



# 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

**January 2020**  
**WIBA Membership Meeting**  
**January 15th 6:30p.m.**  
**Kensington Garden Room**

Speaker: **Ken Springer**

Knox Co. Area Partnership for Economic Development



## Estimates

Every remodeling business has its own way of estimating projects. Those who regularly make accurate estimates use a set of processes that are similar in these businesses.

Interview the client first so you know exactly what the customer wants to and what they expect it will cost. Sales, design, and estimate are intertwined. A salesperson with experience should be able to give a "Ball Park" cost. If that tops the expectation of the client, then the salesperson can tailor the job or offer some type of financing. The current condition of the property and any limitations it may have are important factors for the costs of the project.

Those who do the estimates for your business need reports of how the project made or lost money to be helpful with estimating future projects. Knowing which parts of a project were "On The Money" is essential knowledge. Factoring current costs from suppliers, vendors, trade contractors, and any subcontractors are also key. Assigning the crew member to the job and your labor rates factor into your costs.

Know the cost for each of the chosen design options so that you can meet the client's expectations and make your required profit margin.

Present the design to the client for review, comments, and any changes needed.

Identify costs. Document the estimate and build a formal proposal. Each item with a cost either on pen and paper or on the computer in a spreadsheet depends on your comfort with technology.

There are many software packages available to assist with creating estimates. They are only as good as the data that has been updated and are a tool as good as the person using it.

Make an estimate that meets your client's needs and allows your business to make the profit it should by considering costs from various resources you will need to complete this project.

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## President's Letter



### BORN to Lead: CONSTRUCTION Management

January 30-31st

Hyatt Regency

1000 BOULEVARD OF THE ARTS

Sarasota FL. 34236

One Day - \$370, 2 Day - \$595 (10% Discount Code - ASSOC7)

To Register: [WWW.StroopDesign.com/registration](http://WWW.StroopDesign.com/registration)



### International Roofing Expo

February 4-6, 2020

Kay Bailey Convention Center

Halls B-E

Dallas, Texas



Sponsored by NRCA

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

\*62 WIBA Members

\*WIBA Membership Meeting

January 15th 6:30p.m.

Kensington Garden Room

\*WIBA Board Meeting

February 5th 6:30a.m.

Perkins Restaurant

WIBA Membership Meeting

February 19th 6:30p.m.

Kensington Garden Room

\*WIBA Home Show

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

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

Knights of Columbus

1556 E. Fremont St.

Galesburg, Il.

## Congratulations!

Chris Pepmeyer, REMax Preferred Properties was drawn for the 50/50 Drawing Cash Drawing which was worth \$23. Congratulations Chris!

Steve Hawkinson, People's Do-It Center, won the CASH Drawing which was worth \$200! Congratulations, Steve!



Cheezum Seamless Gutters

Farmers Insurance Gian Martin Agency

Holt Supply Company

Pat Kennedy, Builder

Renewal by Anderson

Tri-States Water

U.S. Cellular

Voorhees Siding & Window

West Central F.S. Inc.



## WIBA Dues

February

## WIBA Membership Meeting November 20, 2019

Moxie Solar was founded by Jason Hall in 2008. The headquarters is in North Liberty, Iowa. Will Richards is the District Marketing Manager. Solar power energizes what is currently using electricity in the home. They use a tier 1 panel which is the highest quality. Most homes have 8 solar panels installed. Their size is approximately the size of a standard door. The panels are all American made. Moxie Solar will give you a free consultation to assess your needs, build your plan on the computer with you based on what you would need. They also have ground mount systems in addition to roof systems. They make installations facing west, east, or south as the north doesn't provide enough sun exposure. Each panel has a lifetime monitor on it and you can have access to reports on the activity if you would like.



Net metering is when the excess power runs your meter backwards and sends power back to your local power company. You can bank extra energy in battery packs but typically homeowners would not need an excess back up or want to pay for the cost of this type of battery pack. The power company typically reimburses you for that power, but it is at a low rate.

It is illegal to disconnect from the grid even if you have solar power. When there is a power outage, you will still have an outage if on solar power to protect workers who are working on the power lines.

How is solar affordable? There are government tax credit incentives. In 2020, in Illinois you could receive a 26% tax credit, which is the highest in any state in the nation. In Iowa, the tax credit would be 13%. There is another incentive through the power companies as they pool money to offer incentives for homeowners to "Go Solar.". You could receive another 30% off from the power company. Businesses and farmers get another 30% off with an additional rebate to help cover the cost. Call Moxie Solar to find out which incentives you qualify for. They will do all the paperwork for the incentives for you.

There is a bill swap for residential homes. You pay Moxie Solar payments less than the amount you would pay for power until your solar installation is paid off while Moxie Solar pays the remainder of your electric bill. Then, there will be no more electric bills. It's a 2year loan that can be repaid when you receive your tax refund at 0% interest. They exclusively lend for solar projects. It's a fixed rate and never goes up even if power companies raise rates for electricity. It can be transferred to the next homeowner. It adds about \$10-15,000 to the value of your home.

Over 20 years, you could save between \$20-30,000 or more. Most usually save at least \$20,000. The life expectancy of a solar panel is 60 or more years. Moxie Solar does provide a 25-year warranty for 95% efficiency or panels will be replaced.

## WIBA Home Show

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

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

Knights of Columbus

1556 E. Fremont St.

Galesburg, Il.



Save the Date!

## It was so good to see you at the WIBA Christmas Party!



Terry & Virginia Allen

Greg & Mary Davis

Mike & Kay Groom

Steve & Kathy Hawkinson

Scott & Vicki Howe

Bill & JoAnn Johnson

Russ McConnell

Chris Pepmeyer

Amy & Mr. Ruhl

Amy & Robert Schwartz

Dee & Randy Spivey

Zach & Becky Thiel

Neil & Jeanne Thomas

Roger, Lita, & Glen Williams

Don & Carolyn Moffitt

Terry & Kaylee Johnson

(We missed those who couldn't attend.)



## **NFBA Frame Building EXPO**

Hilton Des Moines Downtown

435 Park St. Des Moines, IA

February 26-28, 2020

Contact:

Hall-Erickson, Inc. 630-434-7779



## **TOP 500 LIVE**

Sales & Lead Generation Conference for Selling  
Home Improvement

March 17-19, 2020

Marriott

New Orleans, LA

**Keynote Speaker-** Jocko Willink,

retired US Navy Seal Officer, Author, Co-  
founder & CEO of Echelon Front

Patrick O' Toole- QR@solabrandsmail.com



## **Pro Remodeler**



Breaking Down the Metal Roof Series Case Studies

Codes & Standards

Composite Roofing Series

Life of an Architect

Magazine

Proremodeler.com

Toilet Performance Series

Videos

White Papers

Proremodeler.com

## **H.B.A. Official Spring Home Show**

Feb. 28-March 1, 2020

Peoria Civic Center

201 SW Jefferson Ave.

Peoria, Il.



February 28th 4p.m.-9p.m.

February 29th 10a.m.-6p.m.

March 1st 10a.m.-4p.m.

To register- [www.PeoriaHBA.com](http://www.PeoriaHBA.com)

Home Builders Association of

Greater Peoria

## **Quad Cities Builders & Remodelers Association Home Show**

February 7-9, 2020

Register- 1-563-44-5692

Q.C.C.A. EXPO Center

2621 4th Ave. Rock Island Ave.

Rock Island, Il.



## **Qualified Remodeler**

Magazine

Newsletters

Blogs

Videos



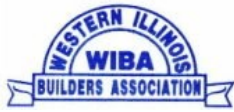
[qualifiedremodeler.com](http://qualifiedremodeler.com)



# Western Illinois Builders Association

## Christmas Party Pictures





# 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 West Members  
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.*

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.



### **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:**





**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](mailto: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**

**January 15, 2019**

**6:30 p.m.**



**Ken Springer**

**Knox Co. Area Partnership  
for Economic Development  
Kensington Garden Room**

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

Follow Us,

We're Connected:

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



**This Month**



*Basio Plumbing, Heating & Air*

*Peoria Radon Mitigation*

*Register Mail/Gatehouse Media*

**Next Month**

Howe Overhead Doors, Inc.  
REMAX Preferred Properties  
- Zack Thiel  
Porter Hay Insurance

