

WISCONSIN

Badger BUILDER

ISSUE 3 // 2023

Official Publication of the Wisconsin Builders Association®



BUILD MY FUTURE Takes Over Wisconsin

READ ABOUT IT ON PAGES 14 - 16


**WISCONSIN
BUILDERS
ASSOCIATION**

Delivered to you as a
benefit of membership
wisbuild.org

Your Success is our Priority

It's how we've built our business and how we help you build yours. We deliver on that promise by offering an all-encompassing suite of truck services, from financing and full service lease programs to renting, selling, servicing and parts – and do so honestly and fairly.

That's our promise to you for over 7 decades. We also offer a variety of trailer, body and loader options from brands including Barko, Cross Country, Great Lakes, Kesla, Palfinger and Serco.

Founded in 1951, our 3rd generation family-owned truck dealership organization is headquartered in downtown Milwaukee, WI, with 10 locations across Wisconsin.



Visit krietetrucks.com or scan the QR code to learn more.

WHAT'S INSIDE



President's Perspective	4	Foundation	8	Hot Topic.....	14-16
From the Editor.....	5	Advocacy	10-11	Building the American Dream.....	18-19
Economy.....	6-7	Event Recap.....	12-13		

WBA PROFESSIONALS

660 John Nolen Dr. Ste 320, Madison, WI 53713
(608) 242-5151 | www.wisbuild.org

EXECUTIVE DIRECTOR

Brad Boycks – bboycks@wisbuild.org – ext.16

DIRECTOR OF COMMUNICATIONS

Alicia Naleid – analeid@wisbuild.org – ext.13

ACCOUNTANT

Joan Olson – jolson@wisbuild.org – ext.12

ADMINISTRATION MANAGER

Peg Meskan – 608-242-5151 – ext.11

OUTSIDE LEGAL COUNSEL

Axley – (608) 282-6741; Robert Procter

INSURANCE

BUSINESS • Frankenmuth Insurance via local Frankenmuth agents & Don Miller; The Brehmer Agency

HEALTH • The Insurance Center of Wisconsin – Mike Schiewer; 608-273-3855

2023 WBA EXECUTIVE COMMITTEE

PRESIDENT • Mike Howe (MCHBA)

PRESIDENT-ELECT • Jim Doering (MBA)

TREASURER • Mike Derrick (SCVHBA)

SECRETARY • Andy Selner (BCHBA)

IMMEDIATE PAST PRESIDENT • Cory Sillars (WABA)

ASSOCIATE VICE PRESIDENT • Andy Voeltner (MABA)

ASSOCIATE VICE PRESIDENT-ELECT

Jody Swenson (LABA)

STATE REPRESENTATIVE • Brian McKee (MABA)

PAST OFFICERS REPRESENTATIVE

David Belman (MBA)

ADVOCACY CHAIR • Kraig Lassig (LABA)

MEMBERSHIP & LOCAL OFFICERS CHAIR

Jason Chilson (GSHBA)

2023 WBA NATIONAL REPRESENTATIVES & DIRECTORS

STATE REPRESENTATIVE • Brian McKee (MABA)

BUILDER-DIRECTOR • Mike Howe (MCHBA)

ASSOCIATE-DIRECTOR • Ryan Krueger (MBA)

NAHB BUILD-PAC TRUSTEES

TRUSTEES • Brian McKee (MABA), David Belman (MBA)

ALTERNATES • Monica Sommerfeldt Lewis (CVHBA)

OTHER COMMITTEES & COUNCILS

BUILDING INDUSTRY COUNCIL PRESIDENT

Cory Sillars (WABA)

FINANCE COMMITTEE CHAIR

Chad Wuebben (MABA)

WB FOUNDATION PRESIDENT

Harvey Kessel (MABA)

BY MIKE HOWE, WBA PRESIDENT

A Wild Ride

How quickly time has gone; it's already the last time I'm writing to you in this publication before I turn the reins over to your next President in 2024.

Our industry has seen a lot in the last few years; from a pandemic when we were luckily able to still work, to being swarmed with jobs when people wanted renovations or desired a new home where they'd be spending more of their time, to managing supply chain pitfalls and sky-high interest rates. Through it all, housing has prevailed.

I'm proud to report that despite the current economic challenges, in the third quarter of 2023, we pulled 10% more permits than we did in the third quarter of last year. Not only that, but the number of new permits are down just 1.5% year-to-date compared to last year.

As you'll read more about on pages 6 and 7 increased interest rates and costs have pushed housing affordability to the lowest level in more than 10 years, while national

square foot prices more than double inflation in 2022. It certainly has been a wild ride, with twists and turns that many of us haven't seen in our careers, but some way, somehow, we keep moving forward, and we're glad to have you in the seats with us.

To those members I have met for the first time this year, and to the friends I've made and kept in this association over the years, it's been an absolute pleasure to be your President in 2023. We've accomplished a lot this year, and I'm very proud of not only our industry, but our local, state, and national associations. For those who are interested in getting more involved (and I encourage you to!), reach out to your local EO, or Brad, Alicia, Peg or Joan at WBA. ■

***All the best,
-Mike***



MISSION STATEMENT

A professional trade association, WBA advances the housing industry for members and consumers through government involvement, education and promotion.

VISION STATEMENT

Affordable, innovative and environmentally conscious homes accessible to all.

MOTTO

"Protecting the American Dream"



Wisconsin Badger Builder is the official publication of the Wisconsin Builders Association® (WBA) and is published by WBA, 660 John Nolen Dr., Ste 320, Madison, WI 53713-1469. Periodicals postage paid at Madison, WI 53701 and additional mailing offices. All advertising is subject to acceptance by the Wisconsin Badger Builder editorial review committee. The publication of any advertisement is not to be construed as an endorsement of the product or service offered. The contents of all material available in the publication are copyrighted by WBA unless otherwise indicated. All rights are reserved by WBA, and content may not be reproduced, disseminated, published or transferred in any form or by any means except with the prior written permission of the Wisconsin Builders Association®. **POSTMASTER:** Send address changes to Wisconsin Badger Builder, 600 John Nolen Dr., Ste 320, Madison, WI 53713-1469. **SUBSCRIPTIONS:** Subscriptions available through membership in the Wisconsin Builders Association®.

A Summary of a Great Year

I can't believe 2023 is coming to an end; it seems like it just started, just like the year before and the years before that.

As I reflect on the last 12 months, I can't help but think of all the successes we've had as an industry and association.

- we had the biggest set of pro-housing bills passed with more bills on the horizon (see page 10)
- locals across the state put on incredibly successful Build My Future events (see page 14)
- the WBA had immensely successful Badger Craftsman Awards, Celebration of Housing, and

Trends in Housing events, along with the WB Foundation Golf Outing Fundraiser

- and....membership is UP!

As we continue to say to you, thank you for your continued dedication to the industry in which you make a living. Your support for us so we can in turn help you is appreciated, and we are looking forward to another great year ahead. ■

-Alicia



GENERAC BUILDER ALLIANCE

Generac is committed to giving a competitive advantage by providing access to rebates, model home programs, and sales training for their agents and designers, all from the **#1 selling brand in home standby power** solutions. Local stocking programs are available to support your business.

- Complete energy solution
- Single manufacturer
- Rebate program
- Training for existing sub-contractors
- Opportunity to sell an upgradable option to be a gen-ready home
- Sales training for builders agents & designers

Home Standby Clean Energy Smart Home

For more information, please visit our website <https://www.generac.com/resources-and-tools/builder-alliance> and complete our "Request More Information" form or call 1 (202) 544-4011 ext. 3009.

Leverage your WBA membership for more buying power!

Protect the health of your employees and your business with affordable health insurance.

- State and nationwide networks
- Friendly, Wisconsin-based customer support
- Ethical, honest, local company

WPS HEALTH INSURANCE

CONTACT US TODAY!

The Insurance Center
877-811-8786
ticiansurance.com/wisbuild

THE INSURANCE CENTER

© 2023 Wisconsin Physicians Service Insurance Corporation All rights reserved. JO24878 35420-100-2307

Square Foot Prices More Than Double During Inflation in 2022

Median square foot prices (excluding record-high improved lot values) for new for-sale single-family detached (SFD) homes started in 2022 increased 18%, according to NAHB's analysis of the latest Survey of Construction data. Increases for square foot prices in new custom SFD homes were similarly high, averaging 19%, more than double the US inflation of 8% registered by the CPI the same year. Median contract prices per square foot of floor area went up across all US regions, undoubtedly, reflecting fast rising construction and labor costs that pummeled home building in the post-pandemic environment.

Contract prices of custom, or contractor-built, homes do not include value of improved lot as these homes are built on owner's land (with either the owner or a contractor acting as a general contractor). Consequently, contract prices are typically lower than sale prices of spec homes. To make comparison more meaningful, the cost of lot development is excluded from sale prices in this analysis.

In the for-sale market, the Pacific and New England divisions registered the highest median prices. Half of new for-sale

single-family detached homes started in these divisions in 2022 were sold at prices exceeding \$214 and \$219 per square foot of floor area, respectively, paid on top of the most expensive lot values in the nation. The most economical SFD spec homes were started in the South region, where the median sale prices per square foot were at or below the national median.

The East South Central division is home to the least expensive for-sale homes. Half of all for-sale SFD homes started here in 2022 registered square foot prices of \$132 or lower, paid on top of the most economical lot values in the country. The other two divisions in the South – West South Central and South Atlantic – also registered median prices below the national median of \$155 per square foot of floor area. Their corresponding prices are \$152 and \$150 per square foot, excluding improved lot values.

Because square foot prices in this analysis exclude the cost of developed lot, highly variant land values cannot explain the regional differences in square foot prices. However, overly restrictive zoning practices, more stringent construction codes and higher other regulatory costs undoubtedly contribute to higher per square foot prices. Regional differences in the types of homes, prevalent features and materials used in construction also contribute to price differences. In the South, for example, lower square foot prices partially reflect less frequent regional occurrence of such costly new home features as basements.

In the custom home market, new contractor-built SFD homes in the New England are by far most expensive to build. Half of custom SFD homes started in New England in 2022 registered prices in excess of \$213 per square foot of floor area. The Mountain division came in second with the median of \$200 per square foot of floor space. After showing strong appreciation of 23%, median prices in the East North Central division reached \$185 per square



foot– third highest in the nation. The median custom square foot prices in the neighboring Mid Atlantic division were \$160 per square foot.



The Pacific division had similarly high custom square foot prices. Half of custom SFD started in the Pacific in 2022 had prices of \$160 per square foot or higher. The corresponding median price in the West North Central was \$155.

The South Atlantic division is where most economical custom homes were started in 2022 with half of new custom homes registering prices at or below \$131 per square foot of floor space. The remaining two divisions in the South – East South Central and West South Central – recorded slightly higher median square foot contract prices of \$156 and \$141 – all at or below the national median of \$156.

Typically, contractor-built custom homes have been more expensive per square foot than for-sale homes after excluding improved lot values. Over the last two decades, this custom home premium averaged slightly above 9%, suggesting that new custom home buyers were not only willing to wait longer to move into a new home but also pay extra for pricier features and materials. However, these custom home premiums largely disappeared since 2021 when median square foot prices for new for-sale homes caught up and, in five divisions, exceeded divisional custom homes square foot prices.

Pandemic-induced supply chain disruptions, skyrocketing building materials costs and home prices setting new records on a monthly basis, combined with shorter build times for spec homes and more flexibility that spec builders have in delaying sales to keep up with the production pace – all likely contributed to a faster appreciation of spec home prices per square foot in 2021. As of 2022, the custom home premium per square foot returned into a positive territory but remains well below the historic norms, suggesting that custom home buyers now less likely to pay for pricier features and materials than before the pandemic.

The NAHB estimates in this post are based on the Survey of Construction (SOC) data. The survey information comes from interviews of builders and owners of the selected new houses. The reported prices are medians, meaning that half of all builders reported higher per square foot prices and the other half reported prices lower than the median. While the reported median prices cannot reflect the price variability within a division, and even less so within a metro area, they, nevertheless, highlight the regional differences in square foot prices.

For the square footage statistics, the SOC uses all completely finished floor space, including space in basements and attics with finished walls, floors, and ceilings. This does not include a garage, carport, porch, unfinished attic or utility room, or any unfinished area of the basement. ■





Invest in Wisconsin's building trades with a gift to the Wisconsin Builders Foundation.

Your contribution provides support to a diverse group of partners all working towards the same goal: to advance residential construction in our state.

Where the dollars go...



The Wisconsin Builders Foundation is the charitable arm of the Wisconsin Builders Association.

We promote the building industry as an excellent career choice, encourage ongoing training for professionals in the industry, and offer scholarship opportunities to students in the building trades.

MISSION STATEMENT

To be the philanthropic arm of the Wisconsin Builders Association by offering training, scholarships, and charitable resources to promote residential construction in Wisconsin.

VISION STATEMENT

To advance Wisconsin's residential construction by providing training, education, and a high ethical standard to the housing industry.

By contributing to the WB Foundation, you will:

- ▶ Preserve and promote careers in construction
- ▶ Provide scholarships to future builders in Wisconsin
- ▶ Support continuing education for professionals in the housing industry

Event sponsorships and corporate sponsorships are also available.

Contact Information

Ms. Joan Olson (608) 242-5151 ext. 12 • jolson@wisbuild.org
660 John Nolen Drive, Suite 320, Madison, WI 53713

wisbuildfoundation.org

Partner with Us and Support the Building Industry!



HARVEY KESSEL
WBA PRESIDENT

We've listened to our membership and have heard from you loud and clear that the major issue facing home builders is the need for talented employees. The Wisconsin Builders Foundation, the philanthropic arm of the Wisconsin Builders Association, is taking an aggressive stance to raise funds to support recruitment, retention, and continuing education. On behalf of the Wisconsin Builders Foundation, we're asking you to join our efforts with an annual end-of-year gift.

The Wisconsin Builders Foundation mission is to support those who make the American Dream of home ownership possible in Wisconsin. For over two decades, we have championed the

industry that builds homes for families and employs thousands of dedicated, hardworking men and women across our state.

Your gift will go a long way to support us in our efforts to provide workforce development opportunities, increase scholarships for students pursuing trades education, and promote the trades as a viable career choice, especially among underrepresented demographics. With your support, we can expand these programs, making a more substantial impact on the industry's future. Please see the enclosed graphic that includes information about the Foundation and programs it supports. ***Thank you for your consideration.*** ■

Visit www.wisbuildfoundation.org for more information about the WB Foundation and to become a Partner in Wisconsin's Building Future!

More Spotlights Ahead on Housing Advocacy

Recently, the Joint Committee for the Review of Administrative Rules (JCRAR) voted to “indefinitely suspend” the update to the commercial building code. This means that the Department of Safety and Professional Services (DSPS) may not proceed with any provision in the code update unless they are expressly allowed to do so through enactment of new legislation.

Our main objection to the proposed code update was moving to the 2021 energy code for all commercial buildings including multifamily buildings. The additional cost to construct new commercial buildings under this code change would dramatically increase the cost of housing during a time of record high inflation and an already scarce supply of all housing, especially workforce housing.

WBA has already started meeting with the DSPS Secretary Dan Hereth about constructing a comparison of the current code and the proposed changes to see if common ground can be found to eventually update the commercial building code.

Last October, Governor Tony Evers filed a lawsuit against legislative Republicans for intruding on executive powers by blocking certain executive branch powers. One of the items listed in the lawsuit was JCRAR’s indefinite suspension of the commercial building code. As this lawsuit moves forward WBA and the other groups that supported JCRAR’s action on the commercial building code will discuss the option of filing an amicus brief with the court in support of JCRAR’s authority to indefinitely suspend an administrative rule.

Court of Appeals Rejects Lawsuit on Bird Safe Glass

WBA, along with several other construction and real estate groups, sued the City of Madison after they passed an ordinance requiring bird safe glass on commercial buildings of a certain height. Our lawsuit objected to the ordinance because we felt it was in violation of the statewide uniform commercial building code.

Recently, the Wisconsin Court of Appeals upheld a 2022 Dane County Circuit Court Judges decision on the matter. The only other option would be to appeal the Court of Appeals Decision to the Wisconsin Supreme Court.

After a great deal of consultation with the groups involved in the lawsuit, it was decided to not appeal the most recent decision to the Wisconsin Supreme Court. Ultimately an appeal could have had resulted in too many negative impacts on building codes for homes and commercial building across Wisconsin.



BRAD BOYCKS
WBA EXECUTIVE DIRECTOR

AB 550/SB 580 Introduced to Provide Additional Funds for Manufacturing and Construction Education

Assembly Bill 550 (AB 550)/Senate Bill 580 (SB 580) was recently authored by Representative Chance Green (R-Grand View) and Senator Rob Stafsholt (R-New Richmond) to provide additional funding for construction education programs in high schools. Thank you to the WBA members that responded to our VoterVoice request to contact your member of the legislature in support of the bill when it was introduced and prior to it being voted on by the full state assembly on November 7.

AB 550/SB 580 will:

- Add construction along with manufacturing equipment to the list of eligible equipment that schools can receive dollars to acquire.
- An applicant that is awarded a grant under this section shall use the grant moneys awarded for the enhancement or improvement of a technical education facility or for the acquisition of equipment that is used in advanced manufacturing or construction fields in the workplace,

together with any software necessary for the operation of that equipment and any instructional material necessary to train pupils in the operation of that equipment.”

- Increase the maximum grant that can be received by a school or multiple schools working together from \$50,000 to \$100,000.

AB 550 passed the state assembly on November 7 on a bipartisan vote of 91-7. We will be working with State Senator Rob Stafsholt as he works to get a committee hearing on the SB 580 in the next few weeks.

Thank you to the following individuals who have contributed 1,000 towards the Building a Better Wisconsin PAC.

YOU ARE A CHAMPION OF HOUSING!

Terry Monson, Brian McKee, John Stoker, Robert Procter, Don Miller, Jim Reif, Cory Sillars, John O. Shaline, Brandon Bartow, Mike Howe, Mark Etrheim, Gordon Veldboom, Jr., David Belman, Toby Van Sistine, Doug Scott, Phil Morgan, Kraig and Teri Lassig, Dave Roembke, and Chad Lawler ■



**WHERE THERE IS NO STRUCTURE,
THERE IS NO HOME**

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

WINDSOR
BUILDING SYSTEMS

Proudly Providing Complete
Component Building Packages
for Over 50 YEARS!

For More Information Contact Us
608-241-2185 or sales@WindsorBuilds.com
330 Atlas Ave. | Madison, WI windsorbuilds.com

**DURABLE SIDING.
IN EXPERTFINISH® COLOR.**

LP® SmartSide® ExpertFinish® Trim & Siding delivers
durability and color in an efficient siding solution.

Available in 16 prefinished colors

LP SmartSide®
ExpertFinish® TRIM & SIDING

SMART GUARD

Discover ExpertFinish® Color at LPCorp.com/ExpertFinish
© 2019 Louisiana-Pacific Corporation. All rights reserved. All trademarks are owned by Louisiana-Pacific Corporation.

A Day of Housing and Education

WHAT. A. DAY!

Our third annual Trends in Housing Conference this year was held at the Radisson Hotel and Conference Center in Green Bay on November 9. Having recently been taken over by the WB Foundation, this year's event offered four hours of continuing education credits for those with dwelling contractor qualifier credentials, though the content was of use for all those in attendance.

Kicking off the day was the Wisconsin Department of Safety and Professional Services Secretary Dan Hereth who welcomed attendees and gave updates on the agency as it relates to professional credentialing, plan review, and code councils.

CAPS Instructor Rein Puttkammer, and Owner of Home for Life Advantage Cindy Shaw presented on Aging in Place and Universal Design, specialties that not many in attendance were familiar building. The pair presented areas in which builders, architects, designers,



realtors, and all those in the homebuilding industry can gain knowledge on alternative appliances, design, and finishes to appeal to clientele who are in need of modified living spaces for different abilities.

WBA Outside Legal Counsel Robert Procter discussed Legal Pitfalls in the Building Industry, an engaging presentation that elicited a lot of discussion and feedback. As referenced in his presentation, Robert created and maintains the WBA's MANY legal contracts and forms that are free for members to use. If you have not already looked at the contracts and are wanting to use them or any of the other benefits available to you as part of membership, visit www.wisbuild.org, click the black box on the bottom righthand corner of the screen that says "Create Login", and follow

the prompts. The content Robert provides in conferences, through the legal hotline (another benefit to members), and the contracts are worth well over \$6,000.

Event Recap



Shared with event attendees was an overview of the South Central Wisconsin Builders Association's Student Build Program. Joe Kruser and Heidi Van Kirk presented on the impressive project, which is funded by the association and has a waiting list of builders to serve as the lead contractor. As a partnership with the local school district, the students enrolled in Joe Kruser's Advanced Construction Program get together with industry leaders and volunteers to construct a single-family home that goes on the MLS. The most recent student-build sold for over \$500K! Awesome job SCWBA, Joe, and students!

The Executive Director from the Home Improvement Research Institute, Dave King, presented a How-To for Housing Trades

relating to adaptations to market trends. He provided an overview of the building and remodeling industry over the years, and the economic impacts that have affected the industry.

Lastly, Qualtim, Inc.'s Keith Hershey and Dan Hawk presented a detailed presentation in Innovation in Building Practices; what new materials exist, new and different ways to construct single-family homes, and ways to be more efficient.

Planning for the 2024 Trends in Housing Conference is already under way, and we plan to again offer continuing education credits for attendees. **Keep an eye on emails – we can't wait to see you there!** ■



TRENDS IN HOUSING CONFERENCE

WHERE INNOVATION, INSIGHTS, AND INSPIRATION CONVERGE TO SHAPE THE NEXT ERA OF HOUSING



Building Their Future

Back in June 2014, the Ozark [Missouri] Region Workforce Development Board hosted its first Construction Industry Roundtable in collaboration with their local Chamber of Commerce. The purpose? To create a forum for employers to express ideas and share common concerns regarding the lack of a worker pipeline, training costs, and the lack of interest in the skilled trades from the emerging workforce. Through a series of discussions, the group created Build My Future Career Expo to show high school students the potential career opportunities in the industry and shed light on meaningful and good paying jobs available. Since then, Build My Future has expanded to states all across the country, and to several associations across Wisconsin.



Congratulations to the following local associations for completing successful Build My Future events this year!

- **La Crosse Area Builders Association**
- **St. Croix Valley Home Builders Association with assistance from the Chippewa Valley Home Builders Association**
- **Wausau Area Builders Association**
- **Lakeland Builders Association in partnership with the Racine-Kenosha Builders Association**



Build My Future – SE WI

Lakeland Builders Association and Racine Kenosha Builders Association paired up to create the first Build My Future Southeast Wisconsin. The event was held October 11 & 12 at the Racine County Fairgrounds in Union Grove, a central location for the three counties. Day one was attended by over 1,000 middle schoolers. Day two had over 800 high school students participating. Middle schools were invited in the hopes of capturing interest before high school paths were chosen.

The event had 26 sponsors and 31 exhibitors and was profitable in year one in which both members and non-members were allowed to participate. There were three 2.5-hour time slots each day for students to be on the grounds. Each slot started with a safety briefing before being released

from buses to pick up a t-shirt, a drawstring bag, safety glasses and ear protection.

The most popular activity was provided by WE Energies with three lift trucks taking harnessed students into the air, one by one. Other activities provided by trade businesses, educational organizations and trade unions included virtual reality activities, constructing sawhorses, picnic tables or “JENGA” games for donations, contests, and a variety of activities that got their hands busy including driving mini-excavators to move balls and tires, flaring, cutting and soldering copper, use a variety of tools, painting, and setting concrete forms.

Special thank you to members Perma Structo and Stebnitz Builders, and Ozinga, for being major sponsors!

Build My Future – Northcentral

Over 750 students from 22 different area high schools attended the Wausau Area Builders Association's Build My Future Northcentral where the favorite activity among students was operating heavy equipment.

Aaron Beyer from Modern Builders & Suppliers, the event's Chairman, was integral in the success of the event, along with former leader Roger Lang. Together with members of the association, students were able to get hands-on experience on different housing trades. ***Thank you to the following who participated in making this event a success!***

- Larry Meyer Construction and Dombeck Custom Cabinets teamed up to create tool box kits to build with students; over 300 kids were made and used!
- Kolbe Window Manufacturing set up an unbreakable glass pane in their semi-trailer and armed students with a bucket of softballs to throw to try to break the glass
- Wausau Homes timed students in putting together a "panel built" home made out of Lincoln Logs
- Kolbe Window Manufacturing provided students with tours of their plant



Build My Future – St. Croix Valley

The “flagship” Build My Future Wisconsin event saw great success again this year, with 1,800 students attending from 47 school districts. The fairground where the event takes place sees venue improvements thanks to the program. Projects that were completed this year include:

- New service door
- Concrete slab extended
- Ticket booth built
- Picnic tables built
- Tree trimming and brush removal

The event hosted 67 exhibits for students to visit:

- Troweling cement and floor finishes
- Carpet seaming
- Garage door installation
- Building dog houses for donation to local dog shelter
- Driving and programming gator and tractor
- Truck driving simulator
- Welding simulator and booth
- Jackhammering
- Rough framing walls
- HVAC tube fitting and cutting of materials
- Driving skidsteer, vermeer, mini backhoe, mini excavator, and trenching equipment. ■

Two construction workers wearing blue shirts and yellow hard hats are working on a concrete slab. They are leaning over the slab, possibly inspecting or preparing it. The background shows a construction site with wooden framing.

FOCUS ON CONSTRUCTION INCENTIVES

- ▶ Financial incentives up to \$4,000 per home.
- ▶ Third-party verification and reporting, including energy cost.
- ▶ Documentation for federal tax credits (\$2,500 to \$5,000 per home. Refer to section 45L of the tax code).

Learn more at focusonenergy.com/builders

focus on energy
Partnering with Wisconsin utilities





**WISCONSIN
BUILDERS
ASSOCIATION**

MEMBER MEETING

&

President's Installation

Friday,
February 2, 2024
Milwaukee, WI

Don't miss it!



Single-Family Housing Permits in Wisconsin: 2023

WISCONSIN BUILDERS ASSOCIATION | 660 John Nolen Drive, Ste. 320, Madison, WI 53713 | Phone: (608) 242-5151

COUNTY	2023 Jul- Sept by County	2022 Jul- Sept by County	2022-2023 % change (Jul- Sept)	2023 Year-To-Date	2022 Year-To-Date	2022-2023 % YTD change
ADAMS	32	20	60.0%	95	69	37.7%
ASHLAND	9	5	80.0%	25	23	8.7%
BARRON	30	34	-11.8%	94	115	-18.3%
BAYFIELD	29	20	45.0%	81	59	37.3%
BROWN	117	122	-4.1%	383	378	1.3%
BUFFALO	16	11	45.5%	59	50	18.0%
BURNETT	46	23	100.0%	100	81	23.5%
CALUMET	22	34	-35.3%	121	104	16.3%
CHIPPEWA	67	54	24.1%	161	181	-11.0%
CLARK	21	23	-8.7%	80	68	17.6%
COLUMBIA	62	30	106.7%	127	83	53.0%
CRAWFORD	9	31	-71.0%	37	45	-17.8%
DANE	353	299	18.1%	1060	979	8.3%
DODGE	68	20	240.0%	156	116	34.5%
DOOR	60	73	-17.8%	200	162	23.5%
DOUGLAS	26	32	-18.8%	61	66	-7.6%
DUNN	48	47	2.1%	115	123	-6.5%
EAU CLAIRE	71	66	7.6%	172	187	-8.0%
FLORENCE	0	0	0.0%	0	0	0.0%
FOND DU LAC	40	28	42.9%	106	118	-10.2%
FOREST	0	1	0.0%	7	9	-22.2%
GRANT	19	21	-9.5%	108	63	71.4%
GREEN	18	15	20.0%	63	64	-1.6%
GREEN LAKE	13	8	62.5%	37	36	2.8%
IOWA	8	14	-42.9%	50	58	-13.8%
IRON	14	16	-12.5%	32	42	-23.8%
JACKSON	14	18	-22.2%	48	62	-22.6%
JEFFERSON	43	27	59.3%	100	109	-8.3%
JUNEAU	56	44	27.3%	134	142	-5.6%
KENOSHA	35	66	-47.0%	104	214	-51.4%
KEWAUNEE	11	14	-21.4%	37	42	-11.9%
LA CROSSE	56	47	19.1%	166	149	11.4%
LAFAYETTE	9	5	80.0%	51	34	50.0%
LANGLADE	0	0	0.0%	5	6	-16.7%
LINCOLN	23	31	-25.8%	75	78	-3.8%
MANITOWOC	33	25	32.0%	80	69	15.9%

The data reflected is compiled using information submitted by municipalities to the Department of Safety and Professional Services (DSPS) as required by 2015 Wisconsin Act 211.

Single-Family Housing Permits in Wisconsin: 2023

...CONTINUED...

COUNTY	2023 Jul- Sept by County	2022 Jul- Sept by County	2022-2023 % change (Jul- Sept)	2023 Year-To-Date	2022 Year-To-Date	2022-2023 % YTD change
MARATHON	76	103	-26.2%	225	245	-8.2%
MARINETTE	11	5	120.0%	37	27	37.0%
MARQUETTE	0	13	-100.0%	31	54	-42.6%
MILWAUKEE	33	49	-32.7%	165	141	17.0%
MONROE	42	24	75.0%	97	71	36.6%
OCONTO	69	71	-2.8%	179	192	-6.8%
ONEIDA	62	65	-4.6%	151	147	2.7%
OUTAGAMIE	99	95	4.2%	275	297	-7.4%
OZAUKEE	68	79	-13.9%	169	253	-33.2%
PEPIN	4	14	-71.4%	17	36	-52.8%
PIERCE	51	50	2.0%	84	124	-32.3%
POLK	69	58	19.0%	178	175	1.7%
PORTAGE	42	36	16.7%	138	124	11.3%
PRICE	10	5	100.0%	31	23	34.8%
RACINE	88	45	95.6%	201	136	47.8%
RICHLAND	7	7	0.0%	45	37	21.6%
ROCK	52	53	-1.9%	167	213	-21.6%
RUSK	16	12	33.3%	38	43	-11.6%
SAUK	44	49	-10.2%	133	142	-6.3%
SAWYER	6	8	-25.0%	32	41	-22.0%
SHAWANO	22	23	-4.3%	61	63	-3.2%
SHEBOYGAN	57	32	78.1%	121	96	26.0%
ST CROIX	117	121	-3.3%	299	365	-18.1%
TAYLOR	25	15	66.7%	61	41	48.8%
TREMPEALEAU	20	28	-28.6%	69	74	-6.8%
VERNON	30	44	-31.8%	82	99	-17.2%
VILAS	83	85	-2.4%	195	208	-6.3%
WALWORTH	102	59	72.9%	255	233	9.4%
WASHBURN	26	26	0.0%	57	61	-6.6%
WASHINGTON	53	41	29.3%	153	147	4.1%
WAUKESHA	214	158	35.4%	548	614	-10.7%
WAUPACA	19	23	-17.4%	65	73	-11.0%
WAUSHARA	29	26	11.5%	73	86	-15.1%
WINNEBAGO	58	68	-14.7%	160	225	-28.9%
WOOD	51	29	75.9%	127	98	29.6%
TOTALS	3233	2943	9.9%	9049	9188	-1.5%

The data reflected is compiled using information submitted by municipalities to the Department of Safety and Professional Services (DSPS) as required by 2015 Wisconsin Act 211.



Building homes is a labor of love. And frankly, your insurance shouldn't make more work for you.

You've built the neighborhoods which make up the great state of Wisconsin. The homes our families live in stand as testament to your skill and expertise.

As a member of the Wisconsin Builders Association, you are eligible for discounts on the insurance coverages you rely on to operate your business, through a valuable partnership Brehmer Agency and the WBA hold with Frankenmuth Insurance.

Exclusive benefits for members include:

- Discounted rates available only to members
- Service from an expert who understands your business
- Enhanced coverage options such as Contractors Errors & Omissions and Cyber Liability
- Renewal Price Protection
- Our risk management team offering knowledge, energy, and passion for controlling losses

Ready to have a frank conversation about your business insurance?

As your local independent agency, **Brehmer Agency** believes the best relationships are honest, up front, and fair. So if you are looking for a proactive partner and not a part-time assistant, let's talk.

Contact Don Miller

Call 262.693.1857 or send an email to don@brehmeragency.com



BREHMER
AGENCY INC

Surety Bonding & Insurance



Proud to offer:



Frankenmuth[®]
INSURANCE