



# W.I.B.A. Punch List



## Board Members

**President:**  
Greg Davis

**Vice President:**  
Neil Thomas

**Treasurer:**  
Amy Schwartz

**Past President:**  
Scott Howe

**Directors:**  
Dee Spivey  
Steve Hawkinson  
Terry Allen  
Zack Thiel

**Life Director:**  
Bill Johnson

**Executive Director:**  
Kaylee Johnson

November 2019

**WIBA Membership Meeting**  
**November 20th 6:30p.m.**  
**Kensington Garden Room**



**Speaker:**  
**Will Richardson**  
**Moxie Solar**

## **Costly Mistakes During Economic Boom**

Have growth plans with a plan B. When the economy softens, it's wise to have a back up plan. When the old normal is replaced with a new one, what will you do? There could be new opportunities. This your opportunity to add something to or change something within your business. Remember how Todd Meinhold, H& D Quality Builders, added Cool Roofs? He told us he expanded his construction business to include metal roofing.

When business is good and cash is flowing, upgrades usually happen. Make sure you're not adding overhead you might not be able to liquidate or afford. Don't dip into reserves for them. When thinking about new vehicles or building leases make sure you consider the insurance, fuel costs, and maintenance, etc.

Why spend money for more leads when I am already turning away work? Forgetting about marketing as well as not marketing to past customers could be a mistake. If your business is well know even during a recession, customers will choose your company because you have your name out there. Pepsi still advertises don't they?

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Please turn in your WIBA Christmas Party Reservations as soon as you can so we can order food and purchase presents for everyone.



### W.I.B.A. Board Highlights

\*63 WIBA Members

\*WIBA Membership Meeting

November 20th 6:30p.m.

Kensington Garden Room

\*WIBA Board Meeting

December 4th 6:30a.m.

Perkins Restaurant

\*WIBA Christmas Party

December 5th 6:30p.m.

Cherry Street Restaurant

\*WIBA Home Show

Set-Up- April 3 1p.m.-6p.m.

April 4, 2020 10a.m.-4p.m.

April 5, 2020 12p.m.--4p.m.

Knights of Columbus

1556 E. Fremont St.

Galesburg, Il.

## Congratulations!

Midwest Bank of Western Illinois was drawn for the 50/50 Drawing Cash Drawing which was worth \$175. They were not present so it rolls over to \$200 for the November WIBA Membership Meeting.

Russ McConnell, McConnell Plumbing & Heating, won the 50/50 Drawing which was worth \$17! Congratulations, Russ!



## WIBA Dues



### December

Casper Trash Hauling

Coach House Garages pd.

Integrity Construction

KWB Paints on Main

Allied Maple City

Termite & Pest Control

## WIBA Membership Meeting October 16, 2019



John Beintema, Ameren Illinois, was our speaker at the WIBA Membership Meeting. He spoke about Ameren Illinois Energy Efficiency Program & Incentives for Commercial Buildings

Ameren Illinois has Energy Efficiency Programs for your business and your home. Who qualifies? Ameren Illinois customers or customers who have Ameren Illinois who have 3<sup>rd</sup> party delivering services to them. Call if you question if you qualify. Call before you purchase new equipment so you will know what equipment will qualify.

There is an application process and customers can receive up to \$10,000. There are instant incentives like when you purchase light bulbs or lamps. Look at AmerenIllinoisSavings.com for more information. Some products can be delivered and installed. There are discounts and incentives on energy efficient heating and cooling equipment upgrades, air sealing & insulation, parking lot lights, power strips, faucet aerators, shower-heads. Receive a \$50 reward for recycling a working refrigerator or freezer up to \$100 with free in-home pick up. They also have smart thermostats \$100 rebates. Everyone presents received a coupon for 2 free smart thermostats! They can help with custom projects for your business too.

Amer Illinois will also provide a free Lighting Assessment to help you identify potential upgrade opportunities for your business.

Ameren Illinois is also looking for Ally Network members who can upgrade heating & cooling systems, install insulation, and suppliers who provide lighting materials, and install lighting. Illinois law requires that contractors who are installing certain measures for the Energy Efficiency Programs in Illinois to be certified by the Illinois Commerce Commission (ICC) and renew their certification each year. For more information or to apply, visit [AmernIllinois.com/Apply](http://AmernIllinois.com/Apply). Kasey Campbell and Jordan Nelson are Program Ally Coordinators who can access training materials & programs resources or answer any questions. Training is free to contractors.

## **WIBA Home Show**

### Set Up

April 3 1p.m.-6p.m.

### Show

April 4 10a.m.-4p.m.

April 5 12p.m.-4p.m.

Knights of Columbus

1556 E. Fremont St.

Galesburg, Il.

Save the Date!

### **January**

Basio Plumbing

J.B. & D. Siding & Windows

Mel Foster Co.

Midwest Flag (KCCDD)

Neil Thomas Plumbing & Heating

Peoria Radon Mitigation

Register Mail/ Gatehouse Media

Todd's Mudjacking Services

Cherry Tree Kitchen

WIBA Dues





N  
A  
H  
B

## IBS 2020

January 21-23 Las Vegas

Construction Demos

New Remodeling Products

Access Real Business Solutions

<https://www.buildersshow.com>

For valuable insights, best practices and share strategies to streamline, systemize and scale your business.

## Contractor Innovation



(On Facebook)

Daily motivations,

Tips, and strategies

Weekly Q&As

Periodic Live Interviews

Group Discussions



## The Enterprising Contractor

(On Facebook)

A Community for Contracting Company Owners & Managers Interested in Growing Their Businesses



## 1st Annual Construction Rollforming Show

December 12-13, 2019

Duke Energy Center

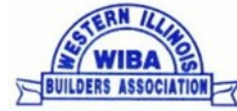
Cincinnati, Ohio



715-350-7080 or [gary.reichert@fwmedia.com](mailto:gary.reichert@fwmedia.com)

***You are invited!***

**Western Illinois Builders Association  
Christmas Party**



**Cherry St. Restaurant**

**Thursday, December 5th, 2019**



**Dinner & Christmas Gifts 6:30pm**

**Games and More Gifts 7:00p.m.**

**Installation of Officers 8:00p.m.**



**Cost is \$20 per person. Reservations are required.**

**WISHING ALL OF YOU A VERY MERRY CHRISTMAS AND A HAPPY NEW YEAR!**

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**WIBA Christmas Party Reservations 2019**

Company Name \_\_\_\_\_

Attendees: \_\_\_\_\_

\_\_\_\_\_

Number of Reservations \_\_\_\_\_ Amount Enclosed \_\_\_\_\_

Please call Kaylee Johnson at 309-343-2116 if you have any questions.



Please mail reservations & check by **NOVEMBER 20th** to:

**WIBA PO Box 565 Galesburg, IL 61402-0565**





# WIBA



## HOME SHOW PRIZES

Can You Donate?

### Your Business Giveaways

T-shirts	Gift Baskets	Candy Dish
Hats	Home Décor	Fan
Jackets	Hammer	Rake
Tool Belt	Wrench Set	Shovel
Gardening Tools & Gloves	Clock	Cookie Jars
Lamps	Candy Jars	Piggy Bank
Lawn Chairs	Travel Coffee Mugs	Book shelf
Rug	Bird Feeders	Ottoman
Pillows	Paint	Plant Stand
Kitchen Accessories	Paint brushes	Planters
Picnic Basket	Paint Trays	Thermometer
Garden Statue	Garden Hose	Tool Box
Levels	Garden Hose Rack	Socket Set
Mail box	Sprinkler	Plier Set
Watering Can	Measuring Tape	Screw Driver Set

### What Can You Give That Promotes a Good Image for Advertising?

Call Kaylee at 309-343-2116 and tell her what you can donate by March 15th so it can be included in our publicity.

Or email Kaylee by March 15th at [wiba@grics.net](mailto:wiba@grics.net).



# **WESTERN ILLINOIS BUILDERS ASSOCIATION**



## **43rd ANNUAL HOME SHOW**

**April 5<sup>th</sup> 10a.m.-4p.m. & April 6<sup>h</sup> 12-4p.m.**

**For WIBA Members**

Knights of Columbus 1556 E. Fremont St. in Galesburg

Full menu available for purchase/ No outside food or drink

Vendors should park in the back.

*It is a great advertising tool;  
to show the public your specialty &  
promote any new ideas in your specific field.*

Set- Up  
April 3rd  
1p.m.-6p.m.

First time participants receive- \$100 discount

Attend 5 meetings- \$100 discount

Bring a new exhibitor- \$25 discount

One discount per exhibitor.

Each Booth Space Indoors is 8'X10'.

Each Booth Outside is 10'X10'and can be inside a tent.

Set Up is on Friday, April 4<sup>th</sup> from 1-6p.m. or on Saturday from 8a.m.-9:30a.m.



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### **2020 HOME SHOW RESERVATIONS**

**NAME** \_\_\_\_\_ **COMPANY** \_\_\_\_\_

**TYPE of BUSINESS** \_\_\_\_\_

**ADDRESS** \_\_\_\_\_

**PHONE** \_\_\_\_\_ **FAX** \_\_\_\_\_ **E-MAIL ADDRESS** \_\_\_\_\_

Please check one or number if more than one space needed.

Fees = \$275 for Inside \_\_\_\_\_ I need electricity. \_\_\_\_\_ I need a table. \_\_\_\_\_ I need a tablecloth. \_\_\_\_\_

\$250 for Outside \_\_\_\_\_ I need a table. \_\_\_\_\_ I need a tablecloth. \_\_\_\_\_

Yearly membership fee is \$150.

Membership fees & final booth rental must be **paid by Wednesday, March 18, 2020.**

**Please mail form with FEES payable to WIBA:**

**WIBA PO BOX 565 Galesburg, IL. 61402-0565** **Questions? PHONE: 309-343-2116**





**Business Name**  
**Builders Association**

2163 E. Main St.  
P.O. Box 565  
Galesburg, Illinois 61401  
Phone: 309-343-2116  
Fax: 309-343-1114  
Email: wiba@grics.net

«First Name» «Last Name»

«Company»

«Newsletter Mailing Address»

«City», «State» «Zip»

**“Support Your Local  
Communities, Where  
Professionals do  
Professional Work”**



**W.I.B.A. Membership Meeting**

**November 20, 2019**

**6:30 p.m.**



**Kensington Garden Room**

**Happy Holidays!**  
**Merry Christmas!**

**Our Website, <http://WWW.wibaweb.org>, feature:**

Follow Us,

We're Connected:

[www.wibaweb.org](http://www.wibaweb.org)



**This Month**

**Casper Trash Hauling**  
**Holt Supply Company**  
**Sherwin Williams**



**Next Month**



**Coach House Garages**  
**KWB Paints on Main**  
**Neil Thomas Plumbing & Heating**

**January**

**Basio Plumbing, Heating & Air**  
**Peoria Radon Mitigation**  
**Register Mail/Gatehouse Media**

