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Office: 608.755.4854 Fax: 608.755.4843

A word from your President By Colleen Nelson

Well it's that time of month again. Newsletter time. It seems like I just finished writing the March Newsletter. Oh well. Hang in there with me.

Welcome to June, we missed a few issues but they should start to show up on a regular schedule for now.

The Association office schedule has changed so that it is open Monday – Friday for all of your Real Estate needs. There are some office guidelines for you to follow and those are listed in this issue. Please try to follow them if you need to go to the Association office.

Thank you Colleen Nelson

& OLK



HAPPY
FATHERS
DAY!
June 21, 2020

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EXECUTIVE COMMITTEE

PRESIDENT

Colleen Nelson 758-9779 | nelsonc@firstweber.com

PRESIDENT-ELECT

Jerry Morse 754-5300| morserealestate@hotmail.com

SECRETARY/TREASURER

Heidi Krenz-Buchanan 289-9383 | heidibuchanan@gmail.com

LOCAL DIRECTORS

Mary Ellen Mackey | 3-year term 741-1000 | maryellenmackey.realtor@gmail.com

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Melissa Selvog | 1-year term 758-9779 | selvogm@firstweber.com

Paul Schieldt | 1-year term 741-1000 | paulschieldt@charter.net

John Mansur| 1-year term 728-7801 | john@davemansur.com

Connor Fox| 1-year term 756-4196 |connorfox@c21affiliated,.com

Craig March | 1-year term 314-1276 | craigmarch@inlanta.com

ROCK-GREEN STAFF

Vicky Kreyer | Association Executive 608-755-4854 Vicky@rockgreenrealtors.org

Sue Cook |MLS/Membership Administrator 608-755-4841 Sue@RockGreenRealtors.org

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Editor of *The Real Scene*Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership Administrator

ASSOCIATION NEWS



A Note from your Association Executive:

Wow, it is June already! It has been a very confusing last couple of months. I am sincerely hoping to get some normality back into our lives. We will try and start that off by having a June

Issue of "The Real Scene". I want you all to know that I am back in the office Monday thru Thursday 8:30 a.m. to 5 p.m. and Sue will be here Thursday and Friday 8:30 a.m. to 5 p.m. till further notice. Hopefully we can all be back to normal real soon.

Just a few notes, in the box below my message is a few guidelines that we would like you to follow if you enter our building in the near future. Our doors are open for you to come in or if you call we can provide curb service if needed. It would be helpful if you called ahead and make an appointment if you would like to speak to either of us here at the office.

We ask that any persons who are meeting with staff or attending any meetings at the Rock-Green REALTORS® Association please abide by the following rules:

- Maintain six feet of physical distancing from other individuals. Only one person at the counter at a time.
- Wearing a mask is recommended but not required.
- Use hand sanitizer located on the counter before entering the conference room and also when you leave the building.
- Do not come into the premises if you exhibit symptoms of COVID-19.

IMPORTANT NUMBERS

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

General Office Hours---Monday-Thursday | 8:30 a.m. - 5 p.m.
Friday | 8:30 a.m. - 12:30 p.m.

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BUDGET/FINANCE

Jerry Morse, Co-Chair Blair Winn, Co-Chair Colleen Nelson Heidi Krenz-Buchanan Neil Kerwin

BYLAWS

Blair Winn, Co-Chair Jeff Zuelke. Co-Chair

DINNER DANCE

Diana Stoehr, Chair Connor Fox, Co-Chair Rebecca Bittner Val Eagan Renae Henry Ana Johnson Heidi Krenz-Buchanan Colleen Nelson Paul Schieldt Sherri Shaw Wade Williams Vicky Kreyer

EQUAL OPPORTUNITY

Colleen Nelson, Chr.

GOLF OUTING

Gary Getchel, Co-Chair Al Herbst, Co-Chair Paula Carlson Deb DeWitt Devin Elliott Kaye Fulton Jeff Myers Justin Winkofsky Vicky Kreyer

GOVERNMENT AFFAIRS/RPAC

Jim Zanton, Chair Mary Gilbank-Peterson, Co-Chair Kelly Falk Connor Fox Heidi Krenz-Buchanan Andrea Morse Shelly Tracy

HEALTH & SAFETY FAIR

Lindsey Chrostowski, Chair Kim Nickols, Co-Chair Brandi Dabson Kelly Falk Linda Kleinschmidt Jeff Zuelke Vicky Kreyer

MEMBERSHIP/Education/ Program/Communication

Wade Williams, Membership-Chr Diana Stoehr, Program Chair Devin Elliott Kelly Falk Neil Kerwin Andrea Morse Verna Saladino

NOMINATION

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

PERSONNEL

Colleen Nelson, Board Chair Ben Shult Heidi Krenz-Buchanan Neil Kerwin Jerry Morse Blair Winn Erika Penny, MLS Chair

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) Julie Budrow '2020 (T-) Earl Collins '14 (T-18) Deb DeWitt '14 (T-18) Carol Esselman "18 (T18) Kaye Fulton '12 (T-18) Mary Gilbank '12 (T-18) Jeannine Hill '2020 (T-) Eric Kim '16 (T-14) Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair Wendy Bumgarner Andrea Morse Colleen Nelson Pat Knoble

RECRUITMENT

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

SUNSHINE

Maryann Warden, Chair Mollie Podwell

YOUNG PRO'S TASK FORCE

Connor Fox, Chair Ben DeWitt Deb DeWitt Kelly Falk Kristan Hoff-Filak Neil Kerwin Heidi Krenz-Buchanan Mary Ellen Mackey John Mansur Kim Sharp Erica Penny

STRAT PLAN COMMITTEE

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

CORE STANDARDS COMMITTEE

Colleen Nelson - Chair Jim Zanton - RPAC Nina Perona - News Lindsey Chrostowski - Community Wade Williams - Pro Standards Diana Stoehr - Programs Vicky Kreyer - Association

ANNOUNCEMENTS

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Rock-Green REALTORS® Golf Outing Is a go!

Thursday, September 3, 2020 Golf at Glen Erin golf course Dinner at the Celtic House (menu TBD)

\$75 Per person for Golf & Dinner Golf only \$55.00 Dinner only \$20.00

Shotgun start at 10:30 a.m.

For Hole Sponsorship/Donations please contact Al Herbst, (608) 743-4072 aherbst@johnsonfinancialgroup.com
Contact Vicky to donate cheese or dessert trays @ Rock-Green 755-4854
vicky@RockGreenRealtors.org

Fill out the Registration form in this issue of "The Real Scene" Send or bring the form in completed with payment.

COVID-19 and Your Practice

The WRA created a coronavirus resource webpage to provide you the latest resources regarding the pandemic and its effects on real estate practice. These resources range from new developments with real estate law to best practices for hosting open houses during the pandemic. Be sure to visit the webpage often so you can stay alert of the newest developments and understand how to adjust your real estate business in response to the virus.

View COVID-19 Resources: www.wra.org/coronavirus

SAVE THESE DATES!

August 26, Tentative RPAC Event, Brewer Bus Trip **September 3**, Annual Golf Outing **September 15-16**, WRA Annual Convention, at the Kalahari

MLS INFORMATION

***Check the Home Page of Paragon for more information on any of the following options.

Updated Instructions for Supra NMA: Supra has streamlined Non-Member Access (NMA) for use with our keyboxes. NMA allows a non-member, such as an agent from outside our area, or a contractor, access to a single keybox by invitation of the listing agent. Information on granting NMA can be found here:

***Regarding Limited Service Listings: If the only service that is not being provided by the listing broker for a particular listing is that of holding earnest money, that listing is not a limited service listing. We have clarified this via an update to our <u>Disclosure Form for Limited Service Listings</u>.

***Hot Tip: If you are still sending your clients legacy auto emails, please consider upgrading to Collaboration Center. Collaboration Center gives your clients access to their own website where they can save and organize their favorite, possible and rejected listings. Check on the Home Page of Paragon for information.

Changes as a Result of Coronavirus (COVID-19)

***Showing Default Set to No Overlap: ShowingTime has changed the default for all listings to not allow overlap showings. This default setting can be changed for all listings within an office, for an agent, or listing by listing via the Office, Agent, or Listing setup options within ShowingTime.

***Virtual Open Houses: To accommodate virtual open houses, we have added a new field for links to live virtual open house sessions. This new field can be found within Listing Add/Maintain, directly before the Open House Date and Time fields. Public website providers such as Zillow, Realtor.com and Homesnap are now pulling info for virtual open houses from this new link, and are removing all url links as previously added to public remarks. Please note that Realtor.com allows virtual open house links only if they are set up on the following platforms: Zoom, GoogleMeet/Hangouts, Webex, BlueJeans, Join.me, Zoho meeting.

***Virtual Showings: Consider sending an email to your buyers letting them know you are willing to show them property virtually. If a seller is allowing showings, you can use your smart phone and an app such as FaceTime, Zoom, GoToMeeting, JoinMe or Skype to take your buyer on a live virtual tour.

***Show Date Optional: Show Date is now optional for properties in the status of Delayed. In addition, the requirement to enter a Show Date for active listings, currently not available for showings, is also optional. If you have an active listing for which the seller has requested to suspend showings for an unknown period of time, simply add

NO SHOWINGS in the first line of the public remarks. If you are comfortable with a date showings will be allowed, please enter it.

***New Addendums: The WRA has created Addendum CV to assist you in addressing closures of government entities/settlement service providers, as well as required isolation of parties to the transaction. The WRA has also created Addendum CVSI which outlines safety precautions and addresses liability.

Thank you, Sue

MLS Officers/Directors

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Rock County Housing Statistics

Madison, Wis. —The dramatic slowing of the economy to reduce the spread of the COVID-19 virus decreased home sales in April even as prices continued to rise. Existing home sales fell 6.9% in April, compared to April 2019 whereas the significant tightening of inventories drove the median price up 9.7% over the past 12 months to \$214.000. Year to date home sales remained in positive territory after a good start to the year, median prices continue to rise on a year to date basis.

Since the time from an accepted contract to a closing can be four to eight weeks, it's only now that we're seeing the effect of the coronavirus on monthly sales. Closings that took place in the second half of April could have been under contract in mid-March, around the time around the time the national emergency was declared. It's going to get a lot worse over the next few months, which unfortunately is our peak sales period.

Our inventory problems got much worse over the last month, and that I s continuing to drive home prices up. On every measure tracked by the WRA, inventories have fallen significantly.

What is surprising, however, is that housing affordability is unchanged over the last year, thanks mainly to historically low mortgage rates.

The prospect of a V-shaped recovery is diminishing given how quickly unemployment has spiked. Even as much of the state economy begins to open up now that the Stay at Home order has been struck down by the Wisconsin Supreme Court, it will be a gradual process.

Although sales levels will be lower the next few months, there are still buyers taking advantage of these historically low rates. REALTORS® are following all CDC guidelines and taking all necessary precautions to ensure the safety of buyers and sellers. There continue to be great opportunities even during the pandemic and a REALTOR® who is experienced can guide you safety through the process.

Rock County Housing Statistics—The **median price** for April 2020 is \$169,000 and for the month of April in 2019 it was \$150,000 that was an increase of +12.7% and the **Sales** for April 2020 is 169 and April of 2019 was 193 that was a change of -12.4%. In April of 2020 there was 2.9 months of **inventory** and in April of 2019 there was 3.6 that was a change of -19.4%. Average

days on the market in April of 2020 was 87 and April of 2019 was 93 that was a decrease of -6.5%.

Statewide Housing Statistics—The median price through April 2020 is \$214,000 and through April of 2019 it was \$195,000 that was an increase of +9.7%. The sales through April of 2020 is 5,900 and April of 2019 was 6,337, a decrease of -6.9%.

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 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly.

The BADGER BOUNCE BACK PLAN

On April 20, 2020, Gov. Evers introduced a plan to reopen the state economy, called the "Badger Bounce Back" plan. The plan is based upon guidelines established by the "Opening Up American Again" plan for safely relaxing social distancing requirements, and would allow business to reopen in several phases based upon a reduction in COVID-19 cases and deaths and an increased capacity in our health care system. Specifically, the Bounce Back plan would open the state's economy in three phases: **Phase 1** would allow gatherings of up to 10 people, enable restaurants to open with social distancing requirements, and lift some restrictions on retailers. K-12

Phase 2 would allow gatherings of up to 50 people and would enable restaurants to open at full capacity, bars to reopen with social distancing requirements, and colleges and technical schools to reopen. **Phase 3** would allow businesses and

Phase 3 would allow businesses and gatherings to resume as normal.

schools and child care would remain

More info: www.dhs.wisconsin.gov/covid-

19/prepare.htm

closed.



June 2020 WOW!

Wishing all June birthdays the best. Look at all the beatiful flowers coming in to bloom. What is going on in June: 14th Flag Day, 20th Summer

begins, and 21st Father's Day.

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

Rock-Green Realtors® Association is always looking for new members/new offices. New member applications can be found online at 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, MLS/Membership Administrator

NEW MEMBERS:

Miasia Quince, Century 21 Affiliated Beloit (RG) Brenda Knighton-Slatter, Century 21 Affiliated Janesville

MEMBERS LEAVING

Jacquelyn Wegner, Coldwell Banker The Realty Group Jody Curtis, Inteygra Realty Russell Hansen, Shorewest Realty Andrea Kruser, Coldwell Banker The Realty Group Kristen Weber, Century 21 Affiliated Janesville

OFFICES LEAVING:

NONE



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 2020

August 13, 2020 November 12, 2020

"Thank you Wade Williams for being our orientation instructor very much appreciated."

RECIPE OF THE MONTH

Frozen Margaritas (Adults)

2 (12oz.) Cans limeade

3 c. tequila

7 c. water

2 c. sugar

Sour or Squirt

Mix all ingredients together and freeze. To mix a drink, use half of frozen mix and half of sour or Squirt.

Punch (Kids)

1 qt. cranberry juice 1 (6 oz.) can frozen lemonade concentrate 4 (10 oz.) bottles lemonlime soda

2 pt. lemon or pineapple sherbet

Blend first 3
ingredients in punch
bowl. Refrigerate until
needed. At serving
time, place small scoop
of sherbet in cup or glass and fill
with cold punch.

Barb Tapovatz Tried' n True

If you have a recipe you would like to share email: sue@rockgreenrealtors.org
Make sure you have copyright permission.

MAY **BIRTHDAYS**

2 Christine Fisher 4 Robert Walker Kathryn McCulloch 5 Thomas Parsons 6 Taylor Walworth 8 Donya Bundy Liane Haase Cindy Simonson 9 Adam Baumel Paul D Anderson 11 Kenneth Smith Scott Mansur 12 Jennifer Hughes Allison Blackburn 13 Ashley Nelson Jennifer O'Connell 14 Penny Cook 17 Karen Williams 18 Neil Kerwin Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson Jody Curtis				
Kathryn McCulloch Thomas Parsons Taylor Walworth Donya Bundy Liane Haase Cindy Simonson Adam Baumel Paul D Anderson Kenneth Smith Scott Mansur Jennifer Hughes Allison Blackburn Ashley Nelson Jennifer O'Connell Penny Cook Karen Williams Neil Kerwin Amy Betker-Steffensen Terry Morris Joan Waite Karen Entress Ben Shult Douglas Davis Shelly Cronin Michelle Ruosch Debra Olson	2	Christine Fisher		
5 Thomas Parsons 6 Taylor Walworth 8 Donya Bundy Liane Haase Cindy Simonson 9 Adam Baumel Paul D Anderson 11 Kenneth Smith Scott Mansur 12 Jennifer Hughes Allison Blackburn 13 Ashley Nelson Jennifer O'Connell 14 Penny Cook 17 Karen Williams 18 Neil Kerwin Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson	4	Robert Walker		
6 Taylor Walworth 8 Donya Bundy Liane Haase Cindy Simonson 9 Adam Baumel Paul D Anderson 11 Kenneth Smith Scott Mansur 12 Jennifer Hughes Allison Blackburn 13 Ashley Nelson Jennifer O'Connell 14 Penny Cook 17 Karen Williams 18 Neil Kerwin Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson		Kathryn McCulloch		
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Ashley Nelson Jennifer O'Connell Penny Cook Karen Williams Neil Kerwin Amy Betker-Steffensen Terry Morris Joan Waite Karen Entress Ben Shult Douglas Davis Shelly Cronin Michelle Ruosch Debra Olson	12	Jennifer Hughes		
Jennifer O'Connell 14 Penny Cook 17 Karen Williams 18 Neil Kerwin Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson		Allison Blackburn		
14 Penny Cook 17 Karen Williams 18 Neil Kerwin Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson	13	Ashley Nelson		
17 Karen Williams 18 Neil Kerwin Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson		Jennifer O'Connell		
18 Neil Kerwin Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson	14	Penny Cook		
Amy Betker-Steffensen 19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson	17	Karen Williams		
19 Terry Morris 20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson	18	Neil Kerwin		
20 Joan Waite 22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson		Amy Betker-Steffensen		
22 Karen Entress 23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson	19	Terry Morris		
23 Ben Shult 24 Douglas Davis 27 Shelly Cronin 30 Michelle Ruosch Debra Olson	20	Joan Waite		
 Douglas Davis Shelly Cronin Michelle Ruosch Debra Olson 	22	Karen Entress		
27 Shelly Cronin 30 Michelle Ruosch Debra Olson	23	Ben Shult		
30 Michelle Ruosch Debra Olson	24	Douglas Davis		
Debra Olson	27	Shelly Cronin		
	30	Michelle Ruosch		
Jody Curtis		Debra Olson		
		Jody Curtis		

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



MORE INFO: wra.org/techhelpline
SUPPORTED ISSUES: www.techhelpline.com/computer-support/





DATES TO REMEMBER 7

JUNE 2020

June 8, Rock-Green Board meeting, 10 A.M. ZOOM June 17, MLS Board mtg. 9:00 A.M. Assoc. Office/ZOOM

UPCOMING EVENTS

July 2-3, Rock-Green Assoc. office closed for 4th of July July 23, WRA Candidate Interviews w/RockGreen ZOOM

	JUNE BII	<u>श्रामधा</u>	MANG:	
1				
3	Rhonda Oshel	17	Kari Schmidt	
J	Mike Venable	18	Shannon Weis	
4		19		
	Nicole Davis	19	Wendy Lee	
5	Andrea Morse	\vdash	Kristin Weber	
	Curtis Jacob		Eric Larimore	
7	Nicole Duffy	20	Heidi Krenz-Buchanan	
	Matt Bonson	22	Jim Hansen	
11	Michael Wickersham	23	Harvey Miller	
	Nathan Anderson	25	Jennifer Skubis	
12	Molly Leonard	26	Richele Reiske	
13	Ellen Brown	28	Zach Getchel	
15	Jill Hocking	30	Debbie Barden	
	July Bi	rthd	ays	
3	Heather Spies	17	Lindsey Chrostowski	
	Ken Redeker		Al Herbst	
4	Wayne E Jacobson	19	David Love	
6	Verna Saladino	20	Lori Hagemann	
	Chris Tuescher	22	Stephen Biedermann	
8	Becky Bittner	24	Heather Busby	
9	Barb Smith		Carol Harkin	
	Melanie Simmons	25	Andy Dongarra	
12	Mollie Podwell		Chris Mayhew	
	Carol Essleman	26	Kimberly Nickols	
13	Gretchen Anderson	27	Miasia Quince	
16	Becky Zuelke	28	Carole Cullen	
	Jeffrey Joseph	31	Stacy Hardenstine	

Happy 4th of July!

Be Safe!

Rock-Green **REALTORS®** Association, Inc.

2020 GOLF OUTING

THURSDAY, SEPTEMBER 3, 2020 **GLEN ERIN GOLF COURSE DINNER/CELTIC HOUSE** SHOTGUN START @ 10:30 A.M.

(menu tbd)

\$75 PER PERSON **INCLUDES GOLF AND DINNER**

SAME LOW COST

GOLF ONLY \$55.00 AND DINNER ONLY \$20.00

FOR HOLF SPONSORSHIP CONTACT AL HERBST (608-743-4072) aherbst@johnsonfinancialgroup.com

TO DONATE CHEESE OR DESSERT TRAYS CONTACT Vicky Kreyer at (608-755-4854)

2020 REGISTRATION FORM (Deadline to register Aug. 27th)

	J	
3		

Name	Golf	Dinner
Name	Golf	Dinner
Name	Golf	Dinner
Name	Golf	Dinner

Make checks Payable to: Rock-Green REALTORS® Association, Inc. Remit amount for golf and dinners listed on this registration form. Bring or send form to 4451 Woodgate Drive, Suite 100, Janesville, WI 53546.