

RIGHT
ANGLE

December 2023

**LET'S
CELEBRATE!**



maba.org



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

Leave the dirty
work to us,
call us today!



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**.

(920) 326-2050 • www.goloopwi.com

www.birrenkottsurveying.com



Land Surveying & Soil Testing

Chris Casson
608.837.7463

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

ccasson@birrenkottsurveying.com

GENERATIONS TITLE

**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

MABA UPCOMING EVENTS

QUARTERLY MEMBERSHIP MEETING

JANUARY 17, 2024: 3-5PM

FREE
TO
ATTEND!

With special presentation by:

ActionCOACH[®]
BUSINESS COACHING

LOCATION: The Lone Girl (Wauunakee)

BUILD & REMODEL EXPO

EXHIBIT ►► PRESENT ►► SPONSOR

SATURDAY, JANUARY 27 | 9AM-6PM

SUNDAY, JANUARY 28 | 10AM-4PM

MADISON MARRIOTT WEST



Sponsored by
JamesHardie[™]

AXE THROWING

FEBRUARY 7TH - 5PM TO 8PM

\$25/PERSON

LOCATION: MADISON AXE 2427 S. STOUGTON ROAD

BUILD X

MARCH 5, 2024

THE INGLESIDE HOTEL - PEWAUKEE

WOMEN IN THE CONSTRUCTION
INDUSTRY CONFERENCE

SPONSORED BY

Drexel[™]
BUILDING SUPPLY

EARLY REGISTRATION RATES THROUGH JANUARY 31



PLATINUM SPONSORS

AXLEY ATTORNEYS



WINDOWS & DOORS
OF WISCONSIN



GOLD SPONSORS



2023 BOARD OF DIRECTORS

OFFICERS:

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.

IMMEDIATE PAST PRESIDENT

Brad Burrs

Urso Builders, LLC

DIRECTORS:

Heather Beal

Dwelling Masters, LLC

Jamie Schoenemann

Builders First Source

Ed Hoksbergen

Encore Homes

Paul Simon

Michael F. Simon Builders

Dawn McIntosh

CLE Consulting, LLC

Mike Thole

Sierra Concepts, LLC

Patricia Schafer

Stagecoach Plumbing

Crystal Welsh

Coyle Carpet One

EXECUTIVE DIRECTOR:

Chad Lawler

OPERATIONS MANAGER:

Lisa Kratz



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.

SUN PRAIRIE, McFARLAND, DeFOREST

CHASELUMBER.COM



2023 MABA AWARDS WINNERS

Congratulations to the 2023 MABA Awards Winners!
MABA thanks everyone who served the Association throughout this past year!



JOE CRARY
Crary Construction
Builder of the Year



KEITH BATENHORST
Drexel Building Supply
Associate of the Year



MARNE RENN
IncredibleBank
Volunteer of the Year

EXPOse YOURSELF! AT THE **BUILD & REMODEL EXPO**

January 27-28, 2024
Marriot Madison West

Sponsored by
 **JamesHardie™**

EXHIBIT

- Face-to-face interaction with your target audience
- Brand awareness
- Professional environment
- Network with Members and Consumers

PRESENT

- Educate consumers on building & remodeling
- Show your industry expertise!
- Promote working with local businesses

SPONSOR

- Expand your market reach
- Large marketing campaign \$\$
- Show your support for MABA & NARI

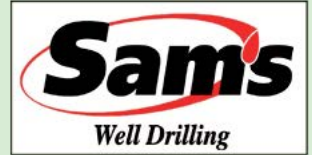
HURRY! BEFORE WE SELL OUT!
BUILDREMODELEXPO.COM

MADISON AREA BUILDERS ASSOCIATION



DISCLAIMER: The Right Angle is the official newsletter of the Madison Area Builders Association. The Madison Area Builders Association is a non-profit 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.



CHOOSE SAM'S FOR YOUR PROJECT

- Residential Water Well Drilling ■
- Irrigation and Hi-Capacity Well Drilling ■
- Water Quality Testing for Bacteria and Nitrate ■

Providing Well Drilling Services for 75 years



- Call us at 1 (800) 321-5193 ■
- info@samswelldrilling.com ■
- www.samswelldrilling.com ■



Buy. Build. Renovate. Refinance.

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

Local & Experienced Loan Officers



Cindy Mack | (608) 827-5152

cindy.mack@greatmidwestbank.com

NMLS# 500031 | MADISON

greatmidwestbank.com • Apply Online



Flexible Financing Options

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

GMB Advantages

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



MABA ANNUAL MEETING

November 15 at State Street Brats

With Special Presentation by Greater Madison Chamber of Commerce
And updates from MABA, Wisconsin Builders Association, and
National Association of Home Builders

THANK YOU TO EVERYONE WHO ATTENDED!



Sponsored by



HOLIDAY PARTY



DECEMBER 6
TPC WISCONSIN



WINDOWS & DOORS
OF WISCONSIN



Thank You
Sponsors!





Ideation Builders

THEIR STYLE *our expertise*

With our design-driven collection of finishes 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. Call or visit floor360.com to begin your hassle-free experience and schedule a showroom appointment today. *Proud sponsor of Design for a Difference.*

FLOOR360



5117 VERONA RD | 608 274.2500 | FLOOR360.COM

LICENSED PLUMBERS PROTECT THE HEALTH OF THE NATION

Use your hands and mind in a skilled, globally recognized profession, knowing your work will last a lifetime.



Plumbers Union Local 75
2102 E Springs Drive
Madison, WI 53704
608.222.1650

Plumbers Union Local 75



Plumbers Local 75 works hard for our members, meeting challenges head on to provide fair wages and benefits, safe working conditions and protecting the health of the public, all while continuing to uphold our reputation as masters of our craft.



Interested in apprenticeship? Visit our website for more information: www.plumbers75.com, or call us: 608.222.1650

Single Family and Duplex Permits Issued

2023 Dane County November YTD Comparison

Municipality Report

<i>Municipality</i>	<i>2023 Total</i>	<i>2022 Total</i>	<i>2023 Starts</i>	<i>2022 Starts</i>	<i>2023 Avg. Value</i>	<i>2022 Avg. Value</i>	<i>2023 Avg. Sq Ft</i>	<i>2022 Avg. Sq Ft</i>
Albion (T)	\$2,948,000	\$1,735,000	7	5	\$421,143	\$347,000	2,771	2,536
Berry (T)	\$1,519,000	\$2,800,000	3	5	\$506,333	\$560,000	2,494	3,605
Black Earth (T)	\$855,000	\$1,104,000	2	2	\$427,500	\$552,000	2,550	3,975
Blue Mounds (T)	\$3,696,000	\$1,050,000	8	2	\$462,000	\$525,000	2,850	3,775
Bristol (T)	\$10,292,000	\$12,415,000	13	20	\$791,692	\$620,750	3,725	3,642
Burke (T)	\$1,323,000	\$350,000	2	1	\$661,500	\$350,000	3,850	2,550
Cottage Grove	\$17,538,000	\$13,825,000	40	28	\$438,450	\$493,750	2,727	2,832
Cottage Grove (T)	\$3,373,000	\$3,358,000	6	6	\$562,167	\$559,667	3,613	4,092
Cross Plains	\$12,910,000	\$10,557,000	26	23	\$496,538	\$459,000	2,379	2,363
Cross Plains (T)	\$7,703,000	\$3,125,000	6	5	\$1,283,833	\$625,000	6,047	3,540
Dane	\$287,000	\$1,520,000	1	3	\$287,000	\$506,667	1,604	2,474
Dane (T)	\$2,937,000	\$2,380,000	7	4	\$419,571	\$595,000	2,489	3,809
Deerfield (T)	\$670,000	\$1,204,000	2	2	\$335,000	\$602,000	2,450	4,175
DeForest	\$31,117,000	\$20,951,000	70	38	\$444,529	\$551,342	2,490	3,610
Dunkirk (T)	\$600,000	\$800,000	1	2	\$600,000	\$400,000	3,550	2,725
Dunn (T)	\$8,257,000	\$5,457,000	9	7	\$917,444	\$779,571	4,317	4,837
Fitchburg	\$46,566,000	\$44,908,000	107	119	\$435,196	\$377,378	2,818	2,266
Madison	\$118,182,000	\$102,193,000	298	248	\$396,584	\$412,069	2,238	2,398
Mazomanie (T)	\$3,133,000	\$2,000,000	6	4	\$522,167	\$500,000	3,492	3,213
McFarland	\$6,892,000	\$12,635,000	18	27	\$382,889	\$467,963	1,967	2,329
Medina (T)	\$2,685,000	\$890,000	4	2	\$671,250	\$445,000	3,525	3,175
Middleton	\$570,000	\$3,493,000	2	5	\$285,000	\$698,600	1,847	3,488
Middleton (T)	\$18,499,000	\$38,016,000	18	41	\$1,027,722	\$927,220	5,613	5,311
Montrose (T)	\$425,000	\$1,150,000	1	2	\$425,000	\$575,000	2,850	4,700
Mount Horeb	\$12,540,000	\$14,824,000	30	33	\$418,000	\$449,212	2,305	2,651
Oregon	\$32,846,900	\$28,543,000	68	62	\$483,043	\$460,371	2,717	2,572

Municipality	2023 Total	2022 Total	2023 Starts	2022 Starts	2023 Avg. Value	2022 Avg. Value	2023 Avg. Sq Ft	2022 Avg. Sq Ft
Oregon (T)	\$1,985,000	\$6,444,000	3	7	\$661,667	\$920,571	4,353	5,176
Perry (T)	\$1,035,000	\$2,450,000	2	4	\$517,500	\$612,500	3,075	3,888
Pleasant Springs (T)	\$2,651,000	\$5,320,000	2	8	\$1,325,500	\$665,000	7,350	3,901
Primrose (T)	\$1,471,000	\$2,143,000	2	4	\$735,500	\$535,750	4,355	3,963
Roxbury (T)	\$3,240,000	\$2,155,000	5	2	\$648,000	\$1,077,500	3,736	5,625
Rutland (T)	\$750,000	\$4,589,000	1	7	\$750,000	\$655,571	4,550	4,450
Springdale (T)	\$4,147,000	\$4,617,000	6	5	\$691,167	\$923,400	4,043	5,830
Springfield (T)	\$399,000	\$2,399,000	1	3	\$399,000	\$799,667	2,850	4,383
Stoughton	\$22,953,000	\$15,328,000	58	47	\$395,741	\$326,128	2,681	2,335
Sun Prairie	\$40,185,000	\$41,412,000	89	106	\$451,517	\$390,679	2,849	2,554
Sun Prairie (T)	\$1,839,000	\$1,100,000	4	2	\$459,750	\$550,000	2,838	3,425
Vermont (T)	\$4,287,000	\$6,354,500	6	6	\$714,500	\$1,059,083	4,463	5,325
Verona	\$26,637,000	\$22,433,000	60	53	\$443,950	\$423,264	2,563	2,067
Verona (T)	\$17,354,000	\$16,271,000	17	18	\$1,020,824	\$903,944	5,418	5,331
Vienna (T)	\$1,756,000	\$2,812,000	3	4	\$585,333	\$703,000	3,562	4,263
Waunakee	\$54,994,000	\$42,094,000	95	88	\$578,884	\$478,341	2,909	2,535
Westport (T)	\$14,184,000	\$37,022,090	18	48	\$788,000	\$771,294	3,659	3,457
Windsor (T)	\$33,193,000	\$34,584,000	62	64	\$535,371	\$540,375	2,626	2,751

Year to Year November Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2013	16,761,000	63	266,047	2,585
2014	20,725,000	70	296,071	2,604
2015	22,026,000	72	305,916	2,554
2016	27,922,000	85	328,494	2,673
2017	36,844,000	99	372,161	2,869
2018	39,113,000	101	387,257	2,825
2019	29,910,000	79	378,607	2,614
2020	28,967,000	76	381,144	2,527
2021	53,372,000	111	480,828	2,949
2022	39,600,000	75	528,000	2,831
2023	54,587,000	108	505,435	2,792

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2013	277,116,000	1011	274,100	2,591
2014	289,020,000	970	297,958	2,619
2015	331,412,000	1075	308,290	2,590
2016	365,433,669	1131	323,106	2,600
2017	396,845,465	1167	340,056	2,650
2018	421,335,000	1181	356,761	2,645
2019	401,818,774	1113	361,023	2,661
2020	479,509,720	1206	397,603	2,773
2021	563,424,000	1246	452,186	2,885
2022	580,810,590	1172	495,572	2,844
2023	581,423,900	1189	489,002	2,758

WELCOME BOARD MEMBERS



Introducing the 2024 MABA Board of Directors Electees!

THREE BUILDER MEMBERS!



Mollie Babler

Willow Ridge Design Build



Jim Lampe

Dane Building Concepts



Ken Nelson

Victory Homes of Wisconsin

AND FIVE ASSOCIATE MEMBERS!



Trish Endres

Gerhard's



Linda Heipp

Hallmark Building Supplies



Angie Kieta

LP Building Solutions



Patricia Schafer

Stagecoach Plumbing



Brendan Woods

Baer Insurance

Madison Area Builders Association

2024 BOARD OF DIRECTORS

Executive Board



President
Shaun Scullion
Scullion Builders



President Elect
Ken Nelson
Victory Homes of Wisconsin



First Vice President
Patricia Schafer
Stagecoach Plumbing



Treasurer
Jamie Schoenemann
Builders FirstSource



Secretary
Paul Simon
Michael F. Simon Builders



Immediate Past President
Joe Crary
Crary Construction

Directors

Molly Babler - Willow Design Build

Heather Beal - Dwelling Masters, LLC

Trish Endres - Gerhard's

Linda Heipp - Hallmark Building Supplies

Ed Hoksbergen - Encore Homes

Angie Kieta - LP Building Solutions

Jim Lampe - Dane Building Concepts

Brendan Woods - Baer Insurance

*Thank you to outgoing board members Keith Batenhorst, Andy Blakey, Brad Burrs,
Dawn McIntosh, Mike Thole, and Crystal Welsh*

MABA Financial Statement Update

As of November 30, 2023



CASH

Current Balance
\$39K



INVESTMENTS

Current Balance
\$1.9M



YEAR-END BUDGET

Projected Net Income
+ \$5K



MEMBERSHIP

93 Builder
292 Associate
7 Affiliate



MEMBERSHIP

YTD New Members
+35 Members

**From a lot loan to a dream home,
we make it easy.**

"...the Settlers team did an exceptional job...during our construction loan process. They were knowledgeable, flexible and creative...we finished with the best possible outcome..."

~Benjamin D.



KELLI EZZELL

AVP, Mortgage Sales Mgr.
NMLS #502466

608.842.5031



CARISSA PETERSON

AVP, MLO
NMLS #709655

608.842.5029

SUBJECT TO CREDIT APPROVAL



MEMBER FDIC

Timely decisions. People you know.

Learn more at
SettlersWI.com

Settlers bank
Madison | Windsor | 608.842.5000



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.

ZANDER
SOLUTIONS
MADISON | MILWAUKEE

1.833.928.1429 | ZANDERSOLUTIONS.COM



QUALITY

Starts Here

Doors
Design
Windows
Cabinetry
Custom Millwork
Lumber Supplies
Wall Panels
Trusses



Brunsell
LUMBER AND MILLWORK

Madison Location
4611 W. Beltline Hwy. Madison, WI 54711
608.275.7171 800.295.7178

Component Division
1204 E. Lincoln St. Mt. Horeb, WI 53572
608.437.7183

www.brunsell.com

Construction Loan Experts



Ready to Dig In?

Local underwriting and decisions from mortgage experts.

Great loan options to fit your needs.

Highly experienced mortgage loan officers anticipate and handle the complexities of your home loan process.



**ONE
COMMUNITY
BANK**

Feel Good Building



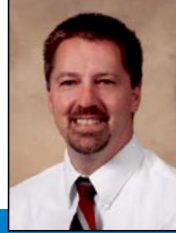
onecommunity.bank | 608-838-3141

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



BUSINESS
ELITE

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 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



www.blr.com

FIRSTSOURCE FOR
QUALITY, VALUE, SERVICE.

High quality building materials for
Homeowners & Professional
Builders including:

- Lumber Packages
- Truss Manufacturing
- Doors & Windows



Photographer Credit: Jim Kruger

1102 Lumbermans Trail, Madison, WI 53716 | 608.710.1941 | Mon - Fri, 7am - 5pm



The Showroom Builders and Their Customers Trust.
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@windsorbuidls.com

Thank You 2023 Sponsors!

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

Platinum Sponsors



AXLEY ATTORNEYS



WINDOWS & DOORS
OF WISCONSIN



Gold Sponsors



Interested in 2024 Sponsorship Packages? Contact Us!

builders@maba.org | (608) 288-1133