

4451 Woodgate Drive, Suite 100 Janesville, WI 53546

Office: 608.755.4854 Fax: 608.755.4843

### A word from your President By Connor Fox

Hi everyone! Crazy to think that it is already March. I thought January 1<sup>st</sup> was a week ago and then I blinked and ended up in March! Spring is approaching and that means we will be entering (hopefully) out market increase season. Take the time to focus on how you can accomplish your real estate goals you set forth at the beginning on the year. Start tapping in to buyers and sellers you may have in your pipeline and let them know that it is still a great time to buy or sell.

We are starting to see an increase in interest rates which is not the end of the world. I feel as though we will start to see the market shift from a sellers' market to a more even keeled market all around. Buyers who were desperate to buy, either bought in 2021 or have decided to wait. But there are still buyers out there. List, list, list so we can have homes to sell!

Thank you to everyone who attended our first membership meeting of 2022. Be on the lookout for information about some upcoming events and don't forget about Continuing Ed! I will most likely mention it to everyone until the end of the year, just so I don't forget to do it myself ©

All the best,





## Connor

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#### **PRESIDENT**

Connor Fox 756-4196 connorfox@c21affiliated.com

#### PRESIDENT-ELECT

Verna Saladino 755-5400| verna@thebriggsrealtygroup.com

#### **TREASURER**

Jennifer O'Connell 756-3932 | joconnell@realtyexecutives.com

#### **SECRETARY**

Tammy Cherry 754-2121 | tcherry@shorewest.com

#### LOCAL DIRECTORS

Jerry Morse | Past President 754-5300 | morserealestate@hotmail.com

Kevin O'Leary 741-1000 | kevinoleary6@gmail.com

Neil Kerwin 365-7791 | neilkerwin13@gmail.com

> Donya Bundy 815-282-2222 | donyabundy@yahoo.com

Sarah McLean 756-3932 sarahmclean@realtyexecutives.com

John Mansur 728-7801 | john@davemansur.com

Macy Walter 754-2121 macywalter@shorewest.com

Stephanie Mawhinney | 1-year term 754-0700 | scm@knightbarry.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:

Hello all, Happy March! This is an exciting month. Daylight savings time on the  $13^{th}$  and spring begins on the  $20^{th}$ . St. Patrick's Day on the  $17^{th}$  for all you leprechauns.

We are so excited, we are changing our Community Family Fun Fair Committee to the **Community Involvement Committee**. We are hoping to reach many more folks that like to be involved in the community and now you have a committee to help do just that. This will allow us to help our community so much and in many different ways. Do you know of anyone needing a little help, that is what we want to know. If you like to have fun and help folks in our communities, then this is for you! We want the community to know **That's Who We "R"** 

If you are interested in having some fun while helping folks in our communities then this new committee is for you! Please call the office or Connor Fox for more exciting news on this new venture.

We also just had our first Membership Meeting of 2020 which went well. If you know of any interesting topics that we can turn into a fun meeting, please let us know. We are looking for topics, speakers and even new venues if you know of any spaces that we could hold meetings or events at.

#### **Easter Basket Plus Drive 2022**

This years' Easter drive is being extended to include the normal candy, baskets and basket fillers. We are also asking for donations of Non-perishable food items, peanut butter and jelly, mac & cheese and/or kid friendly snacks along with your baskets. You don't want to shop? We will accept monetary donations as well. ECHO is also very shy on volunteers, if you have a spare hour or two a few days a week, they can sure use your help. Please call Fran at ECHO, 608-754-5333

Collecting now till April  $4^{th}$ , bring to the office or we can pick-up. Thank you for your support for our communities because you know "That's Who We R"

\*

#### **IMPORTANT NUMBERS**

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail Association Executive	Vicky@RockGreenRealtors.org
e-mail Member Services	Sue@RockGreenRealtors.org
Web Site	www.rockgreenrealtors.org
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.
Friday | 8:30 a.m. - 12:30 p.m.

#### **BUDGET/FINANCE**

Jerry Morse, Co-Chair Blair Winn, Co-Chair Neil Kerwin Colleen Nelson Connor Fox

#### **BYLAWS**

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

#### **DINNER DANCE**

Diana Stoehr, Chair Connor Fox, Co-Chair Rebecca Bittner Val Eagan Renae Henry 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 Danielle Schmitz Vicky Kreyer

#### GOVERNMENT AFFAIRS/RPAC

Mary Gilbank-Peterson, Chair Kelly Falk Connor Fox Heidi Krenz-Buchanan Stephanie Mawhinney Sarah McLean Andrea Morse Paul Schieldt Macy Walter Jeff Zuelke

#### **Community Involvement**

Kim Nickols, Chair Kelly Falk Linda Kleinschmidt Patricia Leak Kierra Wilson Lynette Wurth Vicky Kreyer

#### MEMBERSHIP/Education/ Program/Communication

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

#### **NOMINATION**

Jerry Morse, Association Chair Colleen Nelson Neil Kerwin Heidi Krenz-Buchanan Verna Saladino, MLS Chair Kelly Falk Erika Penny Wade Williams

#### **PERSONNEL**

Jerry Morse, Board Chair Heidi Krenz-Buchanan Neil Kerwin Colleen Nelson Blair Winn Verna Saladino, MLS Chair

#### **PROFESSIONAL STANDARDS**

Wade Williams Chair '13 (T-18) Mediator (T-) Paul Schieldt, Mediator '12 (T-18) Andrea Morse, Griev. Chr '12(T-18) Ombuds, Verna Saladino 21(T-) Adam Briggs '12 (T-09) 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) Eric Kim '16 (T-14) Heidi Krenz-Buchanan "20 (T-) Patricia Leak "20 (T-) Krista Shortreed '14 (T-13)

#### **ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair Connor Fox, Incoming President Wendy Bumgarner Andrea Morse Colleen Nelson

#### 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 Kristin Hoff-Filak Neil Kerwin Heidi Krenz-Buchanan Mary Ellen Mackey

#### **STRAT PLAN COMMITTEE**

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

#### **CORE STANDARDS COMMITTEE**

Jerry Morse – Chair Colleen Nelson Macy Walter Lindsey Chrostowski Wade Williams Diana Stoehr Vicky Kreyer

#### **ANNOUNCEMENTS**

and Affiliate members.

**Did you know....**That there are many Membership Benefits for all REALTOR® Members

Here is a list of some of them.

MEMBERSHIP BENEFITS	member	Affiliate
Discounts for WRA Education	Х	Х
Discounts for WRA Events	Χ	Χ
Housing Statistics	Χ	Χ
Inman Select Subscription	X	X
Legal Update Newsletter	Χ	Χ
Legal Hottips	Χ	Χ
Legislative Representation	Χ	Χ
Statewide Referral Database	X	X
Local MLS Access	X	
Tech Hottips	Χ	Χ
Toll-free Legal Hotline	Χ	Χ
Weekly Email Updates	X	X
Wisconsin Real Estate Magazine	X	Χ
WRA Exclusive Partners	Χ	
WRA Online Resources	Χ	X
zipForm Access	X	

#### **LINE BY LINE FORMS TRAINING VIDEOS**

In January, the WRA's board of directors voted to approve making the WRA's Line by Line (LBL) forms training video series available to all REALTOR® members free of charge. This was previously a subscription-based service, this decision provides all REALTOR® members with equal access to forms training to help raise the bar on professionalism across the state, improve real estate forms knowledge, and provide members with the tools to confidently become experts on drafting forms.

WRA is pleased to unveil this feature on their website, effective March 1, 2022. REALTORS® should log in into the WRA website at <a href="https://www.wra.org/mycourses">www.wra.org/mycourses</a> or follow the links from the WRA homepage to access their forms. All 19 videos will appear under "myCourses" automatically and are available for immediate use.

Please note, LBL is an exclusive benefit for REALTOR® members only and does not extend to Legal or Affiliate section memberships. If member offices wish to gain full access to the LBL series for dually licensed nonmembers, the cost is \$1,500 annually, plus tax.

#### **2023 Annual Dues Pre-Payment Plan**

This is a program we started a few years ago and it has helped members get a head start on dues so that you don't get caught paying the whole total in November when the holiday season starts. Not a requirement and it is totally your choice, you can pay monthly, quarterly or just pay half then pay the other half when due or any amount at any time for a one-time \$5 counter fee. If you pay the total amount at any time there will not be a fee. Estimated total \$708.00.

#### MLS INFORMATION:

# FYI "Withdrawn by Seller" does not mean "Expired"

\*\*\*If you find yourself in a situation where your new seller directs you not to include their listing on the MLS, your options for marketing their property are very limited. If an office exclusive listing is not handled correctly, it can result in a large fine. We would much rather talk to you ahead of time, than follow up on a report that you have strayed outside MLS rules.

\*\*\* Photo Reminder: Photos loaded into Paragon should not contain office/agent names, logos, or contact information. Please take photos from an angle to avoid your for sale sign, or from an angle such that your sign is not readable. If this is not possible, please edit your photo to blur or cover the sign before loading it into Paragon. This rule extends to unbranded virtual tours loaded into Paragon as well.

\*\*\* Did you know the MLS remarks section of a listing is searchable? Within the Advanced Criteria section of your search options (at the bottom under Search), you will find the Remarks search prompt. Simply type in the word or words you are looking for. If your buyer would like a property that has a large garden space, type large garden and your search results will include properties for which the listing agent has included the words large garden in the remarks. You can also string together multiple words. For example, if your buyer would like a home on a secluded lot, you could type secluded (tab) private (tab) isolated. Your search will bring back properties for which the listing agent has included any of these words in the remarks. Give it a try the next time you are looking for something there is not a specific search feature for. Also, when composing your remarks, make sure to mention special features not covered elsewhere in the listing features.

#### \*\*\* Control Showings on your Listings

The ShowingTime default is set to allow 2\* showings at a time. This default can be changed for all listings within an office, for all listings for an agent, or listing by listing via the Office, Agent, or Listing setup options within ShowingTime. Options exist for no overlap, or for overlaps of 2-10 showings at a time. If more than one showing is allowed, the showing agent will see a pop-up letting them know another party may be present.

The ShowingTime default for maximum time allowed for a showing is set for 30 minutes\*. You can adjust this listing by listing. If you anticipate many showing requests for your new listing, for example, you could set the maximum showing duration to 15 minutes to allow for more showings the first few days. Once you feel the initial rush is past, you could lengthen it to 30 minutes. You can find this setting from within Paragon. Click on Preferences -> ShowingAssist -> Listings. Select the listing and scroll down to Appointment Restrictions. Look for the Maximum Appointment Length drop down.

\*The default may be different for you if your office has already modified this default.

\*\*\* Did you know you can track the number of times your listing is viewed by agents and consumers via Paragon? To access this information, pull up your listing via Listings -> Maintain, and click on Select an Action. From the Select an Action box, choose Activity Report. Within the report there is a link that defines the statistics displayed. View

## Thank you, Sue

## **MLS Officers/Directors**

Wade Williams, President Phone: 608-289-7912 wadeway@gmail.com

<u>Kathleen Stumpf, Treasurer</u> <u>Phone: 608-754-2121</u> kstumpf@shorewest.com

Chris Burton, Secretary Phone: 608-758-9779 burtonc@firstweber.com

Ben Rein, 1-Year Director Phone: 608-295-7917 benreinrealty@gmail.com

Eric Kim, 1-Year Director Phone: 608-884-8468 <u>eric kim1987@yahoo.com</u>

Alexandra Bowers, 1-Year Director Phone: 608-757-2862 alexandra@zteam1.com

Andrea Morse, 2-Year Director Phone: 608-754-5300 amorse@ymail.com

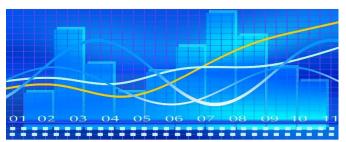
Gloria Singer, 1-Year Director Phone 608-755-5400 gloria@thebriggsrealtygroup.com

Rebecca Bittner, 2-Year Director Phone: 608-741-1000 rebeccajbittner@gmail.com

Charla Piper, 1-Year Director Phone: 608608-754-2121 cpiper@shorewest.com

Kimberly Govert-Meris, 1-Year Director Phone: 608-365-1481 kgmeris@c21affiliated.com





#### **Rock County Housing Statistics**

**Madison, Wis.** —January 2022 existing home sales fell 4.2 relative to that same month last year as tight inventories continued to constrain the housing market. The inventory problem pushed that statewide median price to \$231,000 in January 2022, an increase of 10% over January 2021.

Although the state did not quite match the record January sales of last year, January 2022 still experienced the second strongest sales for the month of January since the WRA re-benchmarked its data collection protocols in 2005. This suggests that housing demand remains very strong even with significant home price appreciation.

The 30-year fixed mortgage rate increased by just over a third of a percent since December, and it rose by nearly three quarters of a percent in the last 12 months. However, mortgage rates remain low by historical standards, with the 30-year fixed-rate mortgage standing at just 3.45% in January 2022.

**Brad Lois**, 2022 Chair of the WRA Board of Directors, **Tight Inventory Keeps Sellers in the Driver's Seat:** "With housing demand so strong and inventory so tight, this is the strongest seller's market in years. With such limited supply, this is a great time to list your home. A REALTOR® who is experienced can help homeowners get the best price for their home, which is often their most important asset."

Michael Theo, WRA President and CEO tells us, Taking Advantage of Current Mortgage Rates: "Mortgage rates have been trending up since last September, but they are still less than a percent higher than the all-time low we saw at the end of 2020. However, you need to move quickly, and working with a REALTOR® who knows your local market is the best way to find a home in this strong seller's market. Having your financing lined up will increase the likelihood of success in this tight market."

Dave Clark, Marquette University Economist and WRA Consultant, Inflation Problem Intensifies: Annual inflation rates continue to rise, with headline inflation increasing to an annual rate of 7.5% in January. Ongoing supply chain problems and labor shortages combined with spikes in energy prices has the Federal Reserve on alert. To keep the economy from further overheating, the Fed is likely to begin raising short-term interest rates more aggressively than was suggested in its December

meeting. Containing inflationary expectations is the best way to keep mortgage rates from rising more quickly."

Rock County Housing Statistics—The median price for January 2022 is \$176,500 and for the month of January in 2021 it was \$183,000 that was a decrease of -3.6% and the Sales for January 2022 is 156 and January of 2021 was 160 that was a decrease of -2.5%. In January of 2022 there was 2.0 months of inventory and in January of 2021 there was 2.0 that was an increase of +0.0%. Average days on the market in January of 2022 was 75 and January of 2021 was 82 that was a decrease of -8.5%.

**Statewide Housing Statistics**—The median price through January 2022 is \$231,000 and through January of 2021 it was \$210,000 that was an increase of +10.0%. The sales through January of 2022 is 4,578 and through January of 2021 was 4,777 that was a -4.2% change.

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.

RPAC CORNER REALTOR® I'm selling some land, you want some?

Client: How much?

REALTOR® LOTS!

Did you know...that REALTOR® & Government Day was back in person this year? It was and Thank you to all who attended for helping make the 2022 event a Major Success. Wisconsin REALTORS® showed up in Madison in record numbers, ready to lobby their lawmakers for a healthy real estate climate in Wisconsin! Event keynote speakers included WRA President & CEO Michael Theo, 2022 WRA Chairman Brad Lois and Wisconsin Governor Tony Evers. In addition to the keynote speakers was the WRA lobbying team as they outlined four key legislative issues to discuss with lawmakers during their capitol visits. The four priority issues that were discussed with our lawmakers were; Workforce housing shortage, 40-year expiration of access easements, HOA transparency and Foreclosure equity theft.

After a productive afternoon of lobbying, REALTORS® enjoyed a free cocktail reception to conclude the day. Also, this year one of the R&GD sponsors handed out "Advocacy Ale" beer as well as Wisconsin-themed drink coasters.

It was suggested, if you might be interested in attending next year's event if we were to rent a bus to take us and bring us back, please send the Association your vote to BOOK A BUS! Thank you for your consideration. It has been announced that next year REALTOR® & Government Day will be in April 2023.

March, closer to Spring!

Wishing all March birhdays the best!

March happenings: 8<sup>th</sup> International Women's Day, 13<sup>th</sup> Daylight Savings Time begins, 17<sup>th</sup> St. Patricks Day (wear your green), 18<sup>th</sup> Full Moon, and the 20<sup>th</sup> 1<sup>st</sup> day of Spring.



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/office applications can be found online at <a href="https://www.rockgreenrealtors.org">www.rockgreenrealtors.org</a> Forms Library (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!

#### MEMBER BENEFITS

MEMBERSHIP BENEFITS	REALTOR®	AFFILIATE
Discounts for WRA Education	X	X
Discounts for WRA Events	X	X
Housing Statistics	Χ	X
Inman Select Subscription	X	X
Legal Update Newsletter	X	X
Legal Hiptips	X	X
Legislative Representation	X	X
Statewide Referral Database	X	X
Local MLS Access	X	
Tech Hottips	X	X
Toll-free Legal Hotline	X	X
Weekley Email Updates	X	X
Wisconsin Real Estate Magazine	Х	Х
WRA Exclusive parners	X	
WRA Online Resources	X	X
ZipForm Access	Х	

Learn more about membership options at <a href="https://www.wra.org/membership">www.wra.org/membership</a>

WRA Headquarters:

4801 Forest run Rd, Ste, 201

Madison, WI 53704

608-241-2047 or 800-279-1972

Email: wra@wra.org

Hours: 8:30 a.m. to 5:00 p.m. Monday - Friday

WRA Legal Hotline

608-242-2296 or 800-799-4468

Wra.org/legalhotline

WRA Education & Products Email: educate@wra.org

#### **New Members:**

Dillon Burke, Century 21 Affiliated (J) Jennifer Garzcynski, First Weber Inc. Christopher Ramos, Mansur Real Estate LLC Nicole Clift, Keller Williams Realty Signature Angela Patrick, Platner Realty Jim Belanger, WI Home Inspection Associates Christopher Terrell, Realty Executives Premier Andrea Belanger, Bank of Sun Prairie Ramona Rodriguez, Century 21 Affiliated (B RG)

#### **New Offices:**

WI Home Inspection Associates Bank of Sun Prairie

#### **Members Transferring:**

Dawson Holmberg, Compass Real Estate Wisconsin LLC

#### **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 2022 May 12, 2022 August 11, 2022 November 10, 2022

"Thank you Wade Williams for being our orientation instructor, very much appreciated. Thank you to Beth Hanthorn for participating with Wade."





1	Mason Simmons
2	Anthony Vargas
4	Joe Saladino
5	Eric Kim
6	Tom Humbal
	Jesse Bunn
7	Mark Newbury
9	Dan Pergolski
	Shirley Carlson
	Joel Patch
11	Kelly McPherson
12	Amber Baker
17	Wendy Bumgarner
19	Kathy Parish
	reactly 1 at 1511
21	Adam Briggs
21 25	· ·
	Adam Briggs
25	Adam Briggs Shannon Bever
25	Adam Briggs Shannon Bever Jeff Myers

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

## Appraiser Request:

With the ongoing COVID pandemic, appraisers are having to rely more on MLS photos for property condition. While the interior photos are generally more than sufficient, it is the exterior photos that we need help with. When possible, please provide photos of all four sides of the exterior along with any exterior amenities. Thank you.

# Daylight Savings Time March 13 Spring ahead!



#### DATES TO REMEMBER 7

#### **MARCH 2022**

March 13, Daylignt Savings Time

March. 16, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.

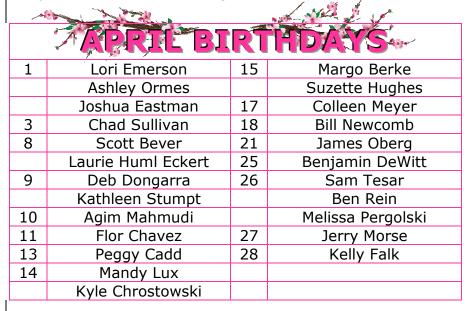
March 20, First Day of Spring

#### **UPCOMING EVENTS 2022**

April 17, Easter

April 20, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

April 28, MLS B.O.D. meeting, Assoc. Office 9 a.m.



### **SAVE THE DATES**

(events we have scheduled so far this year)

Now thru April 4<sup>th</sup>, Easter Basket Plus Drive. Baskets, Candy, Non-perishable food items, kid friendly snacks (pg2)

August 10, SkyCarp Ball Game. RPAC Fun Day @ the Park Details will follow soon

August 18, Proposed date for RockGreen Annual Golf Outing Details will follow soon

October 2<sup>nd</sup> thru 4<sup>th</sup>, WRA Annual Convention @ the Kalahari Watch for details and registration information

November 2<sup>nd</sup>, "RPAC After 5" Annual RPAC Fundraiser Held at The Barn on Prairie, starting at 5 P.M.

I will update this schedule monthly as we add/remove events and add details to an event. Watch your emails and newsletters for more information as it becomes available.



## **ROCK-GREEN REALTORS® ASSOCIATION, INC.**

## **EASTER BASKET PLUS DRIVE 2022**

Let's all do our part to help out the community.

## Items that are needed:

- Baskets, filled or empty
- Candy, individually wrapped
- **♣Non-perishable food items, kid friendly snacks**
- Basket Fillers, for girls and boys, small toys, small stuffed animals, books, toothbrushes, pencils, etc.

The Plus in Easter Basket Plus means that if you could, when you fill your baskets, we ask that you put in candy and a food item/s. Or, you could fill baskets for Easter and donate food items separately or one or the other. Any and all help is appreciated. Example, your basket could contain; candy, a small toy and peanut butter and jelly or candy, toothbrush and toothpaste, mac & cheese or you can add kid friendly snacks.

We will start this collection now and collect through April 4<sup>th</sup>. ECHO has no budget for this event, therefore all items for these baskets are from donations. If you need someone to come to your office and collect, give us a call (608) 755-4841 and we will send someone to pick up your donations. You can also bring your donations here to the Association Office, 4451 Woodgate Dr. Janesville, WI 53546, if you don't have time to shop, you can drop off or mail monetary donations also. Thank you all for your support for the Communities that we live in.

ECHO is also pleading for volunteers. Most of their volunteers were older folks that retired when the pandemic hit. So they are really low on help. If you have even one hour to volunteer, they will appreciate any time you have. They have shifts also, 9 a.m. to noon or 1 to 3 p.m. Monday thru Friday. Please call Fran at ECHO and tell her you would love to volunteer. 754-5333



Brighten a child's Easter morning, give generously! Thank You!





