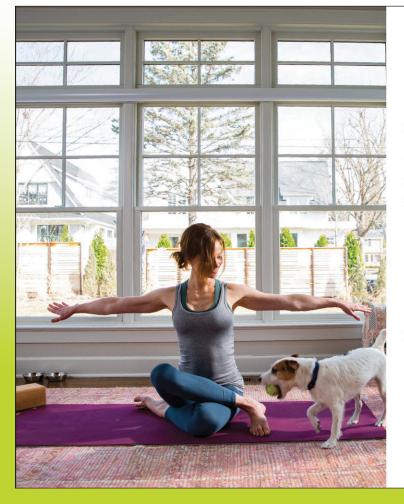


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\$150 exhibitors

Bag Insert Sponsor -\$400 non-exhibitors

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COST \$100/Seminar (Exhibitors) \$250/Seminar (Non-Exhibitors)

## **Questions?**

Contact Peg Meskan at pmeskan@maba.org or (608) 288-1136

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Remodels



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#### Madison Area Builders Association

# 2023 BOARD OF DIRECTORS

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*First Vice President* Andy Blakey Elite A/V & Automation



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#### Directors



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Thank you to outgoing board members Danny Lowery and Justin Temple!































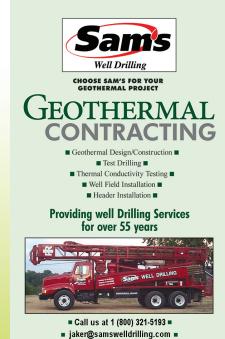




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The Right Angle is published seven times per year. Notice of local, state, and national programs/events is

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# **Training the Workforce of Tomorrow!**

#### Spring Career Day - May 11

200 students from 9 schools attended!







Fall Career Day - September 28 250 students and 10 schools participated!

#### Free Little Libraries - August 19

21 free little libraries were donated and built by MABA volunteers and Boys & Girls Club of Dane County youth







Future Quest - November 29 86 exhibitors, 4,000+ students & 29 schools attended















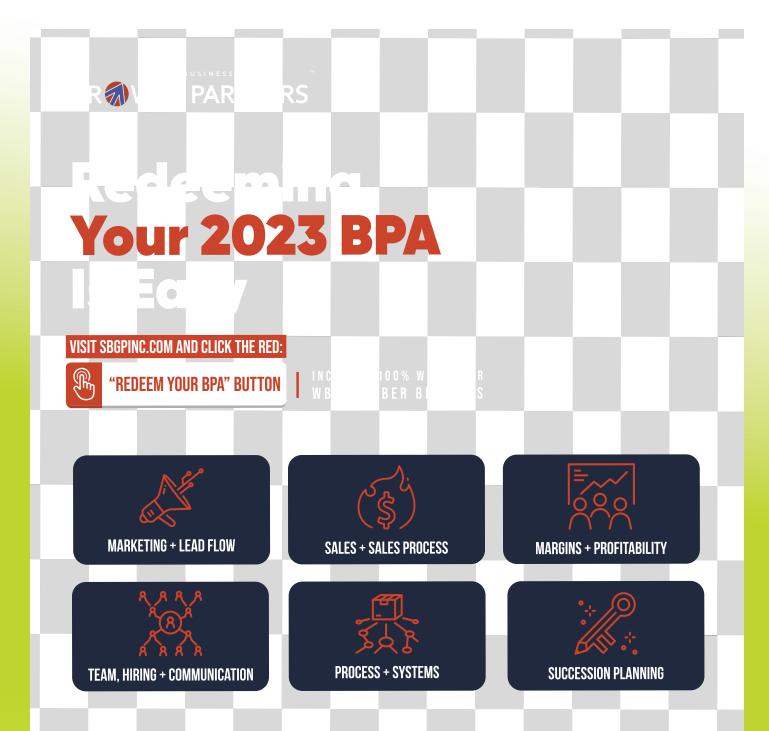






Grand Opening!

The McKenzie Regional Workforce Center, including the MABA Skilled Trade Center powered by Drexel Building Supply, will address the critical shortage of adequately trained and skilled workers in Dane County.



#### What is a Business Plan of Action?

 We look at the "big picture" of your business. We identify what is working, note what is not, and document everything we uncover, in an unbiased fashion

 We conduct an analysis of your team and team acquisition system, including full DISC/Motivator assessments for key team members. The results of the assessments, including a team personality mapping grid, will also be included in your final plan. (max of 6 per BPA)

- We create a time-based and action-driven plan, broken down into the 8 disciplines/pillars of the industry.
- We provide unique ideas and strategies for your sales process and system, marketing, internal processes, cash flow tracking, and more. At the end of our process, you can expect an accurate, personalized, step-by-step plan that's tailored to your needs.

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11

# **ANNUAL MEETING**

November 16th at Rex's Innkeeper









Thank you to all attendees and presenters!







# 2022 ASSOCIATION AWARD WINNERS





## 2022 BUILDER OF THE YEAR



BRAD BURRS URSO BUILDERS 2022 ASSOCIATE OF THE YEAR



MIKE THOLE HOTTMANN CONSTRUCTION

# 2022 VOLUNTEER OF THE YEAR



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2022

Total

\$1,735,000

\$2,800,000

\$1,104,000

\$1,050,000

\$12,415,000

\$13,825,000

\$3,358,000

\$10,557,000

\$3,125,000

\$1,520,000

\$350,000

2021

Total

\$1,318,000

\$423,000

\$1,780,000

\$1,510,000

\$698,000

\$5,381,000

\$900,000

\$973,000

\$13,350,000

\$6,080,000

\$3,676,000

\$4,697,000

2022

Starts

5

5

2

2

20

1

28

6

23

5

3

2021

Starts

3

1

3

2

2

12

2

2

27

12

9

6

2022

\$347,000

\$560,000

\$552,000

\$525,000

\$620,750

\$350,000

\$493,750

\$559,667

\$459,000

\$625,000

\$506,667

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

Municipality

Albion (T)

Belleville

Berry (T)

Bristol (T)

Burke (T)

Christiana (T)

Cottage Grove

**Cross Plains** 

Dane

Cross Plains (T)

Cottage Grove (T)

Black Earth (T)

Blue Mounds (T)

2022 Dane County November YTD Comparison

Avg. Value Avg. Value Avg. Sq Ft Avg. Sq Ft

2021

\$439,333

\$423,000

\$593,333

\$755,000

\$349,000

\$448,417

\$450,000

\$486,500

\$494,444

\$506,667

\$408,444

\$782,833

#### 12/6/2022

2021

3,300

3,419

3,574

5,675

2,775

3,218

3,425

3,375

3,048

3,928

2,381

4,587

2022

2,536

3,605

3,975

3,775

3,642

2,550

2,832

4,092

2,363

3,540

2,474

Dane (T)	\$2,380,000	\$1,775,000	4	3	\$595,000	\$591,667	3,809	4,317
Deerfield (T)	\$1,204,000	\$1,815,000	2	4	\$602,000	\$453,750	4,175	3,613
DeForest	\$20,951,000	\$37,352,000	38	88	\$551,342	\$424,455	3,610	2,959
Dunkirk (T)	\$800,000	\$600,000	2	1	\$400,000	\$600,000	2,725	4,300
Dunn (T)	\$5,457,000	\$9,285,000	7	16	\$779,571	\$580,313	4,837	3,963
Fitchburg	\$45,058,000	\$49,546,000	120	136	\$375,483	\$364,309	2,257	2,494
Madison	\$102,193,000	\$114,305,000	248	299	\$412,069	\$382,291	2,398	2,375
Mazomanie (T)	\$2,000,000	\$1,093,000	4	3	\$500,000	\$364,333	3,213	2,817
McFarland	\$12,635,000	\$8,409,000	27	17	\$467,963	\$494,647	2,329	2,690
Medina (T)	\$890,000	\$1,115,000	2	3	\$445,000	\$371,667	3,175	2,917
Middleton	\$3,493,000	\$9,075,000	5	12	\$698,600	\$756,250	3,488	3,527
Middleton (T)	\$38,016,000	\$25,903,000	41	34	\$927,220	\$761,853	5,311	5,163
	\$1,150,000	\$720,000	2	2	\$575,000	\$360,000	4,700	2,775

Municipality	2022 Total	2021 Total	2022 Starts	2021 Starts	2022 Avg. Value	2021 Avg. Value	2022 Avg. Sq Ft	2021 Avg. Sq Ft
Mount Horeb	\$14,824,000	\$13,423,000	33	32	\$449,212	\$419,469	2,651	2,603
Oregon	\$28,955,000	\$19,858,000	63	44	\$459,603	\$451,318	2,576	2,604
Oregon (T)	\$6,444,000	\$2,201,000	7	3	\$920,571	\$733,667	5,176	5,000
Perry (T)	\$2,450,000	\$1,777,000	4	3	\$612,500	\$592,333	3,888	4,363
Pleasant Springs (T)	\$5,320,000	\$3,301,000	8	7	\$665,000	\$471,571	3,901	3,729
Primrose (T)	\$2,143,000	\$1,514,000	4	3	\$535,750	\$504,667	3,963	3,900
Roxbury (T)	\$2,155,000	\$1,895,000	2	5	\$1,077,500	\$379,000	5,625	2,860
Rutland (T)	\$4,589,000	\$1,155,000	7	3	\$655,571	\$385,000	4,450	3,000
Springdale (T)	\$4,617,000	\$5,790,000	5	10	\$923,400	\$579,000	5,830	4,260
Springfield (T)	\$2,399,000	\$2,297,000	3	5	\$799,667	\$459,400	4,383	3,350
Stoughton	\$15,328,000	\$5,072,000	47	15	\$326,128	\$338,133	2,335	2,746
Sun Prairie	\$41,412,000	\$54,407,000	106	139	\$390,679	\$391,417	2,554	2,746
Sun Prairie (T)	\$1,100,000	\$998,000	2	2	\$550,000	\$499,000	3,425	3,425
Vermont (T)	\$6,354,500	\$4,585,000	6	7	\$1,059,083	\$655,000	5,325	4,564
Verona	\$22,433,000	\$20,159,000	53	52	\$423,264	\$387,673	2,067	2,393
Verona (T)	\$16,271,000	\$16,000,000	18	19	\$903,944	\$842,105	5,331	5,974
Vienna (T)	\$2,812,000	\$700,000	4	1	\$703,000	\$700,000	4,263	4,500
Waunakee	\$42,094,000	\$51,987,000	88	115	\$478,341	\$452,061	2,535	2,574
Westport (T)	\$37,022,090	\$29,782,000	48	35	\$771,294	\$850,914	3,457	4,205
Windsor (T)	\$34,584,000	\$23,143,000	64	43	\$540,375	\$538,209	2,751	2,973
York (T)		\$1,601,000		4		\$400,250		3,375

#### Year to Year November Comparison

#### Year to Date Comparison

<b>F</b>					-					
YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT	YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT	
2012	12,840,000	45	285,333	2,654	2012	190,295,112	711	267,644	2,594	
2013	16,761,000	63	266,047	2,585	2013	277,116,000	1011	274,100	2,591	
2014	20,725,000	70	296,071	2,604	2014	289,020,000	970	297,958	2,619	
2015	22,026,000	72	305,916	2,554	2015	331,412,000	1075	308,290	2,590	
2016	27,922,000	85	328,494	2,673	2016	365,433,669	1131	323,106	2,600	
2017	36,844,000	99	372,161	2,869	2017	396,845,465	1167	340,056	2,650	
2018	39,113,000	101	387,257	2,825	2018	421,335,000	1181	356,761	2,645	
2019	29,910,000	79	378,607	2,614	2019	401,818,774	1113	361,023	2,661	
2020	28,967,000	76	381,144	2,527	2020	479,509,720	1206	397,603	2,773	
2021	53,372,000	111	480,828	2,949	2021	563,424,000	1246	452,186	2,885	
2022	39,600,000	75	528,000	2,831	2022	581,372,590	1174	495,206	2,842	



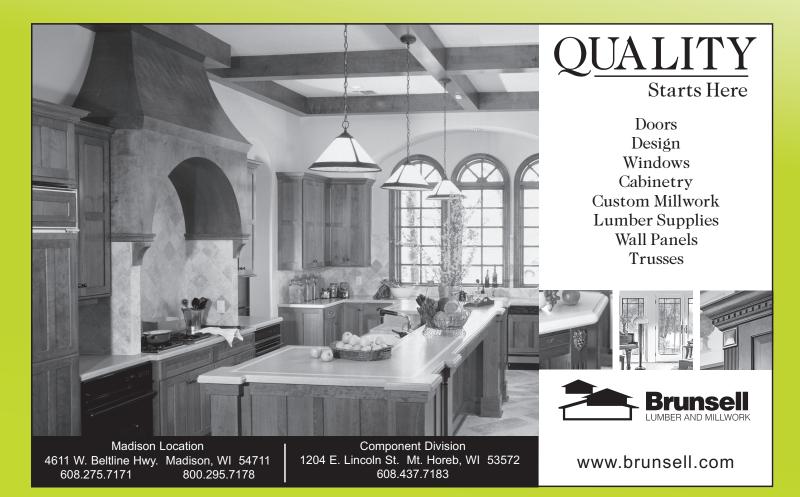




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