

# RAMPART

## RECAP OF PREVIOUS QUARTER

Covid 19 has taken everyone by surprise and companies have had to find new creative ways to keep their businesses afloat. Log into [wiesa.org](https://wiesa.org) and view "COVID-19 information" under member benefits for tools and resources.



## UPCOMING EVENTS

On July 30th the WISA Day of CEU's will be held virtually and an Advanced Intrusion class will also be held virtually on August 27th and 28th. Be sure to sign up for the WISA Awards Ceremony and Annual Golf Outing on September 17th!

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## SAVE THE DATES

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### WISA ANNUAL AWARD CEREMONY & GOLF OUTING

Held at Silver Springs Golf Course on September 17th~ More details on page 7

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## 2020 SCHEDULE OF EVENTS

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**July 30** **Day of CEU's**  
Virtual Training

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**Aug 20** **Board Meeting**  
To Be Announced

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**Aug 27-28** **Advanced Intrusion Systems Class**  
Virtual Training

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**Sept 10** **Board Meeting**  
To Be Announced

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**Sept 17** **Annual Awards Ceremony & Golf Outing**  
Silver Spring Golf Club, N56 W21318 Silver Spring Dr. Menomonee Falls, 53051

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**Oct 14-16** **Certified Alarm Technician 1 Class**  
Virtual Training

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**Oct 15** **Board Meeting**  
To Be Announced

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**Nov 12** **Board Meeting/General Member Meeting**  
DoubleTree by Hilton, 18155 W Bluemound Rd, Brookfield, WI 53045

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**Dec 3-4** **Fire Alarm Installation Methods Class**  
Virtual Training

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**Dec 17** **Board Meeting**  
To Be Announced

# WISA News

## ANNUAL AWARDS CEREMONY HAS BEEN RESCHEDULED

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Be sure to come out on September 17th and show your support for the Association and all of this years award recipients! The Awards Ceremony has been changed and will now coincide with the Annual Golf Outing taking place in September! Individuals may choose to spend the day with us and sign up to golf or you may choose to attend the dinner and awards ceremony only. Be sure to visit <https://wiesa.org/event/2020-annual-golf-outing/>!



## INSPECTION UPDATES

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*By License and Legislation Chair, Leroy Lasky*

The **Kaukauna Fire Department** has instituted a new process for service providers who inspect and test fire protection systems. Effective 06/15/2020 all compliant & non-compliant fire protection systems test reports are required to be sent to the Kaukauna Fire Department electronically by your respective organization via The Compliance Engine's online system at [www.thecomplianceengine.com](http://www.thecomplianceengine.com).

This proven process requires the service provider pay a nominal filing fee at the time of submittal. There is no fee to register your company with The Compliance Engine. Once registered, pricing is viewable under the AHJ icon in The Compliance Engine. If you are a licensed fire protection system contractor and are not currently registered with Brycer, please do so at [www.thecomplianceengine.com](http://www.thecomplianceengine.com). A complete list of cities using the Compliance Engine, can be found at [wiesa.org](http://wiesa.org) under **Fire Alarm Guidelines**

## EXCLUSIVE SAVINGS FOR MEMBERS

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Did you know that there are currently 21 savings opportunities that are available to you and your employees just for being a WISA member?

WISA can now offer you great cost cutting services and exclusive discounts on everyday operating expenses. Available programs include Fuel, Credit Card Processing, Payroll HR & Insurance, Uniforms & Facility Services, Wireless Services, Shipping, Office Supplies and much more! As a WISA member you already have access to these valuable programs online or by phone. Simply log into [wiesa.org](http://wiesa.org), and click Member benefits to access your unique dashboard and browse all the available opportunities! Please note that you must be a current WISA member in good standing to access these great savings.

**\*\*new exclusive 10% savings through Ace Hardware (some exclusions apply) and save up to 73% on specially priced key items at Batteries Plus Bulbs!**

Not a member yet? Visit us at [wiesa.org](http://wiesa.org) and fill out an application! It's easy, applications can now be submitted online. Memberships as low as \$270/year. If you have any questions, please contact Nicole at [executive.director@wiesa.org](mailto:executive.director@wiesa.org) or (414) 459-3260 to set up a call with one of our Membership experts.

## IMPORTANT TAX INCENTIVES & PPP LOAN FORGIVENESS REMINDERS

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For months, members have worked hard to do what's best for their businesses and their people by pursuing forgivable PPP loans. With the SBA loan forgiveness application <https://home.treasury.gov/system/files/136/3245-0407-SBA-Form-3508-PPP-Forgiveness-Application.pdf>, it's important to also remember that your forgivable loan isn't your only recourse. There are significant tax-payment deferrals, cash refunds, and credits available from the IRS that can also help mitigate the impact of COVID-19.

As the updated tax deadline of July 15th approaches, now is the time to take a step back to broaden the focus and take a look at the provisions that could help at tax time. It's our hope that the checklist below – combined with some basic guidance on your PPP loan forgiveness – will help you can continue to move forward with confidence.

## IMPORTANT UPDATE (6/20/2020): THE PPP FLEXIBILITY ACT OF 2020

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In addition to the tax incentives and reminders below, you should also be aware of the newly released Paycheck Protection Program Flexibility Act, signed into law June 5, 2020. This act amends the Paycheck Protection Program to give borrowers greater freedom on how and when loan funds are spent, while retaining the possibility of full forgiveness. For more guidance on loan forgiveness, see below.

Key changes instituted by the Paycheck Protection Program Flexibility Act

- Provides 24 weeks to spend loan proceeds, an increase from 8 weeks
- Drops mandatory payroll spending from 75% to 60%
- Two exceptions allow borrowers to obtain full forgiveness without fully restoring their workforce. These include: the inability to find qualified employees and the inability to restore operations to Feb. 15, 2020 levels.
- Time to pay off the loan has been extended from 2 years to 5 years
- The act now allows businesses to delay paying payroll taxes, even if you took a PPP loan.
- Reminder: the June 30, 2020 application deadline for a PPP loan has not changed

Access the full text of the act at <https://www.congress.gov/bill/116th-congress/house-bill/7010/text>

## 2020 YOUTH SCHOLARSHIP AWARD WINNERS

WISA had the honor, and privilege, to award two outstanding high school seniors with a \$1500 scholarship award to help further their college education. A winner was chosen from both our Police and Fire Department categories. Each year, WISA receives dozens of outstanding scholarship applications. The scholarship submissions are reviewed by WISA past presidents and are scored based on their GPA, SAT and/or ACT scores, essays, community service and extra curricular activities. This year we had no shortage of outstanding young adults apply. This years winners excelled in all 5 categories! Congratulations to both of our 2020 Youth Scholarship Winners!

Hannah Wenzel is a recent graduate of Wauwatosa East High School. Hannah plans to attend St Norbert College this fall where she will pursue a degree in Biology and German. During high school, Hannah consistently made the honor roll and she graduated as one of the valedictorians of her class. Hannah has worked at her karate school, National Karate, for nearly three years where she teaches karate as a black belt herself. She also plays the violin and speaks fluent German. Hannah's lovely family consists of her parents, Matt and Janette, and their dog Lucy. Matt is a police officer in the city of Milwaukee where he has been working for 23 years, and Jan is a K4 teacher in the Wauwatosa school district where she has been for 26 years. Hannah and her family would like to express their extreme gratitude to the Wisconsin Security Association for being selected as one of this year's scholarship recipients and looks forward to the next adventure in Hannah's life.



*Hannah Wenzel*  
*2020 WISA Police Dept Youth Scholarship Winner*



*Courtney Isselmann*  
*2020 WISA Fire Department Youth Scholarship Winner*

Courtney Isselmann is a 2020 Graduate of Roncalli High School located in Manitowoc Wisconsin and graduated with honors. Courtney is the daughter of Eric and Carla Isselmann and they reside in two Rivers Wisconsin where her father, Eric, is a veteran of the Two Rivers Fire Department. In her free time, she enjoys spending time outdoors hunting with her dad, fishing with her friends, or hiking with her dog. She also likes to take pictures, read, and spend time at the beach, swimming and kayaking during the summer. Courtney will be attending Marquette University this fall and will major in Biomedical Science and she is also interested in psychology and would like to one day become a pediatrician or specialize in another area in the medical field where she can help kids.

With the help of outstanding people and companies throughout our industry, we are able to award deserving young adults with these scholarships. Since 2010, WISA has been able to award over \$31,000 in scholarships! Thank you for being part of a great industry! When you are visiting police and fire departments throughout the year, make sure to mention WISA's Youth Scholarship program and have them spread the word. Our top winner Hannah, was also submitted to ESA for a chance to compete for the national ESA Scholarship.



## THE CHAD BICKLER MEMORIAL GOLF OUTING

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### **Sept 17** Silver Springs Golf Course

N56 W21318 Silver Spring Dr., Menomonee Falls, 53051

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9:30 to 11:15 Registration  
11:00 to 11:30 Lunch  
11:30 Shotgun Start  
4:00 to 8:00 Cocktails  
5:00 to 6:30 Dinner  
6:30 to 8:00 Awards, Prizes, and Raffles

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\$145	Individual Player Rate
\$550	Sponsored Foursomes

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### SPONSORSHIP OPPORTUNITIES

- **Title Sponsor \$1800** Three months of marketing with company name and logo, (2) foursomes, event signage, hole signs, banners, tee boxes & carts, sponsored hole, display table at event, company executive to MC award ceremony
- **Sponsored Foursome \$550** Name on carts, recognition as lunch sponsor, golf for 4
- **Hole-In-One \$400** Signage on hole
- **Hole sponsor \$225** Signage at hole
- **Hole events sponsor \$150** Signage at event hole
  - Longest drive - men
  - Longest drive - women
  - Longest putt
  - Closest to cup from fairway

All signage includes a streaming list of logos on the TV's in the the Club House

For more information, or to sign up, please visit our website at <https://wiesa.org/event/2020-annual-golf-outing/#tribe-tickets>

## ADVANCED INTRUSION SYSTEMS CLASS



### **Aug 27-28** Virtual Training

8a-5p Thurs-Fri

\$395 WISA Members  
\$545 Non-Members

#### **Up to 16 CEUs**

Sign up online @ <https://wiesa.org/event/advanced-intrusion-systems-august-27-28-2020/>

### **DESCRIPTION**

This 16-hour course, is an advanced look at the design and installation of intrusion systems. Students learn how to select and install proper equipment in a variety of intrusion system applications.

The course provides basic electronics instruction and how it pertains to system design, component selection and troubleshooting, as well as information on system testing, commissioning and project management.

### **KNOWLEDGE AND SKILLS**

Select and apply sensors, control panels and communication devices to provide effective intrusion detection.

Take technical knowledge and skills in intrusion detection to the next level, qualifying students for valuable advanced credentials.

### **WHO SHOULD ATTEND**

Technical staff (installation, service, and maintenance), sales personnel, business owners, law enforcement, fire service, code officials, anyone seeking an advanced understanding of intrusion systems.

### **SUBJECT AREAS**

- |  |                                |                                 |   |
|--|--------------------------------|---------------------------------|---|
| • Practical application of electronics | • Input and output             | • Practical Sensor Applications | • Overview of project management concepts       |
| • Practical application of controls    | • Networking                   | • Communications                | • Residential and commercial sensor application |
| • System power                         | • Advanced systems and devices | • Testing and commissioning     |   |



## CERTIFIED ALARM TECHNICIAN LEVEL 1



### **Oct 14-16** Virtual Training

8a-5p Wed-Fri

\$395 WISA Members  
\$545 Non-Members

#### **Up to 24 CEUs**

Sign up online @ <https://wiesa.org/event/certified-alarm-technician-level-i-october-14-october-16-2020/>

### DESCRIPTION

This 24-hour foundational course, followed by an exam, provides students with an understanding of the industry and their role within it and provides the essential knowledge and skills for all forms of electronic security: intrusion detection, fire detection, video surveillance and access control. Level I trained professionals perform higher quality work more efficiently leading to greater productivity and higher profits for employers.

### KNOWLEDGE AND SKILLS

- Plan for and initiate a successful installation, while being able to tailor it to commercial or residential applications
- Act responsibly and safely while on the job
- Communicate effectively with customers and others in the industry
- Understand the importance of codes and standards and how to locate and apply them
- Define basic installation procedures and compare the underlying technology behind the various security system tools and equipment
- Pursue advanced and specialized training that can lead to enhanced profits and increased compensation for the student credential holder

## FIRE ALARM INSTALLATION METHODS



### **Dec 3-4** Virtual Training

8a-5p Thurs-Fri

\$395 WISA Members  
\$545 Non-Members

#### **Up to 16 CEUs**

Sign up online @ <https://wiesa.org/event/fire-alarm-installation-methods-certification-dec-3-4-2020/>

### DESCRIPTION

This 16-hour course, provides broad training in proper installation and service requirements for commercial and household fire alarm systems based on NFPA and ICC codes. NFPA requires fire inspection and testing personnel to be knowledgeable and trained, and service personnel be qualified and experienced. Students will learn the information needed for professionals to become familiar with fire alarm system requirements necessary to gain certification and prove competence.

### KNOWLEDGE AND SKILLS

- Install and maintain fire alarm systems that comply with NFPA 72 and NFPA 70
- Properly service and maintain fire alarm systems

## WISA MEMBERS

David Wiggert	A-1 Fire Protection	La Crosse	(608) 785-7012
Tim Gray	AA Security	Franklin	(414) 303-3823
Andrew Berklund	Able Security	Milwaukee	(414) 453-4340
Gary Talma	ADT	Brookfield	(262) 649-7339
Bob Bonifas	Alarm Detection Systems	Aurora, IL	(630) 844-5398
William Young	ASI Security, Inc	Verona	(608) 239-7590
William Coutant	Associated Technical Services Inc	Milwaukee	(414) 476-4200
Jason Brown	Barrier Security Systems LLC	Neenah	(920) 886-1430
Michael Egan	Bonfide Safe & Lock	Brookfield	(262) 790-9400
Jim Majeski	Boss Lock & Security LLC	New Franken	(920) 619-2540
Dorian Kruse	Capital Fire & Security	Madison	(608) 442-8777
Mark Strunsee	Centec Security Systems	Waukesha	(262) 549-6000
Chris Utter	Central 1 Security	New Berlin	(262) 783-7500
Dave Grebetz	Clear Com Inc.	Caledonia	(262) 898-2020
Gene Genal	Cornerstone Security	Wauwatosa	(414) 607-6990
Josh Weigand	Dean's Security Service	Sparta	(608) 633-7968
Phil Hill	Diversified Security Solutions, LLC	Racine	(262) 893-8873
Larry Madsen	Door Guard Security	Sturgeon Bay	(920) 743-7573
Brian Bautz	Engineered Security Solutions Inc.	New Berlin	(262) 780-9770
Douglas Fearing	Fearing's Audio Video Security	Madison	(608) 443-2595
Tim Fleming	Fleming's Fire 1 Inc.	Oconomowoc	(262) 966-7633
Peter Kotsakis	Global SS Security LLC	Brown Deer	(262) 820-0600
Mike Horgan	H&S Protection Systems Inc	Stevens Point	(715) 344-0727
Matt Hunter	Hunter Security & Surveillance Systems	Greenville	(920) 202-3607
Robert Werner	Integrated Security Solutions Inc	Cottage Grove	(608) 839-3174
Jeff Beckmann	J&K Security Solutions	Madison	(608) 255-5799
Leroy Lasky	Johnson Controls Security Solutions	Brookfield	(262) 792-1222
Josh Sohn	JSM Secure Inc	Sheboygan Falls	(920) 467-7550
Scott Lacko	Kozar Technologies LLC	Eagle River	(715) 479-1110
Rob Russell	La Force	Green Bay	(920) 497-7100
Scott Wildenberg	Lappen Security Products, Inc.	Little Chute	(920) 734-3027
Cory Peters	Martin Systems	Green Bay	(920) 432-2169
Mark Mangold	Northern Telephone & Data	Oshkosh	(920) 426-9192
	Per Mar Security Services	Fitchburg	(608) 238-9295
Kelli Monahan	Rapid Response Monitoring	Syracuse	(855) 326-3090
Scott Suchomel	Securitel, LLC	Combined Locks	(920) 419-3646
Randy Jack	Sentinel Security LLC	Little Chute	(920) 687-8838
Dennis Wilsey	Signal Systems Inc	La Crosse	(608) 784-1557
Mike Dickmann	Stanley Convergent Security Solutions	Waukesha	(262) 521-3900
Richard Turbin	Statewide Security Systems Inc.	Elm Grove	(262) 786-2355
Liza Meetz	Suburban Electrical Engineers	Appleton	(920) 739-5156
David Fontecchio	TECC Security Systems Inc.	Appleton	(920) 969-9901
	Time Warner Cable	Charlotte, NC	
Harry Gordee	Tru-Lock & Security Inc.	Eau Claire	(715) 835-1540
Jamie Ehmer	USA Fire Protection Inc.	New Berlin	(262) 782-3311
Rick Stevens	WH International Response Center	Rockford, MN	(763) 477-3000

## WISA ASSOCIATE MEMBERS

Jason Guerrero	Accutech Security	(414) 423-1088
Darren Mueller	ADI	(262) 781-1660
Ed Arseneau	AES Corporation	(612) 799-9924
Jeff Herdman	Alarm Central, LLC	(877) 532-1555
Brandon Dobratz	Alarm Products Distributors	(651) 647-0234
J.R. Andrews	Altronix	(718) 567-8181
Richard Tare	Anixter	(847) 450-8752
Matt Kjin	Axis Communications	(608) 444-5968
Cindy Bracey	Bosch Security Systems, Inc.	(800) 289-0096
Paul Turner	Brivo	(414) 587-7655
David Koenig	Capital Lock, Inc.	(608) 256-5625
Chris Johnson	Cassidy Technologies	(612) 333-0646
Brian C Randall	Davis & Kuelthau, S.C.	(414) 276-0200
Derek Ottman	Digital Monitoring Products	(417) 773-7198
Jason West	Digital Watchdog	(815) 209-6113
Jim Welch	DSC	(630) 715-5358
Kevin Lehan	Emergency 24	(262) 641-2003
Philip Knight	Graybar	(608) 443-3837
Richard Hsueh	Hikvision USA	(630) 379-6888
Mike Keegan	Magnasphere Corporation	(262) 347-0711
James Pralle	March Networks	(701) 566-4253
Shawn Smith	Midwest Patrol & Investigative	(608) 243-7946
Bob O'Shell	NAPCO Security Systems	(800) 645-9445
David Owen	OCOM Sales	(815) 298-4990
Nikki Kwapil	Parallel Solutions, LLC	(262) 844-1201
Chris Folise	Resideo	(630) 917-5407
Brandon Heck	Salient Systems	(512) 617-4800
Karyn Mueller	Securitas Security Services USA	(414) 329-2365
Kevin Mcenery	Security Equipment Supply	(262) 717-0296
David Nalezny	Synergy Marketing Consultants	(763) 222-3450
Ron Thao	Vicon Industries Inc	(414) 391-4361

## WISA OFFICERS & COMMITTEE CHAIRS

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### BOARD DIRECTORS

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<b>President</b>	<b>Bill Flesch</b> (262) 794-4903
<b>Vice President</b>	<b>Tom Kenderish</b> (414) 722-8129
<b>Secretary</b>	<b>Tom Kenderish</b> (414) 722-8129
<b>Treasurer</b>	<b>Leroy Lasky</b> (414) 406-0681
<b>Membership Chairs</b>	<b>Brandon Dobratz</b> (763) 218-8999
	<b>Steve Garritson</b> (262) 574-7777
<b>Member-At-Large</b>	<b>Steve Garritson</b> (262) 574-7777
<b>Associate Member-At-Large</b>	<b>Brandon Dobratz</b> (763) 218-8999
<b>Immediate Past President</b>	<b>Stuart Brehm</b> (920) 915-4574

### COMMITTEES

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<b>Education &amp; Training</b>	<b>Paul Turner</b> (414) 587-7655
<b>Alarm Response Management</b>	<b>Stuart Brehm</b> (920) 915-4574
<b>Marketing &amp; Outreach</b>	<b>Dennis Snider</b> (262) 780-9770
<b>Scholarship Program</b>	<b>Nicole Szopinski</b> (414) 459-3260
<b>Awards</b>	<b>Stuart Brehm</b> (920) 915-4574
<b>Executive Director</b>	<b>Nicole Szopinski</b> (414) 459-3260

### WISA LIFETIME MEMBERS

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<b>Andy Paul Islo</b>	<b>Dave Koenig</b>
<b>John Papador</b>	<b>Don McInnes</b>
<b>Robert Kerman</b>	<b>Jerry Antoon</b>
<b>Bob Wolf</b>	<b>Mike Horgan</b>
<b>John Ruminski</b>	<b>Jean Novy</b>
<b>Terri Kerman</b>	<b>Chris Utter</b>
<b>David Kopan</b>	

## WISA TAKES CLASSES VIRTUAL

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WISA's experienced trainers will be training virtually! The Wisconsin Security Association held their first virtual class July 8-9 and training went off without a hitch! We will be offering our remaining 2020 classes and the Day of CEU's virtually for the safety of attendees and trainers. Classes can be taken from the comfort of your home or office and you will be able to interact with instructors and classmates in real time!

With the flexibility of virtual training, we are able to tailor classes to your group if needed! Contact Nicole for details @ [info@wiesa.org](mailto:info@wiesa.org) !

## NATIONAL EVENTS MOVED TO VIRTUAL CONFERENCES

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GSX+ Global Security Exchange Plus September 21 - September 25

ISC WEST, Moves Online to a Virtual Conference October 5 - October 8

Please visit [wiesa.org/calendar/](https://wiesa.org/calendar/) for the most up to date information.

**Log into [wiesa.org](https://wiesa.org) and click on the **Members Benefits** section  
to receive up to a **25% discount** on training**


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The purpose of the Wisconsin Security Association is to promote the interest of the electronic protection and alarm system industry. The WISA informs the public of services performed by the industry.

It facilitates communication among those engaged in the sale and installation of alarm detection and supervisory systems by providing a forum for the discussion of ideas and problems.

The Wisconsin Security Association encourages the enactment of legislation beneficial to the electronic alarm system industry and the public interest. Of utmost importance to the Association is the promotion of professionalism.

## CONTACT WISA

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Contact Nicole Szopinski for Membership Information or to advertise in this publication.

### Executive Director

**Nicole Szopinski**  
(414) 459-3260  
[info@wiesa.org](mailto:info@wiesa.org)

### WISA

**P.O. Box 28882**  
**Greenfield, WI 53228**

Be sure to visit us at [WIESA.org](http://WIESA.org)

**WATCH YOUR INBOX**  
FOR INFO ON UPCOMING CLASSES, MEETINGS, AND EVENTS