



# 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

March 2020



**WIBA Membership Meeting**  
**March 18th 6:30p.m.**  
**Kensington Garden Room**

**Speaker: Mark Keleher, Helitech**

### How Does Networking Help My Business?

The First Impression Should be a good one. We have all heard it, but think about where you purchase goods & services. Why do you go there? Seek groups that bring together an array of industries and perspectives. Often our clients and prospective clients are at events. The memo is; "Get out from behind your desk". Be your own brand ambassador because no one is more passionate about your business than you are. Be real to each person you meet.

Building relationships takes time. Follow up is crucial, but easier said than done. You are going to meet lots of people at the Home Show & WIBA Membership Meetings. When you meet a person who you think will strengthen your business, you should be in touch at least once a quarter. There is software that will organize and give your reminders to email or call your contacts at scheduled times to help you. Send something interesting and of value to them. This takes planning, discipline and creativity. Eventually you will be on their radar. If I asked your top five prospects, "Who wants your business?" and they cannot name you or your company, then you will never get their business.

Get involved. If an organization is worth your time, you should be right in the middle of the action. Seek to serve on their boards, committees, or help out at an event. When you are all in, you will build relationships that matter. People will see how you work when you are at your best. These types of relationships build trust and friendships that almost always lead to business opportunities. A very strong code of reciprocity is involved. "You scratch my back and I'll scratch yours." The magic is if I can do something for your child- even if it's just a call or quote. Nothing endears you to a person more than helping their son or niece get a head in the business world. Period. Think about all the students we have given a Carl Sandburg College scholarship. It's a fantastic way to give back to the community.

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**Happy Spring!**  
**March 19th**



 **Happy**  
**St. Patrick's**  
 **Day!**

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

63 WIBA Members

\*WIBA Membership Meeting

March 18th 6:30p.m.

Kensington Garden Room

\*WIBA Board Meeting

April 1st 6:30a.m.

Perkins Restaurant

\*WIBA Home Show

SET UP- April 3rd 1-6p.m.

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

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

Knights of Columbus

1556 E. Fremont St.

Galesburg, Il.

\*WIBA Family Day at

Lake Bracken

June 6 10a.m.-4p.m.

**Congratulations!**



Russ Mc Connell, McConnell Heating & Cooling was drawn for the 50/50 Drawing. He won \$26.50. Congratulations, Russ!

The Cash Drawing was for \$25. Cheezum Seamless Gutters was drawn but was not present so the money rolls over and it will be worth \$50 at the March WIBA Membership Meeting



### **WIBA** **Home Show** **Set Up**

Friday

April 3rd

1p.m.-6p.m.

Knights of Columbus  
1556 E. Fremont St.  
Galesburg, Il.



### WIBA Dues

**April**

Tompkins State Bank pd.

HCI Get a Pro pd.

Unique Landscaping

## WIBA Membership Meeting February 19, 2020

Alicia Condreay, Gale Elementary School teacher & Vice President of the GEA (Galesburg Educators Association), was our speaker.

Galesburg District #205 has \$40,000,000. available for Health & Life Safety repairs with a 3year limitation to follow the state rules. They had this information 2 years ago.

The school district has debated whether to make the repairs that will virtually be unseen like asbestos repair or to update the schools. They have now chosen to update the schools and close Gale, Nielson, and Churchill Junior High. Gale was built on a flood plain. It has some major mold issues. Gale will host high school classes next year. Nielson will be used as a storage facility for district furniture. New classrooms will have new furniture. Churchill will remain open for one more year then be closed. Rose Hoben Welch school has a fate that is unsure at this time.

When the middle schools; Gale, Lincoln, Steele, King & Nielson that are now elementary schools now were built in the 60's, it was expected for them to last 10 years. We had a baby boom and more classrooms were needed.

The school district is not only are updating schools and changing boundaries but also making all Junior High students attend one Junior High School. Students will also attend the High School a year earlier. All district 5<sup>th</sup> graders will be attending Junior High which is a year earlier for them also. And children all over Galesburg are being bused to help level the economic levels represented at each school. Busing will cost \$33,000 more due to all the changes. The remodeling for the whole district was projected to cost \$56,000,000. They are already over budget.

King School will have 20,000 sq. ft. added with a budget \$11.8 million dollars. The construction workers at King have recently been moved to Steele School to help get it finished. If King School is not done by the fall, they may need to use modular units for classrooms. Steele School has a \$4.5 million dollar budget, but their plans have changed twice. Lombard has a budget of 6.8 million dollars. Solar panels are up at Lombard and 4,400 sq. ft. will be added to the building.

GHS will serve 7-12 grades. The positive note for moving the older Junior High students to the High School is that gifted students can take classes to challenge them. Originally the district had planned a separate lunchroom for the younger students but because the budget is stretched, they will now just have one larger lunchroom for all the students. The auditorium is planned to be torn down. It holds around 2,500 people and is used for assemblies, concerts, plays, graduation and many community functions. The auditorium really needs seating as it has never been replaced and the ceiling leaks repaired. The faculty is fighting to keep it. Modular units will be placed up and down the strip behind the high school, where buses currently line up to deliver students to school and to gather students to take home, for classrooms until all the remodeling and additions is finished. The modular units can host 10 classrooms and do have air conditioning, heat and each also has their own bathroom. Up for consideration is raising parking fees for high school students from \$20 to \$180 for next school year.

Currently the portion of our tax levy that goes to District #205 is \$4.83 per thousand of assessed value of a given property annually but it has been approved for \$4.95. District #205 has stated that they will try to keep it at or lower than \$4.95.



WIBA Home Show Discount- \$100

**Congratulations!**



Bill Johnson	McConnell Heating & Cooling	REMax Preferred Properties- Chris Pepmeyer
Century 21 Affiliated	Neil Thomas Plumbing & Heating	REMax Preferred Properties/Nex Gen Roofing- Zack Thiel
First Midwest Bank	People's Do-It Center	Roger L. Williams, General Contractor
Howe Overhead Doors	Webber Rental & Supply	Western Illinois Title



### Leaders are readers.



Start with an audio book in your truck.

**“The Magic of Thinking Big”**

by David Schwartz.

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



“My father taught me always to do more than you get paid for as an investment in your future”

*Jim Rohn*



Monmouth Area

Chamber of Commerce

**11th Annual Trade show**

**March 28th**

**9a.m.-2p.m.**

Request a registration at

[info@monmouthilchamber.com](mailto:info@monmouthilchamber.com)

# WIBA Family Day at Lake Bracken

**June 6, 2020**

**10a.m.-4p.m.**

**Main Pavilion**



This Photo by

**Extra Bait &  
Tackle**



**Single**

**Adult \$10**

**Kids Free**

**Grandkids**

**Free**

**Available**

**Employees**

**Welcome Too!**

**Fishermen**

**Welcome**

**Too!**

**Illinois Fishing Licenses are required as well as your own fishing equipment and bait.  
Fishing licenses are not required for those aged 15 and under.**

A fishing license may be purchased through Illinois Department of Natural Resources online or an approved license vendor. The cost of a fishing license depends on the type of license your purchase. If you are just getting a license of the day or are a senior or veteran, there is a discount available.

Boat Tours of Lake Bracken	Fishing	Sand Volleyball
Prizes	Snacks & Drinks	Games
Selfie Spot	Fishing Clinic with Bob Porter	Lunch
		Playground

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Name\_\_\_\_\_# Family Members Attending\_\_\_\_\_

WIBA Membership Name\_\_\_\_\_ Amount\$\_\_\_\_\_

Reservations & check should be turned in by **May 22, 2020** to Kaylee or mail 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 For That Feels Good 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 4<sup>th</sup> 10a.m.-4p.m. & April 5<sup>th</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.*

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 3rd 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**

**March 18, 2019**

**6:30 p.m.**

**Mark Keleher**

**Helitech**

**Kensington Garden Room**



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

Follow Us,

We're Connected:

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



**This Month**



**Dean Peterson  
Construction &  
Painting**

**HCI Get a Pro**

**Tompkins State Bank**

**Next Month**

**Extreme Home Improvement**

**IH Mississippi Valley  
Credit Union**

**J.B.& D. Siding & Window**

