

# SCWBA Governmental Affairs Chairman Report on Education

## WBA Board Day - Executive Committee Vote Results on Master Builder Certification

On October 26<sup>th</sup>, 2006, the WBA Executive Committee voted to approve the **Master Builder Certification** education program. I have included the actual pages from the Board Day packet so you all can see the details of the planned program structure.

NOTE: Please remember, this is the WBA's "**voluntary**" plan and is not to be confused with the mandatory State Education program being worked on in relation to the Builder ( Contractor ) Licensing program.

This program is designed to be used to further the education of a company and its employees whom wish to take part and wish be on the cutting edge of our industry. It is also meant to be used as a sales tool for ones business and to show that your company has gone above and beyond the minimum requirements.

You must also know that even though this is one more step toward reaching our goals of a structured education system to better qualify our industry, we are not guaranteed the funds allocated by the Governor this past year. They still have yet to be distributed. This had all hinged on the outcome of the recent election. As you may know, the WBA has put its support behind the challenger Mark Green. He was believed by the association to be the better choice for pro-building and to fully support our industry in its endeavors.

Now that the WBA's choice for Governor has not succeeded, we now have a potentially serious issue to fund these programs. The funds may not be brought down for their original allocated use. Please know that we who have worked so hard on this entire process are not ready to give up by any means, and will continue to strive for the final goal results, (Contractor Education Programs and Licensing)!

We remain positive and thank all of you who took the time to vote on Tuesday, November 7<sup>th</sup>.

Thank you as always for putting your trust in the board members who represent you!

Sincerely,

*Joseph Panico*

Joseph Panico  
State Director – WBA/SCWBA

# Wisconsin Builders Association™ Master Builder Certification

## *Summary*

The Wisconsin Builders Association™ is proud to announce the creation of a voluntary certification program for Association members. The purpose of this program is to create a means by which WBA members can differentiate themselves from other industry practitioners in the state. It will further serve to increase the positive image of the industry and promote the Association, which may translate into a membership recruitment tool.

## *Goals of Program*

- a) Skill development
- b) Professional growth
- c) Marketing advantages
- d) Consumer confidence

## *Certification Program Features*

- a) Association directed advisory board and a full-time professional at WBA devoted to consumer education and satisfaction
- b) Balanced program that includes a core curriculum and elective courses
- c) WBA tracking of course offerings and individual participation
- d) Curriculum offered will qualify for state's new contractor education law (Limited to Commerce certified companies)
- e) Be reciprocal with similar programs offered by WBA affiliates.
- f) Accepts NAHB, WBA, and local association-sponsored education programs (CGB, CGR, CAPS, UDC Training, MBA building science courses, et al)
- g) Aggressively promoted to consumers through strategic public relations effort
- h) Audit membership to assure ongoing compliance
- i) Be revenue-positive for WBA

## Wisconsin Builders Association™ Master Builder Certification

### Eligibility

- a) Minimum of three years experience in construction, which includes business aspects.
- b) Must provide favorable written references from two customers, one subcontractor, and the contractor's primary financial institution
- c) Demonstrates a commitment to excellent customer service (check with DATCP and the Better Business Bureau to ensure no complaints.)
- d) Is in good standing with State of Wisconsin Certificate of Financial Responsibility requirements- (monitored by WBA staff – checked every 6 months)
- e) A member in good standing of a WBA-affiliated local builders association – (monitored by WBA staff – checked every 6 months)
- f) Primary income is derived from the residential construction and remodeling industry (including land development)

### Requirements

- a) 24 hours of continuing education every two years (Phase I, II, III courses are required. A minimum number of elective hours in each elective category will be required.)
- b) Agree to provide customer with a limited warranty (recommend a written, minimum 12 month limited warranty)
- c) Required written trade contractor agreements
- d) Includes binding arbitration and mediation in all customer and subcontractor contracts
- e) Agrees to follow a higher-performance building standard (Green Built, Energy Star, et al) *(include a company description of higher-performance building standard or a specialized program such as Green Built Home or Energy Star).*

**Board of Advisors (8 people).** The board's job is to ensure that the purposes of the program are achieved. The board includes these elements:

- a) WBA Builders and Remodeler's, plus one Associate member comprise the majority (**4 members**)
- b) At least one person who is a recent customer of a WBA builder or remodeler (**1 person**)
- c) A representative of the department of Commerce (**1 person**)
- d) A representative of the department of Ag, Trade and Consumer Protection (**1 person**)
- e) One person representing local HBA staff (local Executive Officer). (**1 person**)
- f) The board may recommend modifications of required qualifications to the WBA board of directors
- g) The board works with local associations and NAHB to coordinate programs

## Wisconsin Builders Association™ Master Builder Certification

### **Education Requirements:**

24 hours of continuing education every 2 years is required to maintain the Certified Status. It is up to the individual to be responsible for fulfilling his or her own education requirements; however, the WBA will maintain a database that members can access to determine the appropriate number of hours needed to maintain their status as a certified member. Current WBA affiliate certification programs will be reciprocal with the new WBA certification program, including Brown County's program, MBA's Certified Construction Professional (CCP), Valley's Guild Builder, and other similar programs offered by WBA affiliates. In addition, NAHB certification programs will also qualify (CGB, CGR, and CGA)

All courses for credit must be approved by the WBA Advisory Committee (within the year that it is offered). Core and Elective Courses may be offered by the WBA or a local affiliate. Elective Courses may be offered by a non-Association entity. Non-Association entities will be charged a processing fee to qualify Elective course offerings.

### **Core Courses**

The first three classes (Phase I, II, III), which total 9 credits, must be taken as part of the first 24 hours of continuing education in order to receive the Certified designation. There will be two sets of Core courses – (1) Building/Remodeling and (2) Development. Each Core course will be approximately 3 hours in length. The WBA will establish the standard Core courses and these will be presented throughout the state on an annual basis; however, local HBA's may opt to offer these courses in their respective region. Core courses may not be offered by a non-Association entity. All core courses will conclude with an exam, which will require a passing score of 70%.

#### Core Courses – Building/Remodeling

##### **Phase I – Contracts, Specs, and Plans**

- Contracts
- Specifications
- Building Plans

##### **Phase II – Codes and Practices**

- Building Codes
- Remodeling Codes
- Construction Practices
- ATCP 110

##### **Phase III - Customer Satisfaction**

- Customer Service
- Closing
- Warranties
- Theft by Contract
- Ethics

#### Core Courses – Development

##### **Phase I - Financing, Contracts, and Regulations**

- Financing
- Developer's Agreement
- Contracts & Contingencies
- Regulatory Bodies – What role do they play in your project?

##### **Phase II – Development Process**

- Development Process
- Rules & Regulations
  - Stormwater NR 151/216
  - Chapter 30
  - Erosion Control
- Permitting

##### **Phase III – Customer Satisfaction**

- Customer Service
- Disclosures
- After the Sale
- Ethics

## **Elective Courses:**

While the Core course offerings are intended to provide members a foundation to their education, the Elective courses will provide members additional opportunities to gain valuable knowledge on the latest information on building science, business practices, safety, and sales & marketing offerings. These course offerings will likely be the main focus for WBA affiliate HBA's. Local associations may put on area specific elective courses subject to approval by the Board of Advisors.

Elective courses may be offered by a non-Association entity. Non-Association entities will be charged a processing fee to qualify Elective course offerings. WBA affiliates will not be charged a processing fee. Official NAHB programs will automatically qualify and will be assigned a category (C/D, BP, SAF, and SM)

The WBA will take the responsibility of tracking all course offerings and individual participation. Further, the WBA will ensure that all approved certified courses are also processed by the Department of Commerce for continuing education credit. To maintain certification, a member must attend a minimum number of courses in each category. The following elective course areas will be weighted toward construction/development, business practices, and safety; at least one in each category every two years. Sales & marketing courses will have a minimal requirement; at least one course every four years. All elective courses will conclude with a quiz, which will require a passing score of 70%.

Elective Classes (approved credit hours will be determined by the board of advisors)

### **Construction/Development (C/D)**

- a) Codes
- b) Indoor Air Quality
- c) Energy Efficiency
- d) Environmental
- e) Green Building
- f) Home Design
- g) What's New? (new product driven)
- h) Approved Courses & Conferences

### **Business Practices (BP)**

- a) Building Inspection Process
- b) Developer's Agreements
- c) Development Process
- d) Permitting Process
- e) Estimating and Accounting
- f) Contracts and Law (Warranties, Right to Cure, etc.)
- g) Scheduling and Project Management
- h) Real Estate Courses
- i) NAHB Designated courses
- j) Leadership training
- k) Approved Courses & Conferences

### **Safety (SAF)**

- a) OSHA Compliance
- b) Hazardous Materials Communication
- c) Scaffolding/Fall Protection
- d) Insurance
- e) NAHB Designated courses
- f) Approved Courses & Conferences

### **Sales & Marketing (SM)**

- a) Selling or Marketing related courses
- b) NAHB Designated courses
- c) Approved Courses & Conferences