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# Cutting Edge



Volume 14, Issue 1

January 2023

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## CALENDAR OF EVENTS:

- January 10 MSHBA BOD Meeting 7 Angels Restaurant, Chilton at 6:30 am—this meeting may be changed!
- January 20 WBA Member Meeting Day & President's Installation Baymont Inn & Suites, Manitowoc
- March 14 MSHBA BOD/GM Meeting Altona Supper Club, New Holstein  
5:30 pm BOD Meeting  
6:30 pm GM Meeting  
Event: **SHOP TALK 2023**

## PRESIDENT'S MESSAGE

By Kevin Schmitz, K & J Construction and Design, LLC

Happy New Year members, and good riddance to 2022. Hopefully 2023 is filled with steady prices, on time materials, and patient customers.

My name is Kevin Schmitz, and I am this year's President for the Association. As most of you know, my wife Julie and I run K&J Construction and Design and sell and service Central Boiler outdoor wood boilers. I also own Foam Pros with my brother, installing closed cell spray foam.

Our number 1 goal this year for the Association is retention of current members, adding some new members, and having some of you actually show up to a meeting to see what we are doing. New faces and ideas are what help us

be a better association.

Everyone is busy these days, so to help with the craziness of life, we have decided to have our meetings every other month. Take a look at the upcoming schedule and see if you could attend one.

The March 14 meeting should have a lot of interesting information. We are planning on having some good speakers and Julie and I will be sharing some things that we learned at the International Builders Show which we will be attending in Las Vegas at the end of the month.

Hope to see you at one of the meetings.

Kevin

## Attend SHOP TALK 2023

**Stay Informed.** Join us on March 14<sup>th</sup> at 6:30 pm at the Altona Supper Club in New Holstein for **SHOP TALK 2023**.

Get the latest information about supply issues, lumber pricing and much more. In addition, find out about new products and launches at IBS, UDC updates and local trends and forecasting from a line-up of local speakers. The event includes a buffet dinner.

## WBA Events:

**Member Meeting Day & 2023 President's Installation Dinner:** Registration is open for the [Member Meeting](#) and [President's Installation](#) on **January 20, 2023** at Manitowoc.

**Badger Craftsman Awards:** WBA is currently accepting applications for [Badger Craftsman Awards](#). Submissions are Due by February 1, 2023.



## MSHBA Membership



**2023 MSHBA OFFICERS**

**President: Kevin Schmitz**  
K & J Construction and Design LLC  
920-849-8811

**President-Elect: Matt Lefebber**  
Wrightway Home Improvements  
920-923-0721

**Treasurer: Julie Schmitz**  
K & J Construction and Design LLC  
920-849-8811

**Secretary: Denise Bangart**  
Envoy Mortgage  
920-522-4345

**Past-President: Ted Birschbach**  
Birschbach Builders LLC  
920-238-9253

**2023 DIRECTORS**

**Tommy Heiberger**  
Christel & Heiberger Builders, Inc.  
920-898-2820

**Jerry Mallmann**  
Chilton Furniture  
920-849-9023

**Dave Amel**  
Premier Properties Realty, LLC  
920-980-4477

**Gail Forster**  
Precision Floors & Decor  
920-400-1123

**WBA Directors**  
**Dan Schneider**

**NAHB Delegate**  
**Kevin Schmitz**

**NAHB Alternate Delegate**  
**Tommy Heiberger**

### MEMBERSHIP... the Ultimate Building Resource

#### THANK YOU FOR RENEWING YOUR MEMBERSHIP!

Great Midwest Bank  
Valley Cabinets Inc.  
Vande Hey Brantmeier

#### Mid-Shores HBA offers a 3-Pay Dues Payment Program...

MSHBA offers an option to pay your dues in three consecutive monthly payments of \$150.00. Your membership will take into effect on your final payment. A 3-Pay Dues payment contract will be included with your renewal statement.

### Thank You from the Salvation Army

Mid-Shores Home Builders Association,  
Thank you for your food & toy drive at your Holiday Party. The 35 pounds of items all went to needy children's homes & so did the food items. Thank you again for thinking of our efforts & supporting us.

God Bless  
Salvation Army Volunteers

### JANUARY BOD MEETING

January 10 at 6:30 am

Seven Angels Restaurant, Chilton



### Wisconsin Builders Foundation Launches New, 4-Credit Continuing Education Course for Dwelling Contractor Qualifiers

In partnership with On3 Field Learning, the Wisconsin Builders Foundation has launched a newly created 4-credit online course that will satisfy the new continuing education requirements for Dwelling Contractor Qualifiers. Due to a recent law change, anyone renewing their DCQ credential will be required four of the 12 required credits in subject matter that includes construction laws and codes and contracts, liability, and risk management.

To register for the course, members or non-members can simply click the red "Register" button below. Members of record can access this course free of charge by entering the promo code provided on [this page](#) at checkout; note: WBA member login will be required to access this page. The course is available to non-members for \$55.00. Your DCQ number will also be required at the time of registration.

Directions:

1. Click the Red Register Button Below
2. Complete the required information and payment on checkout page (reminder to members of record to enter the **promo code** for free registration)
3. You will receive a confirmation that you have been registered. At this time, please watch your inbox - and spam folder - for an email from On3. Note: it may take up to 48 hours if registering on the weekend.
4. Follow the instructions in the email and complete the online learning (from smart phone, tablet, web browser, etc.) with 30 days
5. After you have passed the course with a 70%, WBF will receive confirmation of your exam from On3 and will submit your credits to DSPS!

**REGISTER**



PO Box 125  
New Holstein, WI 53061  
[www.midshoreshomebuilders.com](http://www.midshoreshomebuilders.com)

**Executive Officer Tena Hartwig**  
2104 Mary Ave.  
New Holstein, WI 53061  
Phone (920) 898-5030  
hartwigs1@charter.net.com

# MSHBA Raises \$1360 & Meets its BBW Goal!

MSHBA held its Build A Better Wisconsin (BBW) PAC auction and fundraiser on December 8. \$1260.00 was raised at the auction. Combined with previous PAC donations, our total is \$1360.00. **Our 2022 goal is \$780.00; therefore, we met our goal!** Donations are still being collected. Send a personal check written out to BBW PAC to MSHBA to help support our fundraiser.

Thank you for your contribution to the 2022 Build A Better Wisconsin & MSHBA Auction and thank you to those who purchased items at this year's event! Special thanks to our auctioneer, **Dave Amel, Premier Properties Realty LLC**. Thank you **Envoy Mortgage** for sponsoring the poinsettias. Also, thank you for the toys and food for the Calumet County Salvation Army Bread of Life Assistance Center! See the Thank you note on page 2.



**Kevin Schmitz, K & J Construction and Design LLC, was officially sworn in as MSHBA's 2023 President** by WBA President Cory Sillars.

**2023's Officers & Directors installed include:**

**President Elect** –Matt Lefeber of Wrightway Home Improvements LLC

**Secretary** - Denise Bangart, Envoy Mortgage

**Treasurer** – Julie Schmitz, K & J Construction and Design LLC

**Past President** - Ted Birschbach, Birschbach Builders, LLC

**Board of Directors:**

Gail Forster, Precision Floors & Décor

Dave Amel, Premier Properties Realty, LLC

Jerry Mallmann, Chilton Furniture

Tommy Heiberger, Christel & Heiberger Builders, Inc.

**Congratulations and thank you for your association involvement and leadership!**

**WBA Directors:**

**1 OPEN Position** – We are in need of a builder member to serve one year. The WBA Board meets 3 times a year (January 20 in Manitowoc, June 21 in Wis Dells and October 5 virtually. Let me know if you can help! Pending Approval – Denise Bangart (Associate Member)

**NAHB Delegates:**

Delegate Kevin Schmitz, K & J Construction and Design LLC

Tommy Heiberger, Christel & Heiberger Builders, Inc.





## MEMBER SAVINGS PROGRAM

at a glance

[nabh.org/savings](http://nabh.org/savings)

### AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
GM	Save \$500 on select vehicles for retail and fleet customers. Discount is stackable with most national retail and fleets offers. NAHB Members and household family are eligible for discount.	Chevrolet, Buick, GMC	<a href="http://nabh.org/gm">nabh.org/gm</a>
Goodyear	Members must log into NAHB.org to save 15% on Goodyear Tires	Goodyear Tires & Services	<a href="http://nabh.org/goodyear">nabh.org/goodyear</a>
NISSAN	Save between \$2,500 - \$8,150 per vehicle. Must be purchased in member's company name. NOT stackable with most national offers. Member's company eligible.	Nissan	<a href="http://nabh.org/nissan">nabh.org/nissan</a>

### BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
LOWE'S	5% off* in store, plus 2% statement credit with Commercial Account (LCA) or Lowe's Business Advantage (LBA). 5-10% off online orders using any payment method	Building Materials	<a href="http://lowes.com/nabh">lowes.com/nabh</a> 877-435-2440

### FUEL

COMPANY	SAVINGS	PRODUCTS	INFO
VOYAGER	Save on Fuel with Voyager card for Business. Savings anywhere Mastercard is accepted.	Fuel Savings and Fleet Management	<a href="http://usbank.com/splash/corporate-payments/transportation/nabh.html">usbank.com/splash/corporate-payments/transportation/nabh.html</a>

### TRAVEL & ENTERTAINMENT

COMPANY	SAVINGS	PRODUCTS	INFO
AVIS	Save up to 30% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number G572900.	Rental Cars	<a href="http://avis.com/nabh">avis.com/nabh</a> 800-331-1212 AWD #G572900
BUDGET	Save up to 35% off Budget PAY NOW rates when making a reservation using Budget Customer Discount (BCD) number Z536900.	Rental Cars	<a href="http://budget.com/nabh">budget.com/nabh</a> 800-283-4387 BCD #Z536900
HOTELPLANNER	NAHB members can save up to 65% on hotel room rates at over 800,000 properties worldwide in more than 250 countries.	Hotels	<a href="http://nabh.hotelplanner.com">nabh.hotelplanner.com</a> 1-800-497-2175
MEMBER DEALS	Up to 50% off.	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	<a href="http://memberdeals.com/nabh/?login=1">memberdeals.com/nabh/?login=1</a> (877) 579-1201

NAHB Members Saved  
over **\$36,000,000** last year



## MEMBER SAVINGS PROGRAM

at a glance

[nahb.org/savings](http://nahb.org/savings)

### BUSINESS MANAGEMENT

COMPANY	SAVINGS	PRODUCTS	INFO
DELL	Up to 40% off Dell computers, servers, electronics & accessories.	Computers & Hardware	<a href="http://dell.com/nahb">dell.com/nahb</a> 1-800-757-8442
HOUZZ	25% Off Houzz Pro, free help with best practices, 10% trade discount on Houzz Shop purchases.	Marketing Solutions, Building Products	<a href="http://houzz.com/for-pros/nahb-discounts">houzz.com/for-pros/nahb-discounts</a> (888) 225-3051
ODP BUSINESS SOLUTIONS	Up to 75% off online regular prices on their Best Value List of preferred products. Plus, free shipping over \$50.	Office Supplies	<a href="http://officediscounts.org/nahb">officediscounts.org/nahb</a> 855-337-6811 x2897
UPS SHIPPING	Flat-rate pricing, 50% discount for next day shipping, 30% for ground commercial/residential.	Business Shipping	<a href="http://1800members.com/nahb">1800members.com/nahb</a> 1-800-MEMBERS
YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150lbs.	Freight Shipping	<a href="http://1800members.com/nahb">1800members.com/nahb</a> 1-800-MEMBERS
RINGCENTRAL	Save 15% off monthly on a new RingCentral Office service. Receive \$50 off the list price on any RingCentral phone. Current NAHB RingCentral users are eligible for discounts by calling and re-signing a 24 month agreement.	Message, Video, Phone	<a href="http://ringcentral.com/nahb">ringcentral.com/nahb</a> (800) 417 0930
HEARTLAND	Reduced fees and elevated customer service for NAHB members	Payment & POS Solutions	<a href="http://go.heartlandpaymentsystems.com/nahb">go.heartlandpaymentsystems.com/nahb</a> 800-613-0148
CONSTRUCTION JOBS.COM	20% discount on standard rates.	Job Postings	<a href="http://nahb.org/careers">nahb.org/careers</a> 828-251-1344

### NAHB ASSOCIATION DISCOUNTS

COMPANY	SAVINGS	PRODUCTS	INFO
NAHB INTERNATIONAL BUILDERS' SHOW®	Up to \$200 off show registration. Up to \$3.75 per sq. ft. off exhibit space.	Trade Show	<a href="http://buildersshow.com">buildersshow.com</a>
NAHB CONTRACTS	Up to 30% off contract rates.	Legal	<a href="http://nahb.org/nahbcontracts">nahb.org/nahbcontracts</a>
HOUSINGECONOMICS	\$100 off annual subscription.	Economic & Housing Data	<a href="http://housingeconomics.com">housingeconomics.com</a>
BUILDERBOOKS	10% off books. Up to 45% off research.	Books	<a href="http://builderbooks.com">builderbooks.com</a>
ONLINE EDUCATION	Up to 30% off webinars; Up to 50% off online courses.	Education	<a href="http://nahb.org/education">nahb.org/education</a>

Discounts are of 5/9/2022 & subject to change at any time. Visit [nahb.org/savings](http://nahb.org/savings) for latest deals & limited time offers.



INTERNATIONAL BUILDERS' SHOW®  
REGISTER & SAVE

JOIN US



# Hey, WBA!



Save 6¢ per gallon of fuel as a member of the Wisconsin Builders Association!

### Benefits include:

- Save 6¢ on every gallon of fuel purchased at Kwik Trip, Kwik Star & Stop-N-Go locations.
- 10% off in-store purchases & car wash discounts up to 50%.
- Choose from three different fuel programs to find the best fit.
- No annual or monthly fees.



Subject to credit approval. Some in-store exclusions apply. Kwik Trip Business Plus MasterCard is issued by Regions Bank, pursuant to a license by MasterCard Int'l Inc. MasterCard is a registered trademark of MasterCard Int'l Inc.



**Questions? Contact Brayton Duin**  
608-793-4708 or [bduin@kwiktrip.com](mailto:bduin@kwiktrip.com)



**WISCONSIN  
BUILDERS  
ASSOCIATION**

**Advocacy Digest | December 22, 2022**  
**Brad Boycks, Executive Director**



### **Housing Committees Get New Chairs for 2023-2024**

Committee chairs in both houses of the legislature were recently announced for the upcoming 2023-2024 legislative session.

State Senator John Jagler, moves from chair of the housing committee to become the chair of the education committee. Replacing Jagler as housing chair in the State Senate is Senator-elect Romaine Quinn of Rice Lake. Quinn previously served in the housing committee in the state assembly and also is a Realtor by trade. Quinn was a multiple time winner of the Friend of Housing award while in the state assembly and we are looking forward to working with him as the new chair of the housing committee.

With a move to assembly leadership Representative Rob Summerfield was no longer eligible to be a committee chair per assembly republican rules. Replacing Summerfield as chair is State Representative Rob Brooks of Saukville. Brooks has been a longtime member of the committee and has authored several housing reform bills that have been supported by WBA; in fact we have been meeting over the summer and fall on a consensus package of housing reforms to be introduced next session.

We look forward to working with Senator Quinn and Representative Brooks in 2023-2024.

### **Shovel Ready Workforce Housing Site Bill Likely to be Reintroduced**

Last session, WBA supported the passage

of [Senate Bill 629 \(SB 629\)](#) which would have allowed municipalities to create shovel ready workforce housing sites that would be certified by the Wisconsin Economic Development Corporation. SB 629 also contained an amendment supported by WBA to require a needs assessment to be shared with a developer to show the costs related to sewer and water utility charges.

After receiving bipartisan support in both the state assembly and state senate, SB 629 was ultimately vetoed by Governor Tony Evers. In the veto message of SB 629 Evers stated “I am vetoing this bill in its entirety because I object to implementing a program that may detract from existing economic development efforts. While the bill is aimed at improving the availability of workforce housing in the state, it does not ensure that a shovel-ready site would address a particular or even generalized workforce housing need anywhere in the state.”

Working with democrats in the legislature who supported this bill and the bill authors we hope to address Governor Evers’ concerns with the bill in hopes of getting his signature so the bill can become law next session.

### **From NAHB: U.S. Enters a Macroeconomic Maze in 2023**

NAHB Chief Economist Robert Dietz recently provided the following housing industry overview in the bi-weekly e-newsletter Eye on the Economy.

Downshifting its pace of tightening of monetary policy, the Federal Reserve raised the federal funds target rate by 50 basis points, increasing that target to an upper bound of 4.5%. This marked a relatively smaller increase after four consecutive 75 basis point hikes. The Fed is likely to continue raising rates (50 to 75 basis points) in 2023, moving mortgage rates higher than they are today. However, the end of the rate tightening cycle now appears to be in view.

That said, the Fed will maintain these newly set elevated rates for the remainder of 2023. Then it is likely to begin easing in 2024, but no sooner than that. This means mortgage rates are likely to move higher from today's 6.4% range before peaking in mid-2023, then ultimately fall back and lead to a housing rebound for 2024.

The Fed's downshift comes after inflation data showed some slowing. During the past 12 months, the CPI rose by 7.1% in November, following a 7.7% increase in October. The "core" CPI increased by 6.0% over the past 12 months, following a 6.3% increase in October. This moves the data in the right direction but is still far from the Fed's rough 2% target. Indeed, the food index rose by 10.6% and the energy index climbed by 13.1% over the past 12 months.

So, while the rate of growth for inflation is slowing, elevated year-over-year growth rates combined with ongoing tight labor market conditions mean the Fed will continue to raise rates. Total nonfarm payroll employment increased by 263,000 in November, following a gain of 284,000 in October. Although a cooler labor market will help ease inflation, it will also hinder housing demand.

This is the macroeconomic maze that must be navigated in 2023. The economy will be slowing, but the Fed will maintain higher interest rates until it can see firm evidence of sustained declines for inflation. This means that the first half of the year will be tough for housing demand. But as the easing cycle comes into view — perhaps with the assistance of a mild recession — rates will fall back on a sustained basis and the housing market will rebound.



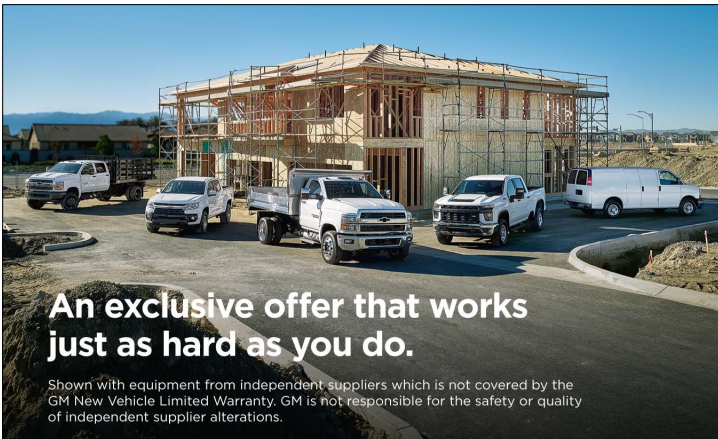
## DREXEL BUILDING SUPPLY to Merge with McMahon & Company, a Leading Innovator of Doors and Millwork

Drexel Building Supply ("Drexel") recently announced they have agreed in principle to merge with McMahon and Company, a leading supplier of doors and millwork in Wisconsin. The acquisition will be official beginning December 31, 2022.

McMahon Company was established in 1996, centered around customers, integrity, honesty, and precision. They are a family owned business that employs approximately 50 people in Jackson, Wisconsin to distribute "millwork with a personal touch". The company's product offerings include steel and fiberglass entry doors, hardware, locks, lighting, interior doors, and wood mouldings. All of which are used by builders and contractors in residential and commercial new construction and remodeling applications.

"We are thrilled to welcome the McMahon family to the Drexel team," said Joel Fleischman, President and CEO of Drexel Building Supply. "McMahon shares our mission to supply happiness that addresses the builders' needs for adding value to the door and millwork sector of the building industry. The combination of our two companies has the synergy to bring vertical integration for Drexel and their customers to reduce costs while adding value." Moving forward, Drexel will be able to offer all the great things of McMahon while investing in the future.

Drexel plans to integrate the McMahon business into Eastern, Central, and North Central Wisconsin to focus on efficiency and quality. Patrick McMahon, Sean McMahon, Kim Mather, and their entire team, will remain a key part of the business as they grow and innovate to be the leader in doors, moulding, and finish materials. All team members of McMahon will be offered careers at Drexel Building Supply as assets to the significant growth plans.



**An exclusive offer that works just as hard as you do.**

Shown with equipment from independent suppliers which is not covered by the GM New Vehicle Limited Warranty. GM is not responsible for the safety or quality of independent supplier alterations.

### Using the private offers for NAHB members is easy:

1. Get your NAHB proof of membership.
2. Visit your local Chevrolet, Buick or GMC dealer and mention this Private Offer.
3. Select an eligible vehicle(s) to purchase or lease and present your NAHB proof of membership.

For even more value, combine this offer with the National Fleet Purchase Program and Business Choice Offers. For full details on the Private Offer, NAHB members should visit [nahb.org/gm](http://nahb.org/gm).

Example offer for NAHB members who are business owners purchasing a 2021 Chevrolet Silverado 2500 HD Crew Cab 1LT 4WD.



**\$500 + \$6,000 + \$1,000 = \$7,500**

Private Offer<sup>1</sup>

National Fleet Purchase Program (FVX)<sup>2</sup>

Up to Eligible Accessory Cash Allowance<sup>3,4</sup>

Up to In Potential Value

<sup>1</sup>\$500 offer for retail and fleet deliveries. Valid toward the purchase or lease of eligible new 2021 and 2022 model year vehicles. Customer must take delivery by 1/3/2023. Not compatible with some other offers. Not valid on prior purchases. Excludes all Cadillac vehicles; Chevrolet Blazer, Camaro, Corvette; 2021 Buick Encore 1SV; Chevrolet Equinox 1SM, Malibu 1VL, Traverse 1LO; GMC Acadia 1SV and Terrain 2SA. Additional GM models may be excluded at GM's sole discretion. See dealer for details. <sup>2</sup>Offer available to qualified fleet customers through 1/3/2023. Not compatible with some other offers. Take delivery 1/3/2023. See dealer for details. <sup>3</sup>To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/ non-business-related transportation purposes. Must provide proof of business ownership. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties and ordering, consult your dealer or visit [gmbusinesschoice.com](http://gmbusinesschoice.com). <sup>4</sup>Eligible purchases must be equal to or greater than the amount of the cash allowance. Accessory Cash Allowance requires purchase of the eligible accessories from your dealer.

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[Learn More!](#)