



W.I.B.A. Punch List



Board Members

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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

September 2020

Times Have Been Tough But There Are Some More Opportunities

Sales of existing homes are up in 45 of the top 50 markets in May & June.



According to Zillow, a typical home sold within 22 days of being listed in June. Homes are selling faster than in 2018.

This bodes well for remodelers because during this quarantine more people need a private home office and/or a quiet place for online learning for the children. People have spent a lot more time in their own home and see what needs to be improved. Outdoor features in their own yards like decks, pools, porches, outdoor kitchens, fountains are at the top of homeowners lists before they entertain guests again.

Ask your clients, "What can I do that would make your job easier right now?"

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City of Galesburg Fall Clean Up Week

September 14-18, 2020

September 21-25, 2020

Items will be collected on normal recycling pick-up day only.





W.I.B.A. Board Highlights



55- WIBA Members

*WIBA Board Meeting

October 7th 6:30a.m.

Perkins Restaurant

*WIBA Christmas Party

December 3rd 6:30p.m.

Cherry St. Restaurant

*WIBA Home Show

April 16, 2020 10a.m.-4p.m.

April 17, 2020 Noon-4p.m.

Knights of Columbus

1556 E. Fremont St.

Galesburg



Congratulations!



Bud Lewis of Western Illinois RFMS has retired. Congratulations, Bud!!!

Our condolences goes to the family and friends of Dan Reynolds, husband of Lisa Reynolds, and father of Nicole Raney who both work for Western Illinois Title.

Our sympathy goes to the family, friends, and former coworkers of Chuck Mendonsa of Chuck Hay Insurance which became Porter Hay Insurance.

Our condolences to the family of Marion Keck, Grandmother of Deanna Spivey, First Midwest Bank.



WIBA Dues

October



F&M Bank

First Mid Bank & Trust

Sherwin Williams

Voorhees Siding & Windows

WIBA Home Show

Set Up- April 15th 1-6p.m.

April 16th 10a.m.-4p.m.

April 17th 12p.m.-4p.m.

Knights of Columbus

1556 E. Fremont St.

Galesburg, Il.



Save the Date!

Good Luck to Daniel & Leona Lee, Blue Jay Barns on their move to Montana! Best Wishes!



They held an auction with Van Adkisson Auction this week of their inventory of barns, play sets, gazebos, pergolas, grills, lawn furniture, farm equipment, tools, supplies, household items and more.

Blue Jay Barns will remain in business after the auction on a smaller scale under new ownership.



Bringing the Farmhouse Home

Homeowner siding tastes vary but many look to recreate traditional styling. New styles and darker colors meet this demand.

Clapboard, Board-and-Batton, and Shake styles all feature an interlocking design to minimize moisture intrusion.

Transitional styles are the mix of textures and materials throughout the home's exterior.

Update a homeowner's exterior with a mixed materials approach as a highlight of Board-and-Batton, or Shake accents on gables, dormers, bump outs, or soffits for an extra special upgrade. It gives a classic, crisp, clean angular line.

Dark siding & dark trim are becoming popular again. Unlike the darker more vibrant siding products of the past that would fade sooner, newer product is engineered with reflective technology to resist fading & heat distortion.



Western Roofing Expo

Note
Date June 27-29, 2021
Change  Las Vegas

Pairs Las Vegas Hotel & Casino

www.wsrca.com

Gardening and Landscape
Design Engineers FB

113K Members



Downtown Raleigh

Home Show

Note
Date
Change 
Raleigh
Convention Center
Raleigh, North Carolina
February 12-14, 2021

METALCON

October 21-23, 2020

Las Vegas Convention Center

Las Vegas, Nevada

POSTPONED TO

October 6-8, 2021

Tampa Convention Center



www.metalcon.com

Rollforming Construction Show

December 10-11, 2020

Duke Energy Center

525 Elm St. Cincinnati, Ohio

715-350-7080 or gary.reichert@fwmedia.com



Mark Up for Remodelers



Don't be a Lemming! Don't copy the markup of others. It's risky. Costs and expenses of two businesses are never the same.

Know how to build your price. Your cost of labor, materials, and subcontractors....The total cost to build a project before any gross profit is added. Overhead expenses include things like marketing, office rent, payroll, heat & air, phone, etc. Net profit is an expense that need to be considered for tax time.

It's 6th grade math. Total anticipated indirect costs (overhead & profit added together) divided by the total anticipated cost of goods (COGS) for a period of time (often up to one year) equals markup to apply to your estimated costs (Indirect costs ÷ by COGS= Markup). If you use \$600,000. of COGS this year and overhead and salary is \$200,000. You want a profit of \$100,000. Your total indirect cost would be \$300,000. Your total COGS will be \$600,000. Using this formula, a $\$300,000 \div \$600,000 = .5$ or 50%. To get the price, put a 1 in front of the calculated markup for a 1.5 markup on COGS.

Prove the math. An estimated cost of \$600,000. x 1.5 markup= \$900,000. selling price. If you sell that project for \$900,000 and stay successfully within your costs of \$600,000. your business will earn \$300,000. of gross profit to cover your overhead and profit. If you pay \$200,000. of overhead expenses out of the \$300,000. of earned gross profit you will have successfully earned \$100,000. of net profit.

Watch more than just your markup. Mark up determines price. Margin ensures there is a profit. Gross Profit Margin (GPM) is the percentage of money left over after paying all the COGS out of the selling price. There was a profit of \$300,000. in the example of gross profit after completing the \$900,000. project which is 1/3 or 33% selling price. That shows that a 50% mark up creates a 33% GPM. This means for every \$100,000. of work completed, the business should earn \$33,000.



Roofing Contractor



The Official
Publication
of the
International
Roofing Expo
[www.roofing-
contrator.com](http://www.roofing-contractor.com)

I AM AN
ELECTRICIAN FB

384k members



SMACNA

Sheet Metal and Air Conditioning Contractor's National Association

77th Annual Convention

September 27-30, 2020

The Broadmoor

Colorado Springs, Colorado

CHANGED TO

Virtual - October 13-15, 2020 until January 15, 2021

www.smacna.org (703)-803-2980



Chicago Home Show The Home Shows Inc.



September 26 & 27, 2020

Orland Park Sports
Complex

11351 W. 159th St.

Orland Park, IL

1-630-385-4000

info@chicagohomeshow.net

*Scheduled at time of publication.
Doublecheck before travelling.*

Realtors Networking FB

5K Members



Office Network USA FB

Create
Solve
Unite



40th Anniversary Home & Remodeling Show

September 25-27, 2020

St. Charles Convention Center

Facemasks required.

Traffic is one way only.

Presented by
Smart Slide Trim & Siding



Central DuPage Home Show

October 24 & 25, 2020

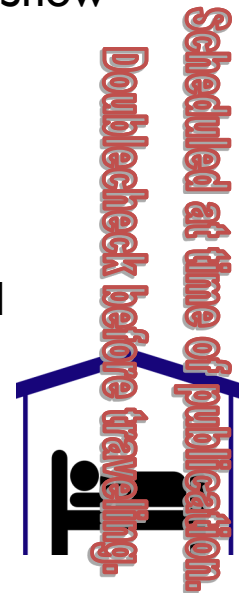
Sheraton Hotel Lisle

3000 Warrensville Road

Lisle, Illinois

1-630-385-4006

info@chicagohomeshow.net





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«Newsletter Mailing Address»

«City», «State» «Zip»

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



**Happy
Fall!**



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Our Website, wibaweb.org, feature:

This Month



Pat Kennedy, Builder
Spoon River Landscaping
Sullivan Door Co.

Next Month

First Midwest Bank
Munson Pool & Spa Chemicals
People's Do-It Center

