

THE WIBA PUNCH LIST

*WIBA is an association of individuals and firms
who have joined forces, voluntarily, to promote
all phases of building and
remodeling.*



Volume 2015, Issue 7

October 2015

Board Members:

President:
Wayne Allen

Vice-President:
Scott Howe

Treasurer:
Amy Schwartz

Past President:
Greg Davis

Directors:
Steve Hawkinson
Tammy Lufkin
Clinton Masters
Neil Thomas

Life Directors:
Terry Hartley
Bill Johnson

Executive Officer:
Kaylee Johnson

Upcoming Events

October 21st 6:30p.m.
Membership Meeting
The Kensington

November 4th 6:30 a.m.
Board Meeting
The Broadview

October 21st
After the WIBA
Membership Meeting
WIBA Christmas
Party Committee
The Kensington

* See back page for
Important City Meetings

General Membership Meeting

Wednesday, October 21, 2015

Kensington 311 E. Simmons St. Ball Room

Meal Cost: \$10.00 person

Networking: 6:30—7:00p.m.- Dinner: 7:00p.m.

Presenter:

Ken Springer

President of Knox County Area Partnership
for Economic Development

Galesburg Labor Day Parade



WIBA Board President's Corner...



We are looking at ways we can improve the WIBA Home Show. Please feel welcome to share your ideas at our next WIBA Membership Meeting, call Terry Hartley (309-342-9141), or even email Kaylee at the office (wiba@grics.net). We would really like to know your ideas. **The WIBA Home Show is for you!** We host it to help support your business through advertising and helping to ensure that you will have contacts & customers on down the road and into the future!

Try to purchase or hire, from a WIBA Member. We are a stronger organization when we support one another.

Galesburg is growing. There are lots of commercial building permit applications.

Stay safe! Work Safe!



Sincerely,
Wayne Allen
Board President
Western Illinois Builders Association



Happy
Columbus Day!



Board Meeting Highlights....

- 65 Members
- The **WIBA Playhouse** ticket sales are at \$1536. for the Boys & Girls Club on Knox County.
- We are looking for ways to make the WIBA Home Show even better & bigger. Let us know any suggestions you have.
- Little Mr. Homebuilders represented us in the Labor Day Parade. They enjoyed it so much that when we got to the end of the parade line, they asked if we could start all over and do it again.
- The WIBA Christmas Party is Wednesday, December 2nd. There will be dinner, drinks, games, gifts, & music.



Congratulations!

Courtright Construction was drawn for the **Cash Drawing** which had rolled to \$100 for the September WIBA Membership Meeting but was not present so it rolls over to **\$125.** for the October WIBA Membership Meeting!

Robert Schwartz, husband of Amy Schwartz of Western Illinois Title was drawn for the **50/50 drawing.** He won \$20 Congratulations, Robert! He then donated it back to the M. Brad Johnson Memorial Scholarship Fund at Carl Sandburg College! Thank you so much Robert!



50 Years or more in WIBA Membership

Bill Johnson, Builder-Retired
Hansen Lumber Company

Happy Birthday WIBA!



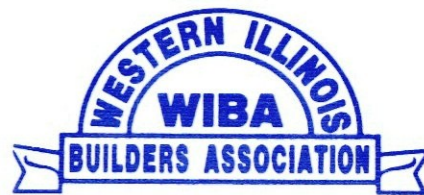
59

**30 Years or more in WIBA Membership**

Breslin's Floor Covering
Home Comfort Insulation
Rheinschmidt's Carpet & Furniture Gallery

10 years or more in WIBA Membership

Birkey's Farm Store
Carpetland USA
Century 21
Cheezum Seamless Gutters
Chuck Hays Insurance
Connor Company
First Mid-Illinois Bank & Trust
Galesburg Area Vocational Center
Galesburg Register Mail/ Gatehouse Media
J.B. & D. Siding & Window Co.



Johnson Painting
Mangieri Electric
Mel Foster Company
Midwest Flag
Munson Pool & Spa
Olson's Paint Spot
People Do-It Center
Remax Preferred Properties-Chris Pepmeyer
Remax Preferred Properties-Tom Knapp
S & H Electric
Sullivan Door Co.
Superior Asphalt
Tompkins State Bank
Tri -States Water, Pools & Spa
Webber Rental & Supply
West Central FS, Inc.

20 Years or more in WIBA Membership

Coach House Garages
F & M Bank
First Midwest Bank
Howe Overhead Doors, Inc.
Pat Kennedy, Builder
Western Illinois Title Company





Membership Benefits:

- **Local, Professional Organization**

- Monthly Meetings with Keynote Speakers
- Opportunity to network with others
- Cash Drawing at Membership Meetings

- **Annual Home Show at Sandburg Mall**

- \$100 booth credit for attending 5 meetings

- **Charitable Giving to the Community**

- Yearly Playhouse donated to local charity
- Annual Scholarships for area students to CSC
- Sponsor of National Railroad Museum
- Other cash donations to area charities

- **Additional Advertising Opportunities**

- Website (3 Members Highlighted each month)
- Facebook
- Twitter
- Pinterest
- Google Plus
- Brochures
- Business Cards in Welcome Center
- Newspaper & other Publication Advertisements
- Your Flyers in WIBA Newsletter (Free once a year.)
- WIBA Member Signs & Decals
- Monthly Newsletter

- **Social Events**

- Golf Outing
- Christmas Party



Western Illinois Builders Association

2163 E. Main St., P.O. Box 565

Galesburg, IL 61402-0565

Phone: 309-343-2116 Fax: 309-343-1114

Email: wiba@grics.net

Website: www.wibaweb.org

APPLICATION FOR MEMBERSHIP

TO: Western Illinois Builders Association DATE: _____

FROM: _____ TITLE: _____

COMPANY NAME: _____ PHONE NO. _____

Years in Business _____ FAX NO. _____

Web Site _____ E-mail: _____

Insurance Agent _____

BUSINESS ADDRESS: _____

(STREET)

(CITY)

(STATE)

(ZIP)

BANK / CREDIT REFERENCES: _____

OTHER REFERENCES _____

CLASSIFICATION REQUESTED: ☐ BUILDER/REMODELER ☐ ASSOCIATE

I agree to abide by the By-Laws and Code of Ethics of the Association to which this membership application is directed. A remittance of \$150.00. representing my annual membership dues in Western Illinois Builders Association accompanies this application.

By signing this application I am giving my permission to check into the above references.

Signature of applicant _____

SPONSORED BY _____

RETURN THIS APPLICATION
WITH CHECK PAYABLE TO:

Western Illinois Builders Association
P.O. Box 565
Galesburg, IL 61402-0565

IMPORTANT NOTICE

Dues payments to WIBA are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as ordinary and necessary business expense.

How to Generate Interest In Social Media

Create a blog for your business

You can answer questions from potential customers on your blog, It gives you the chance to take the time to make that con-



New Research

Find out who in your field is doing research & subscribe to their newsletters for tips.

Current Events

What's trending on Twitter, Facebook, etc.? Create a post around that topic and share!



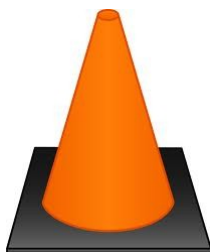
Keyword Tools

Tools like Keyword Planner, Ubersuggest, etc. can help you by learning what your prospects are looking for. You can create content that gets you found on a search engine result.



Autosuggest

Another way to find out what prospective clients are looking from online is to use Google's Autosuggest feature. Open Google, start typing in a keyword or phrase and Google Autosuggest will final in the rest of the search with the most popular searches.



Forums & Communities

Check out online forums like LinkedIn, Quora, etc. to find out what questions are being asked about in your industry.

When a Customer Asks, “Why Should I Hire You Instead of Doing It Myself?”

I have built projects like this before.
I have the skills for this project.
I have professional standards.
I have the time to complete this project.
I have the tools needed.
I do know the building codes and permit process.
I have the access to the materials I will need for this build.
I have employees who can assist me.
I understand the safety issues here.
I am familiar with the architecture and structural make of your home.
I know the hidden costs when you begin a project like this.
I know what I will need to compete this professionally.



A professional remodeler offers important services; years of experience, the right tools, a network of suppliers and subcontractors, in depth understanding of legal regulations, cost estimating, scheduling, and the latest construction techniques.



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Save the Date

WIBA Christmas Party

Wednesday, December 2nd

Cherry St. Restaurant

WESTERN ILLINOIS BUILDERS ASSOCIATION

2163 E. Main St.
P.O. Box 565
Galesburg, IL 61402-0565

Phone: 309-343-2116
Fax: 309-343-1114
Email: wiba@grics.net
Website: wibaweb.org

«AddressBlock»



The WIBA Punch List

We're on the web!
www.wibaweb.org
We are on Pinterest!

We're on Facebook!
[http://www.facebook.com/pages/
Western-Illinois-Builders-Association](http://www.facebook.com/pages/Western-Illinois-Builders-Association)

We are on Twitter & Google Plus!

Get it from a Member!

Don't forget...

WIBA Membership Meeting

Wednesday, October 21, 2015

Kensington 6:30 p.m.

OUR WEB SITE - WIBAWEB.ORG:

NOW FEATURED;

**COURSON & ASSOCIATES
LUFKIN -SCHWIETER READY MIX
SHEA'S HOME IMPROVEMENTS**

WEBSITE FEATURES WILL BE:

Connor Co.

Menards

O'Charlie's Repair

(Please make sure your information on the WIBA website is up-to-date.
If you need assistance, please call or email Kaylee, wiba@grics.net, at the office.)



Membership Dues

F& M Bank

First Mid-Illinois
Bank & Trust

Sherwin Williams

Voorhees Siding &
Windows



Save the Date

WIBA Home Show

March 5-6, 2016



City of Galesburg March Meetings

City Council
October 19th 6:30p.m. City Hall

Planning & Zoning Commission
October 20th 7p.m. City Hall

Overall Code Review
November 12th 5:30 p.m. City Hall

