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Badger BUILDER

ISSUE 4 // 2022

Official Publication of the Wisconsin Builders Association®



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A President's Farewell

Hello Everyone,

For my last installment for the Badger Builder, I would like to start by thanking our WBA staff for the tireless support they have provided for myself, but also for all of our members. I am overjoyed to have been able to be your leader this past year and our staff has made it really easy. WBA is very fortunate to have such wonderful professionals at our disposal.

I have so much I would like to share and express that I would need a whole page I think to get it all out. Brad commented that he felt I may have set a record of some sort with the number of visits to locals I have made this year as your President. I don't think I would have it any other way really. I have enthusiastically embraced going out and meeting our members this past year, more than the two years prior, and I will probably continue as much as I am able to in 2023 as Past President. I am hopeful that my crazy dedication to our membership is infectious and inspires more of you to come to a WBA event for

the first time or increase your participation in some way in 2023.

I am truly grateful for this experience with having Rebecca Kleefisch at my installation, getting the Contractor certification revisions passed through the legislature and Governor Evers signing it into law, being able to meet so many more of the State's legislators, and becoming a better speaker and leader for all of WBA. Please plan to attend the Member Meeting Day and the Installation of Mike Howe and the rest of the 2023 Executive Committee on January 20, 2023 in Manitowoc as I pass the gavel over to him.

I wish all of you a wonderful Christmas time with your family and friends.

May God bless all of you,

-Cory



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"



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An Award for Retentions

NAHB recently honored the local and state home builder associations (HBAs) that have demonstrated outstanding achievements in membership through the annual Grand Awards.

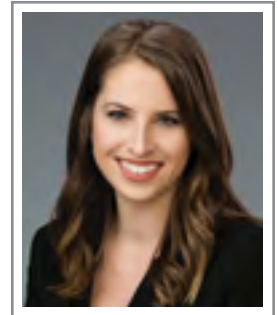
The awards are given each year to the top association from each group size in several membership categories, including highest numerical increase, percentage growth, retention rate and increase in Affiliate members.

“The Grand Award winners this year have truly embraced a culture of membership,” said 2022 NAHB Membership Committee Chair Kenneth Estes. “Membership growth and

retention are the cornerstones of a strong and sustainable Federation, so we are truly grateful for the leadership and dedication of these HBAs.”

We are proud to announce that the Wisconsin Builders Association was among the top five state associations in the category of retention increase – a testament to our local associations across the state!

-Alicia



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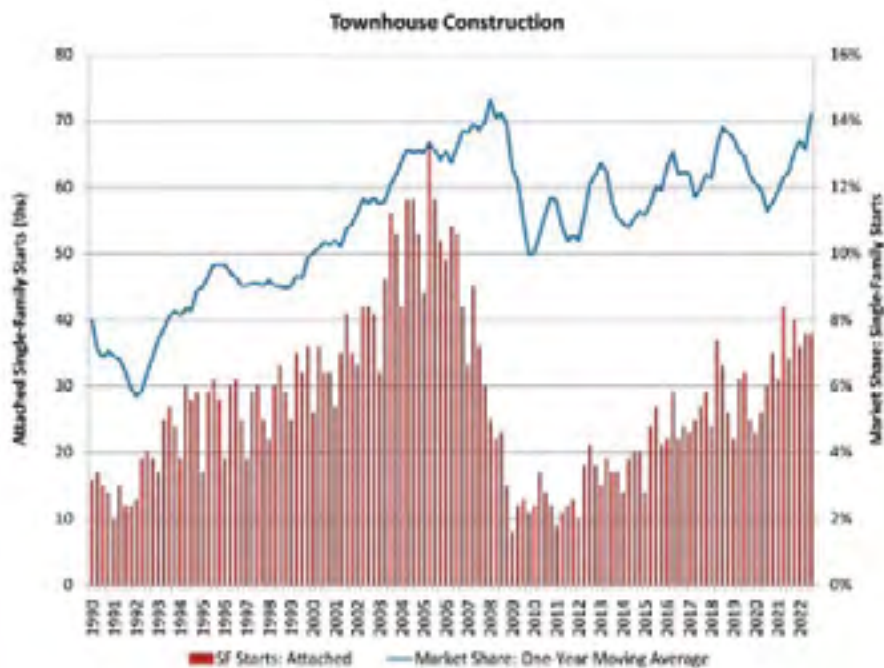
Townhouse Construction Market Share Rising

According to NAHB analysis of the most recent Census data of Starts and Completions by Purpose and Design, during the third quarter of 2022 single-family attached starts totaled 38,000, which is 12% higher than the third quarter of 2021. Over the last four quarters, townhouse construction starts totaled 152,000 units, 7% higher than the prior four quarter total (142,000). However, these counts will soften in the quarters ahead as the overall building market slows.

Using a one-year moving average, the market share of newly-built townhouses increased to 14% of all single-family starts. As denser areas reopened following covid later, the townhouse market rebounded later. Moreover, as the spec single-family building market slows on higher interest rates, the townhouse construction market share will rise.

The peak market share of the last two decades for townhouse construction was set during the first quarter of 2008, when the percentage reached 14.6%, on a one-year moving average basis, of total single-family construction. This high point was set after a fairly consistent increase in the share beginning in the early 1990s. We are likely to see a new peak market share in the quarters ahead.

The long-run prospects for townhouse construction remain positive given growing numbers of homebuyers looking for medium-density residential neighborhoods, such as urban villages that offer walkable environments and other amenities. This will be particularly true for prospective first-time buyers in high cost metro areas once the Fed pulls back on the current tightening cycle. ■



2023 PRESIDENTS INSTALLATION

REGISTRATION NOW OPEN

**1.20.23
MANITOWOC, WI**

Single-Family Housing Contraction Continues in October

Elevated mortgage rates, high construction costs for concrete and other building materials, and weakening demand stemming from deteriorating affordability conditions continue to act as a drag on single-family housing production.

Overall housing starts decreased 4.2% to a seasonally adjusted annual rate of 1.43 million units in October, according to data from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The October reading of 1.43 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts decreased 6.1% to an 855,000 seasonally adjusted annual rate. Year-to-date, single-family starts are down 7.1%. This decline mirrors the decline in the NAHB/Wells Fargo HMI, which has now contracted for 11 straight months and fallen to a level of 33. Higher interest rates in particular have reduced buyer traffic and priced out demand from the market.

This will be the first year since 2011 to post a calendar year decline for single-family starts. We are forecasting additional declines for single-family construction in 2023, which means economic slowing will expand from the residential construction market into the rest of the economy. Home prices are now falling, and there has not been a period in recent decades during which homes prices have declined and a recession has not occurred.



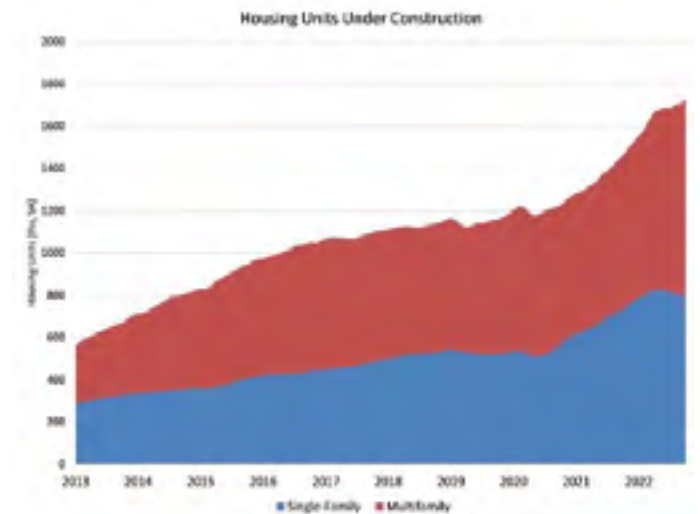
The multifamily sector, which includes apartment buildings and condos, decreased 1.2% to an annualized 570,000 pace but continues at a strong, likely too strong, pace. Multifamily starts will decline in

2023 as the effects of tighter financing and a rising unemployment rate takes hold.

On a regional and year-to-date basis, combined single-family and multifamily starts are 2.9% higher in the Northeast, 1.5% lower in the Midwest, 2.6% higher in the South and 5.1% lower in the West.

Overall permits decreased 2.4% to a 1.53 million unit annualized rate in October. Single-family permits decreased 3.6% to an 839,000 unit rate. Multifamily permits decreased 1% to an annualized 687,000 pace. Looking at regional permit data on a year-to-date basis, permits are 2.8% lower in the Northeast, 0.2% higher in the Midwest, 1.1% higher in the South and 4.0% lower in the West.

As an indicator of the economic impact of housing, there are now



794,000 single-family homes under construction. This is 9% higher than a year ago. However, the count of such homes is down from 828,000 in May, off 4% as starts slow. There are currently 928,000 apartments under construction (2+ unit properties), up 26% from a year ago with this number continuing to rise. Strikingly, this total is the highest level since December 1973. This volume will place downward pressure on multifamily starts in 2023.

Total housing units now under construction (single-family and multifamily combined) is 18% higher than a year ago. The number of single-family units in the construction pipeline is falling and will continue to decline in the months ahead given recent declines in buyer traffic and higher interest rates. ■

The Return of Ticket Splitters

The 2022 General Election brought a return of ticket splitters to top of the ticket races in Wisconsin. The five on top of the ticket saw the election of three democrats and two republicans with a small percentage of Wisconsin voters (around 3% when looking at the difference between the vote for governor and U.S. Senate) split their ticket between parties.

The republicans in both houses of the legislature were able to gain seats in 2022. The state senate republicans picked up one seat in northwestern Wisconsin to get to a veto proof majority of 22 seats. The assembly republicans picked up three seats to get to 64 total seats which is two seats shy of a veto proof majority in the lower house.

How do the election results affect what we would like to get done and what we may have to play defense on for the next four years? To get any stand-alone bill signed into law this session, it will require the support of any state agency the bill may affect prior to passage by both houses, and likely the support of some democrats in both houses. This would be the same formula that was used in Governor Evers' first term.

Two issues rise to the top of ones we would likely have bipartisan support to pass this session. Policy changes to encourage more people, namely middle and high school students, to choose a career in the trades is at the top of the list. Late last session WBA, along with ABC, AGC, the Operating Engineers, and the Carpenters Union worked together on legislation that would have expanded the list of reimbursable expenses for apprenticeships to include tool, materials, and travel costs and provide additional funding for the Youth Apprenticeship program. The bill passed the state assembly on a bipartisan vote, but time ran out prior to passing the bill in the state senate. We are already meeting with interested parties to restart the conversation to hopefully pass this bill next session.



BRAD BOYCKS
WBA EXECUTIVE DIRECTOR

Democrats and Republicans both agree that we need to find ways to bring down the cost of “workforce housing” or “starter homes”. One way to help bring down the start up costs of new housing developments would be to reduce the financing costs to pay for housing infrastructure like roads, water, sewer systems, and sidewalks. Expanding TIF laws has been a concept that we have not been able to pass in both houses, so we are now focusing on creating a state fund that would provide zero or low interest loans used for housing infrastructure. We have discussed this concept

over the summer and fall and hope to have a proposal to further review in early 2023.

Some areas of concern that we likely will have to play defense on? Building codes. Governor Evers has been supportive of moving the Uniform Dwelling Code (UDC) and commercial Building Code to match the most recent codes offered by the International Code Council (ICC), especially for the energy code. The Evers administration and legislative democrats have also been supportive of local units of government being able to pass “stretch codes”. These stretch codes would be more stringent than the state energy code and would break the uniformity of the current UDC.

To push back against detrimental code changes, especially in the UDC, will require all of us working with WBA members on the Uniform Dwelling Code Council and giving good examples and data (likely with help from the National Association of Home Builders) as to why those choices will increase the cost of housing without much of a return on energy conservation efforts.

Split power in state government will again bring opportunities and challenges when the new legislative session starts in January 2023. ■

Earlier this year, the WBA formed the **Champions of Housing Club** to raise additional funds for the **Building a Better Wisconsin Political Action Committee (BBW-PAC)**.

THANK YOU to the following members for joining the club in 2022 with a \$1,000 donation: Brandon Bartow, Mark Etrheim, Brian McKee, Don Miller, Robert Procter, Kathy Raab, Jim Reif, Tim Roehl, John O. Shaline, Cory Sillars, John Stoker, Don Tierney, and Mike Howe.

Supporting the Industry's Future



HARVEY KESSEL
WBA PRESIDENT

In an effort to support the education efforts of current and future contractors, the Wisconsin Builders Foundation has port forth a great deal of effort and resources to produce a new, four-credit class to satisfy continuing education changes for dwelling contractor qualifiers. Due to a recent law change, anyone renewing their DCQ credential will be required to have four of the 12 required credits in subject matter that includes construction laws and codes and contracts, liability, and risk management. Members of record can access this course free of charge while non-members can access the course for \$55.00. ■

For additional information on how to register for this course, please visit
wisbuild.org/online-courses-preview

Course Content Includes:

CONSTRUCTION LIEN LAW

- What is it and how does it work?
- What does it apply to, who is entitled, and what about leasehold interest?
- Construction Lien and City Property: Three Steps to Perfect Lien Rights
- The Process, Methods, and Exceptions for Identification Notices
- The Process and Deadlines for Notice of Intent to File Lien
- The Process for Claim for Lien
- Understanding the Slander of Title Statue: Benefits of Lien Rights
- All About Lien Waivers

DISPUTE RESOLUTION & CONTRACTS

- History and Protections
- Builder's Perspective
- Homeowner's Perspective
- What It Covers and Timelines
- Homeowner's Responsibilities
- Builder's Responsibilities
- The Next Step
- Mediation Module

BUILDING CODES

- Definition and Scope
- Leveling the Field
- From Concept to Law
- Characteristics
- Wisconsin Residential Building Code
- Permit Process
- Building Inspections
- The Role of Innovation and the Builder

RISK MANAGEMENT AND LIABILITY

- What is Risk Management
- The Role of Insurance in Risk Management
- Key Components to Risk Management
- Workers Compensation Explained
- Safety Programs and Training
- OSHA Module
- Transfer of Risk: Sub-contractors
- Certificate of Insurance

Trends in Housing

Thanks to all those who joined us for our third Trends in Housing Conference which took place in November at the Wintergreen Resort in the Wisconsin Dells. We heard from Zillow on their consumer housing trends and new product technology, followed by a panel presentation on Solar, Green Building and Smart Home Technology. After lunch, Ed Hudson from the Home Innovation Research Labs

discussed Changing Preferences for Building Products in a Post Covid Market, and Dennis Winters from the Department of Workforce Development discussed Wisconsin's current and future economy. If you weren't able to join us this year, please mark it on your calendars that the 2023 Trends in Housing Conference will take place on November 9; location to be determined. ■



Event Recap



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2001

Remodeled Headquarters

The National Housing Center gets a facelift.



2004 Social Media Takeover

Facebook is launched, marking the beginning of the social media boom. Twitter is launched two years later.

Remodeled Headquarters

Homeowners
Social Media T
President Bus

2000

2001

2002

2003

2004



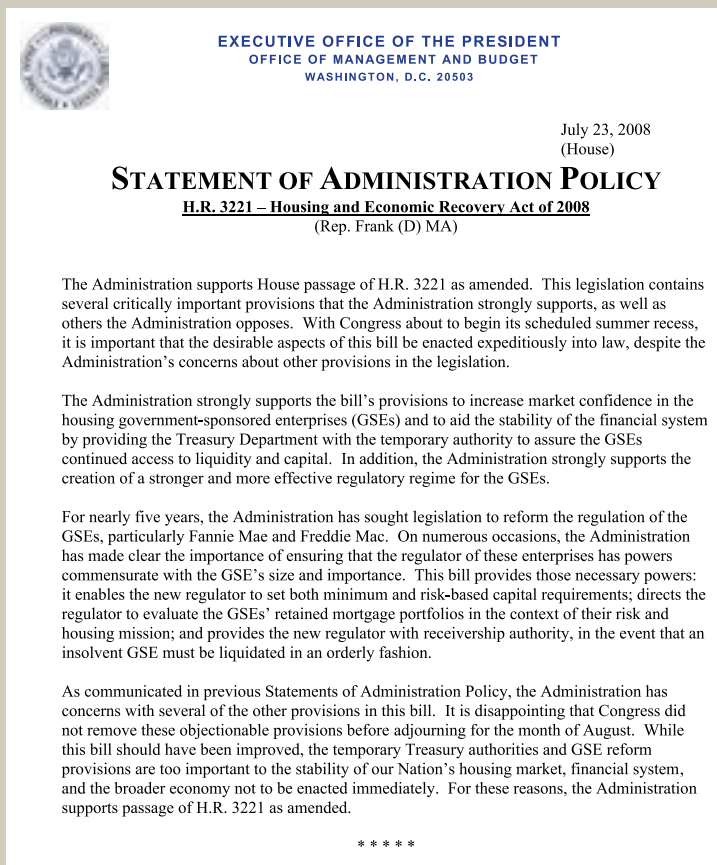
2004 Homeownership Peaks

The homeownership rate reaches an all-time high of 69%.



2004 President Bush at BOD

During his campaign for re-election, President George W. Bush addresses NAHB members at the Fall Board of Directors Meeting in Columbus, Ohio.



2008 Housing and Economic Recovery Act

The Housing and Economic Recovery Act of 2008 (HERA) is enacted in response to the subprime mortgage crisis. The Act includes a first-time home buyer tax credit.

Homeownership Peaks
Takeover
at BOD

HERA Enacted

2005

2006

2007

2008

2009



2011 California Drought

California sees the beginning of what would become a multi-year water drought—its worst on record. The drought has significant impact on many aspects of everyday life for Californians.

2012 Building Resurgence

The total number of homes built in the U.S. reaches 131.8 million. (over what period?)



2014 Design & Construction Week

The National Kitchen and Bath Industry Show and Window Coverings Show join NAHB's International Builders' Show to kick off the first Design and Construction Week.

2010

2011

2012

2013

2014

California Drought

Building Resurgence

Design & Construction Week



2015
Internet Dependence

Ninety-eight percent of Americans are now connected to high-speed wireless internet.

2016
Trump at BOD

President Donald Trump (the GOP candidate at the time) give a presentation during NAHB's first Midyear Board of Directors Meeting where he discusses his plans for boosting the home building industry.



2017
Young Professionals Committee Celebrates First Year

Established in 2016, the Young Professionals Committee completes its first full year, cementing NAHB's commitment to building tomorrow's leaders.



Construction Week

Internet Dependence

Trump at BOD

Young Professionals
First Anniversary

2015

2016

2017

2018

2019

3 Energy Efficient Materials for Building a New Home



Home builders are under increasing pressure to create energy-efficient structures, with the United States having a goal of a net-zero economy by 2050. In addition to staying on track to meet this goal, builders must also continue to create stylish and functional homes that can stand out in a competitive real estate market that is sure to get squeezed amid rising interest rates. Fortunately, there are a plethora of innovative building materials that can help builders check all of these boxes. Keep reading to find out more about 3 energy-efficient materials Wisconsin builders can use in new home construction.

1. Aluminum Windows Fortified With Window Inserts

One of the best places to start when building an energy-efficient home is the installation of high-quality windows. To this effect, aluminum windows are becoming an increasingly popular option over timber, uPVC, and vinyl framing options. There are many ways that aluminum window frames can improve the energy efficiency of a home:

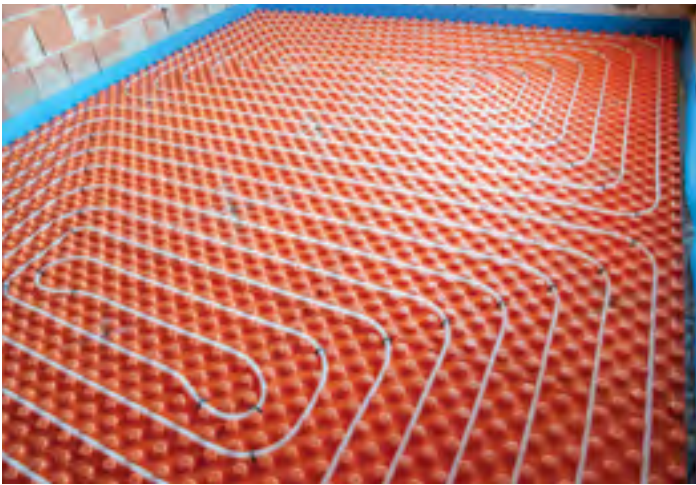
Excellent durability - most aluminum window frames will last up to 30 years when properly cared for. They do not become brittle like vinyl in the face of fluctuating weather conditions, and they will not rot like wood. Not only will this help keep the home's building envelope airtight for decades, but it will reduce resource consumption for

maintenance and replacement. **Thermal efficiency** - most aluminum windows are now using polyamide glazing technology, which significantly reduces heat gain and heat loss through windows when compared to uPVC alternatives. **Recyclability** - although it may not be intuitive to think about the end of the home's life during the new construction process, it is an issue that contractors must consider in 2022 amid increasing pressure to reuse, re-purpose, or recycle scarce resources. Aluminum windows are 100% recyclable and non-toxic, requiring just 5% of the energy used to create them during the recycling process.

Although aluminum windows are impressive in and of themselves, builders in Wisconsin may be looking for an additional level of insulation to help the home withstand the cold northern winters. If this is the case, exterior storm windows or window replacement inserts are a couple of options that can help improve the insulative qualities of windows by creating an additional seal against drafts.

2. Radiant Floor Heating

A great way to ensure a consistent, comfortable interior temperature for Wisconsin homes during the cold winter months without kicking the HVAC unit into overdrive is through the installation of a radiant floor heating system.



With radiant floor heating, electric mats or heated pipes are placed beneath the home's flooring material, releasing heat up through the floor in a consistent, stove-like manner throughout the day. This helps eliminate cold pockets in areas of the home far away from HVAC vents.

Radiant heat is also much more energy efficient than forced air systems, which suffer from parasitic heat loss. As heat travels through air ducts, some of it is lost through cracks. In addition, as heat rises, it is not evenly distributed throughout a room as it blows in. Therefore, in order to raise the temperature of a room to the desired level, forced air systems usually have to heat many degrees above the desired temperature to achieve the effect--resulting in significant amounts of wasted energy. Increasing room temperature via radiant systems is much more efficient, making direct contact with the area to be heated and dispersing upward throughout the room, requiring a fraction of the energy of a forced air system.

3. EIFS Stucco

Although typically thought of as a solution for commercial buildings, EIFS stucco is increasingly gaining traction as a cladding option for residential homes thanks to its outstanding energy efficiency. Nearly indistinguishable from traditional stucco facades, this synthetic stucco system has an R-value some 20X greater than the classic product. It achieves this through a layered insulation approach:

A water-resistant barrier is applied to the wall's substrate. EPS, XPS, or mineral wool is added as a base layer of insulation. A layer of fiberglass mesh is added for reinforcement and crack resistance. A water-resistant base coat is added to the fiberglass mesh for increased impermeability. A finishing coat is added to provide the color, texture, and exterior protective properties.

The result is a continuous insulation system that provides an R-value of up to 5.6, making it one of the most energy-efficient cladding products on the market.

Reduce Energy Consumption With These 3 Efficient Building Materials

Builders have to balance myriad factors to navigate the new home construction landscape in 2022. However, at the top of the list is creating energy-efficient structures that can meet increasingly stringent governmental and societal demands. To this effect, there are many innovative building materials that can help. Aluminum windows fortified with inserts, radiant floor heating, and EIFS stucco are 3 future-gearred products that Wisconsin builders can use to improve the energy efficiency of a new home.

Brian Jeffries is the content director for the **Innovative Building Materials** blog and a content writer for the building materials industry. He is focused on helping fellow homeowners, contractors, and architects discover materials and methods of construction that save money, improve energy efficiency, and increase property value. ■



BY AMBER EVENSON, SCVHBA

Over 1,400 Students from 33 Schools Attended the 2nd Annual Build My Future Wisconsin Event



The St. Croix Valley Home Builders Association was thrilled to connect local students with the leading trade industry professionals in our local area. The event held on October 5 at the St. Croix Valley Fairgrounds in Glenwood City, WI was sponsored by 29 of the areas industry professionals and two technical colleges to showcase 60



different exhibits. The event not only showed first-hand what different trades are available after high school and college, it also brought together a community interested in the potential of its young workforce.

In the event's second year, it has increased attendance by 75% and increased vendors by 50% making for

a bustling environment that led to new discoveries for the young adults in attendance. In addition, over 40 currently enrolled students in 16 construction-related programs at Chippewa Valley Technical College and Northwood Technical College volunteered their time at the event. These students were able to promote the college programs they are currently enrolled in, letting high school students ask questions and get real life answers. The event even offered mock interviewing for students to gain knowledge and advice from possibly future employers.

Not only did the event have different exhibits to display different trade jobs but they actively were improving the St. Croix Valley Fairgrounds. Projects included students actively helping construct a mobile dressing room, two concrete pads, installing new office windows, and residing an existing

building. Other featured exhibits included installing insulation, building benches, tree climbing, heavy equipment operating and welding. The local community was also represented by the first responders' programs as well as the Army and Airforce.



The event was a great success for the local areas technical colleges and trade industry professionals showing that when we can collaborate for the benefit of the youth of Wisconsin everyone wins. **Build My Future Wisconsin is made possible by: Northwood Technical College, Chippewa Valley Technical College, Creative Homes, Arrow Building Center, County Materials Corporation, Chippewa Valley Home Builders Association,**



GAF Roofing, National Housing Endowment, Pierce Pepin Cooperative Services, St. Croix Electric Co-op, Steiner, Tjader & Highstrom Utility Services, Bank Five Nine, Blackhawk Garage Door, Auer Steel, Derrick Companies, Market & Johnson, Lindus Construction, Royal Credit Union, CertainTeed Roofing, RDO Equipment Co. Monarch Paving, Carlson McCain, Inc., Lampert Lumber, Wittstock Builders, ServPro, Cemstone, and Westfields Hospital. ■

**REGISTRATION
IS OPEN!**

WBA Presidents Installation

Friday, January 20
The Venue at Union Square
Manitowoc



**5:00PM: REGISTRATION & COCKTAIL
RECEPTION**

6:00PM WELCOME ADDRESS

6:05PM INSTALLATION

6:30PM DINNER

7:30PM AWARDS

8:00PM ENTERTAINMENT

COST TO ATTEND

Individual Ticket: \$99

Table of 4: \$396

Table of 8: \$792

\$

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association.wisbuild.org/eventcalendar**

Single-Family Housing Permits in Wisconsin: 2022

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COUNTY	2022 Jul. - Sep. by County	2021 Jul. - Sep. by County	2021-2022 % change (Jul. - Sep.)	2022 Year-To-Date	2021 Year-To-Date	2021-2022 % YTD change
ADAMS	20	22	-9.1%	69	70	-1.4%
ASHLAND	5	4	25.0%	23	15	53.3%
BARRON	34	30	13.3%	115	84	36.9%
BAYFIELD	20	41	-51.2%	59	83	-28.9%
BROWN	122	110	10.9%	378	442	-14.5%
BUFFALO	11	9	22.2%	50	21	138.1%
BURNETT	23	37	-37.8%	81	99	-18.2%
CALUMET	34	48	-29.2%	104	184	-43.5%
CHIPPEWA	54	54	0.0%	181	203	-10.8%
CLARK	23	15	53.3%	68	43	58.1%
COLUMBIA	30	21	42.9%	83	79	5.1%
CRAWFORD	31	19	63.2%	45	56	-19.6%
DANE	299	330	-9.4%	979	1099	-10.9%
DODGE	20	21	-4.8%	116	107	8.4%
DOOR	73	62	17.7%	162	189	-14.3%
DOUGLAS	32	25	28.0%	66	58	13.8%
DUNN	47	27	74.1%	123	81	51.9%
EAU CLAIRE	66	12	450.0%	187	256	-27.0%
FLORENCE	0	4	-100.0%	0	17	-100.0%
FOND DU LAC	28	31	-9.7%	118	107	10.3%
FOREST	1	1	0.0%	9	2	350.0%
GRANT	21	24	-12.5%	63	59	6.8%
GREEN	15	25	-40.0%	64	69	-7.2%
GREEN LAKE	8	18	-55.6%	36	51	-29.4%
IOWA	14	19	-26.3%	58	51	13.7%
IRON	16	12	33.3%	42	34	23.5%
JACKSON	18	5	260.0%	62	18	244.4%
JEFFERSON	27	26	3.8%	109	171	-36.3%
JUNEAU	44	6	633.3%	142	92	54.3%
KENOSHA	66	33	100.0%	214	191	12.0%
KEWAUNEE	14	13	7.7%	42	42	0.0%
LA CROSSE	47	32	46.9%	149	162	-8.0%
LAFAYETTE	5	10	-50.0%	34	30	13.3%
LANGLADE	0	0	0.0%	6	1	500.0%
LINCOLN	31	24	29.2%	78	75	4.0%
MANITOWOC	25	19	31.6%	69	71	-2.8%

Single-Family Housing Permits in Wisconsin: 2022

...CONTINUED...

COUNTY	2022 Jul. - Sep. by County	2021 Jul. - Sep. by County	2021-2022 % change (Jul. - Sep.)	2022 Year-To-Date	2021 Year-To-Date	2021-2022 % YTD change
MARATHON	103	55	87.3%	245	195	25.6%
MARINETTE	5	25	-80.0%	27	74	-63.5%
MARQUETTE	13	3	333.3%	54	26	107.7%
MILWAUKEE	49	32	53.1%	141	120	17.5%
MONROE	24	18	33.3%	71	86	-17.4%
OCONTO	71	43	65.1%	192	167	15.0%
ONEIDA	65	60	8.3%	147	157	-6.4%
OUTAGAMIE	95	100	-5.0%	297	297	0.0%
OZAUKEE	79	35	125.7%	253	195	29.7%
PEPIN	14	1	1300.0%	36	17	111.8%
PIERCE	50	36	38.9%	124	133	-6.8%
POLK	58	40	45.0%	175	135	29.6%
PORTAGE	36	14	157.1%	124	75	65.3%
PRICE	5	9	-44.4%	23	18	27.8%
RACINE	45	39	15.4%	136	176	-22.7%
RICHLAND	7	8	-12.5%	37	25	48.0%
ROCK	53	54	-1.9%	213	176	21.0%
RUSK	12	7	71.4%	43	22	95.5%
SAUK	49	19	157.9%	142	114	24.6%
SAWYER	8	11	-27.3%	41	70	-41.4%
SHAWANO	23	16	43.8%	63	51	23.5%
SHEBOYGAN	32	30	6.7%	96	127	-24.4%
ST CROIX	121	48	152.1%	365	409	-10.8%
TAYLOR	15	17	-11.8%	41	39	5.1%
TREMPEALEAU	28	4	600.0%	74	42	76.2%
VERNON	44	19	131.6%	99	76	30.3%
VILAS	85	71	19.7%	208	173	20.2%
WALWORTH	59	127	-53.5%	233	349	-33.2%
WASHBURN	26	17	52.9%	61	61	0.0%
WASHINGTON	41	85	-51.8%	147	328	-55.2%
WAUKESHA	158	186	-15.1%	614	781	-21.4%
WAUPACA	23	14	64.3%	73	59	23.7%
WAUSHARA	26	3	766.7%	86	45	91.1%
WINNEBAGO	68	50	36.0%	225	273	-17.6%
WOOD	29	13	123.1%	98	72	36.1%
TOTALS	2943	2498	17.8%	9188	9575	-4.0%

WBA 2023 Calendar

January							February							March							April						
Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7				1	2	3	4				1	2	3	4							1
8	9	10	11	12	13	14	5	6	7	8	9	10	11	5	6	7	8	9	10	11	2	3	4	5	6	7	8
15	16	17	18	19	20	21	12	13	14	15	16	17	18	12	13	14	15	16	17	18	9	10	11	12	13	14	15
22	23	24	25	26	27	28	19	20	21	22	23	24	25	19	20	21	22	23	24	25	16	17	18	19	20	21	22
29	30	31					26	27	28					26	27	28	29	30	31		23	24	25	26	27	28	29
																					30						

May							June							July							August						
Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa
	1	2	3	4	5	6					1	2	3							1			1	2	3	4	5
7	8	9	10	11	12	13	4	5	6	7	8	9	10	2	3	4	5	6	7	8	6	7	8	9	10	11	12
14	15	16	17	18	19	20	11	12	13	14	15	16	17	9	10	11	12	13	14	15	13	14	15	16	17	18	19
21	22	23	24	25	26	27	18	19	20	21	22	23	24	16	17	18	19	20	21	22	20	21	22	23	24	25	26
28	29	30	31				25	26	27	28	29	30		23	24	25	26	27	28	29	27	28	29	30	31		
														30	31												

September							October							November							December						
Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa
					1	2	1	2	3	4	5	6	7				1	2	3	4						1	2
3	4	5	6	7	8	9	8	9	10	11	12	13	14	5	6	7	8	9	10	11	3	4	5	6	7	8	9
10	11	12	13	14	15	16	15	16	17	18	19	20	21	12	13	14	15	16	17	18	10	11	12	13	14	15	16
17	18	19	20	21	22	23	22	23	24	25	26	27	28	19	20	21	22	23	24	25	17	18	19	20	21	22	23
24	25	26	27	28	29	30	29	30	31					26	27	28	29	30			24	25	26	27	28	29	30
																				31							

Dates

Jan 20	WBA President's Installation, Manitowoc	Jul 27	Finance Committee Meeting
Jan 31-Feb 2	IBS, Las Vegas, NV	Aug 10	Executive Committee Meeting
Feb 16	Finance Committee Meeting	Oct 05	Virtual Member Meeting Day
Apr 06	WB Foundation Annual Meeting	Oct 12-13	NAHB Training Session, Minneapolis, MN
Apr 13	Executive Committee Meeting	Oct 19	Executive Officer Summit
May 04	Finance Committee Meeting	Nov 02	WB Foundation Meeting
Jun 6-10	NAHB Spring Leadership, Washington, DC	Nov 09	Trends in Housing
Jun 21	Building Industry Council Annual Meeting	Dec 07	Finance Committee Meeting
Jun 21	Member Meeting Day	Dec 14	Executive Committee Meeting
Jun 21	Celebration of Housing		
Jun 22	WB Foundation Golf Outing		

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