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LT. GOVERNOR KLEEFISCH ON  
**FOXCONN'S HISTORIC INVESTMENT**

**KEEP THE LEGISLATIVE  
MOMENTUM GOING**

# THE GOVERNMENT ISSUE

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ARE REACHING OUT  
TO ABC MEMBERS

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FROM OUR PRESIDENT

# Legislators are Listening to You



**YOU MAY NOTICE THAT MOST OF THE CONTENT IN THIS LEGISLATIVE ISSUE IS FROM PUBLIC OFFICIALS.** This reflects members like you who have continued to belong to ABC; who have taken time away from families and businesses to communicate with elected officials on Legislative Day; who have provided committee testimony or communicated with legislators with a letter or email. Because of efforts like these, ABC of Wisconsin is becoming the voice of the commercial construction industry in the state. Prominent politicians like the Lt. Governor, a Congressman, a State Senator, and the leader of the Assembly Democrats see the benefit of communicating with you directly. They know what chapter staff have known for a long time; that you are construction experts who can provide advice on how government can help – and get out of the way of – your businesses.

The lone staff article highlights our government affairs successes over the last year; specifically, the elimination of prevailing wage and project labor agreement neutrality. This is a continuation of our decades-long efforts to make sure all contractors – regardless of union affiliation – can

competitively bid on all public and quasi-public projects. It is the same reason we have been so involved in the Bucks Arena, the Alliant Energy Power Plant replacement in southcentral Wisconsin, and now the Foxconn development.

While open competition is important in and of itself, we know the problem for most of our members is not getting work, but finding workers to do the work. That is why the next step in our legislative efforts will be to do what we can to address the construction skills gap. Each of the individual efforts are small, but together, they can make a real difference.

Lastly, I would be remiss if I did not point out that 2018 is an election year. I cannot predict what will happen, but I do know that many state legislators and Governor Walker have stood with us where others did not. These public servants have done the right thing, which does not always benefit themselves politically. We need to do what we can to keep them around. Please participate in the PAC Auction at SuperCon and watch for the March firing range fundraiser. This is our opportunity to keep our collective voice strong.

— John Mielke

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# CHAPTER LOOKS TO KEEP THE LEGISLATIVE MOMENTUM GOING



*By John Schulze — ABC of Wisconsin Director of Legal and Government Affairs*

Calendar-wise, the 2017-2018 legislative session is half over, but in reality, there will only be a few more months of activity before our elected officials return to their districts and start campaigning for their November re-election efforts. Regardless, now is as good of a time as any to analyze ABC of Wisconsin's government affairs accomplishments and focus on a few more to-dos.

## **Project Labor Agreement Neutrality**

ABC of Wisconsin came out of the gate quickly in early 2017 with Project Labor Agreement neutrality, which prohibits governments from excluding merit contractors from bidding on public projects. This was the third bill introduced in the session and the third bill signed into law. Much of the credit goes to ABC members who took time away from their businesses to come to Madison and tell legislators how project labor agreements put them at a disadvantage. Governor Walker signed the ban into law on April 17 at ABC member Keller Inc's jobsite in Kaukauna.



*Governor Walker signs the Project Labor Agreement Neutrality Bill with a number of ABC members present.*

**Wisconsin State Budget**

With a Republican Governor and large GOP majorities in both legislative houses, the budget was expected to be approved ahead of schedule. Instead, deliberations took 11 weeks longer than usual because the Republicans all had different priorities and goals when it came to transportation funding. Governor Walker is facing a difficult re-election next year and wanted a budget that cut property taxes and did not increase any taxes, regardless of its impact on transportation. Senate Republicans were focused on tax cuts. Speaker Vos and the Assembly

Republican leadership spent the summer and early fall proposing transportation funding fixes, including applying the sales tax to gasoline, tolling and a heavy truck user fee. None achieved necessary support from the State Senate and Governor Walker. At the last minute, three Republican State Senators united and negotiated a series of veto promises from Governor Walker for their votes needed to pass the state budget.

*“IF YOU DON'T KNOW WHERE YOU ARE GOING, YOU'LL END UP SOMEPLACE ELSE.”*

**YOGI BERRA**

# BUDGET HIGHLIGHTS

- 1/ Immediate end of Wisconsin's Prevailing Wage Law.
- 2/ Elimination of personal property tax on machinery, tools and patterns
- 3/ Sales Tax Exemption Expansion
- 4/ Federal Aid "Swap"

**1** • **Immediate end of Wisconsin's Prevailing Wage Law.**  
Effective September 23, 2017, there is no longer prevailing wage on any public projects in Wisconsin that do not include federal dollars. The Wisconsin Departments of Administration and Transportation have already published non-prevailing wage bid notices.

**2** • **Elimination of personal property tax on machinery, tools and patterns.**  
Now, any "structure or assemblage of parts that transmits force, motion or energy from one part to another in a predetermined way by electrical, mechanical or chemical means" is exempt from Wisconsin's personal property tax law. Machinery does not include a building or items used in manufacturing.

**3** • **Sales Tax Exemption Expansion.**  
This is a two-parter. Building on last year's construction sales tax exemption, contractors will now be able to purchase construction materials without paying sales tax when doing work for UW schools, UW-extensions, and tech colleges, beginning in 2018. In addition, the state sales and use tax exemption for lump sum contracts is expanded to apply to all construction contracts and to subcontractors that include personal property which is less than 10 percent of total project cost.

**4** • **Federal Aid "Swap."** Federal funding comes with more stringent and costly regulatory requirements like Davis-Bacon. By "swapping out" state money for federal money on certain projects, Wisconsin local governments will be able to make valuable transportation dollars stretch farther.

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In addition to getting good ideas added / kept in the budget, ABC's government affairs team also successfully fought to remove bad ideas from the budget and keep bad ideas from being added. ABC worked with other construction contractors to kill a plan to exempt those who finished some state-approved apprenticeship programs from taking an exam to become licensed. ABC argued that the tests are a necessary safeguard, ensuring those who get licenses know state codes and safety rules. Also, ABC was able to beat back attempts to allow all public projects to be bid design-build. This issue is not going away.

### Going forward

After a painful and protracted budget process, and with the prospect of going into a volatile election cycle, governing

Republicans are not likely to take up any more controversial issues in 2018. However, we have been working on a few initiatives to get more people into the construction trades.

- **AB 508:** Would replace the current confusing and cumbersome apprentice-to-skilled worker ratios and set it at 1:1. This bill would also provide greater flexibility for the Carpentry and Plumbing Apprenticeship programs. Iowa, Utah, North Dakota, Colorado and Nebraska have 1:1 ratios, and Michigan just passed a law that allows three electrical apprentices to serve under one skilled worker. AB 508 has passed both the Assembly and Senate committees and the full Wisconsin Assembly. All that separates this from being signed into law by Governor Walker is passage by the full State Senate.

- **AB 745:** Would allow high school

seniors to begin an adult apprenticeship program.

- **AB 734:** Would allow an apprentice to deduct the cost of apprenticeship tuition from his/her taxes, just like tech college and university students.

- **AB 124:** According to the University of Wisconsin System, only about 60 percent of new freshmen will earn a bachelor's degree within six years. AB 124 would provide state-approved apprenticeship program sponsors, technical colleges and employers who use the technical colleges with the ability to contact individuals who do not return to complete their degrees. [abc](#)

*If you are interested in finding out more about these legislative skills gap initiatives, please contact John Schulze at [JSchulze@abcwi.org](mailto:JSchulze@abcwi.org) or 608-244-5883.*

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By Rebecca Kleefisch —  
Wisconsin Lieutenant Governor

# FOXCONN'S HISTORIC INVESTMENT IN WISCONSIN MORE THAN A NUMBERS GAME

The numbers are staggering. Thirteen-thousand employees. \$10 billion in capital investment. Twenty-two million square feet in total facilities.

But the real story of Foxconn's historic investment in Wisconsin goes well beyond the numbers. The Taiwanese company's decision to build a liquid crystal display (LCD) manufacturing campus in the heart of the Midwest will reshape Wisconsin's economy, education system and workforce as it brings the next generation of advanced manufacturing to the United States. Foxconn will have a transformational effect on Wisconsin for generations to come as our state becomes a leader in high-tech, advanced manufacturing, and technology research and development.

Governor Walker and Foxconn Chairman Terry Gou finalized an agreement this November that calls for Foxconn, the world's fourth-largest technology company, to invest \$10 billion in Wisconsin over the next six years as it constructs a manufacturing campus comprising multiple buildings in Racine County, just 30 minutes south of Milwaukee. The facility will make LCD panels for a variety of industries, from automotive to health care to entertainment. It will be the first LCD plant in the U.S., and the only one globally that is not located in Asia.

To support the company's investment, the State of Wisconsin is providing up to \$3 billion in tax incentives over 15 years for what is by far the largest economic development project ever in Wisconsin and the largest corporate attraction project in U.S. history. Construction is expected to take four to six years, and will support 10,000 construction jobs, as well as an additional 6,000 indirect jobs.

Once the facility is fully operational, Foxconn will employ up to 13,000 people in Wisconsin – thousands of whom will be engineers and skilled workers – by 2020. That figure does not include jobs generated by an estimated 150 suppliers, nor multiplier jobs that would ripple across the region and state.

Early on in their discussions with our team, Foxconn executives made it clear their investment in the state was about much more than building a new plant. The company also was committed to establishing partnerships with the private and public sectors aimed at providing current and future workers with the technical skills needed to fill thousands of jobs over the next decade – a unique moment of opportunity for our universities and technical colleges as well.



Governor Walker signs the Foxconn Bill with ABC members present.



Lieutenant Governor Rebecca Kleefisch (front, center) meets recently with the ABC of Wisconsin Board of Directors.



Governor Scott Walker (right) talks with ABC members in advance of the Foxconn legislation signing in September.

The company has already started meeting with leaders from public and private universities and colleges throughout Wisconsin to discuss ways to work together, and has participated in several career fairs and other recruiting events on campuses statewide.

My friend, Ray Cross, president of the University of Wisconsin System, said Foxconn's presence in Wisconsin is expected to provide new opportunities for students and graduates, and will help the system build its educational capacity in several key programs.

"This project could catapult the university and the state into a position of global prominence in the rapidly growing and important field of digital imagery," Cross said. "It isn't just that liquid crystal display technology will allow us to participate in the most modern manufacturing techniques for smartphones and related technology. It also connects us with other fields that are heavily dependent on the most advanced imaging technology; fields like healthcare, radiology, and intelligent diagnostic systems."

In addition to engaging with Wisconsin's universities and technical colleges, Foxconn also quickly developed partnerships with the private sector, including Rockwell Automation Inc., a global industrial automation and information company based in Milwaukee.

The two companies say they will collaborate to develop and apply technologies and expertise to ensure the new manufacturing campus has "unparalleled levels of operational efficiency."

The companies will also work together on workforce development and training. As Foxconn increases its employee base in Wisconsin, it will participate in a program developed by Rockwell Automation and Manpower Group to train military veterans for careers in advanced manufacturing.

Foxconn also signed an agreement with the Ginseng Board of Wisconsin in which the two entities will work together to promote the state's ginseng products in Asian markets. As I heard a few years ago on my trip to China, Wisconsin already has a global reputation for producing quality ginseng, with 98 percent of U.S. ginseng exports originating from Wisconsin.

But as the headline for this column suggests, this project isn't about the numbers. It's about the people. It's about the workers that will find good-paying jobs with health care and retirement, and their families. It's about the small businesses that will see new contracts come in the door for construction or supply chain orders. It's the restaurants and main street shops where business will boom when Foxconn comes to town. It's the students who will find opportunities after graduation right here in Wisconsin, and their families that will get to keep them close. People in every part of our state are going to benefit from this project for decades to come. It's a historic win for Wisconsin. 

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WISCONSIN.



Congressmen Grothman with Keller, Inc. employees Pete Read (left) and Doug Sutter (right).



Student loan debt has become a major problem. I rarely go a day without hearing about the mounting debt facing college students and graduates.

One story that really stuck with me came from a young couple in their early thirties whom I spoke with at a town hall meeting in my district. They explained to me how they have so much student loan debt that they've put off buying a house and even getting married because they simply can't afford it. To make matters worse, neither one is using their degree in their current job.

Unfortunately, this story is not uncommon.

Cases like this are part of the reason why I've been such a vocal supporter of technical colleges and trade schools during my time in government. Young adults should focus on choosing higher education paths that best suit their needs, provide them with skills that are always in demand and incur the least amount of student debt.

There are jobs available. Employers in construction, manufacturing and health care are in desperate need of skilled employees. These are dignified, good-paying jobs, and I believe we need to encourage students to consider technical education in these fields the same way they consider a traditional four-year degree. There are so many people going to four-year

CURRENTLY IN THE U.S.

**42.4**

MILLION AMERICANS  
HAVE A COMBINED  
STUDENT LOAN DEBT OF

**\$1.3**

TRILLION

THE AVERAGE BACHELOR'S DEGREE IN THE U.S. COSTS

**\$127,000**

THE AVERAGE TECHNICAL COLLEGE DEGREE COSTS

**\$33,000**

colleges who could get a full-time job more quickly, and at a higher wage, if they were open to the idea of technical college or apprenticeship.

Last summer, I hosted a job fair at UW-Fond du Lac. I got the chance to speak with several of the largest manufacturers and contractors in the Sixth District, where I heard about the lack of workers with technical degrees and the struggle to retain enough employees. The stories I heard from these employers are the reason that I have and will continue to support policies that encourage students to work in skilled fields, because that is what we in Wisconsin need right now.

Through my position on the House Committee on Education and the Workforce, I have made it a priority to make career and technical education more accessible to students in our communities. That is why I proudly supported the Strengthening Career and Technical Education for the 21st Century Act when it passed unanimously in committee, and again when it passed the House with overwhelming, bipartisan support.

This bill helps career and technical education programs provide students with the skills they need to compete for jobs that exist in our local communities by removing Washington bureaucrats from the day-to-day operations of schools, and empowering states by giving them more flexibility to use federal funds to support these career and technical education programs.

Don't get me wrong. Not everyone can work with their hands.

*WE NEED TO  
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FOUR-YEAR  
DEGREE.*

Some people should still go to a traditional, four-year college. But, what I see more and more of every year is that students are being told that liberal arts degrees are better for them than technical degrees, which in many cases simply isn't true. Right now, we have far too many people going to college and then going back to learn a trade or get a technical school degree when they're 30.

Currently in the U.S., 42.4 million Americans have a combined student loan debt of \$1.3 trillion. This is due to a number of factors that Congress is working to fix in the reauthorization of the Higher Education Act, but the fact remains that a large reason for this spike is due to an increased number of students entering four-year colleges.

The average bachelor's degree in the U.S. now costs \$127,000, which is an unsustainable cost for the majority of Americans. Yet, despite this exceedingly high cost, more students are going to four-year colleges now than ever before.

Meanwhile, the average technical college degree costs just \$33,000, with graduates from

these programs facing some of the best job prospects in positions that pay well. Apprenticeship is even less expensive, with even more lucrative pay for graduates.

Trade and vocational schooling provides young adults with lucrative careers in less time than traditional college, allowing them to get married, have children, buy homes and ultimately drive our economy more quickly.

TRADE AND VOCATIONAL SCHOOLING PROVIDES YOUNG ADULTS WITH LUCRATIVE CAREERS IN LESS TIME THAN TRADITIONAL COLLEGE, ALLOWING THEM TO GET MARRIED, HAVE CHILDREN, BUY HOMES AND ULTIMATELY DRIVE OUR ECONOMY MORE QUICKLY.

I attended an Eagle Scout ceremony for a young man in my district. He told me about his plan to attend technical school to learn how to repair farm equipment. Most likely, he'll graduate in less time, with less debt and have a higher-paying job than many of his peers.

As I travel around Wisconsin, I speak with far too many employers who are in need of skilled labor but are unable to find it. For years, I have been a proponent of expanding career and technical education and hope to bring it the forefront of the higher education discussion by passing the Strengthening Career and Technical Education for the 21st Century Act. If signed into law, it will be an important step to grow our economy, lower our unemployment rate, fill the jobs we already have available and create new jobs.

Increasing our skilled labor force and filling the manufacturing and contracting jobs we already have will surely add a needed boost to our economy, while leveraging local and state resources to meet the needs of our communities and local businesses. 



*U.S. Rep. Glenn Grothman is serving his second term representing Wisconsin's 6th Congressional District in the U.S. House of Representatives.*

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# INVESTING IN WISCONSIN

FOR OUR LONG-TERM ECONOMIC FUTURE

By Gordon Hintz — Wisconsin Assembly Minority Leader



New Assembly Minority Leader Gordon Hintz

*"WISCONSIN HAS A  
PEOPLE SHORTAGE.  
WE DON'T HAVE ENOUGH  
WORKING-AGE PEOPLE  
TO FILL THE JOBS  
AVAILABLE IN OUR  
ECONOMY."*

Recently, Governor Walker announced a \$6.8 million marketing campaign to attract Chicago millennials to Wisconsin. This shows that the Governor understands a key economic problem our state is facing, but has no clue how to solve it.

Wisconsin has a people shortage. We don't have enough working-age people to fill the jobs available in our economy. Recent data suggests that our state is expected to need 45,000 additional workers in seven years, but lacks the people to fill this need.

As we move into the latter half of the 2017-18 legislative session, Assembly Democrats will pursue economic policies which recognize the fact that jobs follow people.

Young people increasingly want to live where there are good schools, strong transportation infrastructure, and public amenities such as attractive parks. And they want to live in a place with clean air and water.

To that end, Democrats in Wisconsin support policies that move beyond the idea of subsidizing foreign corporations over small businesses or spending millions of dollars to promote shorter commute times. We know our state is capable of improving the economy with innovation and investment.

To get our economy truly moving again, here are just a few of our ideas to draw young people to our state and to keep recent graduates here.

## **1. Prioritizing small businesses over foreign corporations**

Instead of expanding prospects for young people to create new businesses that will benefit Wisconsin, Governor Walker has made it painfully clear that he places foreign corporations over homegrown investment. Now he has pushed through the Foxconn package, which, under the best-case scenario, would not break even for a quarter-century. There are better, less costly ways to help build a healthy economy that creates jobs. Small businesses are also more likely to hire local employees, suppliers, and contractors.

## 2. Think towards the tech-focused future

Tech jobs are a driving force in the economy now and moving forward. We can honor our manufacturing traditions while still keeping an eye on the future. To do this we can invest money in tech startups and other Wisconsin businesses that will attract and maintain talent. Instead, Wisconsin is dead last in the nation for startups and entrepreneurial activity. Even a fraction of the \$3 billion Foxconn giveaway could help start new companies around the state.

## 3. Invest and build up our local communities

We should be promoting policy that gives local governments the freedom and flexibility to build their communities. Young workers want bike paths, public transportation, parks, vibrant downtown areas and more. And it has been proven that businesses that start and establish headquarters here in Wisconsin are more likely to stay and invest back in their communities.

## 4. Provide more state support for rural communities

Our rural communities are facing a higher rate of young people leaving than any other part of the state. We know in these communities, local businesses are an essential part in providing needed goods and services. Governor Walker has continually put these

communities and businesses on the back burner to appease large corporations. If we want more young families to remain in our rural communities, we need to provide them with reasons to do so. We can support these areas through the expansion of broadband, more K-12 funding, and by simply maintaining local infrastructure like our roads and bridges.

## 5. Continue pushing policies that help Wisconsin families

Too many Wisconsin small business owners lack the resources and support to start and grow their companies. Young families want to live in a state where public policies help them thrive. Assembly Democrats support an increase in the child care tax credit, student loan refinancing, and a fully-funded public education system.

Wisconsin doesn't need a short-term advertising campaign. Everything our state government does should market our state, from the strength of our cities to the beauty of our natural spaces. To put our best foot forward, we must invest in our state today and long into the future.

*Hintz, who represents the 54th Assembly District in and around Oshkosh, was elected in September to lead the state's Assembly Democrats.*

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**THE DAILY  
REPORTER**

# WORKING TOWARD A **REPEAL OF THE PERSONAL PROPERTY TAX**

*By Howard Marklein — Wisconsin State Senator*

As a member of the Joint Finance Committee (JFC) focused on tax reform, I proposed a full repeal of the Personal Property Tax (PPT) to my colleagues as we finished the State Budget this past summer. While we were not able to achieve a full repeal, we were able to repeal the tax on machinery for businesses of all sizes. It was a positive, strong step toward full repeal, and I am committed to working to end this tax in the next biennium.

The PPT is an outdated, unfair, cumbersome tax on small businesses that has an exorbitant, unreasonable cost for compliance. The PPT is assessed on tangible personal property such as equipment and furniture on an annual basis. It is assessed on anything that can be touched and moved for its entire lifecycle. This means that there are 20+ year old desks in businesses that are still taxed every single year. The taxes are assessed and collected by local governments; cities, towns and villages.

Throughout the last 50 years, the Legislature has slowly carved away at this tax, exempting various items such as inventories and industries such as manufacturing, agriculture and most recently, computers. The PPT continues to be paid by businesses that do not benefit from the past legislative exemptions. Businesses pay a sales tax when they buy furniture and equipment. These businesses then face the prospect of paying PPT on the item every year as long as they own it.

As a result, the cost for small businesses to comply with this law can often be more than the actual tax. For example, a small business may pay \$200 to \$300 more to prepare and file the tax than the actual tax itself. This is an unnecessary burden on small businesses in our communities. Big businesses can absorb these costs and perform the necessary bookkeeping with existing resources, but many small businesses are forced to hire assistance to comply.

SMALL BUSINESS MAY PAY  
**\$200-\$300**

MORE TO PREPARE AND FILE THE TAX THAN THE ACTUAL TAX ITSELF.  
THIS IS AN UNNECESSARY BURDEN ON SMALL BUSINESSES IN OUR COMMUNITIES.



State Senator Marklein (foreground) takes a seat at the Crawler Dozer simulator during the ABC Apprenticeship Open House in November.

Repealing the PPT will save millions per year for businesses, including contractors, in Wisconsin. However, this savings would leave the same sized hole in revenues for local governments. Every time the Legislature has carved out an exemption, we have backfilled the fiscal impact on local governments with other dollars. If we were to repeal the PPT, the Legislature would look to do this again. There are ways that we can accomplish this within the budget this year.

As local governments join the discussion about repealing the PPT, they have expressed concerns about losing revenue. I have asked each municipality to consider how they were impacted when we exempted computers. The state backfilled their lost “computer” revenue for the past 12 years and it has been a successful transition.

In addition, it is important to note that this is not a “big business tax break.” Repealing the PPT will benefit small businesses more than any other entity in Wisconsin. The cost of compliance and the disincentive this tax creates to invest in a small business are major obstacles for small businesses.

Earlier this spring, the Senate Committee on Revenue, Financial Institutions and Rural Issues, which I chair, held a public hearing on Senate Bill (SB) 218. It would repeal the PPT. We had dozens of people testify or submit written testimony in favor of this bill. No one testified opposed. We did not hear from any big businesses. We did hear from small business owners from every

part of the state. The only entity that opposed it publicly was the City of Milwaukee.

During the hearing, we listened to stories from business owners who must submit multiple PPT statements for every municipality in which they have locations. We heard from businesses that want to invest in new equipment to expand, but hesitate to grow because of the PPT taxes they will be assessed from now into the future. Business associations reached out to share their challenges in recruiting businesses from neighboring states that don’t have the PPT. None of our neighboring states have a PPT, which puts Wisconsin at a competitive disadvantage. It’s time to relieve this burden.

I am optimistic that the Legislature will continue its work to repeal this tax. Repeal will relieve a burden on businesses, but it will also encourage businesses to reinvest, grow and expand. Reinvestment, growth and expansion means jobs, higher pay and economic development. This is just one more way our Legislature can impact our statewide economy.

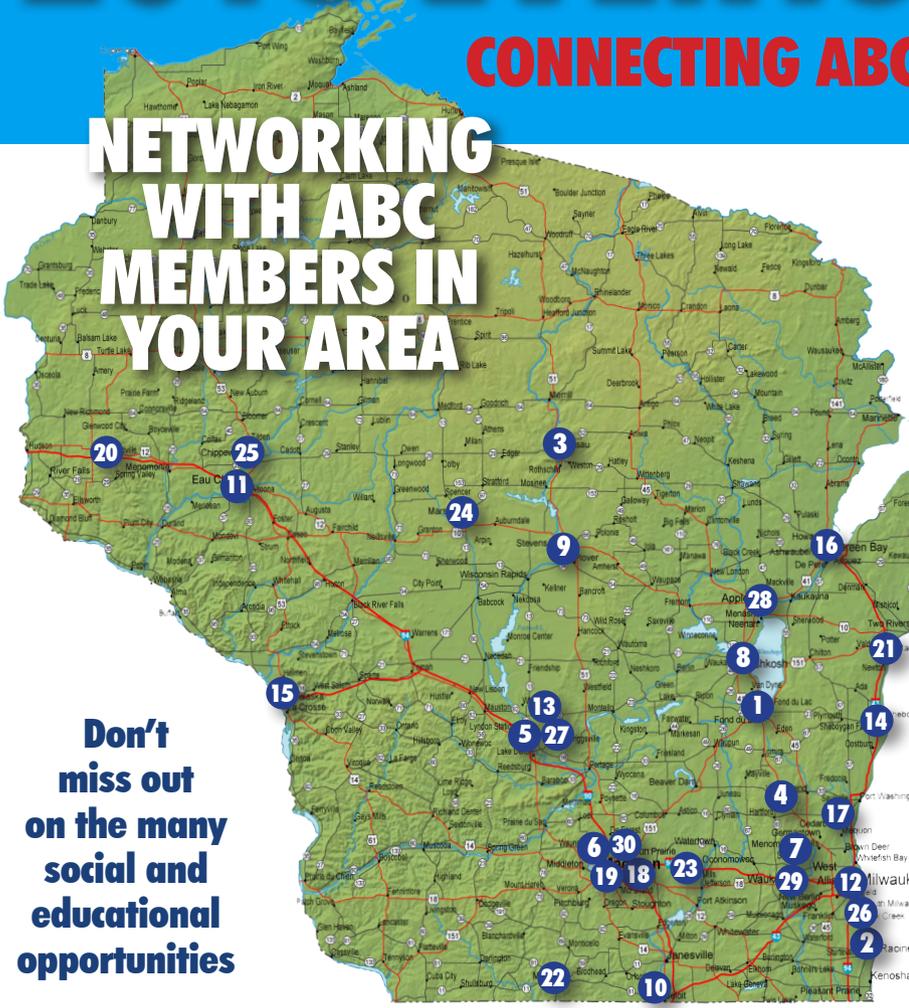


Senator Marklein represents the 17th Senate District in the Spring Green area.

# 2018 EVENTS

## CONNECTING ABC MEMBERS

### NETWORKING WITH ABC MEMBERS IN YOUR AREA



**Don't miss out on the many social and educational opportunities**

### MORE EVENTS THIS YEAR THAN EVER BEFORE!

Watch the events calendar for details at: [www.abcwi.org/events](http://www.abcwi.org/events)

Sponsorship opportunities are available. Contact Mary for more details [maustinson@abcwi.org](mailto:maustinson@abcwi.org).



**ASSOCIATED BUILDERS & CONTRACTORS OF WISCONSIN, INC.**  
5330 Wall Street  
Madison, WI 53718  
Phone: 608-244-5883

- 1 **Fond du Lac**, January 11: Networking Social
- 2 **Racine**, January 16: Area Meeting\*
- 3 **Wausau**, January 24: Networking Social
- 4 **West Bend**, January 26: SkillComp
- 5 **Wis. Dells**, February 14-15: SuperCon
- 6 **Madison**, March 1: Meet the Generals
- 7 **Sussex**, March 13: Duck Pin Bowling
- 8 **Oshkosh**, March 13: Area Meeting\*
- 9 **Stevens Point**, April 10: Area Meeting\*
- 10 **Beloit**, April 18: Networking Social
- 11 **Eau Claire**, April 26: Networking Social
- 12 **Milwaukee**, May 4: Milwaukee Brewers Game
- 13 **Wis. Dells**, May 11: Apprenticeship Graduation
- 14 **Sheboygan**, May 15: Area Meeting\*
- 15 **Onalaska**, May 24: Networking Social
- 16 **Green Bay**, June 7: Social & Lambeau Field Tour
- 17 **Grafton**, June 12: Area Meeting\*
- 18 **Cottage Grove**, June 20: Golf Outing
- 19 **Madison**, July 18: Betty Lou Booze Cruise
- 20 **Baldwin**, July 24: Area Meeting\*
- 21 **Manitowoc**, August 9: Social & Maritime Museum Tour
- 22 **Monroe**, August 21: Area Meeting\*
- 23 **Johnson Creek**, September 5: Sporting Clay Shoot
- 24 **Marshfield**, September 20: Networking Social
- 25 **Chippewa Falls**, September 25: Area Meeting\*
- 26 **Milwaukee Area**, October 10: Meet the Generals
- 27 **Wis. Dells**, October date TBD, HR Conference
- 28 **Appleton**, November 1: Networking Social
- 29 **Waukesha**, November 14: Networking Social
- 30 **Madison**, December 12: Networking Social

\* Area meetings are lunches designed for area members to meet with the 2018 Board Chair and Chapter President.

# 2017

## BUILDING WISCONSIN HARD HAT AWARDS



*Good guys and  
gals wear black.*

# NEW MEMBERS

For membership information contact **Bill Stranberg**, Membership Director  
Associated Builders & Contractors of WI – 608-244-5883

## NOVEMBER 2017 NEW MEMBERS

### • Amerhart

*Tim Stoeffler*

1131 Industrial Drive  
West Salem, WI 54669

**Phone:** (800) 879-8123

**Description:** Building Material Distributor

**Sponsor:** Brian Wieser, Wieser Brothers  
General Contractor, Inc.

Beam Club Members-to-date: 40.5

### • Badgerland Plastering Inc.

*Todd Brumm*

W1231 Heppe Rd  
Fall River, WI 53932

**Phone:** (920) 484-6046

**Description:** Plastering Contractor

**Sponsor:** Joe Daniels, Joe Daniels  
Construction Co.

Beam Club Members-to-date: 15

### • Bob Anderson Builders Inc.

*Jeff Anderson*

312 Genesee St.  
Wales, WI 53153

**Phone:** (262) 201-4080

**Description:** Carpentry Contractor

**Sponsor:** Dave Murphy, PDC – Electrical  
Contractor

Beam Club Members-to-date: 10

### • Cichy Plumbing

*Rodney Bartow*

4433 Robertson Road  
Madison, WI 53714

**Phone:** (608) 630-9581

**Description:** Plumbing Contractor

**Sponsor:** Steve Klessig, Keller, Inc.

Beam Club Members-to-date: 46

### • Perfection Painting Company

*Kelly Arndt*

281 Indigo Drive  
Port Washington, WI 53074

**Phone:** (262) 268-3173

**Description:** Painting Contractor

**Sponsor:** Steve Klessig, Keller, Inc.

Beam Club Members-to-date: 47

### • Universal Roofing

*Steven Horan*

2887 Hwy M.N.

Stoughton, WI 53589

**Phone:** (608) 838-2528

**Description:** Roofing Contractor

**Sponsor:** Joe Daniels, Joe Daniels  
Construction Co.

Beam Club Members-to-date: 16

## DECEMBER 2017 NEW MEMBERS

### • Enterprise Truck Rental

*Jason Real*

44445 N. 124th St  
Brookfield, WI 53005

**Phone:** (305) 742-8461

**Description:** Truck Rentals

**Sponsor:** Brett Felsman, Enterprise Fleet  
Management

Beam Club Members-to-date: 2

### • J & E Construction Co. Inc.

*Robert Ecker*

PO Box 97, 400 N. Military Rd  
Stockbridge, WI 53088

**Phone:** (920) 439-1555

**Description:** General Contractor/Site Work

**Sponsor:** Daniel Barker, Jackson Lewis P.C.

Beam Club Members-to-date: 2

### • Matt's Welding Service

*Matt Paderta*

N10 W48 White Pigeon Rd  
Lake Geneva, WI 53147

**Phone:** (262) 729-6969

**Description:** Welding Contractor

**Sponsor:** Kevin Day, Corporate Contractors  
Inc. (CCI)

Beam Club Members-to-date: 2

### • MCC, Inc.

*Tom Goehler*

PO Box 1137  
Appleton, WI 54912

**Phone:** (920) 749-3360

**Description:** Redi-Mix Concrete Supplier

**Sponsor:** Jeff Vander Heiden, Van's Waste, Inc.

Beam Club Members-to-date: 1

### • Ron Albiero Heating & Air Conditioning

*Ron Albiero*

2185 Stonebridge Circle  
West Bend, WI 53095

**Phone:** (262) 338-1200

**Description:** Mechanical/HVAC Contractor

**Sponsor:** Troy Carlson, McClone

Beam Club Members-to-date: 10

### • Sande Services LLC

*David Sande*

2916 W Sholes Dr  
Mequon, WI 0

**Phone:** 262853-0113

**Description:** Electrical Contractor

**Sponsor:** Lindsey Yoder, The Blue Book  
Building & Construction Network

Beam Club Members-to-date: 5

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- MASONRY MORTARS
- BUILDING PRODUCTS FOR THE  
CONCRETE AND MASONRY CONTRACTOR
- AGGREGATES FOR THE CONSTRUCTION INDUSTRY



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# Super '18 Con

## Marketing & Business Growth



**Matt Pletzer**

Sales Strategy (Day 1)

**Cathy Yerges**

Generating Sales Using LinkedIn (Day 1)



**Spencer X. Smith**

Social Media and Branding (Day 1)



**Steve Bench**

Marketing to Millennials (Day 1)



## Self-Development



**Roger Seip**

Leadership and Self Development (Day 2)

## Management

**Brad Humphrey**

Supervisory Management:  
Leadership at the Next Level (Day 1)

Project Management Series (Day 2)



**Randy Goruk**

Emerging Leader: Developing  
Leadership Presence (Day 1)

Construction Site Management  
Series (Day 2)



## 25+ Sessions for Construction Workers (Day 2)

- |                                       |                                       |
|---------------------------------------|---------------------------------------|
| Confined Spaces Awareness             | Is There an App for That?             |
| Permit Confined Space & Rescue        | OSHA Update 2018                      |
| Fall Protection                       | OSHA's "Big Three"                    |
| Wood Frame Construction Safety        | Soft Tissue Injuries and Stretch/Flex |
| Ladder Safety and Ladder-less Jobsite | Crisis Management Plan                |
| Drugs in the Workplace                | Loss Control/Risk Control Tips        |
| Understanding and Avoiding Arc        | Tool Tethering, Basic Awareness       |
| Flash                                 | Crane Management Setup                |
| DOT Update                            | Managing OSHA Inspections             |
| Emergency Preparedness                | Active Shooter                        |
| Chain Saw Safety                      | Daily Safety Management               |
| What Makes a Site Unsafe?             | World Class Safety -- STEP            |
| Silica Competent Person Awareness     | Recordkeeping                         |

# February 14-15, 2018

## Glacier Canyon Lodge Conference Center, Wisconsin Dells

View the full schedule and register online at [ABCWI.org/SuperCon](http://ABCWI.org/SuperCon)