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BUILDERS EXCHANGE
QUARTERLY

INSIDE:

YOUTH IN CONSTRUCTION

**BUILDING MICHIGAN -
PROJECT PROFILES**

**EFFECTIVE PROJECT CLOSEOUT
SERIES BY LEE TEMPLIN**

SUMMER 2015

*A BENEFIT OF YOUR MEMBERSHIP TO THE
BUILDERS EXCHANGE OF MICHIGAN*

COVER PHOTO: MICHIGAN CONSTRUCTION CAREER DAYS



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Builders Exchange Quarterly News is published by the Builders Exchange of Michigan.

The Builders Exchange of Michigan is a MEMBER OWNED organization that was formed in 1885. Our primary mission is to provide news on construction activity in the State of Michigan. The Exchange is overseen by a board of directors elected from the membership.

Quarterly Distribution to:

- Architects
- Designers
- Owners
- Builders
- Developers
- Remodelers
- Trade contractors
- Suppliers

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Associations send your calendar information to:
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EXECUTIVE VICE PRESIDENT MESSAGE

There are many elements that are needed to make a construction project successful. To have a team that can come together and collaborate to ensure that the end result is a project that not only meets but exceeds the owner's expectations is the ultimate goal. This Quarterly issue is showcasing a few projects that have recently been completed by some of our members. Even though we can only highlight a few, we want to congratulate all of our members on the projects that have been completed.

We know that right now, the biggest challenge facing the construction industry is the lack of a skilled labor force. There have been many events, some of which we will highlight in this issue, that are happening throughout the State of Michigan to address this issue and let our youth know about and get them to consider careers in the construction industry. From hands on experience with heavy construction equipment to speaking one on one to experienced contractors, the construction industry is being promoted to the next generation of workers.

We are happy to feature a new series written by Lee Templin, Associate Professor at Ferris State University. This series will address construction project close out. We are thankful to have these great experts share their knowledge and hopefully give insight on different areas within the construction industry. As you read the third edition of the Builders Exchange Quarterly, we hope that you enjoy the articles and gain new insight to the commercial construction industry that we support.

Bart Austhof
Executive Vice-President

MEMBER SERVICES

Many of our members don't realize the potential marketing gold mine on the Builders Exchange website that is a part of their membership. The gold mine I am referring to is the online Buyers Guide. This guide not only lists each of our company members, it also gives them an opportunity to highlight every service their company has and every product that the company might sell or manufacture. The membership listing can show the company's website, logo and contact email. If anyone clicks on the website that is listed they will be sent to the home page of that company.

This member benefit is a marketing tool that is also utilized by other members as well as Architectural and Engineering firms and many owners. If a company needs a list of suppliers for boilers or needs to find a list of general contractors, mechanical contractors, demolition contractors or painting contractors, they turn to the Buyers Guide to find these companies.

Now is a great time to look at your listing. If your company hasn't taken advantage of showcasing all the products or services that it has to offer, make those changes today! Please email Amy@grbx.com and she will be happy to assist you in making the changes needed to market all that your company has to offer.

Elizabeth Bovard
Office Manager

MEMBER BENEFITS

Member Benefits:

- **The Construction News Bulletin** contains information about projects in the bidding stage as well as projects that have not yet been released for bidding.
- **Planroom on the Internet** allows members to view any blueprint, specification or addendum that we have received, as well as tracking jobs by specialty and obtaining information on awarded projects.
- **Physical Planroom in our office** contains drawings and specifications available for members use.
- **Term Life Insurance Benefit** quotes for our members at our Life Insurance benefit website.
- **Verizon Wireless Discount** up to 22% discount off Data Package, Free Activation, and 25% off accessories
- **SuperFleet Program** offers members 5¢ off per gallon at all Speedway, Marathon, Rich Oil, participating Pilot Travel Centers and 15% off at select Valvoline Instant Oil Change locations.
- **Health Insurance programs** offered to our members.
- **RS Means Construction** publications at a 25% discount to all members.
- **Endowed Scholarship** within the College of Technology's Construction and HVACR programs at Ferris State University.
- **Momentum Fleet Vehicle Sales** provides our members access to huge vehicle discounts through our Preferred Fleet Program.
- **Large Format Copier** available to scan color large format prints and photocopying of specifications.
- **Copy Service for a nominal fee.** These copies can be picked up at our office or delivered to yours.
- **The Annual Meeting** is held in December every year allowing the membership to assemble, socialize and meet the newly elected board of directors.
- **Golf League** plays at Scott Lake Golf course and concludes with a banquet in September.
- **Annual Golf Outing** is held in July each year and includes lunch and dinner served at the club house.
- **Sporting Clays Shoot-Out** event with 5-person teams competing in a 100 target Sporting Clays, Skeet and Trap shoot.
- **West Michigan Design & Construction Expo** is our annual trade show co-hosted with CSI.

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PROJECT PROFILE



CD BARNES
CONSTRUCTION

CWD Real Estate chose CD Barnes Construction as their Construction Management partner for a new outlet building located at the corner of Burton and Breton in Grand Rapids.

The project consisted of constructing a 24,840 square foot single story, slab-on-grade shell. Building features include terra cotta siding accents, masonry/brick features, aluminum storefronts and landscape features.

Prior to the completion of the outlet building, two retailers signed contracts with CWD for the new space; Lululemon Athletica and Evereve (formerly Hot Mama).



Lululemon Athletica was the first to chose CD Barnes as their Construction Manager to complete their 2,822 square foot tenant improvement. Store

attributes consist of seven dressing rooms, an employee break room with kitchenette, stock room, office and restroom. Unique to the property is an outdoor yoga garden for customers wishing to practice the skill.

After calling the Gaslight Village of East Grand Rapids home for the last seven years, Hot Mama outgrew their retail space. Due to the growing success of the brand, Hot Mama, the retailer opted for a new location and a new name. The company changed their name to Evereve and chose a brand new location in the Breton Village Mall. Similar to Lululemon Athletica, Evereve's build-out featured 2,877 square feet of retail floor space, seven dressing rooms, an employee break room, kitchenette, stock room, office and restrooms. The two month scheduled project was finished ahead of schedule.



Photos of Breton Village Shopping Center courtesy CD Barnes Construction



Building Michigan since 1939, Johnson Construction Co., Inc. has remained true to its pledge of quality, hard work, honesty, accurate scheduling and budget planning. A family-owned business now entering its fourth generation, these timeless values have been handed down from father to son and personify Johnson Construction. The company's area of expertise ranges from new construction to additions and renovations, coordinating and managing building projects for commercial and industrial use, as well as medical facilities and churches.

Over the past 76 years, Johnson Construction has constructed many Grand Rapids landmarks such as Kentwood Community Church, Bistro Bella Vita, Weller Manufacturing, and the East Leonard Medical Facility. The company approaches each project the same today as the day they were founded – build it right, on time and at the lowest possible cost. It's a simple strategy but one their clients appreciate.



Pennock Hospital



Hampton Inn

Some of Johnson's newest developments have been their extensive hospital renovations to Pennock Health Services in Hastings, Michigan. Since 2001, Johnson Construction has completed over 15 different medical suites and units, which have included the Emergency Department, ICU, and Administrative Suites. Currently, Johnson is constructing Pennock Health Services – Thornapple Valley Family Health Group, which offers some of the most innovative medical designs to date. The 5,000 square foot space is receiving complete renovations during which the suite has remained open while under construction.

The future outlook is bright for Johnson Construction, as many new and repeat clients have contacted them for upcoming projects. Johnson is currently working with a repeat client at Hampton Inn – Grand Rapids South, renovating 136 hotel rooms complete with new modern interiors. The 4-story 66,000 square foot space will be completed by summer 2015. Johnson Construction has proven to be a reputable business in the Grand Rapids area. They dedicate their time on every job to ensure the project is completed to the best of their ability. Honoring this pledge is integral to their success.



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Start Safe to Finish Strong! As a Health & Safety Consultant to the construction industry, I have investigated my share of accidents, injuries and even fatalities, which is the reason I am passionate about the need for developing a strong safety culture within organizations. As we all know, the regulatory environment has changed radically over the past few years, which has brought “safety” to the forefront of our construction conversations. While regulatory compliance may be challenging for some companies, it has been the catalyst for much-needed change. There has been a prevailing mentality in this industry of doing “just enough” to get by, which is typically the cause of most accidents, injuries and fatalities. This mentality also leads to a company finding itself in a reactionary position instead of a proactive position. In today’s world, being caught in a reactionary position can sink the ship, which is why safety must truly come first.

As we plan our projects (pre-con stages), it is imperative to start with a site-specific safety plan in order to ensure the project will finish strong, meaning: safe through completion, on-time, and under budget. We begin with safety because if we don’t have a safe project, nothing else matters. We also begin with safety because it is part of the quality control/quality assurance (QA/QC) process. Safety is above all construction processes performed because it has a moral component attached to it. All other processes are about profit and loss.

If we can truly cultivate a mentality of “safety-first” (most companies say safety is first, but does behavior and attitude actually reflect it?), then we can much easier manage our projects. Planning for safety from kickoff meetings through pre-installation meetings with each trade contractor will ensure several things: 1.) We provide a safe working environment for our employees and other contractors onsite, therefore avoiding the physical, emotional, and financial losses associated with accidents/injuries/fatalities, 2.) Budgets are not negatively affected by unanticipated costs relating to safety equipment, safety systems, required documentation from professionals such as professional engineers, “qualified” persons, consultants, etc., and 3.) Schedules are not negatively affected because we find ourselves in a reactionary position due to the lack of planning. Many times, a project that is not looked at from a “safety-first” standpoint will start strong, but finish in the red due to the aforementioned issues that stem from the lack of planning.

In conclusion, I would encourage all company owners and managers to think about these things in order to cultivate safe, quality, profitable projects that will ultimately lead to desirable future work. Many projects simply do not finish strong because they were not started from a “safety first” perspective.

Aileen Leipprandt

Hilger Hammond, Attorneys At Law



Crossing a finish line can be tough. It was reported that elite runner, Hyvon Ngetich, literally crawled the last two tenths of a mile to cross the finish line in the Austin Marathon on February 15, 2015. After leading most of the race, her body simply gave out. Instead of calling it quits, she crawled on her hands and knees to the end, taking third place with a time of 3:04:02.

Closing out a construction project is not that dramatic, nor should it be. As legal advisors to the construction industry, however, we often see relationships disintegrate at the final stages of the Project. What can you do to finish strong?

First, start well to finish well. Even before groundbreaking, prepare for close out by clearly defining responsibilities and deliverables in your contract. It’s easier to negotiate terms at the beginning of a project when relations are cordial, rather than the end when parties get sidetracked by unresolved claims. Clearly define Substantial and Final Completion and the relationship of those dates to warranty obligations, insurance requirements, liquidated damages and the statute of limitations. Specify when the Owner’s obligation for operation, maintenance, security,

insurance and utilities begins to avoid gaps in insurance coverage. Evaluate whether warranty and as-built requirements are commercially reasonable. Confirm the punch list procedure has sufficient controls so that the process does not get bogged down by endless additions. And, to minimize subcontractor claims, negotiate a reduction in retention as milestones are met.

Second, timely address claims to the extent you can. Deferred claims merely fester, derail close out and ultimately spawn calls to the legal team. Strive to neutralize claim language to avoid igniting emotion during the project.

Third, establish clear and efficient financial controls. You don’t want to chase missing lien waivers nor do you want to absorb trailing invoices that are too stale to present to upstream parties.

Fourth, don’t overlook the importance of comprehensive owner training on capital equipment. Proper handover of sophisticated systems can reduce callback and prevent damage to systems, thereby reducing warranty claims or contractor/design professional blame for operational challenges.

Fifth, carefully document all policies of insurance that apply to the project while the policy numbers, carriers, coverage limits and additional insureds are easily identifiable.

Finally, think creatively about solutions to end a difficult project on a high note. Diminish arm wrestling over whether work is truly defective by providing a warranty bond or extending the warranty. Do not overlook the reputational value gained through a smooth close out process. It’s not just first impressions that matter. Especially on construction projects, last impressions have a bigger and lingering impact. Just as Hyvon Ngetich’s heroic effort to cross the finish line in Austin, Texas left a lasting image of courage and perseverance, much can be gained when construction stakeholders focus not only on “when” a project should be completed, but also on “how.”

Randy Sherwood

Co-owner, Sales Performance Plus, LLC



How do you get prospects to truly want to hear what we have to say as salespeople? How do you make them curious enough to hear more? It’s the critical question that ALL salespeople struggle with, no matter what product or service they sell, what industry they’re in, or market they serve.

How do you keep from saying too much too soon...and sounding like a salesperson?!

Prospects will only have meaningful (back-and-forth) conversations with you if you somehow peek their interest in some fashion. To initially stimulate prospects’ interest and engage them in conversation, during a prospecting call or any other setting, you must be able to make them aware of and focus their attention on a meaningful and relevant challenge they face— a problem they are attempting to solve, a goal they’re attempting to reach, or an important issue they have yet to recognize. Also the problem or goal should be one that is efficiently, effectively, and uniquely addressed by your product or service. You must have meaningful, thought-provoking questions to ask—and it’s how and when you ask them that matters most.

In order to ask meaningful, relevant, and timely questions, you must not only be thoroughly knowledgeable about your product or service, but also about your prospects’ and customers’ industry trends, market conditions, competitive positioning, and regulatory requirements—anything that may affect how, when, where, or with whom they can do business. The more you understand the landscape in which your prospects and customers do business, the better you will be able to identify opportunities to serve them, and the more successful your prospecting conversations will be.

Many salespeople fall into the feature-and-benefit dump pattern during the prospecting call simply because it’s what they’re most familiar with. They don’t feel like doing the research. Considering the ease with which you can do an internet search to discover information about the companies you target, their executives, their industries, and their markets, there is really no excuse for not initiating a conversation between peers about a prospect’s likely business problem.

The element you use to connect during an initial conversation with a prospect doesn’t have to relate to a unique circumstance or event (such as new compliance regulations). It can relate to the means for either increasing efficiencies, revenues, and profits or decreasing inefficiencies and expenses.

Forget about features and benefits! Build your prospecting calls around relevant, appropriate questions that connect to some pain that you can remove from the prospect’s world. Then listen...Your prospecting ratios will improve dramatically.

Ken Jansen

Vice President, Lake Michigan Insurance Agency



When reviewing your business insurance, you may want to consider looking into a Professional Liability Policy. Construction contractors may employ or contract with companies or individuals that provide a service that require errors and omissions coverage. Professional and errors and omissions claims may be excluded from the General Liability Policy and are based on malpractice, errors or mistakes made when performing a variety of professional duties. Because the errors, omissions and mistakes are usually excluded in the general liability policy, you may want to consider this type of policy to cover your exposure and protect your business from in the event of a claim.

Also, check your policy for exclusion CG2294. If your business hires subcontractors to do work on your behalf and a claim arises, the CG2294 excludes coverage for your business. This exclusion can be avoided by buying back the coverage from the insurance company. By not addressing this exposure, you may be putting your business in jeopardy if a subcontractor you hire has a claim.

PROJECT PROFILE



Tanger Outlet Center
Byron Center, Michigan

Just west of US-131 on 84th

Street in Byron Center, Michigan, Rockford Construction is wrapping up the highly-anticipated Tanger Outlets Center. With one location in West Branch and one in Howell, the new 373,000-sq. ft. Byron Center outlet mall represents Tanger’s third Michigan location, but the first to reflect recent design improvements the retailer has made to newer outlet centers.

Designed by Dorksy + Yue International Architecture, the Byron Center Tanger Outlets will be comprised of 10 buildings with canopied storefronts, wide walkways, flower gardens, and benches a different concept than the Howell and West Branch locations, where stores occupy one building adjacent the main parking lot.

Sitting on 45 acres, the project will feature 80 stores including Nike, Brooks Brothers, Cole Haan, and Polo Ralph Lauren. It is

expected to bring more than 900 jobs to the local community, not including the more than 400 subcontractors and personnel Rockford Construction has had working to complete the project since it began in September of last year.



With this robust team, Rockford has managed the project schedule faster than the schedule originally called for. Initially scheduled to open in the fall of 2015, Tanger Outlets Center will be open to the public July 31 – just in time for back-to-school shopping.

YOUTH IN CONSTRUCTION

Photos: Michigan Construction Career Days
Photographer: Elizabeth Bovard



Michigan Construction Career Days were a huge success this year. There were nearly 1500 students, from seventh grade thru the twelfth grade attending from 38 different schools. Over 19 Michigan counties were represented.

Students experienced a great mix of construction career information, hands-on training with various equipment and construction education. The result was a well-balanced exposure of what a future in construction could look like for them. This event addressed careers in skilled

trades, management, specialties and design professionals. There is nothing that quite takes the place of sitting in an excavator, testing a crane simulated trainer, seeing the operations of a construction site job trailer or trying your hand at using a jack hammer. The students that attended were able to receive information on the various construction careers they were interested in.

The event is based on the National Career Day model developed in guidance of the Michigan Construction Industry lead advisory board.

To date, over 9,000 middle and high school students have experienced Career Days since it started in 2008. The goal is to let these students not only see what construction is, but learn of the training and education paths to secure the good paying jobs a career in construction can provide.

This year's event was rated a success by the students that attended. We want to say thank you to all those that helped make this event a valuable and unique experience for all these students.

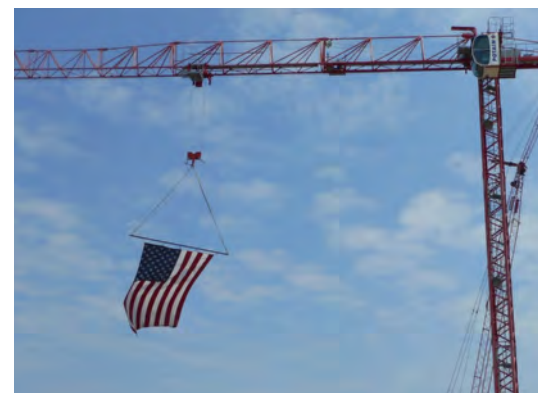
Nearly 6,000 middle and high school students from West Michigan counties including: Kent, Allegan, Barry, Ottawa, Muskegon and Kalamazoo attended Career Quest 2015 in May. Students experienced an interactive, hands-on, information and inspiring career and college readiness event new to the West Michigan area. During this unique experience, students learned first-hand how to be a foreman, mechanical engineer, registered nurse and more.

The instruction came direct from the professionals who perform these jobs every day.

The following four industry sectors represented at Career Quest were advanced manufacturing, construction, health care and information technology. Employers from these industry sectors worked together to brainstorm and produce exciting exhibits featuring heavy equipment, facial

recognition software, CPR dummies, and robotic technology. Students responded to surveys commenting on the effectiveness and importance on the event in future career planning.

Representative from higher education were onsite to help students make the connection between training, education and careers.



MEMBER TO MEMBER



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THE DATE IS SET FOR THE 2015 WEST MICHIGAN DESIGN AND CONSTRUCTION EXPO. If you didn't get a chance to visit the show last year, you will want to be sure to attend this year on October 29, 2015. We will feature exhibitors with new product lines, have some great educational opportunities, networking with other professionals in the construction industry and, of course, great food and door prizes.

We just launched the new Expo website. Please be sure to check out www.wmdcexpo.com. You can get all the latest updates, registration information, exhibitor space availability and sponsorship information on the Expo by visiting the new website.

Please make sure you save the date and attend this year's Expo. It is the perfect opportunity to build and make your business better with new relationships and the renewal of existing ones. If you have any questions, please contact Elizabeth via email at elizabeth@grbx.com.



DEADLINE FOR PROJECT ENTRIES closed in May for the 2015 Excellence in Construction awards. Good luck to all the entrants. This awards program will be held on Tuesday, September 15, 2015 at New Vintage Place so mark your calendars. Nearly 300 members of the industry attended last year and 27 projects were honored in their categories as the best of the best in West Michigan construction. Applications for the inaugural ABC Western Michigan Craft Professional of the Year award and the Safety Award of Excellence are available on www.abcwmc.org/excellenceinconstructionawards. Both award recipients will be announced at the 2015 Excellence in Construction Awards.

THE BUILDERS EXCHANGE OF MICHIGAN will be holding its 59th Annual Golf Outing on Monday July 20th at Thornapple Pointe Golf Club. Last year we had 29 teams play! We are hoping for an even bigger turn out this year. Some of the day's events will include; Longest Putt, Longest Drive, Closest to the Pin, door prizes and great food. We will also have a Hole-in-One Challenge sponsored by Fox Ford. Make sure you get your team signed up today. Don't miss our great sponsorship opportunities that we have available. Have your company name on a tee sponsor sign or be a watering hole sponsor. This event is a great way to get in networking, golfing and support of The Builders Exchange endowed scholarship. We hope to see your team there!

NORTHWOOD UNIVERSITY—DEVOS GRADUATE SCHOOL OF MANAGEMENT—Triangle Associates, Inc. and Northwood University in Midland, MI,



recently celebrated the groundbreaking of the new DeVos Graduate School of Management. The new 26,000 sq. ft. facility is being constructed on the northwest side of Northwood's campus and is utilizing an Integrated Project Delivery (IPD) system which focuses on collaboration between the owner, architect and construction manager in order to configure the project team more efficiently, streamline the decision making process and make better use of overall communication within the team.

This state-of-the-art building will feature an open environment and provide space with the latest in technology to allow for interactive teamwork between students who are studying for advanced degrees in Business. Other highlights will include a central, contemporary stair design that's articulated with reclaimed wood cladding and glass handrails; snowmelt entrances; collaborative outdoor patio spaces; new parking; and Haworth's patented raised access flooring.

Upon completion in March 2016, the facility will be LEED Silver Certified.



NATIONAL ASSOCIATION OF WOMEN IN CONSTRUCTION celebrates its 60th Annual Meeting and Education Conference in Nashville. The Conference takes place September 2 - 5. Don't miss this event entitled, "Sounds of Success: NAWIC Celebrates 60 Years! The event will feature panel discussions, presentations and interactive breakout activities covering key issues.

THE FERRIS STATE UNIVERSITY SCHOOL OF BUILT ENVIRONMENT held the 2015 Construction Technology and Management Awards recognition ceremony on May 1, 2015. The CTM Student Awards recognized various achievements by both individual students and student competitions that took place in 2014-2015. Dr. O.L. "Ozzie" Pfaffmann was honored by a presentation of Service and Emeriti Status from the Industry Advisory Board and Construction Program Faculty for over 25 years of valuable service to the Ferris State University's Industry Advisory Board. The Builders Exchange of Michigan Endowed Scholarship was awarded to Margaret Pearson this year. The Builders Exchange has a continual commitment to the construction and HVACR programs. We are proud of each of these students and all of their accomplishments.



Lee Templin, Dr. O.L. "Ozzie" Pfaffmann, Suzanne Miller



Elizabeth Bovard, Margaret Pearson

INDUSTRY CALENDAR



19th Annual Sporting Clays Shoot Out - 100 Target

30 Sporting Clays - 25 Trap - 25 Skeet - 5 Person Teams



DAN VOS CONSTRUCTION IS PLEASED TO SHOWCASE GRAND EQUIPMENT. The expansion of Grand Equipment Company more than doubles the size of its existing headquarters in Hudsonville, MI.

The expansion project consists of a shop and office addition to Grand Equipment's existing facility and a standalone pre-engineered storage building.

The facility includes four offices, one conference room, two storage rooms, parts room and counter, break room, mezzanine, and shop. The new 9,000 sq. ft. shop consists of a 5 ton rail crane and wash bay. The 5 ton crane rail spans the width and runs the length of the shop. The wash bay is designed to allow a skid steer to be driven into the pit for cleaning purposes.

A 4,000 sq. ft. standalone building includes slab on grade and electrical power for lighting. This building is furnished with racking and is primarily used for equipment storage. Extensive site work includes relocating an existing 12" water main with new fire hydrants. Landscape includes new trees, shrubs and concrete/asphalt hard scape.



THE GRAND RAPIDS DOWNTOWN MARKET EARNS AN AWARD AND NATIONAL RECOGNITION receiving an USGBC LEED Gold certification. Hats off to the Association of Retail Environments (ARE) values sustainability and has established an award category to celebrate these types of projects.

JULY

July 8
 NAWIC Meeting
 Happy Hour
 Strategic Planning Meeting
 5:30 p.m.

July 9
 GR Chamber of Commerce
 Business Exchange Luncheon
 11:30 a.m.

July 20
 Builders Exchange
 59th Annual Golf Outing
 Thornapple Pointe Golf Club
 11:00 a.m.

July 22
 NAWIC
 Joint NAWIC Statewide Meeting
 Details TBA

AUGUST

August 10
 WMMCA Golfm Outing

August 13
 GR Chamber of Commerce
 Business Exchange Luncheon
 11:30 a.m.

SEPTEMBER

September 9
 NAWIC
 Body Language Do's and Don'ts
 5:30pm

September 15
 Builders Exchange
 19th Annual
 Sporting Clays Shoot Out
 Caledonia Sportsman Club

National Association of
 Women in Construction - NAWIC -
www.nawic194.org

Associated Builders
 and Contractors - ABC -
www.abcwmc.org

American Institute of
 Architects Grand Rapids - AIA -
www.aiagr.org

Grand Rapids
 Chamber of Commerce -
www.grandrapids.org

West Michigan Minority
 Contractors Association
www.grandrapids.org/wmmca



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PROJECT PROFILE



Rohde Construction Company, Inc. of Kentwood Michigan recently completed a major renovation of Milham Meadows Apartments. Milham Meadows, a 300-unit apartment complex in Portage, MI originally constructed in 1971 underwent a change in ownership in 2014 and the new owners wanted to give the property a major facelift. The only catch being that renovation work wouldn't be able to start until July 2014 and had to be complete by end of the year due to restrictions in the funding. Rohde Construction was a perfect fit for this project due to their extensive experience in multi-family construction and renovation.

The scope of this major renovation can be divided into 3 major categories; Exterior, Interior, and Mechanical. The exterior scope of work included the most dramatic and visible changes. The exterior of all 32 buildings received new roofing, windows, porch details, and cement-board siding. The siding had the greatest visual impact and was a great improvement over the 20 year old vinyl. Three different color schemes were used on the exterior of the buildings to give the property additional visual interest. Other exterior work included replacement and upgrading of concrete walks and curbs for ADA compliance, complete repaving of all parking and roadways on the site (over 35,000 square yards), new fencing and signage, and energy efficient LED upgrades to the site lighting. One of the favorite new additions to the property for residents is the new modern laundry facility that was constructed, right next to which is the brand-new large playground featuring rubber play surfacing.

On the interior of the apartments 231 kitchens were modernized with all new cabinets, flooring, fixtures, and appliances. Additionally, 259 bathrooms received new cabinets and flooring and all toilets in the property were replaced with new water-saving models. New window blinds and window sills were installed and kitchens and baths were repainted.

It is the mechanical renovations, however, that will likely have the largest impact on the future of the project. These apartments are heated by gas-fired boilers all of which were outdated and very inefficient. The scope of work included the replacement of all boilers with new high-efficiency models. The energy efficiency was further enhanced by the replacement of the traditional water heaters with new units which use heat from the same boiler that is heating the apartment to heat the domestic water.

The total value of the work performed for this major renovation was just over 7 million dollars. Rohde was able to complete the work in just under 6 months and make the client's end of year deadline. It's also worth mentioning that throughout the project the property was at nearly full occupancy and all work was performed without displacing any residents. Rohde's experience and detailed coordination allows them to even perform complete kitchen replacements quickly enough to enable residents to cook supper in their apartment at the end of the day.

Thanks to the vision of a new owner and the hard work and skill brought to the table by Rohde Construction, Milham Meadows will continue to serve the residents of the Greater Kalamazoo area long into the future.

FLEET AUTOMOTIVE UPDATE FROM MOMENTUM GROUPS



The Builders Exchange's vehicle program for 2015 has some new and exciting offers and services.

We are offering a discount purchasing program on vehicles, saving you hundreds and thousands over and beyond the auto manufacturers national incentives, including most makes and models. We also have short-term, long-term, and high-mileage lease programs. Let us manage your maintenance, license, and titling services, and check out our safety products included with back-up cameras and all-around vehicle parking sensors. Along with these exciting programs, Momentum Groups offers a fleet fuel card that can help you save up to 20 cents per gallon, with discounts at over 31,000 locations nationwide. Make sure to look for more details on these programs throughout the year and find out more about our services through your local Builder's Exchange office.



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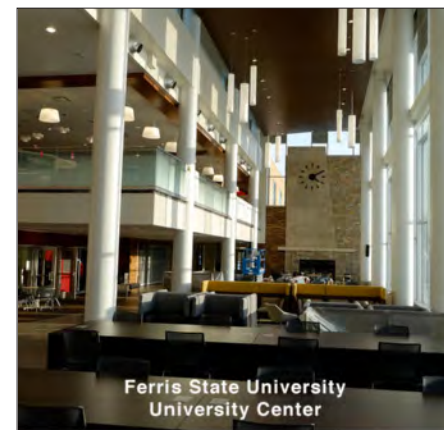
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GUEST WRITER



Lee Templin, PE
Associate Professor
Construction Management Program
Ferris State University

Effective Project Closeout— Start with the End in Mind

This is the first article in a series covering effective project closeout. The time management guru, Stephen Covey, who authored “The Seven Habits of Highly Effective People”, described the seven habits as 1) Be Proactive; 2) Begin with the End in Mind; 3) Put First Things First; 4) Think Win-Win; 5) Seek First to Understand, Then to be Understood; 6) Synergize; and 7) Sharpen the Saw. With these habits in mind, these articles will describe the components of an effective project closeout system.

The First Component of Effective Project Closeout— The Punchlist

When considering the proper procedure to closeout a project, there are some generally accepted components of an effective project closeout system. These components include: punchlist, closeout paperwork, (including guarantees and warranties, maintenance manuals and record drawings), payment collection and follow-up. The first component, punchlist, will now be discussed in detail. By definition a punchlist is a list of items within a project, prepared by the owner or his representative, and confirmed by the contractor, which remain to be replaced or completed in accordance with the requirements of the contract for construction at the time of substantial completion.

Prior to the project start, the contractor and the owner should agree on a few basic ground rules such as: only one punchlist for an area, identify the one person responsible for creating and maintaining the punchlist and identify the representatives from the owner and contractor that will be responsible for discharging the punchlist. As the project progresses the contractor should ensure that all subcontractor’s work is in accordance with the contract documents.

The contractor’s project manager must assume the role of an inspector every time they visit the project. The project manager should be inspecting the project for safety concerns, workmanship and performance. As their portion of project nears completion, several subcontractors will be trying to demobilize from the project site. It is imperative at this time that the contractor conduct a pre-punchlist walk-through of the subcontractor’s work to identify potential punchlist items prior to the subcontractor leaving the site. Make sure that the subcontractor complete these deficient items prior to leaving the site. These steps will help to minimize the possibility of a lengthy punch list.

Before turning any space over to the owner for their beneficial use, the contractor must make sure that a punchlist has been completed for the space.

Prior to the project start, the contractor and the owner should agree on a few basic ground rules

The contractor should take photos to document the condition of the space at the time of the owner’s acceptance. Another important aspect of the punchlist process is for the contractor to retain enough funds to cover all punchlist work in case the subcontractor fails to rectify the punchlist items. One last note to remember, the punchlist is intended only for contract work that has been improperly completed or has not been completed. The punchlist is not intended to be an instrument for the owner to add wish list items to the project.

Lee Templin, PE is an Associate Professor in the Construction Management program at Ferris State University

PROJECT WATCH



Jill Boeve, our Builders Exchange Pre Bid Reporter is tracking and updating hundreds of projects online. Log on to view the details and notes as you track these and more upcoming projects.

ANN ARBOR: Construct Stephen M Ross Athletic Campus Athletics South Competition Performance Facility – University of Michigan Project Number 2014-24E8 — The design firm TMP will come back to the U of M Board of Regents when schematic design has been completed for approval of the design. Project Description: Demolition of existing building along with site preparation. Construction will include building a 310,000 gross square feet facility to house the new Athletics South Competition and Performance Project to become the future home for men’s and women’s track and field, cross country, lacrosse, soccer and women’s rowing. The project will include an indoor and outdoor track competition venue for 2,000 and 1,000 spectators respectively. In addition, a lacrosse stadium, will be built on the site that will accommodate 3,000 spectators. Project will also consist of specialized team spaces, athletic medicine area, a performance lab, meeting space and locker rooms. About 200 parking spaces will be added to the existing 700 spaces. For Contractor Pre-qualification: visit [http://www.aec.bf.umich.edu/Select-For-Architects, Engineers and Construction Professionals](http://www.aec.bf.umich.edu/Select-For-Architects-Engineers-and-Construction-Professionals) to obtain forms. Estimated Cost: \$168,000,000.00 Funding: \$100,000,000.00 from Stephen Ross And \$68,000,000.00 from Department Resources and Gifts



Coopersville Area District Library

COOPERSVILLE: Proposed Addition / Renovation to Coopersville Area District Library — Project Number: 2015-0A07 — Coopersville Area District Library Seeking Bond Vote Approval November 3, 2015. Project Description: Construction consists of adding a community meeting room with a kitchen, updated and expanded teen and kids spaces separate from the general library space, a dedicated genealogy room, new offices, new roof and updated technology for users. Estimated Cost: \$1,500,000.00

EAST LANSING: Construction of New Student & Family Housing Complex Special Housing Needs Spartan Village for Michigan State University Project Number 2014-25F3 — Tentative Schedule: MSU Board of Trustee’s approve design June 2015 with Construction Fall 2015 with completion in 2017. Sub-contracting firms and suppliers please visit the Walbridge website at www.walbridge.com/subcontractors/pre-qualification for pre-qualification information. Project information may be viewed on the Michigan State University website <http://liveon.msu.edu/svredevelopment> Project Description: Construction of student and family apartment complex. Project will be located on the site of the former Michigan State Police Post at the corner of Harrison Road and Kalamazoo Street in East Lansing. Construction will consist of a 450,000 square foot apartment complex, 105,000 square foot office building for RHS, a community garden, town homes and plenty of open space, along with 1,800 parking spaces. It is anticipated the construction will be a prevailing wage\multiple bid packages\phased opening delivery Estimated Cost: \$130,000,000.00 - \$150,000,000.00

GRAND RAPIDS: Redevelopment of Former Lexington Elementary School Into Lexington Senior Apartments — Project Number 2015-08C2—Special Land Use Permit was approved by the City of Grand Rapids Planning Commission on March 12, 2015. Subcontractors please see the Wolverine Building Group website at <http://wolvgroup.com/resources/bidders-wolverinebuilding-group/>

to download Prequalification Form. Project Description: Convert the former Lexington School building and property into affordable senior apartments. The existing three story, 30,554 square foot building, will house 23 apartments and a newly constructed building addition will contain an additional 16 apartments.

ROMULUS: Outlets of Michigan – New England Development & Paragon Partners LLC Project Number 2014-3125 — February 18, 2015 Site Plans approved by the City of Romulus Planning Commission. Groundbreaking anticipated July 2015. Renderings and Information may be viewed on the New England Development website at <http://neddevelopment.com/projects/outlets-michigan> Project Description: Construction of a 406,346 square foot outlet center on a site located opposite Detroit Metro Airport on Interstate 94 and Vining Road. Outlet Center will have an open feel concept and consist of 80 – 90 retail stores. Estimated Cost: \$100,000,000.00

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The Testimonials

"On behalf of the Facilities Planning office at Grand Valley State University, I utilize the services of Builders Exchange on a regular basis for posting notices regarding the university's major construction projects. They respond to my requests immediately and professionally. I value the partnership established with Builders Exchange and depend on their expertise. Thank you for your years of service to West Michigan!"

Mary Ann Holcomb
Grand Valley State University

"In my opinion, having the correct and most up to date information disseminated in a timely fashion to all bidders is one of the most important front end aspects of any construction project. Nothing is more frustrating than finding out that a sub wasn't aware of a change and therefore something wasn't bid properly resulting in a change order. GRBX does an excellent job of organizing and communicating information changes to its members in a timely and professional manner, to me it's a no brainer."

Glenn R. Rahn AIA
Retail Design Consultants, LLC

"I would have to say the working with BX is always such a pleasant experience; the personnel are wonderful to work with, positive, extremely efficient and diligent."

Carla Ethen
Preferred Construction Group, LLC

"The Exchange has been a valuable and much appreciated asset in our building project endeavors, not only with effective advertising of the RFP's, but with a staff that is knowledgeable and always helpful. The Lake County Building Authority considers the Builders Exchange of Michigan a valuable resource and will continue to look to the Exchange for any future projects."

Sharyn McGreenhan
Lake County Building Authority

"Builders Exchange is an integral part of our project tracking system. Our company performs many of the preconstruction services required on construction projects. Builders Exchange pre-bid reporting is second to none. We have been able to quote numerous projects that we were unaware of throughout the years. We are currently celebrating 20th year in business and we do not hesitate to mention that Builders Exchange is a key part of our success. Their local knowledge and contacts help us find work in all the regions we are located. I would also mention the online plan room is very cost effective and helps us save time and money looking at drawings online and providing quotes for our services. I highly recommend Builders Exchange to any business that is involved in the Construction Industry."

Douglas A. Snyder
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The Experts

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