000	5,327	4,700
Dane		\$870,000		2		\$435,000		2,123
Dane (T)	\$2,270,000	\$1,810,000	5	3	\$454,000	\$603,333	2,605	3,712
Deerfield (T)	\$220,000	\$704,000	1	1	\$220,000	\$704,000	1,550	5,100
DeForest	\$15,021,000	\$8,013,000	32	14	\$469,406	\$572,357	2,837	3,199
Dunn (T)	\$5,025,000	\$2,390,000	6	4	\$837,500	\$597,500	4,025	3,795
Fitchburg	\$34,382,000	\$29,655,000	77	79	\$446,519	\$375,380	3,022	2,325
Madison	\$61,725,000	\$56,192,000	163	135	\$378,681	\$416,237	2,224	2,445
Mazomanie (T)	\$2,753,000	\$350,000	5	1	\$550,600	\$350,000	3,810	2,850
McFarland	\$3,328,000	\$7,130,000	10	17	\$332,800	\$419,412	1,978	2,177
Medina (T)	\$520,000	\$890,000	1	2	\$520,000	\$445,000	3,150	3,175
Middleton	\$570,000	\$2,043,000	2	3	\$285,000	\$681,000	1,847	3,783
Middleton (T)	\$9,769,000	\$18,800,000	10	23	\$976,900	\$817,391	5,444	5,041
Montrose (T)	\$425,000	\$1,150,000	1	2	\$425,000	\$575,000	2,850	4,700
Mount Horeb	\$8,599,000	\$10,554,000	20	25	\$429,950	\$422,160	2,118	2,798
Oregon	\$20,039,000	\$20,537,000	38	45	\$527,342	\$456,378	2,844	2,682
Oregon (T)	\$620,000	\$2,891,000	1	4	\$620,000	\$722,750	4,350	5,013

<b>Municipality</b>	<b>2023 Total</b>	<b>2022 Total</b>	<b>2023 Starts</b>	<b>2022 Starts</b>	<b>2023 Avg. Value</b>	<b>2022 Avg. Value</b>	<b>2023 Avg. Sq Ft</b>	<b>2022 Avg. Sq Ft</b>
Perry (T)	\$650,000	\$750,000	1	2	\$650,000	\$375,000	4,350	2,675
Pleasant Springs (T)	\$2,651,000	\$3,400,000	2	4	\$1,325,500	\$850,000	7,350	4,870
Primrose (T)	\$1,471,000	\$2,143,000	2	4	\$735,500	\$535,750	4,355	3,963
Roxbury (T)	\$961,000		1		\$961,000		5,330	
Rutland (T)	\$750,000	\$2,399,000	1	4	\$750,000	\$599,750	4,550	4,438
Springdale (T)	\$3,595,000	\$3,617,000	5	4	\$719,000	\$904,250	4,172	5,600
Springfield (T)	\$399,000	\$1,299,000	1	2	\$399,000	\$649,500	2,850	4,400
Stoughton	\$14,437,000	\$8,304,000	36	25	\$401,028	\$332,160	2,688	2,246
Sun Prairie	\$24,171,000	\$25,853,000	49	62	\$493,286	\$416,984	3,327	2,711
Sun Prairie (T)	\$990,000	\$1,100,000	2	2	\$495,000	\$550,000	3,350	3,425
Vermont (T)	\$400,000	\$2,823,500	1	3	\$400,000	\$941,167	2,250	5,483
Verona	\$17,027,000	\$13,133,000	41	32	\$415,293	\$410,406	2,590	2,073
Verona (T)	\$6,206,000	\$8,892,000	7	11	\$886,571	\$808,364	5,071	5,209
Vienna (T)	\$1,350,000		2		\$675,000		3,904	
Waunakee	\$25,735,000	\$27,352,000	48	56	\$536,146	\$488,429	2,744	2,597
Westport (T)	\$6,802,000	\$17,731,000	9	25	\$755,778	\$709,240	3,469	3,333
Windsor (T)	\$21,838,000	\$21,366,000	41	43	\$532,634	\$496,884	2,632	2,650

### Year to Year June Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2013	24,031,000	94	255,648	2,425
2014	31,732,000	102	311,098	2,660
2015	36,614,000	113	324,017	2,753
2016	33,836,500	111	304,833	2,629
2017	39,796,000	117	340,136	2,707
2018	33,540,000	101	332,079	2,452
2019	40,465,000	115	351,869	2,567
2020	44,214,000	117	377,897	2,778
2021	42,244,000	97	435,505	2,873
2022	72,715,000	139	523,129	3,004
2023	58,907,000	123	478,918	2,777

### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2013	132,100,000	503	262,624	2,509
2014	152,050,000	519	292,967	2,617
2015	188,572,000	601	313,763	2,636
2016	203,057,999	639	317,774	2,570
2017	217,520,466	651	334,132	2,635
2018	225,615,000	658	342,879	2,573
2019	222,405,774	616	361,048	2,694
2020	241,876,000	621	389,494	2,765
2021	303,762,000	710	427,833	2,787
2022	338,636,500	704	481,017	2,841
2023	330,874,000	684	483,733	2,815

# MABA Financial Statement Update

As of June 30, 2023



## CASH

Current Balance  
\$145K



## INVESTMENTS

Current Balance  
\$1.8M



## MEMBERSHIP

YTD Net Members  
-14 Members



## MEMBERSHIP

92 Builder  
298 Associate  
10 Affiliate



## MEMBERSHIP

YTD New Members  
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