



The  
**Real Scene** from  
**ROCK-GREEN REALTORS®**  
**ASSOCIATION** [www.RockGreenRealtors.com](http://www.RockGreenRealtors.com)

4451 Woodgate Drive, Ste 100  
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**A word from your President**  
**By Mary Ellen Mackey**

Happy Holidays to all!

On Behalf of your local Rock-Green REALTORS® Association, we sincerely thank you for renewing your membership. During this holiday season, please take time to thank your customers, clients and colleagues for our continued success. Also, consider helping those less fortunate by donating or contributing time to a local charity.

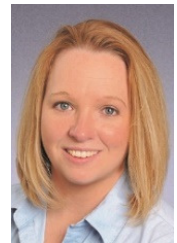
Thank you to all who have signed up to ring bells on Dec. 6. If you have not yet signed up, space is still available. Go to [www.registertoring.com/WebPages/GroupCodeSearch.aspx](http://www.registertoring.com/WebPages/GroupCodeSearch.aspx) and enter Janesville, WI, click on Ring with a group in the upper left corner, then enter group code, RockGreenRealtors or call 608-757-8300 and give them the group code.

Be sure to mark your calendars: Association Dinner Dance, Friday, February 1, 5:30 at The Armory in downtown Janesville. I've heard we have great plans for a fun filled evening!

REALTOR® & Government Day, Wednesday, April 24 at the Concourse in Madison. This is your chance to shape the laws that affect you and your real estate business in Wisconsin.

The Rock-Green Realtors® Association offers a number of different opportunities for participation. As we move into 2019, please consider how you can get involved and help contribute to our continued success. To those that have participated or are participating, we Thank You!

Warmest thoughts and best wishes for a wonderful holiday and very happy new year!



Mary Ellen Mackey

**INSIDE THIS ISSUE** **DECEMBER 2018**

	Page #		Page #
Leadership Directory	2	Membership Updates	6
A note from your Association Exec.	2	Note from Sue	6
Bell Ringing / Dues Deadlines	2	Welcome New Members	6
Important numbers	2	New Member Orientation Schedule	6
Rock-Green Committee List	3	Thank you to River Title	6
CE / COE /Inman News Free	3	Thank you to Wade Williams	6
New Hours / Save the Dates	3	Recipe of the Month	6
MLS CORNER	4	December Birthdays	7
MLS Officers and Directors Info	4	Tech Helpline	7
Rock Co. Housing Stats	5	Dates to Remember	7
Dues Collection Deadline and Info	5	Upcoming Events	7
Rock-Green Annual Dinner Dance	5	January Birthdays	7
Dues Collection	5	Christmas Toy Drive	7
CE Biennium Deadline	5		

\* = Inserted Page

## EXECUTIVE COMMITTEE

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Mike Venable | 1-year term  
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Julie Budrow | 1-year term  
758-9779 | budrowj@firstweber.com

Jackie Borgwardt | 1-year term  
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Editor of *The Real Scene*  
Vicky Kreyer, Association Executive  
Co-Editor  
Sue Cook, MLS/Membership Administrator

## ASSOCIATION NEWS

2



A Note from your Association Executive:

Can you believe that December is upon us already? I sincerely want to wish you all a very Merry Christmas. And a very happy and prosperous New Year!

In January I will be sending out a request for anyone willing to help on the 2019 Community Family Fun Fair. We want 2019 to be the year that shines. And the only way to do that is with a lot of member participation. You don't even need to show up for the committee meetings. Just volunteer to help with one of our work groups and that team leader will update the committee on progress. Look for more information on this in January.

Our Programs committee is going to meet soon. If you have any ideas at all for a great Membership meeting, please let us know what that might be. If you hear of something new coming down the pike, let us know so that we can stay on top of these new things. Most of all have an awesome rest of the year and a Great 2019!

As always, I am here for you, the members. If there is anything I can help you with, please let me know. My door is always open.

*Vicky Kreyer*



A HUGE Thank You to all who signed up to Ring the Bells on December 6<sup>th</sup>. If you have not registered to ring the bells, there is still time to do so. Go to [www.registertoring.com](http://www.registertoring.com) enter Janesville then click on ring with a Group and enter group code RockGreenRealtors or you can call 757-8300 and give them the group code. Together we can make a difference.



Just as a reminder your Annual Membership fees were due on November 16<sup>th</sup> and there was a grace period until November 30. Our Association is billed on December 1<sup>st</sup> from WRA for Annual Membership Fees. So, any dues not in the office or postmarked by November 30<sup>th</sup> is considered late. As of December 1<sup>st</sup> you will need to add a \$100 late fee to the local portion of your dues.

### IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail	Vicky@RockGreenRealtors.org
Web Site	www.rockgreenrealtors.org
WRA (General #)	(608) 241-2047
WRA Members Only	1-800-279-1972
Members Only Legal Hotline	1-800-799-4468
Legal Hotline	(608) 242-2296

### General Office Hours----

**Monday-Thursday | 8:30 a.m. – 5 p.m.**

**(New Hours) Friday | 8:30 a.m. – 12:30 p.m.**

**ROCK-GREEN REALTORS®  
ASSOCIATION  
2018-2019 ASSOCIATION  
COMMITTEE LIST**

**BUDGET/FINANCE**

Mary Ellen Mackey, Chair  
Ben Shult  
Heidi Krenz-Buchanan  
Jeff Zuelke  
Neil Kerwin  
Jerry Morse  
Colleen Nelson  
Blair Winn

**BYLAWS**

Blair Winn, Co-Chr  
Jeff Zuelke, Co-Chr

**COMMUNICATIONS**

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Neil Kerwin  
Andrea Morse  
Julie Raese  
Verna Saladino  
Russ Zueger

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Diana Stoehr, Chair  
Tom Bradley  
Val Eagan  
Julie Raese  
Tammy Cherry  
Colleen Nelson  
Terry Morris  
Becky Zuelke  
Terri Moldenhauer  
Wade Williams  
Paul Schieldt  
Rebecca Bittner  
Vicky Kreyer

**EDUCATION**

Russ Zueger, Chair  
Andrea Morse  
Penny Patterson  
Candice Kildow

**EQUAL OPPORTUNITY**

Mary Ellen Mackey, Chr.  
Margo Berke

**GOLF OUTING**

Gary Getchel, Co-Chair  
Al Herbst, Co-Chair  
Paula Carlson  
Deb DeWitt  
Trish Edwards  
Kaye Fulton  
Pat Knoble  
Jeff Myers  
Vicky Kreyer

**GOVERNMENT**

**AFFAIRS/RPAC**

Jim Zanton, Chair  
Mary Gilbank-Peterson, Co-Chair  
Heidi Krenz-Buchanan  
Andrea Morse  
Dan Puckett

**HEALTH & SAFETY FAIR**

Karen Williams, Chair  
Kim Nickols, Co-Chair  
Lindsey Chrostowski  
Tammy DeGarmo  
Kelly Falk  
Jeannine Hill  
Linda Kleinschmidt  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

Diana Stoehr, Chair  
Andrea Morse  
Wade Williams

**NOMINATION**

Mary Ellen Mackey, Chair  
Ben Shult  
Heidi Krenz-Buchanan  
Jeff Zuelke  
Neil Kerwin  
Jerry Morse  
Paul Schieldt  
Colleen Nelson  
Blair Winn

**PERSONNEL**

Mary Ellen Mackey, Chair  
Ben Shult  
Heidi Krenz-Buchanan  
Jeff Zuelke  
Neil Kerwin  
Jerry Morse  
Colleen Nelson  
Blair Winn

**PROFESSIONAL STANDARDS**

Wade Williams Chair '13 (T-18)  
Joan Waite Mediator '12 (T-13)  
Paul Schieldt, Mediator '12 (T-18)  
Andrea Morse, Griev. Chr '12(T-18)  
Jerry Morse, Ombudsman '16 (T18)  
Randy Borman, Ombudsman'16T18  
Adam Briggs '12 (T-09)  
Dave Brown '13 (T'18)  
Earl Collins '14 (T-18)  
Deb DeWitt '14 (T-18)  
Carol Esselman '18 (T18)  
Kaye Fulton '12 (T-18)  
Mary Gilbank '12 (T-18)  
Eric Kim '16 (T-14)  
Linda Kobilca '18 (T18)  
Valerie Richter '12 (T-09)  
Krista Shortreed '14 (T-13)

**ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair  
Wendy Bumgarner  
Linda Kleinschmidt  
Andrea Morse  
Colleen Nelson  
Julie Raese  
Pat Knoble

**RECRUITMENT**

Colleen Nelson, Chair  
Neil Kerwin  
Andy Dongarra  
Valerie Eagan  
Jerry Morse

**SUNSHINE**

Maryann Warden, Chair  
Mollie Podwell  
Paula Carrier

**YOUNG PRO'S TASK FORCE**

Kevin O'Leary, Chair  
David Bynum  
Ben DeWitt  
Kelly Falk  
Kristan Hoff-Filak  
Neil Kerwin  
Heidi Krenz-Buchanan  
Mary Ellen Mackey  
John Mansur  
Aaron Marjala  
Olivia Martinez  
Erica Penny  
Kim Prichard

**STRAT PLAN COMMITTEE**

Blair Winn, Chair  
Colleen Nelson  
Neil Kerwin  
Jeff Zuelke  
Jerry Morse  
Paul Schieldt  
Heidi Krenz-Buchanan

**CORE STANDARDS COMMITTEE**

Ben Shult  
Jeff Zuelke  
Jim Zanton  
Nina Perona  
Karen Williams  
Wade Williams  
Diana Stoehr  
Fred Leonard

**ANNOUNCEMENTS**

**3**

**REALTORS®**

Tick Tock, CE deadline is December 14<sup>th</sup>. You must have your four mandatory courses and two electives completed. If you need to complete them you can go to [wra.org](http://wra.org) and check out your options.

**Appraisers!**

You can complete this online at the National Association of REALTORS.® This course can be customized. Specialized content for residential, commercial, and appraiser practitioners.

[NAR Code Of Ethics, Members Free](#)

You can also go to [www.LearningLibrary.com](http://www.LearningLibrary.com) and go to Realtor Development, COE Non-CE Version and you can do your course for Free!

**Did you know | Inman News Free**

The WRA's partnership with Inman News gives you access to exclusive news, in-depth reporting and through analysis with Inman News" newest feature, Inman Select. Inman Select has everything you need to know to be smarter about real estate, such as daily news, award-winning commentary, special reports, webinars and more. Inman Select is a paid service, but WRA members can access Inman Select for free! Signing up is easy. Visit [www.wra.org/InmanSubscribe](http://www.wra.org/InmanSubscribe) (WRA login required).

**DID YOU KNOW? To help better serve you! Our Association and MLS Members!**

**WE CHANGED OUR HOURS!** We are still open on Monday thru Thursday from 8:30 a.m. to 5:00 p.m. NOW also, the MLS office is going to be **open on Fridays from 8:30 a.m. to 12:30 p.m.**

**SAVE-THE-DATES**

February 1, The Association Dinner Dance.  
At the Armory, More details in this issue.

April 24, REALTOR® & Government Day  
Madison, Wisconsin

**MLS INFORMATION**

\*\*\* Why do active listings that are imported from other MLSs all have 1/1/2079 as their expiration date?

A: Most MLSs do not display the expiration date for active listing within their MLS systems. Our agreement via WIREX requires us to honor restrictions set in the native MLS system. Paragon requires data be included in the expiration date field, so we use 1/1/2079 as a placeholder. The actual expiration date is hidden, and when the property is moved to an expired status, the placeholder is replaced with the actual expiration date.

**Database/Profile Sheet Changes:** On November 19, we will be making a few changes to our feature pick lists. These changes are being done as a result of both member requests, and our work to align our data fields with Metro Milwaukee and Northeast WI MLSs. The majority of the changes are being done within the Business/Commercial property type. Profile sheets will also be updated in ZipForms.

\*\*\***Hot Tip on Hot Tips:** Looking for a prior hot tip that appeared here? All prior hot tips can be accessed by clicking the orange **Past Home Page Hot Tips** button directly below. The tips are kept by month, but if you hold down your Ctrl key and press F you can search the whole archive by typing in a key word or words.

\*\*\***Fun for you:** A new Southwest theme banner has been added to your preference options to spice things up! Go to Preferences -> System -> User Interface.

**\*\*\* What Can I Do If My Listing Shows Up For Rent Online?**

1. Contact the website and ask that the ad be removed.
2. Place a sign on the front door clearly stating that the property is NOT for rent and refer any questions to the listing agent.

3. Contact the Consumer Protection Division of the Department of Agriculture, Trade and Consumer Protection at 800-422-7128.
4. Contact the Police Department serving the city your property is listed in.



*Thank you, Sue*

**MLS Officers/Directors**

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## Rock County Housing Statistics

**Madison, Wis.**—Rising prices and slower sales fueled by inventory shortages continue to define Wisconsin's housing market heading into the final quarter of the year.

Inventories remain very tight statewide, and it's still a strong seller's market in most regions of the state. There was, however, some good news, as new listings were higher in October after falling throughout much of the year, increasing 2.5% compared to October of 2017.

Prices continued their upward trajectory and mortgage rates also increased by just under 1% over the past year, so affordability has definitely slipped. The flip side of a strong national economy is that the Fed will likely continue to hike interest rates, which will translate into higher mortgage rates over the next year.

**Rock County Housing Statistics**—The **median price** for October 2018 is \$155,250 and for the month of October in 2017 it was \$149,900 that was an increase of +3.6% and the **Sales** for October 2018 is 244 and October of 2017 was 195 that was an increase of +25.1%. In October of 2018 there was 3.8 months of **inventory** and in October of 2017 there was 3.7 that was an increase of +2.7%. Average **days on the market** in October of 2018 was 72 and October of 2017 was 78 that was a decrease of -7.7%.

**Statewide Housing Statistics**—The median price through October 2018 is \$184,000 and through October of 2017 it was \$173,000 that was an increase of +6.4%. The sales through October of 2018 is 70,871 and October of 2017 was 72,457 that was a decrease of -2.2%.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2010, all historical sales volume and median price data at the county level have been re-benchmarked using the Techmark system, which accesses MLS data directly and in real time.

## ROCK-GREEN REALTORS® ANNUAL DINNER DANCE

Friday, February 1, 2019  
At the Armory in Janesville

Our theme this year is.....  
The Totally Awesome 80's

Dress in your favorite 80's attire, (not mandatory) we will have a contest for best dressed, single, couple or group. We are also having an Air Guitar W/Lip Sync contest. Sign-Up now. Call the Association and register you or your group.



Also, we will have a Live Auction with the proceeds to go to a local charity. We are accepting Auction items and/or Door Prizes.

### DUES COLLECTION DEADLINE APPROACHING

**\$** The deadline for on-time Annual Dues collection was November 16, and there was a grace period until November 30. Now, any dues paid or received after December 1, needs to include a \$100 late fee added to the local portion.

A quick side-note, please do not send MLS payments and dues payments on the same check. We have two separate accounts, one for Association and one for MLS. We are not able to split your check to make sure it gets where it needs to be. And also, your RPAC contributions should be on a separate check and not on corporate or LLC checks. As always we appreciate your renewals, have a great holiday season and we sincerely wish you a profitable New Year.

Dues payments can also be made online on the NAR website. Go to, [www.NAR.Realtor](http://www.NAR.Realtor) and click on the membership tab and click on Pay Dues.

### TIME IS RUNNING OUT!

**CE BIENNIUM DEADLINE, DECEMBER 14, 2018**

**Mandatory courses (all four are required)**

Course 1, Wisconsin Listing Contracts

Course 2, Wisconsin Offers to Purchase

Course 3, Wisconsin New Developments

Course 4, Ethics and Best Practices, includes NAR Code of Ethics requirements.

**Elective courses (two required)**

Elective A: New Construction

Elective B: WI Investment Property and Property Management

Elective C: Financing

Elective D: Other WI Approved Forms



December, the end of another great year. Thank you to all the agents who have renewed and to all the new members joining late in the year. Each of you are very much appreciated by the Association.

In remembrance the 7th Pearl Harbor, 21<sup>st</sup> first day of winter, 22<sup>nd</sup> full moon, 24<sup>th</sup> Christmas Eve, 25<sup>th</sup> Christmas Day, 31<sup>st</sup> New Years Eve, and 1<sup>st</sup> News Years Day.

Wishing all December birthdays the best.

If you have any issues or questions for the MLS Board of Directors, send in a letter or request to speak to the Board directly, then we can add it to the agenda.

At Rock-Green Realtors® Association we are always looking for new members/new offices. New member applications can be found online at [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org) (fees not disclosed online) or call the office, we can fax or email applications if you wish for new offices, agents, brokers, affiliates and local affiliates. The more the merrier!

*Sue*

### NEW MEMBERS:

Tammy Schindler, joined Shorewest Realtors  
 Andrew Anselmi, joined Shorewest Realtors  
 Stacey Hardenstine, joined First Weber Inc.  
 Jeffrey Splan, joined Walker Realty Group LLC  
 Stacy Bornbach, joined First Weber Inc.  
 Amber Baker, joined Century 21 Affiliated Janesville  
 Tracy Grover, joined Davemansur.com  
 Scott Mansur, joined Davemansur.com

### MEMBERS leaving the Association:

Nicholas Horkan, left Shorewest Realtors



**New Members**—Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.

"Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up." Thank you!

### New Member Orientation Schedule for 2019

February 14, 2019  
 May 23, 2019  
 August 15, 2019  
 November 14, 2019

**"Thank you Wade Williams for being our orientation instructor.**

**"Thank you Land Title & Closing Services, LLC for the donuts and coffee for our orientation. Very much appreciated."**

## "Recipe of the Month"

# Merry Christmas

## ANGEL COOKIES

½ c. butter or margarine  
 ½ c. Crisco  
 ½ c. white sugar  
 1 egg, beaten  
 1 tsp. vanilla  
 2 c. flour, slightly rounded  
 1 tsp. cream of tartar  
 1 tsp. baking soda ½ tsp. salt

Mix butter, shortening and sugars. Add egg and beat well. Add remaining ingredients and mix well. Shape into balls. Roll in sugar; press with a glass to flatten. Bake at 350° for 10 minutes.

Old fashioned and delicious!

## Christmas Wreaths

These are pretty sweet, but wonderful pop of color on your cookie platter!

1 stick butter or margarine  
 30 marshmallows  
 ¼ tsp. green food coloring  
 ½ tsp. vanilla  
 1 ½ c. corn flakes  
 Cinnamon candies  
 Silver drop candies

Melt butter and marshmallows in top of double boiler. Add food coloring, vanilla and corn flakes, and blend. Shape gently into wreath forms with your fingers while mixture is still warm. Dip your fingers as necessary in cold water to prevent sticking. Decorate with cinnamon candies as holly berries and little silver drops for lights.

Very pretty and quite tasty!

*Barb Tapovatz Tried' n True*

**If you have a recipe you would like to share email: [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org)**

**Make sure you have copyright permission.**

# DECEMBER BIRTHDAYS



3	John Mansur
5	Kimberly Disch
9	David Brown
11	Michael Sessler
12	Irene R Oliver
	Nicole Broitzman
13	Aaron Dobbs
14	Larry Niquet
15	Janice Snippen
	Marianne Walker
	Brady O'leary
16	Konya Schuh
	Bonnie Collins
18	Sherri Shaw
19	Gaylynn Whitson
22	Timothy Shortreed
24	Ashley Suiter
26	Barbara Krattiger
28	Daniel Silbaugh
29	Deb DeWitt
30	Kenneth Bach

**Have we missed your Birthday? Please let us know so that we may acknowledge your special day.**



**NEW**  
MEMBER BENEFIT  
FREE TO ALL WRA  
MEMBERS

**TECH HELPLINE TOLL-FREE:  
866-610-7997**

MORE INFO: [wra.org/techhelpline](http://wra.org/techhelpline)  
SUPPORTED ISSUES: [www.techhelpline.com/computer-support/](http://www.techhelpline.com/computer-support/)

**WRA** Wisconsin REALTORS' Association **TechHelpline** Your personal tech support team

## DATES TO REMEMBER

7

### DECEMBER 2018

No MLS Board meeting in December

December 19, Rock-Green BOD mtg.

December 24-25 Assoc. Office Closed, Christmas Holiday

December 31 and January 1 Assoc. Office Closed, New Years



### UPCOMING EVENTS

No MLS Board meeting in January

January 16, Rock-Green BOD mtg, 8:30 a.m. Assoc. office

February 14, New Member Orientation, Assoc. Office 9 A.M.

## JANUARY BIRTHDAYS

4	Cynthia Briggs	20	Colleen Nelson
5	Mary L Hively		Kyle Carrier
6	Linda Steinke	21	Angelica Figueroa
11	Janine Birkhimer	22	Jim Reilly
	Linda Kleinschmidt	24	Beth Hanthorn
12	Carol Thiel	25	Macy Peterson
16	Jason Sheridan	26	Julie Raese
17	Preston Coutts	29	Jackie Borgwardt
19	Dwight Kruse	31	David Neuville
	Tony Dransfield		

### Christmas Toy Drive and Distribution

We will again be helping ECHO with their Toy Drive. They are accepting cash and new, unwrapped toys for children. Now through December 14. You can bring items to the Association. They can also use wrapping paper and batteries for donated toys.

The toy distribution will be held on Wednesday, Dec. 19, with a snow day of Thursday, Dec. 20. It will be at St. John Lutheran Church, 302 N Parker Dr. Many volunteers are needed to make this distribution a success. If you would like to be a Santa's helper or help with setting up "Santa's Toy Shop," Call Fran, 754-5333

### Toy Wish List, or what ever you can donate.

CD's, watches, books, baby toys, legos, puzzles, art supplies, movies/certificates, sports equipment, small electronic gadgets, perfume, cars/trucks, board games, bedding, barbies/dolls or store certificates.

