



WISCONSIN BUILDERS ASSOCIATION

MEMBER MEETING DAY

GROUP MEETINGS
BOARD OF DIRECTORS MEETING

October 1, 2020
Virtual

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**WISCONSIN
BUILDERS
ASSOCIATION**

Protecting the American Dream

Member Meeting Day
October 1, 2020

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WBA Member Meeting Day at a Glance

October 1, 2020

Virtual

9:00AM – 10:35AM: **Advocacy Group Meeting.**

10:45AM – 12:00PM: **Membership & Local Officers Group Meeting.** Featuring presentation by new member benefit Sales and Income Tax Advisory Network, LLC CEO Holly Hoffman

1:00PM – 3:00PM: **Board of Directors Meeting.** Featuring discussion regarding dues increase and guest speaker Congressman Gallagher



BOARD OF DIRECTORS AGENDA

10/1/20

1:00 pm to 3:00 pm

- I. Call to Order: President Jeff Dorner
 - A. President's announcements
 - i. Introduction of guest speaker Congressman Mike Gallagher
 - ii. Thank you to our 2020 sponsors:
 - i. Member Meeting Day: Axley (\$5000)
 - ii. Silver Sponsor (\$5000): Wisconsin Building Supply and WPS Insurance
 - iii. Bronze Sponsor (\$2500): LP Building Solutions and Windsor Building Systems
 - B. Explanation of voting and being recognized to speak by Executive Director Brad Boycks
 - C. Consent Agenda
 - i. Approval of the June 24, 2020 WBA Member Meeting Minutes
 - ii. Approval of the August 2020 Financial Statement
 - iii. Approval of NAHB Leadership Council positions for 2021:
 - a. Associate: John Kassner
 - b. Builder: Abe Degnan
 - c. State Representative: Brian McKee

Proposed Motion: Approval of the Consent Agenda
- II. WBA Treasurer Cory Sillars
 - A. Presentation of dues increase of \$15 in 2021, \$10 in 2022, and \$5 in 2023 by Finance Chair Chad Wuebben
Proposed Motion: Approval to increase WBA dues by \$15 in 2021, \$10 in 2022, and \$5 in 2023
 - B. Presentation of 2021 WBA Budget by Finance Chair Chad Wuebben
Proposed Motion: Approval of the 2021 WBA Budget
- III. NAHB Report: State Representative Brian McKee
- IV. WB Foundation Report: WB Foundation President Greg Schaffer
- V. Association and Advocacy Update: Executive Director Brad Boycks
 - A. Presentation of the 2021-2022 WBA Advocacy Agenda
Proposed Motion: Approval of the 2021-2022 WBA Advocacy Agenda
- VI. Thank You and Adjournment: President Jeff Dorner

Upcoming 2020 Meetings and Events:

- A. WB Foundation Meeting, Thursday, October 15, via Zoom
- B. Executive Committee, Thursday, December 3, via Zoom
- C. Finance Committee, Thursday, December 10, via Zoom



- I. Call to order of the Board of Directors by President Jeff Dorner at 1:05 PM
 - A. President's Announcements:
 1. Thank you to 2020 sponsors to include Axley and Wisconsin Building Supply, Silver Sponsors; LP Building Solutions and Windsor Building Systems, Bronze Sponsors
 - B. Consent Agenda: **M/S/A**
 1. Approval of the February 7, 2020 WBA Member Meeting Minutes
 2. Approval of the May 2020 Financial Statement
- II. Treasurer Cory Sillars
 - A. May membership numbers are down
 - B. Presentation of WBA 3-year budget projection and discussion of future dues increase by Chad Wuebben
 - i. Dues increase over a three year period of \$15/\$10/\$5 to be allocated as \$15 to operations in the first year; \$10 to Bic in the second year and a \$3/\$2 split between operations and BIC respectively in the third year.
 - ii. Timing of a dues increase will be discussed at the October when the effect of the pandemic can be better evaluated.
 - iii. The consensus of the board was supportive of the three year budget draft as presented
 - iv. Final in-person vote will be at the October meeting at SentryWorld on October 1, 2020
- III. President-Elect Abe Degnan
 - A. President's Installation is scheduled for January 22, 2021 in WI Dells
 - B. General consensus is to continue planning event in the same format as previous years with the knowledge it may have to follow restrictions in place at that time
- IV. NAHB Report by Brian McKee:
 - A. Housing starts are down due to COVID-19; housing sales are still active. Forecast is a possible 1.5% increase for the year according to NAHB Economist Robert Dietz
 - B. Membership numbers are flat
 - C. LEGCON was virtual and focused on skilled worker funding
- V. Dawn McIntosh reported on Professional Women in Building
 - A. PWC is now a regional charter member of NAHB's PWC with over 60 members in the Madison and Milwaukee areas.
 - B. PWC is holding a women's conference, Build X, on October 15, 2020 at the Hilton Garden Inn in Sun Prairie.
- VI. WB Foundation President Greg Schaffer
 - A. The golf outing has been moved to Trapper's Turn, WI Dells since SentryWorld has closed their course.
 - B. The Foundation awarded 5 matching scholarships totaling \$3,400

- C. The Foundation sponsored 87 student registration for the 2020 B4 conference
- VII. Advocacy and Association Update by Executive Director, Brad Boycks
 - A. WBA lobbied for the continuation of residential construction during the “Safer at Home” Executive Order
 - B. With the help of Attorney Robert Procter, WBA was a leader in disseminating information to members concerning the Executive Order
 - C. WBA won three NAHB Association Excellence Awards
- VIII. Thank you and adjournment by President Jeff Dorner at 2:38 PM

ATTENDANCE:

Brandon Bartow	Michelle Beyreis	Mark Brehmer	Lance Brunkow
Glenn Christel	Abe Degnan	Brian Depies	Mike Derrick
Ron Derrick	Jim Doering	Jeff Dorner	Greg Drusch
Tim Duquaine	Mark Etrheim	Alex Forer	Ashly Hartmann
Ray Hoffman	Ed Hoksbergen	Steve Huben	Karl Kaufman
Harvey Kessel	Angie Kieta	Amanda Kurt	Norman Larson
Kraig Lassig	Alex Lindus	Mike Marthaler	Dawn McIntosh
Brian McKee	Chad Miller	Alecia Plaetz	Dennis Pawlak
Jim Reif	Jeremy Riley	Greg Schaffer	Dan Schneider
Jordan Shaline	Cory Sillars	Jason Sjostrum	John Stoker
Jody Swenson	Jonathan Synovic	Tom Thompson	Chris Wilcox
Fred Wilmsen	Chad Wuebben	Justin Wurzer	Bill Zach

EXECUTIVE OFFICERS:

Jamie Zastrow	Christina Thrun	Kathy Raab	Jodi Vandermolen
Robyn Harper	Tena Hartwig	Alisha Cunningham	Sarah Dowidat
Mari Charles			

GUESTS:

Toby Van Sistine	Pan Heineck	Chuck Elliott	Alec Swenson
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Wisconsin Builders Association
WBA Statement of Financial Position (Unaudited)
As of August 31, 2020

	Aug 31, 20	Aug 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings	432,484	407,849	24,635	6%
Accounts Receivable	84,392	92,342	(7,950)	(9%)
Other Current Assets	7,586	8,416	(830)	(10%)
Total Current Assets	524,462	508,607	15,855	3%
Fixed Assets	3,950	10,693	(6,743)	(63%)
Other Assets				
1850 - Long-Term Investment Account				
1860 - Designated Building Fund	707,748	707,748	0	0%
1870 - Accrued Earnings	338,743	214,528	124,215	58%
Total 1850 - Long-Term Investment Account	1,046,491	922,276	124,215	13%
1390 - Security Deposits	2,607	2,107	500	24%
Total Other Assets	1,049,098	924,383	124,715	13%
TOTAL ASSETS	1,577,510	1,443,683	133,827	9%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable	12,246	10,320	1,926	19%
Other Current Liabilities	237,574	227,751	9,823	4%
Total Current Liabilities	249,820	238,071	11,749	5%
Total Liabilities	249,820	238,071	11,749	5%
Equity				
31500 - Designated Net Assets (BLAR)	177,307	185,828	(8,521)	(5%)
32000 - Undesignated Net Assets	984,627	811,020	173,607	21%
Net Income	165,756	208,764	(43,008)	(21%)
Total Equity	1,327,690	1,205,612	122,078	10%
TOTAL LIABILITIES & EQUITY	1,577,510	1,443,683	133,827	9%

Wisconsin Builders Association
Profit & Loss Budget Performance (Unaudited)
 January through August 2020

	Jan - Aug 20	YTD Budget	% of Budget	Annual Budget
Ordinary Income/Expense				
Income				
4010 · Dues Revenue	312,833	328,246	95%	492,370
4300 · Administrative Fees Income	36,000	36,000	100%	54,000
41000 · Non-Dues Revenue	82,752	50,300	165%	75,450
4040 · Prior Year Building Fund Income	0	23,336	0%	35,000
Total Income	431,585	437,882	99%	656,820
Expense				
50000 · Administrative Expense	270,103	295,098	92%	442,650
5810 · Association Activities	61,257	73,239	84%	109,867
5999 · Operational Expense	60,085	69,545	86%	104,303
Total Expense	391,445	437,882	89%	656,820
Net Ordinary Income	40,140	0	100%	0
Other Income/Expense				
Other Income				
8300 · Other Income	135,301			
Total Other Income	135,301			
Other Expense				
8100 · Other Expense	9,685			
Total Other Expense	9,685			
Net Other Income	125,616			
Net Income	165,756	0	100%	0



Question and Answers Concerning the WBA 3-Year Budget Projection

- **What has changed from the 3-year budget draft that was discussed during the February Board of Directors Meeting?**
 - The finance committee initially recommended a one-time \$30 dues increase to go into effect in 2021
 - After hearing feedback from the board of directors and during follow up meetings with local HBA leaders across the state, the finance committee is now recommending increasing dues by \$15 in 2021, \$10 in 2022, and \$5 in 2023.
 - Since the February board of directors meeting, the finance committee and executive committee has meet two times to further discuss this topic.
 - The current proposal was also shared with the WBA Board of Directors during the June 24 with no objections stated from attendees.

- **What is the current breakdown of WBA dues?**
 - WBA dues have been \$160 since 2008. Dues were raised by \$30 in 2007 to be used as a funding source for the Building Industry Council (BIC).
 - \$130 goes to fund WBA operations with \$5 of the \$130 going to fund the [Builders Legal Action and Research Fund \(BLAR Fund\)](#)
 - \$30 goes to fund the [Building Industry Council](#)

- **In addition to the flat revenue numbers, what is driving the need for additional revenues?**
 - Decrease to the WB Foundation administrative fee from \$54,000 per year to \$25,000 per year to be more in line with actual costs and to assure the longtime health of the WB Foundation.
 - Modest growth in membership over the next 3 years
 - Covering the cost of publishing the Badger Builder (previously done at no cost to WBA)
 - In the process of creating a pilot program where the WBA Director of Operations will be spending more time traveling in person to local HBAs to be a resource for matters concerning accounting, membership, database management and integration with the NAHB WMS system, as well as a liaison between HBAs and WBA in bring local matters to the state level. In order to carry out this program in the future we need to increase the dollars available to support this effort and pay for travel costs.
 - An increase in funding for the EO Summit to now include paying mileage for local HBA staff to attend. Total cost for HBA staff to attend including mileage would be \$0.
 - Inflationary cost increases for staff expenses and the WBA office space

- **Why do we need more dollars for the Building Industry Council (BIC)?**
 - Currently, \$30 per member fund the BIC. In 2019, members contributed \$111,128.49 to BIC via dues.
 - BIC is a separate legal entity, but affiliated with WBA, and established under Section 501 (c)(4) of the Internal Revenue Code.
 - BIC works to keep Wisconsin's economy strong through its public education and advocacy efforts.
 - The ability to spend dollars on issue advocacy campaigns is a key part of our ability to pass and defeat legislation at the state capitol.
 - While the dollars that are raised and spent by BIC seem large, they are much smaller than the dollars raised and spent by liked-minded groups and those groups who have public policy initiatives that are completely opposite of ours.

First	Last	Title	Local
Steve	Atkins	Past President	BCHBA
Brandon	Bartow	Past Presidents	MCHBA
Jennifer	Baudry	BOD	ERHBA
David	Belman	Past Presidents	MBA
Mark	Brehmer	Life Directors	MABA
Lance	Brunkow	Director	CVHBA
Brian	Depies	Director	MBA
Michael	Derrick	Director	SCVHBA
Ron	Derrick	Past Presidents	SCVHBA
Tom	Dier	Director	DCHBA
Jim	Doering	Life Director	MBA
Jeff	Dorner	Executive Committee	DCHBA
Greg	Drusch	Director	WHBA
Tim	Duquaine	Director	DCHBA
Chuck	Elliott	Past President	MABA
Mark	Etrheim	Past Presidents	LABA
Alex	Forer	Executive Committee	WABA
Ashly	Hartmann	Director	HBA
Ray	Hoffman	Executive Committee	MBA
Ed	Hoksbergen	Director	MABA
Steve	Huben	Life Directors	BCHBA
Seth	Joswiak	Director	WABA
Karl	Kaufman	Director	BCHBA
Harvey	Kessel	Executive Committee	MABA
Angie	Kieta	Director	MABA
Amanda	Kurt	Director	LBA
Norman	Larson	Director	WABA
Alex	Lindus	BOD	SCVHBA
Dawn	McIntosh	Life Directors	MABA
Brian	McKee	Executive Committee	MABA
Chad	Miller	Director	WHBA
Don	Miller	Life Directors	MBA
Dennis	Pawlak	Life Directors	CVHBA
Ted	Peotter	Life Director	WABA
Alecia	Plaetz	Director	CVHBA
Robert	Procter	Director	MABA
Kim	Reed	Life Directors	BCHBA
Jim	Reif	Life Directors	MCHBA
Greg	Schaffer	Life Directors	MABA
Dan	Schneider	Past President	MSHBA
Andy	Selner	Director	BCHBA
Jordan	Shaline	Director	BCHBA
Cory	Sillars	Executive Committee	WABA
John	Stoker	Director	MBA
Jody	Swenson	Director	LABA

First	Last	Title	Local
Bridget	Tally-Brill	Director	SCHBA
Tom	Thompson	Life Directors	LABA
Donald	Tierney	Director	MABA
Andy	Voeltner	Director	MABA
Fred	Wilmsen	Director	BCHBA
Chad	Wuebben	Life Directors	MABA
Justin	Wurzer	Director	SCVHBA
Bill	Zach	Director	MBA

2021 DRAFT BUDGET

Assumptions:		APPROVED	OPTION 1	OPTION 2
		2020	2021	2021
3700	Base Number of Members (2018)			
Increase in membership base number (Membership growth)		1.5%	0.5%	0.5%
Dues/member		160	175	160
BIC Allocation of Dues		30	30	30
BLAR Allocation of Dues (No increase)		5	5	5
Admin Fees (Foundation admin fee set to reflect actual)		0.0%	\$ 25,000	\$ 25,000
Increase in Non-Dues Revenue (Actively pursue corporate)		0.5%	20.0%	20.0%
Investment Account (Restricted amount)		\$ 707,748	\$ 707,748	\$ 707,748
Return on investment		3.0%	3.0%	3.0%
Increase in Administrative Expenses		3.0%	3.0%	3.0%
Increase in Association Activities		0.2%	0.5%	0.5%
Increase in Operational Expenses		0.5%	0.5%	0.5%
Increase in Other Income (Investment Account * Return)		21,232	21,869	21,869
Increase in Other Expense		0.5%	0.5%	0.5%
Membership (Builder & Associate)		APPROVED	PROJECTION	
		2020	2021	2021
		3774	3795	3795
		175	175	175
Income				
4010 - WBA Dues with BLAR		492,370	552,025	495,100
4010 - BIC Dues Revenue		113,220	113,850	113,850
4300 - Administrative Fees Income		54,000	25,000	25,000
41000 - Non-Dues Revenue		55,450	66,540	66,540
'4500 - President's Installation		59,838	59,838	59,838
4040 - Prior Year Building Fund Income		35,000	25,000	25,000
Total Income		809,878	842,253	785,328
Expense				
Administrative Expense				
5000 - Salaries		341,301	351,540	351,540
52000 - Payroll Taxes		25,462	26,225	26,225
51000 - Employee Benefit Expense		61,058	62,890	62,890
53000 - Travel & Professional Developmt		14,829	20,274	20,274
Total Administrative Expense		442,650	460,929	460,929

Association Activities			
5844 · BIC Expense	113,220	113,850	113,850
5860 · Advocacy Expenses	24,776	24,900	24,900
5313 · Board/Executive Committee	18,154	18,245	18,245
5865 · BLAR Expense	18,722	18,816	18,816
6400 · Presidents Installation Expense	39,838	39,838	39,838
5825 · Marketing & Badger Builder	24,000	24,000	24,000
5320 · NAHB State Representative	5,111	5,137	5,137
5320 · NAHB State Directors	1,533	1,541	1,541
5325 · Area 10 Annual Contribution	1,872	1,881	1,881
0 · Membership Promotion and Communicati	7,943	7,983	7,983
5830 · Recognition Expense	1,712	1,721	1,721
5800 · Framework for the Future Symposium (Strategic Plan)	-	3,500	3,500
5800 · Meetings & EO Summit	5,150	7,500	7,500
6200 · Code Hotline	895	899	899
Total Association Activities	262,926	269,809	269,809
Operational Expense			
5870 · Professional Fees	12,744	12,808	12,808
5410 · Office Operations	34,076	34,246	34,246
5400 · Business Insurance	3,759	3,777	3,777
5425 · Office Equip Maint & Lease	4,703	4,727	4,727
Operational Review		5,000	5,000
5500 · Office Space Rental	48,000	50,000	50,000
5900 · Miscellaneous Expense	1,020	1,025	1,025
Total Operational Expense	104,302	111,584	111,584
Net Ordinary Income	(0)	(68)	(56,994)
Total Other Income	21,232	21,869	21,869
Total Other Expense (includes Depreciation)	18,729	8,000	8,000
Net Income	2,503	13,801	(43,125)



**WISCONSIN
BUILDERS
ASSOCIATION**
2021-2022 Advocacy Agenda

Building and code issues:

- Assure municipalities are not able to use “police powers” to regulate things like shoreland zoning and one and two-family building codes
- Clarify that homes that proceed without a final inspection as stated in SPS 320.10 (3)(h)(2), “Occupancy may proceed in accordance with local ordinances if the inspection has not been completed by the end of the fifth business day following the day of notification or as otherwise agreed between the applicant and the department or municipality”, would not affect the ability to then receive an occupancy permit
- Work with the Joint Committee for the Review of Administrative Rules to change the commercial building code that requires “two exits or exit access doorways from any space” which is a cross reference to IBC 10006.2.1.
- Changes to the contractor certification requirements per the WBA Contractor Certification Subcommittee with recommendations from the Advocacy Group on 6.24.20

Development Issues:

- Changes to TRANS 233 to allow flexibilities for minor projects in highway right of ways, utility easements, and buffer areas (landscaping, signs, parking lots) that the current rule does not allow
- Reintroduction of “Workforce Housing Tax Incremental District” provision if not passed to conclude the 2019-2020 legislative session
- Clarifying statute changes on bonding used for infrastructure and the process for conditional use permits
- Preempt the use of statutory protest by municipalities
- Working with the League of Municipalities to pass a statute that requires all municipalities to connect roads between them. Many town’s refuse to allow a village or city to connect to the town’s roads to prevent development and annexations.
- Incorporate into the annexation statute a definition for contiguity that reflects the Wisconsin Supreme Court’s opinion in the Kohler annexation case

Impact Fees:

- Review the current impact fee state statutes and consider recommendations to modernize and streamline the process for collection of these fees

Tort Reform Issues:

- As a member of the Wisconsin Civil Justice Council, continue to support legislative and state budget initiatives “promoting fairness and equity in Wisconsin’s Civil Justice System”

Tax/Business Issues:

- Maintain current law regarding Use Value Assessment of agricultural land

Remodeling Issues:

- Continue to pursue changes to DATCP 110 either via administrative rule change or legislative change to make it easier to follow to assure compliance



I. Meeting called to order at 9:03 by President Jeff Dorner

a) President's Announcements

- i. Committee members were updated on outreach efforts to local HBAs which will include one additional letter to local HBA presidents

- b) A presentation on a new affinity program was given by Holly Hoffman, CEO and Founding Partner of the Sales and Income Tax Advisory Network, LLC. This new offering would give members a discount on sales and income tax services.

M/S/A of the affinity partner application for the Sales and Income Tax Advisory Network, LLC

- c) Dates for future WBA Executive Committee Meetings in 2020:

- i. Thursday, December 3

- d) Dates for WBA Member Meeting Days in 2020:

- i. Thursday, October 1, SentryWorld

- e) Review and approval of minutes from the June 2 executive committee meeting

M/S/A minutes from the June 2, 2020 executive committee meeting

II. Treasurers Report

Cory Sillars

- a) Treasurer Sillars gave a summary of the current WBA financial status which included dues revenue being down slightly (95% of budget), non-dues revenue is 175% of budget, and administrative expenses, association activities, and operational expenses all running below budget due largely to the pandemic. The statewide membership number is down 4.6% which continues to be a concern but with a strong summer and membership efforts in the fall it is hoped those number will turn back in the right direction.

M/S/A of the WBA finance report through June 30, 2020

- b) The committee again discussed the \$15-10-5 dues increase for 2021, 2022, and 2023 as recommended by the finance committee and disused during the 6.24.20 board meeting

M/S/A recommend to the WBA Board of Directors to increase WBA dues by \$15 in 2021, \$10 in 2022, and \$5 in 2023 (\$175, \$185, \$190)

- c) There was discussion of two 2021 WBA budgets to be forwarded to the board. One would be offered if the dues increase is approved and the other would be offered if the dues increase is not approved and would rely on cash reserves to balance the budget in 2021.

M/S/A of one draft budget that includes \$15 dues increase in 2021 and another version that includes no dues increase for consideration by the WBA Board of Directors on October 1

III. Governance

Abe Degnan

- a) President Elect Degnan stated that planning for the 2021 installation dinner continues and the event will be held on Friday, January 22, 2021 in the Wisconsin Dells. Two \$5000 sponsors have already been secured and a "safe the date" email notice to members is in the works to go out soon.

- b) A discussion of a pilot program in which the WBA Director of Operations would make additional out of office visits to local HBAs to work with local HBA executive officers as an additional resource. This program would start on November 1, 2020 and continue through 2021.

M/S/A the local HBA/EO outreach pilot program beginning November 1, 2020 if current WBA budget allows and the 2021 WBA budget is approved in October with additional funding for travel in 2021

IV. WB Foundation

Joan Olson

- a) The WB Foundation held a successful golf outing on August 12 with over 110 golfers. With additional games and activities, the event is likely to have raised over \$20,000 for scholarships for students going into the trades.
- b) Recently WBF President Greg Schaffer announced that he would be stepping down from his leadership role with the WB Foundation. President Dorner, President Schaffer, and staff will be discussing future options for foundation leadership and future best practices in the coming months.

V. NAHB Update

Brian McKee

- a) State Representative McKee updated the group on NAHB lobbying efforts in preparation of one additional pandemic related bill. Additional lobbying efforts on the federal level are also centered around easing Canadian lumber tariffs.
- b) NAHB is moving forward with the International Builders Show and is monitoring other large trade shows and surveying the membership on how to proceed in 2021
- c) Committee members expressed concerns with supply chain delays, and it was stated that issue is also being discussed by NAHB

VI. Advocacy and Association Update

Brad Boycks

- a) Committee members were reminded to check in with their assigned local HBAs to schedule an in person visit if possible this fall/winter
- b) The committee was asked to review and approve the final list of "WBA Friends of Housing" award winners that was previously reviewed by the WBA Advocacy Group
M/S/A the 2020 WBA Friends of Housing winners
- c) Stand up for Housing efforts to contact members directly about BBW-PAC and BDF Conduit contributions have been successful in sending over \$5700 to candidates and \$4400 to the BBW-PAC over the past month.
- d) Approval of the following BBW PAC requests were considered (current BBW PAC balance is \$12,396.96):
 - i. \$4000 Assembly Republican Campaign Committee (RACC)
 - ii. \$2000 State Senate Candidate Rob Stafholt
 - iii. \$1000 Assembly Democrat Campaign Committee (ADCC)
 - iv. \$1000 State Senate Democrat Committee (SSDC)
 - v. \$1000 State Rep. John Jagler (R-Watertown)
 - vi. \$500 State Rep. John Nygren (R-Marinette)
 - vii. \$500 State Rep. Dan Knodl (R-Germantown)
 - viii. \$250 State Rep. Terry Katsma (R-Oostburg)

M/S/A of the above expenditures from the BBW-PAC

VII. Adjournment

Jeff Dorner

- a) ***M/S/A to adjourn at 10:58 am***

Attendance: Brian McKee, Harvey Kessel, Abe Degnan, Jeff Dorner, Ray Hoffman, Cory Sillars, Mike Howe, Terry Welnicke, Mike Derrick, Alex Forer, and Brad Boycks (non-voting)

Additional WBA Staff and guests: Holly Hoffman, Joan Olson, and Alicia Naleid



ADVOCACY GROUP AGENDA

10/1/20

9:00 am to 10:35 am

- I. Call to order, sign-in for attendance done via name on Zoom and via Zoom chat feature
- II. Introduction of guest speaker DNR Secretary Preston Cole (invited)
- III. **Proposed motion: Approve Advocacy Group meeting minutes from 6.24.20**
- IV. Introduction of Old Business
 - A. Final discussion and approval of the 2021-2022 WBA Advocacy Agenda which includes the suggested revisions to the contractor certification law
Proposed motion: Approval of the 2021-2022 WBA Advocacy Agenda
- V. New Business
 - A. Updated on targeted races to watch in the state assembly and state senate
- VI. Political Affairs
 - A. Update on email and calling efforts for the BBW PAC
 - B. 2020 political fundraising goal sheet
 - C. 2020 political fundraising event listings
 - D. Please reach out to WBA staff to achieve your political fundraising goal for 2020
- VII. Adjournment

Per the WBA Bylaws: Advocacy group. This group will engage members in a discussion of advocacy issues, including: development of the two year legislative agenda; providing a venue for members to identify and provide feedback to WBA lobbyists and leaders on emerging issues related to laws, regulations or court precedents; provide a venue for members to meet, question and learn from experts in areas of concern; establish political fundraising goals and advocate for the achievement of those goals; meet with and discuss candidates for statewide office; and discuss opportunities for member involvement in political activity.

 <p>WISCONSIN BUILDERS ASSOCIATION</p>	<p>MINUTES ADVOCACY GROUP 9:00 am, 6/24/20 Via Zoom</p>
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I. Chair Mike Derrick called the meeting to order at 9:03 am and also explained that we would be muting all attendees and asked those wanting to speak to use the chat box to be called on to improve the flow of the meeting

II. **M/S/A of the Advocacy Group meeting minutes from 2.7.20**

III. Old Business

A. Chair Derrick reminded the group that during the February meeting a Contractor Certification Subcommittee was formed to study state statutes and administrative rules regarding contractor certification requirements in Wisconsin and to issue a report back to this group today. Chair Derrick then called on Subcommittee Chair Cory Sillars to walk the committee through the report on suggested changes to current state statutes and administrative rules.

The consensus of the group was supportive of the report with a couple of changes.

M/S/A of the draft report with two additions, adding “online in person” to the requirement in section a of the report and “ethics and best business practices” to section b of the report

B. Staff updated the group that the state senate has yet to complete its final floor period of the legislative session and it is not yet clear if or when they will come back. There are two bills that we are still hoping to pass the state senate, AB 791 to increase the number of POWTS plan review staff at DSPS, and AB 859 to provide a workforce housing provision to current TIF/TID state statutes. AB 791 and AB 859 have already passed the state assembly prior to adjournment.

IV. New Business

A. Char Derrick asked staff to walk through the provision of the draft WBA Advocacy Agenda for the 2021-2022 legislative session. Members were reminded that this is the process that has been used for roughly the past five legislative agendas and the final version would need approval from this group and the Board of Directors in October.

M/S/A of the 2021-2022 Advocacy Agenda for the 2021-2022 Legislative Session with the addition of the amended report from the Contractor Certification Subcommittee

B. Members were briefed on some of the most competitive races for the state assembly and senate that will take place this fall

V. Political Affairs issues

A. To raise additional funds for the Building a Better Wisconsin Political Action Committee (PAC) we are still considering an online silent auction early this fall. Chair Derrick asked anyone interested in making an in-kind donation of an item to be auctioned off to contact staff.

B. The group reviewed the current political giving goals sheet and the list of upcoming HBA political fundraisers.

VI. **M/S/A to adjourn at 10:35 a.m.**

Attendance:

Brandon Bartow	Michelle Beyreis	Mark Brehmer	Lance Brunkow
Glenn Christel	Abe Degnan	Brian Depies	Mike Derrick
Ron Derrick	Jim Doering	Jeff Dorner	Greg Drusch
Tim Duquaine	Mark Etrheim	Alex Forer	Ashly Hartmann
Ray Hoffman	Ed Hoksbergen	Steve Huben	Karl Kaufman
Harvey Kessel	Angie Kieta	Amanda Kurt	Norman Larson
Kraig Lassig	Alex Lindus	Mike Marthaler	Dawn McIntosh
Brian McKee	Chad Miller	Alecia Plaetz	Dennis Pawlak
Jim Reif	Jeremy Riley	Greg Schaffer	Dan Schneider
Jordan Shaline	Cory Sillars	Jason Sjostrum	John Stoker
Jody Swenson	Jonathan Synovic	Tom Thompson	Chris Wilcox
Fred Wilmsen	Chad Wuebben	Justin Wurzer	Bill Zach

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Mari Charles			

GUESTS:

Toby Van Sistine	Pan Heineck	Chuck Elliott	Alec Swenson
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Changes to the contractor certification law supported by the Contractor Certification Subcommittee

During the February Advocacy Group Meeting a Contractor Certification Subcommittee was formed to review all state statutes and administrative rules regarding contractor certification in Wisconsin. These laws and administrative rules have largely been unchanged since they were initially passed as 2005 Wisconsin Act 200.

Cory Sillars (Wausau) chaired the Contractor Certification Subcommittee with the following members volunteering to serve as members: Mark Brehmer (MABA), Andy Selner (Brown County), Dan Schneider (Mid Shores/Manitowoc County), Jim Reif (Manitowoc County), Alecia Plaetz (Chippewa Valley), Alex Forer (Wausau), and Brandon Bartow (Manitowoc County).

The subcommittee reviewed all relevant state statutes and administrative rules prior to their first meeting. The subcommittee meet a total of 2 times over the spring of 2020 via Zoom and coalesced around the following suggested changes to improve contractor certification in Wisconsin.

- a) Support a requirement that the initial 12 hours be in person or online in person and participants be required to show photo identification at registration
- b) Add an addition to the list of classes that are offered as part of the initial 12 hours to include accounting, lien law, ethics, and best business practices
- c) Add a requirement that at least 4 hours of the continuing education credits must cover “construction laws and codes” and “contracts, liability, and risk management.”
- d) Anyone holding a DCC must also hold a DCQ as well
- e) Make sure that DSPS is enforcing current requirements like requiring a test for credits provided online
 - i. Current code language says DSPS “may” require submission of questions for review. Support changing that language to “shall”
 - ii. Request a change that would require the vender providing the online class to submit acknowledgement of the completed and corrected test for each credit received online for the DCQ

All the suggested changes would be drafted as one bill to updated section 101.654 of Wisconsin State Statutes.

A message from subcommittee Chair Sillars on the subcommittee believes these changes are necessary:

Building Contractors are professionals in a trade, no different than plumbers, electricians, or HVAC installers. Our members take the time to educated themselves constantly. Many have field experience and are skilled carpenters besides. All of this has value. We de-value ourselves if that is not recognized.

Ethan Lauer, a staff attorney with the Wisconsin Legislative Council, did a review of the credentialing requirements for Electricians, Plumbers and Contractors for the Subcommittee per the request of Brad Boycks and me. After reviewing that document, it is very apparent that contractors have the fewest requirements to gain a credential. Arguments can be and have been made about the good or bad of this situation in the past and will surely be discussed again now.

It is the subcommittee's belief that at an absolute minimum, the current regulations should be enforced as written and the subcommittee believes that is currently not taking place. We are offering up changes to improve the enforcement of current language, improve the type of minimum educational course offerings, ensure the initial courses are completed by the individual applying for the credential, and improve the professional standards for both the DCC and DCQ credential holders as a whole.

I believe that these changes need to be made and should be fully supported by the WBA Advocacy Committee and the WBA Board of Directors as a part of our next 2021-2022 Advocacy Agenda.

BUILDING A BETTER WISCONSIN / BUILDERS DIRECT FUND CONDUIT

2020 LOCAL ASSOCIATION FUNDRAISERS

Brown County HBA

Date of event: Nov. 10
 Type of event: Auction
 Goal Met:

Madison Area BA

Date of event: Oct. 7
 Type of event: Auction
 Goal Met:

Wausau Area BA

Date of event:
 Type of event:
 Goal Met:

Chippewa Valley HBA

Date of event:
 Type of event:
 Goal Met:

Manitowoc County BA

Date of event: Aug. 27
 Type of event: Auction
 Goal Met:

Winnegamie HBA

Date of event:
 Type of event:
 Goal Met:

Door County HBA

Date of event:
 Type of event:
 Goal Met:

Metropolitan BA

Date of event:
 Type of event:
 Goal Met:

Wolf River BA

Date of event:
 Type of event:
 Goal Met:

Eastern Ridge HBA

Date of event:
 Type of event:
 Goal Met:

Mid-Shores HBA

Date of event: Dec. 10
 Type of event: Auction
 Goal Met:

Golden Sands HBA

Date of event:
 Type of event:
 Goal Met:

Northland Area HBA

Date of event:
 Type of event:
 Goal Met:

Headwaters BA

Date of event:
 Type of event:
 Goal Met:

Racine-Kenosha HBA

Date of event:
 Type of event:
 Goal Met:

Heart of the North BA

Date of event:
 Type of event:
 Goal Met:

Sheboygan Cty. HBA

Date of event:
 Type of event:
 Goal Met:

La Crosse Area BA

Date of event:
 Type of event:
 Goal Met:

South Central WI HBA

Date of event:
 Type of event:
 Goal Met:

Lakeland BA

Date of event:
 Type of event:
 Goal Met:

St. Croix Valley HBA

Date of event: Sep. 22
 Type of event: Auction
 Goal Met:

SUMMARY OF LOCAL GOALS FOR 2020

as of 9/16/2020

Local Association	Goal	BBW PAC	Build-PAC Direct	BDF Conduit	Total	% of Goal
Brown County HBA	\$12,340				\$0	0.0%
Chippewa Valley HBA*	\$7,700		\$100		\$100	1.3%
Door County HBA	\$1,200	\$1,200	\$100		\$1,300	108.3%
Eastern Ridge HBA	\$2,880	\$20			\$20	0.7%
Golden Sands HBA	\$2,520		\$1,750		\$1,750	69.4%
Headwaters HBA	\$1,840				\$0	0.0%
Heart of the North BA	\$1,100				\$0	0.0%
La Crosse Area BA	\$3,960	\$332	\$100		\$432	10.9%
Lakeland BA	\$2,120				\$0	0.0%
Madison Area BA	\$7,580		\$1,000	\$300	\$1,300	17.2%
Manitowoc Co. HBA	\$2,360	\$1,385		\$300	\$1,685	71.4%
Metropolitan BA	\$13,280		\$2,100	\$200	\$2,300	17.3%
Mid-Shores HBA	\$860				\$0	0.0%
Northland Area BA	\$980				\$0	0.0%
Racine-Kenosha BA	\$1,480				\$0	0.0%
Sheboygan County HBA	\$1,440				\$0	0.0%
South Central Wisconsin BA	\$2,260				\$0	0.0%
St Croix Valley HBA	\$2,760				\$0	0.0%
Wausau Area BA	\$3,720				\$0	0.0%
Winnegamie HBA	\$2,620				\$0	0.0%
Wolf River BA	\$740				\$0	0.0%
WBA Member At Large	\$40		\$3,000		\$3,000	7500.0%
Totals	\$75,780	\$2,937	\$5,150	\$800	\$8,887	11.7%

Goal is \$20 per member (membership based on 11/30/19 totals)



MEMBERSHIP/LOCAL OFFICERS GROUP AGENDA

10/1/20

10:45am – 12:00pm

- I. **Call to Order:** Membership & Local Officers Group Chair, Alex Forer
- II. **Proposed Motion:** Approve minutes of 6/24/20 Membership/Local Officers Group Meeting
- III. **Topic 1:** New Member Benefit
- Holly Hoffman; Sales and Income Tax Advisory Network, LLC
- IV. **Topic 2:** Rebranding Membership/Local Officers Group
- Discussion
- V. Adjournment



- I. Call to order at 10:45am by Membership & Local Officers Group Chair, Alex Forer.
- II. **M/S/A Minutes approved from 2/7/20 Membership/Local Officers Group Meeting**
- III. Alex Forer introduced Reagan Van Cleave from NAHB who gave Guide to Growth Training.
- IV. Alex Forer introduced Department of Workforce Development Administrator who gave presentation on Workers Compensation.
- V. Adjournment at 12:02pm.

Attendance:

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