



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

4451 Woodgate Drive, Unit E  
 Janesville, WI 53546  
 Office: 608.755.4854  
 Fax: 608.755.4843

**A word from your President**  
**By Heidi Buchanan, Association President**

Hello all,

It's already February and 48 days until spring. I did see the sun this morning which makes me smile. I think of February as a positive month. I know it sounds cheesy. February just feels like newness to me, more so than January. I love Valentine's Day and the color red. It's also my middle daughter's birthday and my wedding Anniversary, not to mention the Superbowl. February is just fun!

On to Real Estate news: The 2016 numbers were great. If you haven't heard, in Rock and Green counties home sales were up 6.5% over 2015 with 2750 units sold. The median price was up 9.2% over 2015 at \$139,900 and we have about 2.47 months of inventory, and I know we are all feeling the shortage. With the improved economy, increased consumer confidence and consumer demand, 2017 is predicted to be another great year for Real Estate. I'm ready, are you?

Our committees are busy with their planning this month. The program committee is working on our Membership meetings, securing dates and speakers that will interest you. The Government Affairs/ RPAC committee is meeting to discuss plans to make this year's Fun Night a great success. The Health and Safety fair committee continues to work on their Fun Fair plans to benefit project 16:49. That date is April 6 and the event is for the public/kids. Please help them out with a donation, sponsoring a booth or by volunteering to work a couple hours at the event. Last but not least we have our Young Professional Realtors group up and running. They have held a couple meetings. This group is exciting. They are working on coming up with ideas for some community projects that we can all help out with if we choose to.

I know it's only February but March looks like a busy month of events. Watch for our first membership meeting in the beginning of the month. Let's represent our Association proudly and show support for our program guest speakers. March 2<sup>nd</sup> there will be a Paint N Sip Night to benefit Project 16:49 at Voigt Music in Janesville. It is sure to be a good time and REALTOR & Government Day is the afternoon of March 15<sup>th</sup> in Madison at the Monona Terrace. Looking into the future, I see that this year's convention is September 12-13 at the Potawatomi Hotel and Casino in Milwaukee, just in case you wanted to know now.

Please let me know if you have ideas or have interest in joining a committee or anything else.

Happy Listing and Selling  
 God Bless,

Happy Valentine's Day!



**Heidi**



**INSIDE THIS ISSUE**

**FEBRUARY 2017**

	Page #		Page #
Leadership Directory	2	Membership Updates	6
A note from your Association Exec.	2	Note from Sue	6
Save the Date, Realtor & Gov't day	2	Welcome New Members	6
College Scholarship App Deadline	2	New Member Orientation Schedule	6
Important Numbers	2	Thank you to River Title	6
Rock-Green Committee List	3	Thank you to Wade Williams	6
RPAC/Designation Recognitions	3	Recipe of the Month	6
Hollywood Squares RPAC Event	3	February Birthdays	7
MLS Information	4	Dates to Remember	7
MLS Officers & Directors Info	4	Upcoming Events	7
Rock County Housing Stats	5	March Birthdays	7
Paint n' Sip Night Information	5		

\* = Inserted Page

## EXECUTIVE COMMITTEE

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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:

Happy February everyone! Now that January is over and spring is in the near future it is time to get down to business. WRA and NAR all say that the Real Estate future looks great for 2017. Let's all hope that this is going to be a good year for you all.

If dues time was a bit much for you in the last quarter of 2016 you can always think about using our pre-pay plan for 2018 dues. Break them down quarterly or monthly or if you have a closing sometime this year you can pay it all and your \$5 administrative fee will be waived. The members that have used this program really liked it. If you are interested or would like more information, please give Sue a call. (608) 755-4841

Don't forget to sign-up for the Paint & Sip night. It looks like it will be a lot of fun. March 2, 2017 6-9 p.m. @ Voigt Music Center. You don't have to be an artist, they will help you.

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*

### >>>>SAVE THE DATE))))))

#### REALTOR® & GOVERNMENT DAY

March 15, 2017 at the Monona Terrace in Madison WI. Watch for the Registration form in your emails.

### COLLEGE SCHOLARSHIPS AVAILABLE

The selection process is now underway for the 2017 Wisconsin REALTORS® Foundation (WRF) REALTOR® Children's Scholarship program. This program awards college scholarships to children of WRA members. The WRF is offering 10 scholarships in the amount of \$750 each.

**The deadline for submitting an application is March 10, 2017.** The application is available online at [www.wra.org/scholarship](http://www.wra.org/scholarship) or by contacting Sandy Bolgrihn at [Sandyb@wra.org](mailto:Sandyb@wra.org)

### 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.**

**ROCK-GREEN REALTORS® ASSOCIATION**

**2016-2017 ASSOCIATION COMMITTEE LIST**

**BUDGET/FINANCE**

Heidi Krenz-Buchanan, Chair  
Jeff Zuelke  
Neil Kerwin  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn  
Ben Shult

**BYLAWS**

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

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Nina Perona, Chair  
Neil Kerwin  
Andrea Morse  
Julie Raese  
Verna Saladino  
Russ Zueger

**DINNER DANCE**

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

**EDUCATION**

Russ Zueger, Chair  
Andrea Morse  
Penny Patterson  
Candice Kildow

**EQUAL OPPORTUNITY**

Paula Carrier, Chr.  
Margo Berke

**GOLF OUTING**

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

**GOVERNMENT**

**AFFAIRS/ RPAC**

Jim Zanton, Chair  
Mary Gilbank-Peterson, Co-Chair  
Julie Raese  
Heidi Krenz-Buchanan  
Andrea Morse  
Pat Knoble

**HEALTH & SAFETY FAIR**

Karen Williams, Chair  
Kim Nickols, Co-Chair  
Pam Snow  
Lynnea Strickland  
Tammy DeGarmo  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

Diana Stoehr, Chair  
Andrea Morse  
Wade Williams  
Pat Knoble

**NOMINATION**

Jeff Zuelke, Chair  
Neil Kerwin  
Jim Zanton  
Jerry Morse  
Paul Schieldt  
Colleen Nelson  
Blair Winn

**PERSONNEL**

Heidi Krenz-Buchanan, Chair  
Jeff Zuelke  
Neil Kerwin  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn

**PROFESSIONAL STANDARDS**

Wade Williams Chair '13 (T-14)  
Joan Waite Mediator '12 (T-13)  
Paul Schieldt, Mediator '12 (T-14)  
Andrea Morse, Griev. Chr '12(T-14)  
Jerry Morse, Ambudsman '16  
Randy Borman, Ambudsman '16  
Adam Briggs '12 (T-09)  
Dave Brown '13 (T-13)  
Earl Collins '14 (T-13)  
Deb DeWitt '14 (T-14)  
Ellie Fietz '14 (T-14)  
Kaye Fulton '12 (T-14)  
Mary Gilbank '12 (T-09)  
Eric Kim '16 (T-14)  
James Oberg '15 (T-14)  
Valerie Richter '12 (T-09)  
Krista Shortreed '14 (T-13)

**ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair  
Wendy Bumgarner  
Paula Carrier  
Andrea Morse  
Colleen Nelson  
Julie Raese  
Pat Knoble

**RECRUITMENT**

Paula Carrier, Chair  
Neil Kerwin  
Andy Dongarra  
Valerie Eagan  
Jerry Morse

**SUNSHINE**

Maryann Warden, Chair  
Mollie Podwell

**YOUNG PRO'S TASK FORCE**

Kyle Carrier, Chair  
Kevin O'Leary, Co-Chair  
Mary Ellen Mackey  
Mariann Walker  
Neil Kerwin

**STRAT PLAN COMMITTEE**

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

**CORE STANDARDS COMMITTEE**

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

**ANNOUNCEMENTS**

**Recognition from the WRA Real Estate Magazine January 2017 Issue.**

**Congratulations to Rock-Green Members Great Job!**

**2016 PSA Designees**

Mary Ellen Mackey...Coldwell Banker The Realty Group~Janesville

**2016 RENE Designees**

Mary Ellen Mackey...Coldwell Banker The Realty Group~Janesville

<<<<<<<<XXXXXXXXXX>>>>>>>>>>>>>>

**RPAC 2016 MAJOR INVESTORS**

**CRYSTAL "R" S (\$2,500)**

Mary Gilbank-Shorewest Realtors~Janesville

**2016 WRA Direct Giver \$1,000 Contributors**

Wade Williams...C 21 Affiliated~Delavan

For your opportunity to be included in the 2018 WRA Publication Recognition Issue get your Designations and/or Invest in your future by contributing to RPAC Direct Giver or become a Major Investor.

**SAVE THE DATE! May 10, 2017 RPAC EVENT—Presents..... HOLLYWOOD SQUARES**

Start forming your teams, Teams of 4 people, \$200 per team Hurry only 8 team spots available. Silent/Live Auction, Food & Fun

If you would like to be a Game Celebrity or donate an auction item or be an event sponsor give me a call at the Association.

## MLS INFORMATION

\*The Paragon banner at the top your screen can be "fun-a-tized". For example, you can pick a favorite color, a winter theme, or a beach theme if you are already sick of winter. To spice up your winter, select Preferences, System, User Interface and Select a Theme.

\*If you need access to listings in other parts of Wisconsin, click on **Switch: WIREX** on top of the home page on Paragon™

If you find yourself running ahead of schedule, resulting in early arrival for a showing, please contact the listing agent and get confirmation that it is ok to show up early before doing so. It is against MLS rules to enter a property outside a showing window, not to mention a case could be made for trespassing.

### Entering Street Names in Paragon™

In order to ensure listing history is linked & properties are mapped correctly, please enter street names in accordance with MLS guidelines (available here).

### Some of the lesser known rules include:

- All alphabetic county roads should be entered as County Road (ex: County Road K)
- All numeric state highways & interstates should be entered as Hwy (ex: Hwy 51)
- If the street number begins with an alpha character (ex: N1234), please enter it in the street number field (not the directional field).
- Vacant land that does not have a street number assigned should be entered with the lot number in the street number field. Please use the format: L24 (rather than Lot 24). If there is no lot number, list the acreage: 41.25 Ac

\* Looking for square footage? On the bottom of the Paragon home page, there are six orange buttons that link to useful information. One of these buttons is labeled Assessor Sites, and will take you to a county drop down and from there a list of municipalities. These links will then take you to the assessor website for that specific municipality. Often the assessor sites have square footage detail. If you do not see the municipality you need, try [www.assessordata.org](http://www.assessordata.org). If you still have no luck, try [www.asessordata.com](http://www.asessordata.com). This last site includes detailed assessor data for \$1.20 per property. If we are missing a site that you have, please share. Send it to [support@wisre.com](mailto:support@wisre.com).

\*Our Type feature pick list contains three distinct stages for properties under construction or newly built. It is important to update this feature as a home moves from plan, through construction, to finish. Select **Building Plans with Lot** for proposed homes not yet started, select **Under Construction** once a hole has been dug,

select **New Construction/Never Occupied** to indicate the new home is finished. While under construction, you must also include the estimated completion date or stage of completion in the first line of the public remarks. A photo is required once the home hits the new construction/never occupied stage. If you show a property and find it is not labeled correctly, please [let us know](#) and we will follow up with the listing agent.

**\*Please make sure your seller dates all amendments the day of or prior to expiration date.**

**\*Please enter your sold property into "pending" (click save) then enter the sold information into Paragon™ with the exception of SBP (Sold Before Publishing). SBP are entered directly into sold status, do not enter as active. Please make sure on all SBP's you have an outside photo of the sold property. Questions call 608-755-4841.**

*Thank you, Sue*



### MLS Officers/Directors

Wade Williams, President  
Phone: 608-289-7912 Email: [wadeway@gmail.com](mailto:wadeway@gmail.com)

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Sally Jean Weaver-Landers | 1-year term  
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Bonnie Collins | 1-year term  
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**Rock County Housing Statistics**

**Madison, Wis.**—Wisconsin’s housing market ended a record-setting year with solid growth, pushing annual sales to an all-time high and driving prices up well above the pace of inflation, according to the most recent analysis of the existing home market by the WRA. December home sales rose 4.1% compared to December 2015, and median prices rose 7.4% to \$161,000. Home sales for the year 2016 increased 6.1 compared to 2015, making this the strongest year for sales since the WRA recalibrated its tracking system in 2005. Median prices for the year rose to \$165,000, which is 5.9% higher than 2015. By comparison, the average inflation rate for 2016 was just 1.3% according to the U.S. Bureau of Labor Statistics.

**Rock County Housing Statistics**—The median price for December 2016 is \$138,000 and for the month of December in 2015 it was \$128,000 that was a 7.8%% increase and the Sales for December 2016 is 159 and December of 2015 was 169 that was an decrease of -5.9%. The yearly comparison for the median price has a 10.1% increase. It was \$136,500 through December 2016 compared to \$124,000 in 2015. Sales also had an increase of 8.0%. Sales through December 2016 are 2,373 compared to 2,197 in 2015.

**Wisconsin**—This has been a truly remarkable year for housing in the state with sales exceeding 81,000 units for the first time on record. The previous peak recorded using the current tracking system was last year when just over 76,000 homes were sold. Comparing 2016 sales to the previous year, solid growth was seen in every region of the state. The most robust sales were seen in the North region, which was up 7.8%; The Southeast region was up 7.2%; Northeast region was up 6.8% and home sales were also healthy in the West, which was up 5.9%. South Central was up 3.7% and Central was up 3.6%.

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.

**PAINT AND SIP NIGHT for Project16:49**



March 2<sup>nd</sup>  
6 to 9 P.M.  
Voight Main Stage  
Janesville, WI

\$40.00 per person  
Includes, Materials,  
Glass of Wine or  
Bottle of Beer,  
Snacks. Cash bar for  
additional beverages.

We will be painting, “Northern Lights” and there will be a Silent Auction/ Bucket Raffle to benefit Project 16:49. It will be a lot of fun and you get to take your artwork home with you. Please sign-up today! There is a limited amount of space, first come – first served. Questions please call Kim 754-2121 or 755-4854,

**Please Reserve My Spot**  
NAME \_\_\_\_\_ Phone \_\_\_\_\_  
 Payment Enclosed     Paying Cash ATD  
Send your check or reserve your spot and pay ATD.  
4451 Woodgate Dr., Janesville, WI 53546

Sponsor opportunities and Items are welcomed for raffles/auctions held at these events for Project 16:49. Any item donated will be used at one of the three events we have planned for 2017. The Paint and Sip Night, the Annual Fun Fair (April 6) or the Bowling Event (Sept. 23).

Item Pledged/Donated \_\_\_\_\_  
Contact Person \_\_\_\_\_  
Office \_\_\_\_\_  
Value of Item \$ \_\_\_\_\_ Phone # \_\_\_\_\_



Welcome to February! Ground Hog Day! Super Bowl 51! Valentines Day! Looking forward to an early spring, let us see what Mr. Groundhog says.

Looking forward to a terrific year for all Realtors®.

Hope the new key system is working for you. If you need a new authorization code because you changed your phone or just something else, I can get you the authorization code (608-755-4841).

New member application can be found online at [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org) or call the office, we can fax or email applications if you wish for new offices, agents, brokers, affiliates and local affiliates.

*Sue*

#### NEW MEMBERS:

Chris Collins, Summit Credit Union  
 Karen Williams, Shorewest Realtors  
 Chris Tuescher, Shorewest Realtors  
 Irene R Oliver, Century 21 Affiliated Janesville  
 Sarah McLean, Shorewest Realtors

#### MEMBERS leaving the Association: NONE

#### OFFICES LEAVING:

Midway Realty

#### NEW OFFICES:

Summit Credit Union



**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."

#### New Member Orientation Schedule for 2017

February 16, 2017  
 May 18, 2017  
 August 17, 2017  
 November 16, 2017

"Thank you to River Title for the donuts and coffee for our orientations. Very much appreciated."

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

## "Recipe of the Month"



### Chicken Wings/Sweet 'N Sour

30 chicken wings  
 1 c. soy sauce  
 1 c. water  
 ¾ c. sugar  
 ¼ c. pineapple juice  
 ¼ c. salad oil  
 1 T. ginger  
 1 T. garlic powder  
 1 c. pineapple chunks

Cut the tips off the wings and discard. Cut wings into two at the joint. Combine all remaining ingredients, except the pineapple chunks, and mix thoroughly. Marinate chicken wings overnight in the marinade in a large ovenproof dish, refrigerated. Bake for 1 hour at 350°. Add pineapple chunks; bake for an additional 10 minutes and serve.

Yield: 10 servings.

### Caramel Nut Clusters

½ lb. Kraft soft caramels  
 2 T. heavy cream  
 1 c. pecan halves  
 4 oz. Baker's semi-sweet chocolate squares

Melt caramels in cream in double boiler; cook about 10 minutes. Place pecan halves on waxed paper in groups of 3. Spoon caramel mixture carefully over the nuts. Let stand until set, about 30 minutes. Spoon melted chocolate over cluster.

Yield: 2 dozen

Sooooo Easy; Sooooo good!

*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.

# FEBRUARY BIRTHDAYS

*Valentine's Day*

2	Jeff Zuelke
	Rosalind Voegeli
4	James Coutts
	Stephanie Luedtke
7	Kevin O'Leary
8	Pat Knoble
	Elizabeth Patterson
9	Kathleen Rock
10	Patrick Venable
	Nickolas Roenneburg
12	Connor Fox
14	Valerie Richter
16	Jan Albertson
18	Suzanne Viken
19	Christine Sweeney
22	Julie Budrow
23	Gary Getchel
24	Pat Bellinghiere
25	Lynne Forrestal
	Kristin Hoff-Filak
28	Geoff Bue
29	James P Seichter

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



## DATES TO REMEMBER

7

### FEBRUARY 2017



- 07 Fun Fair Committee Mtg. Association office At 11:00 a.m.
- 08 MLS Board Meeting, 9 a.m. Association Office
- 14 Valentine's Day, Don't forget the special people in your lives. Have Fun do something Awesome!
- 15 Board of Directors Meeting, 8:30 a.m. Association Office
- 16 New Member Orientation, Assoc. Office, 9am
- 22 RPAC Committee Meeting, Noon, Association Office
- 23 Young Professionals Committee Meeting, 10 A.M. at the Association Office.

### UPCOMING EVENTS

- March 2, Paint n' Sip Night, Voight's, 6-9 P.M.
- March 8, MLS Board Meeting, 9 a.m.
- March 9, Membership Meeting, 9 a.m. Pontiac Conv. Center
- March 15, Board of Directors Meeting, 8:30 a.m.
- March 15, Realtor & Government Day, Madison

<b>MARCH BIRTHDAYS</b>			
5	Eric Kim	18	Earl Collins
6	Tom Humpal	19	Kathy Parish
7	Mark Newbury	21	Adam Briggs
9	Dan Pergolski	25	Shannon Bever
	Shirley Carlson	28	Jeff Myers
11	Kelly McPherson	29	Joseph Hansen
15	Wayne Alberson		Chris Collins
17	Wendy Bumgarner		
	David Bynum		