

MISC\_PT011997-98  
SESSION  
COMMITTEE HEARING  
RECORDS

Committee Name:

Senate Committee on  
Business, Economic  
Development and Urban  
Affairs (SC-BEDUA)

Sample:

Record of Comm. Proceedings ... RCP

- 05hrAC-EdR\_RCP\_pt01a
- 05hrAC-EdR\_RCP\_pt01b
- 05hrAC-EdR\_RCP\_pt02

- Appointments ... Appt
- \*\*
  
- Clearinghouse Rules ... CRule
- \*\*
  
- Committee Hearings ... CH
- \*\*
  
- Committee Reports ... CR
- \*\*
  
- Executive Sessions ... ES
- \*\*
  
- Hearing Records ... HR
- \*\*
  
- Miscellaneous ... Misc
- 97hrSC-BEDUA\_Misc\_pt03
  
- Record of Comm. Proceedings ... RCP
- \*\*



STATE REPRESENTATIVE  
**CHUCK SCHAFER**  
68TH ASSEMBLY DISTRICT

**AB 874 Testimony to the Senate Committee on Business,  
Economic Development and Urban Affairs**

Thank you Chairman Drzewiecki and members of the committee for allowing me to testify in favor of Assembly Bill 874, an initiative that will help more senior citizens and disabled individuals meet their housing and long-term care needs.

Under current law, the Department of Health and Family Services is authorized to approve for financing by the Wisconsin Housing and Economic Development Authority (WHEDA) any residential facility, developed by a sponsor, if the residential facility will help meet the housing needs of elderly, disabled persons, children with long-term care needs, homeless persons and victims of domestic abuse. Sponsors are defined to mean DHFS, county departments, county commissions on aging, and other entities that meet criteria of WHEDA.

Assembly Bill 874 expands the definition of sponsor to include for-profit entities that are engaged in providing medical care or residential care or services. Simply put, this measure would allow more hospitals, nursing homes and community-based residential facilities to receive financing from WHEDA.

This pro-active legislation will help more children, disabled people, homeless individuals, and victims of domestic abuse get the care they deserve. In addition, AB 874 ensures that the growing numbers of elderly in our state will be afforded every opportunity to get the long-term care they deserve. Statistics from the Department of Health and Family Services show that the fastest growing segment of Wisconsin's population are those over the age of 85. Instead of forcing our seniors into nursing home facilities when they may only require limited care, we can be sure they are getting the care they need through an assisted living facility.



**WISCONSIN  
REALTORS®  
ASSOCIATION**

4801 Forest Run Road, Suite 201  
Madison, Wisconsin 53704-7337  
608-241-2047 • in WI 1-800-279-1972  
Fax 608-241-2901 • E-mail [wra@wra.org](mailto:wra@wra.org)  
URL <http://www.wra.org>

DAVE STARK, GRI, President

WILLIAM MALKASIAN, CAE, Executive Vice President

TO: All State Senators

FROM: Michael Theo  
Vice President for Public Affairs

DATE: April 22, 1998

RE: Assembly Bill 46 - Fair Housing Law Revisions

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The Wisconsin REALTORS Association (WRA) strongly supports AB 46 - a bill to update Wisconsin's fair housing laws regarding elderly housing to comply with recent changes passed by Congress and signed by President Clinton. This legislation passed the Assembly Housing Committee 9-0 and the full Assembly on a voice vote.

#### **Background**

The 1988 Federal Fair Housing Amendments exempted certain housing for older persons from the provisions prohibiting discrimination on the basis of familial status. Housing meeting that exemption may legally exclude families with children. The intent of the law is to recognize the special needs and desires of elderly renters and homeowners.

Under the 1988 Amendments, housing for older persons must meet the criteria in one of three housing categories in order to qualify for the exemption. One category is housing intended and operated for occupancy by persons 55 years of age and older, provided the following criteria be satisfied: at least 80% of the units are occupied by at least one person who is 55 years old or older; the facility publishes and adheres to policies and procedures that demonstrate the owner's intent the housing is for elderly persons and there exists significant facilities and services designed especially to meet the physical and social needs of older persons.

#### **The New Federal Law**

In December, 1995, President Clinton signed the Older Persons Act of 1995 (HR 660) into law. The law amends the Fair Housing Act by deleting the requirement that housing for older persons provide significant facilities and services specifically designed to meet the physical and social needs of older persons. This requirement had proven difficult to define for the elderly, housing providers, and HUD. Recognizing these difficulties, HUD made several attempts to define those services and facilities which would satisfy the law's requirement, but widespread dissatisfaction with HUD's definitions and rules led to the passage of the new law.

All Senators re: AB 46

Page 2

The new federal law also made several other changes regarding verification of elder occupants and limits on liability for owners trying to comply with the law. Exempt housing must now comply with rules promulgated by DILJD for verification of occupancy. Further, the new law provides that a person who relies upon representations indicating that the property qualifies for the exemption is not liable for monetary damages if they show a good faith effort to comply with the law. To prove good faith, an owner or broker must demonstrate, (a) they had no actual knowledge that the housing was not, or would not be, eligible for the exemption, and (b) that the owner stated formally in writing that the housing complied with the requirements of the exemption. This is important for a real estate broker, or a unit owner in a complex, who must rely upon the accuracy of the occupancy verification documentation, despite not having a personal opportunity to verify it's accuracy.

### **Wisconsin Law**

Wisconsin is among the many states who patterned their fair housing laws to mirror the federal Fair Housing Act prior to the enactment of the new changes. Therefore, Wisconsin law today continues to require that housing have "significant facilities and services" in order to qualify for the 55 and older exemption.

### **Impact of AB 46**

AB 46 will simply bring Wisconsin law into compliance with these new federal changes. Passage of this legislation is important so that our elderly can enjoy the full range of housing options allowed under the new federal law. Moreover, identical state and federal law will assist property owners, managers and developers in understanding and complying with elderly housing laws.

We strongly encourage your support for AB 46.



402 W. Wilson Street  
P.O. Box 7158  
Madison, WI 53707-7158

## MEMORANDUM

**To:** Members of the Senate Committee on Business, Economic Development, and Urban Affairs

**From:** *Real Property, Probate and Trust Law & Construction and Public Contract Law Sections* of the State Bar of Wisconsin

**Date:** April 23, 1998

**Re:** Senate Bill 369 – real estate broker's commission lien

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Senate Bill 369 establishes a real estate broker's commission lien when a real estate broker is not paid for services provided in commercial transactions. Both the Real Property, Probate and Trust Law Section and the Construction and Public Contract Law Section oppose the precedent set by SB 369.

The main concerns over SB 369 are two-fold. One, it provides no protection for the unknowing third party (either buyer or lender) in these transactions and two, it establishes a lien right for individuals who make no physical "improvement" to real property.

First, SB 369 poses serious problems for the unknowing third party buyer or lender. Under SB 369, a real estate broker obtains a lien by simply providing a notice of intent to file a lien to the person who owes the commission or compensation. However, until a lien is "perfected" (ie: valid and enforceable), there is no requirement that any other individual be made aware that a lien right exists. [A lien is "perfected" under SB 369 by filing it with the Register of Deeds office in that county.] SB 369 makes no requirements that the real estate broker file anything of record before the innocent third party is bound to purchase the property.

In simple terms, this means that a real estate broker is entitled to a type of "hidden lien" on real property which an unwary lender or purchaser may never know exists and, consequently, they are not given any protection from the lien prior to purchasing commercial property.

Second, SB 369 gives lien rights to individuals who do not provide actual physical "improvement" to real property. Of particular concern is the fact that in certain instances the broker's lien will have priority over other liens (eg: construction liens) where there *has* been actual physical improvement.



**SB 369 Memo**  
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The definition of "improvement" is an important factor when discussing SB 369. The term "improvement" is defined under s. 779.01(2)(a) to read:

...any building, structure, erection, fixture, demolition, alteration, excavation, filling, grading, tiling, planting, clearing or landscaping which is built, erected, made or done on or to the land for its permanent benefit.

The purpose of putting this specific definition in Chapter 779 is so that those individuals (eg: laborers, material suppliers) who provide improvements to real property have a means of recourse when they are not paid. A lien is necessitated by the fact that their work cannot be taken back because it has become a part of the real property. The construction lien allows these individuals to have an interest in the property until they have secured payment for their work.

For the above-mentioned reasons, the Real Property, Probate and Trust Law Section and Construction and Public Contract Law Section of the State Bar of Wisconsin urge you to oppose SB 369 and the precedent it will set.

*If you need additional information, please contact Jenny Boese at the State Bar at 608-250-6045.*



To: Persons interested in Senate Bill 369, real estate broker's  
commission lien

From: Wisconsin Land Title Association - ad hoc committee of Title  
Insurance Underwriters and Legislative Committee Members.

Date: March 12, 1998

WLTA's has no position on general policy considerations. Rather, its purpose is to present suggestions for revision of the bill, which would allow for prudent title examiners and insurers to routinely clear title for commercial real estate transactions, so as to avoid delays, in the closing of such transactions, due to this new lien. We recognize that the creation of a new lien is cause for a great deal of study and we expect that there will be numerous comments by many associations and persons before such a bill can be enacted into law, just as WLTA will probably have further comments.

Comments on the current bill, re-drafted on or about March 1, 1998

(1) Definitions: it is unclear as to why "financial institution" is defined, as the term is not used anywhere in the bill.

(2) Lien (a) there must be a clarification as to when the broker has "earned a commission".

Lien (c) a lien is awarded for "management" however, that is not the business of a "broker" as defined under Ch. 452, and only a "broker" is entitled to a lien. So, there is a conflict, and the question is whether there is intent to give someone, whether a broker or not, a lien for management of a property, as opposed to finding a tenant.

(3) Notice of Intent: we propose that this section be eliminated entirely. There is no purpose served by having two recordings; that is, both a "notice of intent" and a "notice of lien". Perfection can be accomplished by one recording of a "notice of lien rights."

Office of the President

Marv Ripp

3330 University Ave, 2nd Floor, P.O. Box 5512, Madison, WI 53705-5512

Phone: 608-236-1300 WI WATS: 800-362-8205 NAT'L WATS: 800-356-9136

FAX 608-236-1320

(4) Perfection of Lien: Liens can be perfected by recording a notice of lien rights, in the Register of Deeds office. In many counties, there is a problem in finding such a lien notice as the broker, someone not in the chain of title, is the one filing it. So, the Register of Deeds, where there is not a tract index, will simply put the document under a "miscellaneous" index and the document will never be found. Therefore, we suggest that the bill mandate the Register of Deeds Offices in Wisconsin to set up a new index specifically for these new broker liens. That requirement is set out in proposed modifications of the construction lien law, that are currently being worked on by the State Bar Association. Again, it is crucial that the indexing situation be addressed in any new lien law.

The current draft of SB369 has a requirement for a 30 day notice. We suggest that this requirement be extended to any purchaser for valuable consideration, who does not have actual notice. The exact language is not being suggested here, but we believe that the crucial issues are: 1. that there be some advance warning to purchasers, and 30 days is a good time frame as in a few situations the Register of Deeds office may be behind in it's indexing by as much as 30 days, and, 2. if the broker gives actual notice to the buyer, the broker should not be bound by the 30 days. The broker should have the burden of proving that actual notice was given, and the date of a mailing should not be the effective date of notice.

It should also be provided that if a purchaser takes free of the lien, then successors in interest to the purchaser should also take free of the lien. That would include persons who inherit the property, and instances where the purchaser transfers the property to a family corporation, Limited Liability Company, etc.

2. (a) again, it must be clarified as to when a broker has earned a commission.

In no event should the broker lien relate back to the time of earning a commission; that is, the effective date of the lien can not be prior to the recording date.

2. (b) the name of the owner, as of the date of recording, must be shown on the lien notice, and the name of the buyer must also be shown, as the intent of the broker's lien is to give credit for a specific transaction. Again, a specific indexing system needs to be established for these new liens.

(b) 4. The amount of the lien should be the amount of the commission in the event of a seller or buyer agreement, and, in the event of a leasing agreement, the amount of commissions due and payable on the date of recording. There should be no room for interpretation that future earnings can relate back to the date of recording. (this clarification should replace the language contained in (4)(d) of SB369, which contains reference to commissions earned after the date of "filing".)

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WLTA/SB369  
March 12, 1998

(5) Priority: the only mention as to priority should be that this lien would never have priority over a mortgage. Given the size of lending institutions, it is not practical to speak in terms of giving notice, of broker lien rights, to a lender.

(7) Enforcement; (8) Satisfaction; (9) Extinguishment  
various provisions can be added to eliminate doubt for purchasers as well as parties to listing or leasing agreements:

- there should be a paragraph pertaining to "waivers" of this new lien, similar to the waiver of construction liens under Wis. Stats. 779.05(1).
- satisfactions/releases should be recorded in the Register of Deeds office (SB369 calls for filing in Clerk of Courts)
- there should be a shorter time within which to start an action to enforce the lien, perhaps as little as sixty (60) days. The two year limit, as set out in the construction lien statute, is not in keeping with the fast turnover of properties in the 21st Century. The sixty days could run from the date of recording of the purchaser's deed.
- there should be a provision to file an undertaking, similar to that for construction liens, so that parties wishing to dispute the lien can transfer the property free and clear of the lien, while the broker has to protection of the undertaking.
- there should be a provision to allow the property to pass free and clear of the lien if the sale proceeds are insufficient to satisfy all existing liens, and pay the broker's claim. Otherwise, there will be situations where the broker's claim, as a practical matter, will gain priority over pre-existing liens.
- there should be a penalty for not satisfying the lien if it is paid, similar to 779.13.



DAVE STARK, GRI, President

WILLIAM MALKASIAN, CAE, Executive Vice President

TO: Members, Senate Business, Economic Development and  
Urban Affairs Committee

FROM: Michael Theo and Rick Staff

DATE: April 23, 1998

RE: Senate Bill 369 – Commercial Broker Liens

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The Wisconsin REALTORS Association strongly supports SB 369, legislation creating a lien on property for unpaid broker commissions in commercial real estate transactions.

### **Why is SB 369 Needed?**

SB 369 is necessary because commercial real estate commissions are almost universally earned and payable upon the conclusion of the transaction, with no progress or retainer payments being received along the way. After months or years of expending time, energy and out-of-pocket expenses to secure a buyer or tenant, the commercial broker is increasingly faced with an all or nothing situation when a client refuses to pay the agreed upon commission and/or suggests the broker take a lesser amount. Unfortunately this problem is becoming more common in situations where the proceeds from the sale do not cover all obligations or in a lease situation, when the property is sold yet a lease agreement remains in effect.

This legislation is not only about fairness, but it's about economic survival. It is not unusual for a commercial REALTOR to have one transaction in a period of six months or a year. SB 369 addresses instances where a broker attempts to collect payment for services already provided, but is unable to withhold any form of service as a means of obtaining payment. The legal process, being the only available remedy, fails frequently because of excessive time and burdensome costs.

SB 369 is intended to "level the playing field" for brokers by allowing them to file a lien on the property until such time as their commission is paid. The bill is limited to commercial transactions and only in situations where a valid contract is in effect. Based on input received last session, a great deal of care has been taken in this bill to address concerns raised by lenders and title companies regarding the priority of the lien, filing deadlines and procedures, treatment of agricultural land, and inclusion of lease and property management agreements.

SB 369 is similar to legislation adopted in a dozen other states where experience shows the mere existence of this law on the books has acted as a deterrent to such problems.

SB 369 is about economic development and fairness. It promotes economic development because commercial real estate and management represents the "front line" in local, regional, and state efforts to attract and maintain business enterprises, helping to create and retain jobs as well as provide substantial tax revenues. The bill promotes fairness by giving commercial brokers some measure of leverage to collect commissions they've earned pursuant to a valid contract, without the burdensome time and costs associated with protracted litigation.

**Amendment**

To address concerns raised by the title insurance, building contractor, and banking industries, (including the Wisconsin Bankers, Community Bankers, and Mortgage Bankers Associations), Senator Welch has drafted a senate amendment, which strengthens the bill and has our full support. The amendment accomplishes the following:

1. Requires brokers to record their intent to file a lien with the register of deeds 30 days before closing. This provision meets concerns raised by the title insurance industry regarding the ability to discover the potential lien during their title search.
2. Requires a broker to file an actual lien 3 days before closing. This provision meets concerns raised by the Bankers Association that a lien for a commission should be filed against the seller, not the buyer, since it is the seller who owes the broker commission.
3. Clarifies that this bill does not interfere with the existing construction lien law under Chapter 779. (This provision was recommended by the Associated Builders and Contractors and is consistent with the intent of the original legislation.)
4. Clarifies that a lien for a primary mortgage and liens that are filed or recorded before the broker commission lien, have priority over the broker's lien. (This provision was recommended by the Bankers Association and several individual banks.)

**Conclusion**

SB 369 as revised by Senator Welch's compromise amendment, represents a substantial amount of work to address the concerns raised by all interested parties while preserving the original legislative intent. We believe the bill is better as a result of those efforts and strongly encourage your support. Please feel free to contact us with any questions or comments.

*Monica L. Ceille, MS, RD, CD  
6281 Upper Parkway North  
Wauwatosa, Wisconsin 53213  
(414) 476-3089 Fax (414) 476-0299*

*May 11, 1998*

*The Honorable Senator Drzewiecki  
Wisconsin State Senate  
P.O. box 7882  
Madison, Wisconsin 53707-7882*

*Dear Senator Drzewiecki:*

*I have been nominated by Governor Thompson to serve another term on the Dietitians Affiliated Credentialing Board and I am willing to continue my commitment to serve the residents of the State of Wisconsin. Since this nomination was referred to the Committee on Business, Economic Development and Urban Affairs of which you are the Chair, I would like to take the time to introduce myself.*

*I am a practicing Registered Dietitian with over thirty years of experience. Since I view the field of dietetics as a profession, and not just a job, I am dedicated to dietetic excellence. As indicated in my resume, my work experience and active participation in various professional organizations are a reflection of my dietetic expertise and leadership ability.*

*I am available to meet with you prior to the hearing if you so desire.*

*Thank you for your consideration in this matter.*

*Sincerely,*



*Monica L. Ceille, MS, RD, CD*

**MONICA L. CEILLE, M.S. R.D. C.D.**  
**6281 UPPER PARKWAY NORTH**  
**WAUWATOSA, WISCONSIN 53213**  
**PHONE: (414) 476-3089 FAX: (414) 476-0299**

**PROFESSIONAL PROFILE**

**FOOD SERVICE DIRECTOR, THE VILLAGE AT MANOR PARK,  
WEST ALLIS, WISCONSIN 1994 - PRESENT**

*Responsible for multi site food service operation serving over seven hundred senior residents. Responsibilities include budget management, staff development, menu design, quality assurance, special function catering, vending, employee feeding, restaurant management, nutritional care management and community education. Supervision of over 95 food service employees and management of a three million dollar a year budget.*

**SKILLS**

- BUDGET MANAGEMENT
- STAFF DEVELOPMENT
- PURCHASING
- KITCHEN LAYOUT AND DESIGN
- ELDERLY NUTRITION
- EDUCATION AND TRAINING
- SPECIAL FUNCTION CATERING

**FOOD SERVICE DIRECTOR, MILWAUKEE PROTESTANT HOME  
MILWAUKEE, WISCONSIN 1978 -1994**

*Responsibilities included menu development, budget management, quality assurance, staff development, catering, vending, cafeteria management, nutritional care management and community education. Supervised over fifty food service employees and managed over a million dollar a year budget.*

**CONSULTANT DIETITIAN  
EXTENDED FACILITIES**

**ST. CAMILLUS, WAUWATOSA, WISCONSIN  
1972 -1974**

**HILLHAVEN CONVALESCENT CENTER  
1974 -1979**

*Responsibilities included advising food service managers on all aspects of food service. Conducted inservice training, completed patient care plans and diet instructions and served as an advisor to administration on issues related to food service.*

**INSTRUCTOR (PART TIME)**

**MILWAUKEE AREA TECHNICAL COLLEGE  
WEST ALLIS, WISCONSIN  
FOOD SERVICE SUPERVISION 1973-74**

**INSTRUCTOR (PART TIME)**

**CARDINAL STRITCH COLLEGE  
MILWAUKEE, WISCONSIN  
SCHOOL OF NURSING  
BASIC NUTRITION COURSE 1986**

**ADMINISTRATIVE DIETITIAN II  
CAFETERIA MANAGER  
1966-1971**

**MILWAUKEE COUNTY GENERAL HOSPITAL  
WAUWATOSA, WISCONSIN**

*Responsible for overall cafeteria food service functions, including budget management, menu development, marketing, food production, staff development, special function catering and training dietetic interns.*

**CLINICAL DIETITIAN I  
1965 -1966**

**MILWAUKEE COUNTY GENERAL HOSPITAL  
WAUWATOSA, WISCONSIN**

*Entry level position in clinical dietetics.*

#### **EDUCATION**

*Master of Science, Administrative Leadership - Adult Education  
University of Wisconsin Milwaukee, Milwaukee, Wisconsin*

*Dietetic Internship, University of Chicago, Chicago, Illinois*

*Bachelor of Arts in Dietetics, Cardinal Stritch College, Milwaukee, Wisconsin*

#### **PROFESSIONAL AFFILIATIONS**

*Governor Appointment to the Wisconsin Dietitian's Affiliated Credentialing Board*

*American Dietetic Association - Registered Member*

*Wisconsin Dietetic Association - Certified and Registered Member*

*Past Treasurer*

*Past Chairperson of Quality Assurance Committee*

*Past Chairperson of Legislative Committee*

*Past - Chairperson of Development Committee*

*Milwaukee Dietetic Association*

*Past President*

*Past Editor Dial a Dietitian Column, Milwaukee Journal*

*American Society of Healthcare Food Service Administrators - Wisconsin Chapter*

*Past Treasurer*

*Current Member of Board of Directors*

*Milwaukee Area Technical College*

*Member of Dietetic Technician/Dietary Manager Advisory Committee*

*Past Chairperson Dietary Manager Advisory Committee*

*Cardinal Stritch College, Milwaukee, Wisconsin*

*Past member Board of Directors*

May 12, 1998

Senator Gary Drzewiecki  
State Capitol  
PO Box 7882  
Madison, WI

Dear Senator Drzewiecki:

I have been notified that I have been nominated to the Examining Board of Architects, Landscape Architects, Professional Geologists, Professional Engineers, Designers and Land Surveyors. I realize that a hearing before your Senate Committee on Business, Economic Development and Urban Affairs will occur in the future. However, I thought I might just write to you and your committee members to introduce myself. My name is Dr. Lynda Farrar. I am an optometrist with offices in Monona and Oregon, Wisconsin. I also practice two days a week at Physicians Plus at 1 S. Park, Madison. I was on the Optometry Examining Board for 13 years nine of which I was chair. I learned a tremendous amount of knowledge during that time as our law changed and I was able to observe the complete process. I also found that I met many many extremely nice people--legislators, state employees, and optometrists.

Personally, I am married to an optometrist and we practice together with our partner Dr. David James. I have three grown children all graduated or are attending college in Wisconsin. I have been a Wisconsin resident my whole life growing up in LaValle, Wisconsin. In 1998, I was Wisconsin Optometrist of the Year. My history includes doing work on committees for the Oregon Chamber of Commerce, President of Oregon Preschool, Inc. for three years, bank director for ten years, board of trustees at church, Sunday School teacher, Youth Church Coordinator, and many philanthropic projects. Professionally, I belong to the Madison Area Optometric Society, Wisconsin Optometric Association, and American Optometric Association.

I look forward to being on the Examining Board to which I have been nominated and learning about their laws and profession. I feel being on an Examining Board is a serious undertaking and an honor. I also feel that the nominee must make a commitment to attend the meetings when accepting the position.

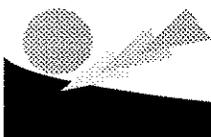
If you have further questions before the hearing, please feel free to contact me.

Sincerely,

*Lynda Farrar, OD*

Lynda Farrar, OD

cc Terri L. Deist



N L Sobczak Consulting ♦ 2509 N Humboldt ♦ Milwaukee WI 53212 ♦ 414-372-4787 phone ♦ 414-372-6192 fax

May 13, 1998

Gary Drzewcki  
State Senator  
State Capitol  
P.O. Box 7882  
Madison, WI 53707-7882

Dear Senator Drzewcki,

I am pleased to have been appointed by Governor Thompson to the Examining Board of Architects, Landscape Architects, Professional Geologists, Professional Engineers, Designers and Land Surveyors. It is my desire to work effectively and efficiently with the current board. My broad background as an educator, product planner, marketer, manager and entrepreneur will be of benefit to this committee and its mission.

Volunteerism is extremely important to me. I believe that everyone should give something back to the greater community. With the greater flexibility my current environment offers, this board seems like an excellent opportunity to serve and share my professional skills and experience.

If you have any questions or concerns, I would be more than happy to meet with you. I can be reached at 414-372-4787.

Sincerely,

Nancy Laning Sobczak

May 14, 1998

Senator Gary Drzewiecki  
Room LL3  
P.O. Box 7882  
Madison, WI 53707-7882

Dear Senator,

Following a phone conversation with your office, I am writing to give you some information about myself as I have recently been appointed by the Governor to the Board of Barbering and Cosmetology. I have just completed serving eight years on the Board of Nursing.

I have recently retired from my position as Coordinator of the Pre-Admission Department at Lakeland Medical Center in Elkhorn. This was a position which I was instrumental in creating which included setting up policies and procedures. Since the time of its inception I have shared my information with other hospitals who wished to set up a Pre-Admission Program. I was on the Board of Nursing during a time of great advances in the practice of nursing and the role of the nurses.

I would appreciate your support in my appointment to the Board of Barbering and Cosmetology as a Public Member. I look forward to accepting any challenges this new role may afford.

Sincerely,



Lorraine Norem  
Retired R.N.  
N6454 Cobb Road  
Elkhorn, WI 53121

(414) 742-2743

enc. 1

## RESUME

LORRAINE A NOREM  
N6454 Cobb Road  
Elkhorn, Wisconsin 53121

(414)742-2743 Home

Birthdate December 27, 1935  
Married William M. Norem  
Children Nancy K. Cook  
Daniel W. Norem

### EDUCATION

St. Luke's School of Nursing 1975  
Continuing Education Credits in Nursing 1975-1997  
Burlington High School - Honor Graduate 1953

### EMPLOYMENT

Lakeland Hospital - Elkhorn, Wisconsin  
R.N. - Pre-Admission Coordinator 1989-1998  
Staff Nurse - Post Surgery 1975-1989  
Water Safety Instructor and Program Chairman 1961-1975  
Bookkeeper - Jensen Accounting Service 1962-1972

### MEMBERSHIP

Congregational Church - Elkhorn, Wisconsin 1982-  
Financial Treasurer 1987-1997  
Ostomy Support Group - Co-Founder Local Group 1986-1992  
Elkhorn Women's Club (Philanthropy Group) 1997-

### PAST MEMBERSHIP

American Cancer Society - Board of Directors 1985-1993  
American Red Cross - Board of Directors 1970-1975  
National Ski Patrol 1969-1984

### HOBBIES AND INTERESTS

Family, Golf, Swimming Bridge and Skiing.



State Representative  
**Neal J. Kedzie**

43rd Assembly District

May 19, 1998

Senator Gary Drzewiecki, Chairman  
Committee on Business, Economic Development, and Urban Affairs  
119 MLK, Room LL3

Dear Senator Drzewiecki,

Recently, Governor Thompson nominated Lorraine Norem for appointment to the Barbering and Cosmetology Examining Board. I would like to offer my recommendation and support for Ms. Norem.

For the past eight years, Lorraine has served with integrity on the Board of Nursing. With her devotion to the profession of nursing and community service, Lorraine is an outstanding candidate and I strongly urge you to confirm her for this position.

Thank you for your time and consideration of this appointment. If you have any questions, please feel free to contact me at any time.

Sincerely,

A handwritten signature in cursive script that reads "Neal J. Kedzie".

**Representative Neal J. Kedzie**

cc: Committee Members  
Senator Carol Roessler  
Senator Alberta Darling  
Senator Gwendolynne Moore  
Senator Kimberly Plache

Lorraine Norem

NJK/dj