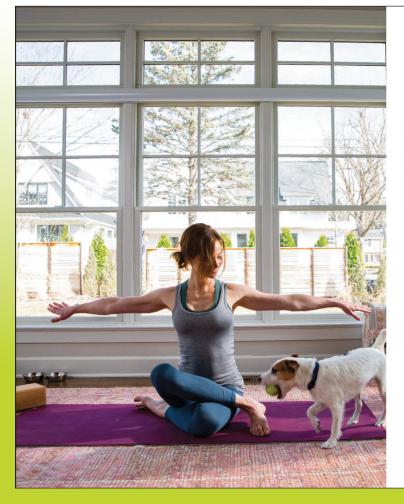


A Year to be Celebrated!







IT'S NOT JUST A WINDOW, IT'S PEACE OF MIND

For over 115 years, people have relied on Andersen. With over 100 million windows installed, no other windows are in more homes than the Andersen[®] 400 Series. With its innovative blend of craftsmanship and style, Andersen products rate #1 in quality and performance.



LOVE THE LIFE YOU SEE

Learn more at **andersenwindows.com/400series** *2020 Andersen brand surveys of U.S. contractors, builders and architects. Andersen[®] and all other marks where denoted are trademarks of Andersen Corporation. @2021 Andersen Corporation. All rights reserved.

Wisconsin Building Supply and Andersen Why choose anyone else?



Wisconsin Building Supply 6368 Lake Rd Windsor WI 53598 (608) 846-5445 www.wibuildingsupply.com

Specializing in Geothermal Closed Loop Systems



From small residential to large scale commercial, if your project needs a horizontal trench, vertical, pond, or directionally bored loop we have the experience, equipment, and proven know-how to get the loop system installed and transferring the earth's heat the **right way**.

Leave the dirty work to us,

call us today!

(920) 326-2050 • www.goloopwi.com

www.birrenkottsurveying.com



Land Surveying & Soil Testing

Daniel V. Birrenkott, PLS 608.837.7463

P.O. Box 237 1677 N. Bristol Street Sun Prairie, WI 53590

dbirrenkott@birrenkottsurveying.com



A trusted partner to manage your title and construction disbursement needs.

> **Robb Kahl** President rkahl@generationstitle.com

Stephanie Brassington

Manager sbrassington@generationstitle.com

950 John Nolen Drive, Suite 185 Madison, WI 53713

(608) 661-0823



JANUARY 28-29 Madison **Marriott West**

LOCK IN YOUR BOOTH SPACE TODAY!

10' Wide x 8' Deep Booth 10' Wide x 10' Deep Booth \$1,000 \$1,100 Corner Booth Charge \$150 | Non-Member Fee \$250

INTERESTED IN SPONSORING?

SPONSORSHIP LEVELS

OTHER SPONSORSHIPS

GOLD - \$7,500 SILVER - \$5,000



BRONZE - \$2,500

Seminar Room Sponsor - **PR** Exhibitor Hospitality \$200/room/dav

Space - \$500/day

Coffee Sponsor -



\$150 exhibitors

Bag Insert Sponsor -\$400 non-exhibitors

INTERESTED IN PRESENTING A SEMINAR?

LENGTH Lasts 45 minutes

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

Questions?

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

<section-header><text><text><text><text><text>

Developments



Remodels



VISIT WWW.WISBUILD.ORG/BADGERCRAFTSMAN TO APPLY Due polic ax. sox. Due bullax. sox. 2 ans. of 1 as

RAFTSMAN

wiscor



PLATINUM SPONSORS









WINDOWS & DOORS OF WISCONSIN



GOLD SPONSORS









2022 BOARD OF DIRECTORS

OFFICERS:

PRESIDENT Brad Burrs Urso Builders, LLC

PRESIDENT-ELECT Joe Crary Crary Construction, Inc.

FIRST VICE PRESIDENT Crystal Welsh Coyle Carpet One

TREASURER Keith Batenhorst Drexel Building Supply

SECRETARY Shaun Scullion Scullion Builders, LLC

IMMEDIATE PAST PRESIDENT Danny Lowery Tim O'Brien Homes

DIRECTORS:

Heather Beal Dwelling Masters, LLC

Andy Blakey Elite A/V & Automation

Dawn McIntosh CLE Consulting, LLC

Carly Miller Cambria

EXECUTIVE DIRECTOR: Chad Lawler

OPERATIONS MANAGER: Lisa Kratz

MEMBERSHIP DIRECTOR: Peggy Meskan

MARKETING MANAGER: Julia Biedenbender Ken Nelson Victory Homes of Wisconsin, Inc.

Pat Schafer Stagecoach Plumbing, Inc.

Justin Temple Temple Builders, Inc.

Mike Thole Hottmann Construction Co.

Madison Area Builders Association

2023 BOARD OF DIRECTORS

Executive Board



President Joe Crary Crary Construction, Inc.



President Elect Shaun Scullion Scullion Builders, LLC





First Vice President Andy Blakey Elite A/V & Automation



Treasurer Keith Batenhorst Drexel Building Supply *Secretary* Ken Nelson Victory Homes of Wisconsin, Inc.

Directors



Immediate Past President Brad Burrs Urso Builders, LLC

Heather Beal - Dwelling Masters, LLC Ed Hoksbergen - Encore Homes Dawn McIntosh - CLE Consulting, LLC Design Build Carly Miller - Cambria Pat Schafer - Stagecoach Plumbing Paul Simon - Michael F. Simon Builders, Inc. Mike Thole - Hottmann Construction Co., Inc. Crystal Welsh - Coyle Carpet One

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































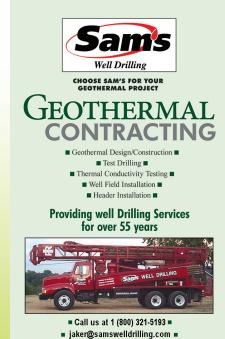




DISCLAIMER: The Right Angle is the official newsletter of the Madison Area Builders Association. The Madison Area Builders Association is a nonprofit trade organization dedicated to promoting a positive business environment by uniting, serving, and representing all aspects of the building industry.

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

a service to Association members. Such notices do not indicate Association endorsement or sponsorship unless specifically noted. The acceptance of advertising in The Right Angle does not indicate approval or endorsement of the advertiser or the advertiser's product by Association. Madison Area Builders Association makes no warranties and assumes no responsibility for completeness of the information contained herein.



www.samswelldrilling.com



Buy. Build. Renovate. Refinance. Whatever your project, Great Midwest Bank makes the loan process a stress-free experience.

GMB Advantages

- Competitive Rates and Fees
- Fast Pre-Approvals
- Local Servicing
- Local Underwriting/Approvals
- Local Appraisal Partners

Flexible Financing Options

- Purchase and Refinance Loans
- Home Construction Loans
- Home Renovation
- Bridge Loans
- Home Equity/Lines of Credit

Local & Experienced Loan Officers



Aaron Meyer (608) 827-5152 aaron.meyer@greatmidwestbank.com NMLS# 594379 MADISON



Ashley Riniker (608) 827-5151 Ashley.riniker@greatmidwestbank.com NMLS# 656449 MADISON

Great Midwest Bank • Apply Online • greatmidwestbank.com

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.

Trusted By The WBA

Small Business Growth Partner's services are not available to the general public. Eligibility is reserved solely for active WBA members — for no additional cost. Developed through focusing on the issues of small business builders, remodelers, and trade companies, your BPA will include a detailed and comprehensive analysis of your business.

Their style, our expertise

With our design-driven collection of materials and expert team of interior designers, project managers, schedulers, installers and service coordinators, FLOOR360 brings your clients' dreams to life. In fact, we install more floors in more new construction Wisconsin homes than anyone else. To begin your hassle-free **Design is our Difference** experience, call or email **design@floor360.com** to schedule a visit—our showroom is available by appointment. *Proud sponsor of Design for a Difference*.

FLOOR360

'HASE

CHASELUMBER.COM

5117 VERONA RD | 608 274.2500 | FLOOR360.COM

BUILT TO BE LOCAL

FROM THE HIGHEST QUALITY BUILDING MATERIALS AND PRODUCTS TO THE NO NONSENSE SERVICE WE'VE BROUGHT TO OUR MADISON AREA BUILDERS SINCE 1897. BUILD IT BETTER. BUILD IT LOCAL. WITH FREE LOCAL DELIVERY ON PROJECT BUILDING MATERIALS.









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



TRISH ENDRES GERHARD'S

\mathbf{M}' Marketing Services LLC ®

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

F					-					
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	



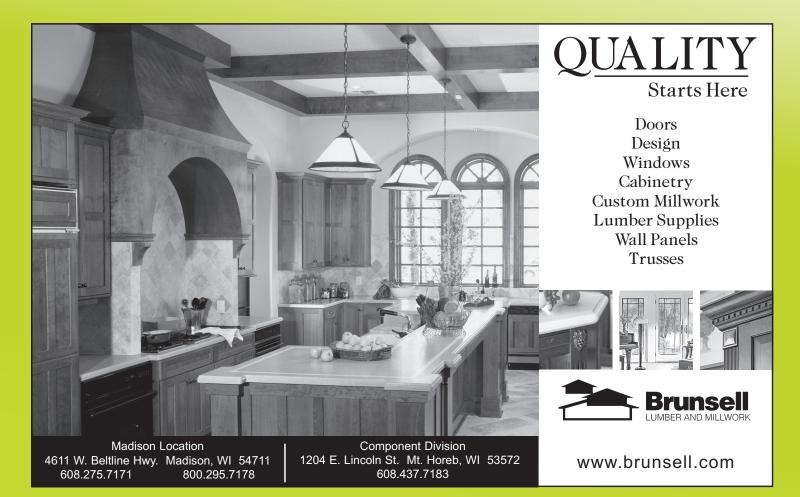




THE WATERPROOFING PROS HOME BUILDERS TRUST MOST

When it comes to building homes, we know how important it is to get the job done right, right on budget, and right on time. We know, because we've been working with home builders, project managers, and contractors for over 40 years, installing the same dependable waterproofing solutions. It's why so many home builders continue to count on us for their waterproofing needs—so they can continue to finish their builds on schedule, under budget, and above expectations.





Experience You Can Count On



Local underwriting and decisions from mortgage experts.

Highly experienced mortgage loan officers anticipate and

ONE

OMMUNITY

handle the complexities of your home loan process.

Contact Dane County's Number ONE Home Lending Experts Today!

Great loan options to fit your needs.

PROVEN PARTNERS FOR RESIDENTIAL DEVELOPERS



Civil Engineering | Landscape Architecture Planning | Surveying | Water Resources

VIERBICHER.COM



Chuck Ebbs Fleet & Commercial Specialist (608) 729-6721 chuck.ebbs@zimbrick.com

CHEVROLET BUSINESS

GM Business Elite Dealer

Whether you have one vehicle or 100 vehicles, we understand how important your fleet is to your bottom line. That's why we offer Extended Service Hours, Work-Ready Loaners, and a Fleet & Commercial Specialist.

Certain Members Save More

Buy a new Chevrolet, get all the current rebates, plus save an additional \$250 to \$1000 with a MABA, ABC, AGC or NAHB private offer.



1877 West Main Street · Sun Prairie, WI 53590 ZimbrickChevrolet.com · 608-729-6721

DRIVEN TO TRANSFORM HOMEBUILDING

Your trusted partner in building in the Madison Area. We work with professional builders, developers and homeowners for residential and commercial projects to deliver high-quality building materials with experienced and knowledgeable service.

LUMBER & ENGINEERED WOOD PRODUCTS | FLOOR & ROOF TRUSSES WALL PANELS | SIDING & STONE | DECKING MATERIALS WINDOWS & DOORS | MOULDING, TRIM & MILLWORK





FIND US AT OUR ALL-NEW LOCATION IN MADISON 1102 LUMBERMANS TRAIL, MADISON, WI 608.710.8502





FURNITURE CApplianceMart

for furniture, home appliances, mattresses and home electronics.



visit us online or in-store • www.FurnitureApplianceMart.com - www.AshleyHomeStore.com

2404 W. Beltline Highway, Madison



WHERE THERE IS NO STRUCTURE, THERE IS NO HOME

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

Proudly Providing Locally-Built Complete Component Building Packages for Over 50 YEARS Let Us Help You Shape Your Customers' Dreams

WINDSORBUILDS.COM • 330 Atlas Ave Madison, WI 53714 • P: 608-241-2185 • e: sales@windsorbuilds.com

Thank You 2022 Sponsors!

Your strong commitment to the Association enhances our membership engagements throughout the year!



Interested in 2023 Sponsorship Packages? Contact Us! builders@maba.org | (608) 288-1133