



**BUILDERS EXCHANGE**  
**QUARTERLY**

**INSIDE:**

**WEST MICHIGAN DESIGN  
AND CONSTRUCTION EXPO**

**NEW EXPI AWARD**

**EFFECTIVE PROJECT CLOSEOUT  
SERIES by LEE TEMPLIN**

**TRACK THAT  
by ELIZABETH BOVARD**

*FALL 2015*

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



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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:**

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**Print Run: 20,000**

**Delivery: October 2015**

**Next Edition: January 2016**

Members please send  
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## EXECUTIVE VICE PRESIDENT MESSAGE

*The Builders Exchange of Michigan is very excited to celebrate the first year of publishing the Builders Exchange Quarterly. A lot of hard work goes into each edition and we are thankful for the many writers that have contributed to this effort.*

*The Quarterly has shared member to member news, profiled building projects and highlighted people and events in our industry. We look forward to continuing the Quarterly with our special editions that showcase Women and Minorities in construction, highlight new Building Michigan projects, report on what our members are involved in, special construction articles and all other news items that are relevant in the construction world.*

*This year the Builders Exchange and the Construction Specification Institute are excited to introduce a new award at the 2015 West Michigan Design and Construction Expo that is being held at the Pinnacle Center in Hudsonville. This is the Expi Award, given for Sustainable Construction and Innovation. We want to extend a big thank you to Grand Valley State University for being the sponsor of this new award. This show is a great way for your company to learn about new products, get some valuable educational opportunities and get a chance to network with your construction colleagues. Please be sure to visit the Expo website for all the latest information on the show. We look forward to seeing everyone at the Expo on October 29, 2015.*

*Fall seems to be a busy time of year with many association meetings, award ceremonies, and of course many construction projects bidding and being built. We thank our guest writers and staff for all their hard work. We hope that you enjoy the articles in this Expo Edition of the Builders Exchange Quarterly.*

**Bart Austhof**  
Executive Vice-President

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## MEMBER BENEFITS

### ***BX Connects...***

#### ***Your Business***

**CONSTRUCTION NEWS** provides your business with virtual news to stay up to date on all pre-bidding and active bidding projects we are reporting on. Creating filters to search projects and tracking individual projects for addendum alerts are other features of our virtual news. Our virtual planroom gives additional access to view, print, download or use our free measuring tools for the bidding documents that come in to our virtual planroom. Additionally there is key word searching and email alerts on tracked projects. A few other features that keep you connected are up to date bidder's lists, apparent low bid information, one hour turn around on large format copy services, a physical planroom and a weekly Construction News Bulletin.

#### ***Your Savings***

**SuperFleet Program** offers 5 cents off per gallon at Speedway/Marathon Gas Stations and 15% off Maintenance at select Valvoline Instant Oil Change locations.

**Verizon Wireless** offers discounts up to 22% off Data packages for your Smartphones, Tablets, Hotspots, and Data Cards as well as 25% off Accessory Purchases and Free Activation Fees to all Builders Exchange Members.

**Momentum Fleet Vehicle Sales Program** offers significant vehicle discounts through our Preferred Fleet Program.

**RS Means Construction Publications** are offered at a 25% discount to all Builders Exchange Members.

**Term Life and Health Insurance** is offered to Builders Exchange Members.

#### ***Your Network***

**Builders Exchange Events** include The Annual Golf League at Scott Lake Golf Course starting in April, The Builders Exchange Annual Golf Outing in July, Sporting Clay Shoot-Out event in September, The West Michigan Design & Construction Expo in October co-hosted with CSI, and The Annual Meeting in December.

#### ***Board of Directors 2015***

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# MEMBER SERVICES



**Elizabeth Bovard**  
Office Manager  
Builders Exchange  
of Michigan

## Track That!

The most frequently asked questions that I have received over the past few years would have to be the following: What do you do when there are so many projects to look at and so little time to devote to each one? How do you narrow your search to find only the projects you are interested in? With so many projects being posted in active bidding, we are finding that the biggest complaint is narrowing down the projects coming in for a company to look at. Another big concern that I have is making sure our members are watching the pre-bid area to see what is coming down the bidding pipeline so that they keep their boards full. Here are some suggestions to help create filter searches that will narrow down and personalize

the projects seen in your nightly update and help keep an eye on pre-bidding projects as well.

Let's talk about filters and what they can do for you. Filters can create a separate job list for projects posted daily based on the criteria you have set up in the various fields in the Create/Edit Filter page. You can set up your filter by either going to the "Search for Projects" or "My Projects" tab. Once the filter is set up and saved, you will receive an email each night showing you what projects hit the filter that you have created. Your personalized email will also list below the filter updates, any updates to individually tracked projects and will compile a complete list of all pre-bidding projects and bidding projects posted for that day. It is important to review the projects that hit your filter and track the individual projects to make sure you receive, via email, any updates (e.g. addendum notification) on that project during the bidding process. Any changes to a filter that has been created can be done by clicking on the "My Projects" tab and click on the Edit button next to the filter that needs to be changed. My suggestion is to watch the projects that come in on the filters that have been set up. You can adjust these filters as needed.

Construction Reports Menu	
Current Projects Out for Bid - With Plans	Negotiated & Prebid Projects
Current Projects Out for Bid - Without Plans	Buyers Guide
Projects Bid During the Past 3 Months	Search for Projects
Archived Projects	Statistical Research

If you have never set up a filter, here are a few ways to set specific criteria when creating one. SAM (spec and addenda mining) search in active bidding allows you to filter out key words in all of the items that we scan using OCR (optical character recognition) technology. This is a great tool when looking up a trade name or another key word(s) that defines your particular work. When you run your filter, make sure you hit the "expand all" tab so that you can see exactly where your key word is found in the bidding documents. This will also allow you to determine if this is a project that you would bid on based on where the word is found. Some companies can sort by the counties they work in or are responsible to cover. You can also filter by project funding. If your company only wants to bid on privately funded work, select that criteria.

Filters can also be created to weed out projects that you don't want to see. If you don't do any civil work, you can eliminate that project type when creating a filter.

Enter keywords, phrases, or trade names that you would expect to find in the SPEC BOOK or the PROJECT NAME:			
<input type="radio"/> Use SAM Search <a href="#">What is SAM Search?</a>			
<input checked="" type="radio"/> Search only in the spec index			
Keyword 1	Keyword 2	Keyword 3	Keyword 4

While filters can be a useful tool, the filtering technology currently available is not flawless. Some of the projects that show up in the filter you have created might not be a match for the work your company does. Using a key word as your only search criteria in the SAM search can cause you to miss out on projects. There are two types of projects I am referring to. The first type is where we list the project information but we will not be receiving the bidding documents from the plan issuer. We may not get the bidding documents in our planroom, but you still may want to bid on the project and have all the information on how to obtain the documents in the project details on our website. The other type of project is an active bidding project that comes in with the specifications listed only on the plan documents. These types of projects will miss a key word search. A large percentage of these projects are privately funded. A way to avoid missing any of the projects that are privately funded is by creating a filter of privately funded active bidding work in the specific counties your company bids. You don't want to limit your filters to active bidding. There is a pre-bid stage 3 on our website that lists all of the negotiated projects we are reporting on. You will find many privately funded projects posted here that have a Construction Manager or General Contractor attached to them. Some of these projects will not be placed in any public planroom but you have the contact information to make the connection with the Contractor who has the project.



The best way to never miss any project is to click on the "My desktop" tab on the BX website and generate daily reports for both new pre-bid projects and new bidding projects. Once the list is generated, you quickly sort by looking at the title of the project and location, then make a determination if you want to take a closer look at the project. If you do, track the project (this will put the project in your "My Projects" list). If you don't, ignore it and go to the next project. Once you address all projects, then go to the "My Projects" tab and open each project and then determine if you are interested in it. If you aren't, simply delete it off of your list. This way you have a running list under "My Projects" of all the projects you are interested in. When you go to generate the daily report on the next day, the report will only show you the new projects posted since you last ran your report online.



**Filter searches using SAM search must use Internet Explorer. Please be sure that grbx.com has been added to your computers compatibility view under the tools**

As I write this in August of 2015, we have already posted 11,786 projects this year. Hopefully some of the tools that I mentioned will be of value to you as you are sorting through the projects that are placed in our planroom. If you have any problems getting started or narrowing down your search, please call our office for help. Our goal is to help you get the leads and help make the connections you need to make your company successful for years to come.

# EXPERT CORNER

## Doug Wilterdink

Managing Partner, DWH

### Why is my bank so hesitant to lend me money?

Do you ever wonder what it is about your construction business that causes banks to be hesitant to lend you money? Do you ever wonder what you can do to better position your construction business to obtain bank loans? Do you ever wonder if other sources of capital are available when bank financing is not?

Banks generally view construction contractors very differently from most other types of businesses. There are a number of legal and regulatory reasons for that, as well as structural and general business reasons.

Some of the legal and regulatory issues include the priority of lien claims, and specifically in Michigan, The Michigan Builders Trust Fund Act, and safety regulations. Some of the structural and general business complexities include estimating methodologies, contract terms and related cash flows, percentage-of-completion accounting, bonding and insurance, and trade unions. Construction contractors that understand how banks view their business and the related risks can take steps to manage those risks in a manner that will result in higher likelihood of obtaining bank loans.



Further, construction contractors that understand the limits of bank lending will make better business decisions related to project selection, pricing and terms, finding alternate sources of capital, negotiating with suppliers, and developing needed management information. Understanding how to best access and utilize capital, whether from banks or other sources, is critical for any business' success. It is particularly critical for construction contractors.

## Scott Whisler

Facilities Manager, GVSU

### Successful Punch Lists

Punch lists on a construction project are normally thought of as something the contractor does with the owner once a project nears completion. While this is typically when the final draft of the punch list is created, it should really start early on in the construction. For example, let's look at an office or classroom building that has many similar, if not identical rooms. A simple issue can become compounded by multiple rooms having the same details. Owners and contractors need to schedule regular walk-throughs to help minimize the punch list items at the end of the project. It is also easier to take care of the identified issues while the contractor is still on site. Once a subcontractor is done with their portion of the work, it may be more difficult to get them to return to the project weeks or sometimes months later.

Just prior to substantial completion is a good time to schedule a walk through to establish a punch list. At a minimum, the owner or owner's rep, the architect and the general contractor should all go together. Drawings and specifications should also be on site for easy reference. Some items may have longer lead times if replacements are necessary. These items should be punched earlier in the schedule.



What I have found particularly useful is posting the established punch list for each room on the door that lists the issue, the responsible person(s) to fix and a check box for completion and completed date.

Once a room is complete, the door is shut and locked until turned over to the owner if possible. This limits additional damage to a room. The keys to a successful punch list are getting it established and distributed as early as possible, proper tracking and owner sign-off.

## Rena Hesselink, LEED AP BD+C

Vice President of Sustainability, Nichols

### Let's Celebrate Green Buildings

For nearly 20 years Grand Rapids has been known for its leadership in the green building movement. For a number of years Grand Rapids was #1 in LEED buildings per capita. Even though we no longer hold that title, we are ranked in the top 50 cities and we still hold the title for many of the LEED "first" buildings (i.e: first LEED school, first YMCA, first manufacturing facility, and the list goes on...). LEED is rigorous and continues to raise the bar. It is also the most globally recognized green building certification platform, available in 150 countries and territories. Its global presence and application allow comparison of buildings which is valuable to building owners with an international presence. A recent study of Fortune 200 companies released by the U.S. Green Building Council confirmed that green building is good for the corporate bottom line. Sixty percent of surveyed companies believe LEED positively impacts their return on investment, and 82 percent said they are likely to continue using LEED over the next three years for new construction or retrofit projects. Seventy percent of respondents said they pursue LEED to save money by being more energy efficient. Imagine if all companies were committed to building green! Americans are losing \$130 billion a year from inefficient buildings.



What if those dollars were reinvested in our businesses and pumped back into our economy? LEED-certified buildings are designed to have healthier, cleaner indoor environmental quality, which means health benefits for occupants. And those benefits are reflected in higher worker productivity – up to 16 percent higher than non-green companies, according to a study published in the Journal of Organizational Behavior.

Better buildings mean a healthier planet, healthier people and a healthier bottom line. Let's celebrate the green building accomplishments that we now sometimes take for granted. Submit an application for the 2015 West Michigan Design and Construction EXPI Awards: Sustainable Construction and Innovation Award.

## Joel Ypma, CPA, CPE

Crowe Horwath LLP

### Section 179 - A Popular Small Business Deduction

There is a popular deduction available to small businesses allowing taxpayers to immediately deduct a portion of the costs for certain types of property/equipment (versus capitalizing and depreciating the entire amount). The deduction is commonly referred to as a "179 Deduction" in reference to the code section of the Internal Revenue Code in which it is promulgated. It is important to note the deduction cannot be used for certain types of property (such as most real property purchases/improvements) and has limitations on the extent of the deduction that can be taken. Complicating matters further, the deduction limits and tests often change year-to-year, so be sure to discuss the application of the deduction with your tax preparer and consider making an equipment purchase in the year if it makes sound tax sense.

The 179 Deduction limit for 2015 is \$25,000 and is good on new and used equipment as well as off-the-shelf software. In order to claim the deduction on your 2015 tax return eligible property must be financed/purchased and put into service by the end of the day, 12/31/2015. The 2015 spending cap on equipment purchases is \$200,000. This is the maximum amount that can be spent on eligible property before the 179 Deduction available to your company begins to be reduced (erode) on a dollar for dollar basis. This spending cap makes the 179 Deduction a true "small business tax incentive". If you spend more than \$225,000 on eligible property during the year you will not be eligible for this deduction.



Bonus Depreciation (typically 50%) is not available in 2015. In prior years, Bonus Depreciation would be taken after any qualifying 179 Deductions. Note: Bonus Depreciation is available for new equipment only and, as of today, Bonus Depreciation has not been extended for 2015 and is not available. However, this has been the case over the past several years and Congress has extended it during some of the last Congressional sessions of the calendar year....stay tuned.

## GUEST WRITER



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

### ***Second Component of Effective Project Closeout—Guarantees and Warranties***

This is the second article in a series of six covering effective project closeout. The first article dealt with punchlist. This article deals with some of the paperwork or documentation associated with project closeout. The remaining articles will deal with the remaining components of an effective project closeout system, the rest of documentation required for project closeout, payment collection, follow-up and a summary article.

In this particular article, we are going to focus on the guarantees and warranties. By definition, a guarantee is a formal promise or assurance (typically in writing) that certain conditions will be fulfilled, especially that a product will be repaired or replaced if not of a specified quality and durability. Whereas a warranty is defined as a written statement that promises the good condition of a product and states that the maker is responsible for repairing or replacing the product usually for a certain period of time after its purchase. So the difference between a warranty and a guarantee is that a warranty is a promise or guarantee given. A warranty is usually a written guarantee for a product and declares the maker's responsibility to repair or replace a defective product or its parts. A guarantee is an agreement assuming responsibility to perform, execute, or complete something and offering security for that agreement. It is a promise or an assurance, especially one given in writing that attests to the quality or durability of a product or service, or a pledge that something will be performed in a specified manner.

So, on a construction project, what are the typical guarantees and warranties that must be submitted to the Owner? Roofing System, Air Handling Units, Flooring, General Building and more.

The proper time to begin the documentation for project closeout is at the beginning of the project or actually before the project begins. First, review the General Requirements division, Division 01, of the specifications. Pay particular attention to any sub-sections in Section 017000, Execution and Closeout Requirements. In this section of the specifications, the architect will describe the required documentation and procedures that must be completed in order to properly closeout the project. Create a checklist of required guarantees and warranties as specified in the specifications or the subcontract agreement. It is recommended to review the technical specification section for each subcontractor's scope of work to ensure that you understand what guarantees and warranties are required. Have one person responsible for collecting and maintaining the guarantees and warranties.

### ***The proper time to begin the documentation for project closeout is at the beginning of the project or actually before the project begins.***

When receiving a warranty (or guarantee) from a subcontractor or supplier, read the document to ensure that the warranty is written correctly for items such as: correct project, correct coverage according to the contract documents and correct warrantee (typically project owner not contractor). One item of particular interest is the date that a warranty or a guarantee begins which in the eyes of the manufacturer is usually the date the item was completely installed, whereas the contract documents usually state the warranty or guarantee begins with the beneficial occupancy of the building. Be sure that you or your subcontractor obtain a rider for the additional period of time for the warranty or guarantee to comply with the contract documents. The premium for this rider is best handled during the subcontract negotiations and therefore the contractor should know contractual required warranties and guarantees prior to subcontract negotiations.

By understanding the warranties and guarantees early in the construction process, the contractor will have an easier time when project closeout arrives. The warranties and guarantees usually cannot be executed until the project has been completed and a date of beneficial occupancy has been established. It should go without saying, but always maintain a copy of all warranties and guarantees for your projects.

*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.**



**ATLANTIC MINE: Proposed Improvements to Stanton Township Schools Project Number 2015-27CA** Project to consist of constructing an addition to the E.B. Holman School, partially remodeling, furnishing and refurbishing, and equipping and re-equipping the E.B. Holman School, acquiring, installing and equipping the E.B. Holman School for instructional technology and developing and improving the site. Stanton Township Public School District seeking bond vote approval on November 3, 2015 in the amount of \$3,410,000.00. Design Firm: U.P. Engineers & Architects Inc.

**ATLANTA: Proposed Improvements to Atlanta Community Schools Project Number 2015-22F0** Project consists of technology and security upgrades, erecting, furnishing and equipping concession and storage buildings, and developing, improving and equipping athletic fields and the site. Atlanta Community School District seeking bond vote approval on November 3, 2015 in the amount of \$5,965,000.00. Design Firm & Construction Management Firm: Trinity Architecture & Management LLC.

**DANSVILLE: Proposed Bond Proposal One Construction Project for Danville Schools Project Number 2015-0266** Project consists of construction of a new middle school along with a high school structure. Danville School District seeking bond vote approval on November 3, 2015 in the amount of \$16,500,000.00. Design Firm: Kingscott. Construction Management Firm: Miller Davis.

**DANSVILLE: Proposed Bond Proposal Two Improvements to Dansville Schools Project Number 2015-1E05** Project to consist of Additional small elementary gym, athletic entrance south of existing gym to new High School gym, relocate softball field, fitness center with indoor walking track and Middle School Administration area remodeled to accommodate athletic facility entrance. Other improvements include security and technology upgrades. Danville School District seeking bond vote approval on November 3, 2015 in the amount of \$6,700,000.00. Design Firm: Kingscott. Construction Management Firm: Miller Davis.

**ELLSWORTH: Proposed Improvements to Ellsworth Community School Project Number 2015-2780** Project consists of erecting additions to, partially remodeling, installing security measures for, furnishing and re-furnishing and equipping and re-equipping school buildings; acquiring and installing instructional technology and instructional technology equipment for school buildings; and developing and improving parking areas and sites. Ellsworth Community School District seeking bond vote approval on November 3, 2015 in the amount of \$3,000,000.00. Design Firm: Kingscott.

**GRAND RAPIDS: Proposed Additions & Renovations to Kenowa Hills Public Schools Project Number 2015-255F** Project consists of improvements to Walker Station Early Childhood Center, security and safety upgrades to all the district buildings, new roofs and boilers for several district buildings, improving and equipping playgrounds, athletic fields and facilities and sites. Public School District seeking bond vote approval on November 3, 2015 in the amount of \$55,240,000.00. Design Firm: GMB. Construction Management Firm: Owen Ames Kimball.

**GALESBURG: Proposed Improvements to Galesburg Augusta Community Schools Project Number 2015-2563** Project to consist of substantial renovations to the Middle School, a new athletic facility at the High School, improve student security and safety at all buildings, upgrade technology devices

and improve our infrastructure (heating, ventilation, lighting and roofing). Galesburg - Augusta Community School District seeking bond vote approval on November 3, 2015 in the amount of \$14,000,000.00. Design Firm: Tower Pinkster. Construction Management Firm: Skillman Corporation.

**FREELAND: Proposed Additions & Renovations to Freeland Community Schools Project Number 2015-2442** Project to consist of erecting, furnishing, and equipping additions to and remodeling, furnishing and refurbishing, and equipping and re-equipping school buildings, acquiring and installing instructional technology in school buildings, erecting and equipping a bus garage and developing, improving, and equipping athletic fields, playgrounds, and sites. Freeland Community School District seeking bond vote approval on November 3, 2015 in the amount of \$22,395,000.00. Design Firm: Integrated Designs Inc - Scott Hoeft. Construction Management Firm: R.C. Hendrick & Son Inc.

**HOWELL: Proposed Technology Improvements to Howell Public Schools Project Number 2015-2781** Project consists of upgraded computers and computer labs, throughout the district, that will include collaborative and flexible workspaces, digital reading devices for each library, additional mobile computer carts and a digital media device and classroom tablet in each classroom that will allow the teacher to create interactive lessons. At the elementary level schools would receive one tablet computer for every two students in grades kindergarten through second and a laptop computer for every two students in grades third through fifth. At the secondary level both middle schools and the high school would receive 1 to 1 classroom devices in English, math, science and social studies classes, new electronic microscopes and testing equipment for science labs, devices and equipment for STEAM (science, technology engineering, art and math) and Career and Technological Education classes. Howell Public School District seeking bond vote approval on November 3, 2015 in the amount of \$12,500,000.00. Technology Consultant Firm: Barton Malow.

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# WEST MICHIGAN DESIGN AND CONSTRUCTION EXPO OCTOBER 29, 2015



The Pinnacle Center ~ 3330 Highland Drive, Hudsonville, MI 49426



**EVENT HOURS:** 12:30 pm - 6:00 pm  
**Speaker Series:** 1:00 pm - 5:00 pm  
**EXPO Floor:** 12:30 pm - 5:00 pm  
**Networking:** 5:00 pm - 6:00 pm  
**EXPI Award Presentation:** 5:00 pm



Door Prizes, great food and beverages throughout the day!

SPEAKER SERIES	SEMINAR A ( *CEU)	SEMINAR B
<b>Session 1</b> (1:00pm—2:00pm)	<b><u>Specifying Wood Windows for Historical Renovation and Design*</u></b> Bryan Newpher - JELD-WEN, Inc.	<b><u>Effective Project Closeout</u></b> Lee Templin, P.E. - Ferris State University
<b>Session 2</b> (2:30pm—3:30pm)	<b><u>Introduction to Tubular Daylighting Devices* (HSW / SD)</u></b> Krista Roschek - Solatube International, Inc	<b><u>“What Now?” – How to Handle Common Legal Issues on Construction Projects in Michigan</u></b> Bruce Courtade - Rhoades McKee
<b>Session 3</b> (4:00pm—5:00pm)	<b><u>Design and Technical Consideration for Metal Wall Panel Systems*</u></b> Bob Nixon - Firestone Building Products	<b><u>Roundtable Discussion: Recruiting and Retaining a Diverse Workforce</u></b> see website <a href="http://www.wmdcexpo.com">www.wmdcexpo.com</a> for Panelists

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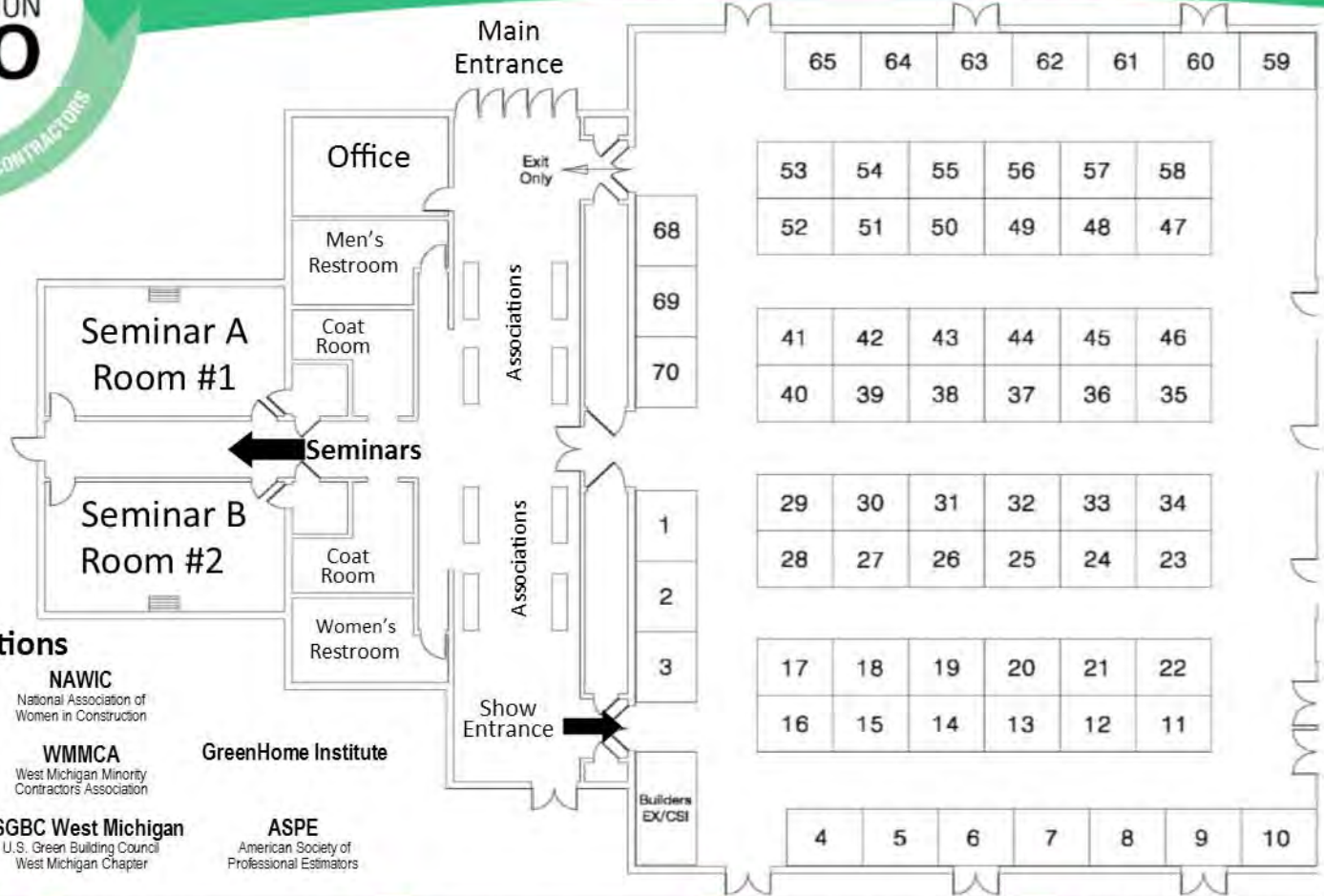
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1	Advanced Architectural Products	15	ASSA ABLOY - Door Security Solutions	29	Henry Company	43	Petersen Aluminum / PAC-CLAD	57	RAM Construction Services
2	The Dow Chemical Company	16	Genesee Ceramic Tile	30	Virginia Tile	44	Allegion	58	Rayhaven Group Inc
3	Gentex Corporation	17	Pole Base	31	CertainTeed Gypsum	45	Renovo Energy	59	MWA / FIRESTONE
4	ATAS International	18	Tremco Roofing & Building Maintenance	32	Bareman & Associates	46	Advanced Green Roofs	60	MWA / FIRESTONE
5	Consumers Concrete	19	Wojan Window & Door	33	Orion Construction	47	Johns Manville	61	Kemper Waterproofing
6	Lumbermen's Inc	20	Monsma Marketing Corp	34	Tubelite	48	Pre Buck LLC / Nu Dura ICF	62	GP Densdeck
7	Dependable Fire Protection	21	Williams Distributing	35	Automatic Door Service	49	Midwest Sign Company	63	Grand Rapids Gravel Co
8	Oakland Metal Sales	22	CD Barnes	36	River City Reproductions / Engineering Supply	50	Standard Lumber	64	K & M Dodge
9	Stonehenge Consultants PLC	23	Double O Supply & Craftsmen Inc	37	Couturier Iron Craft	51	Daltile / Mapei	65	Ferris State University
10	Partition Systems	24	Thermal Windows Inc	38	Potter Distributing	52	Carl Walker Inc	66	Room 66
11	Home Acres Building Supply	25	PorterSIPs	39	Triangle Associates	53	Unistrut Midwest	67	Room 67
12	Suburban Propane	26	CEAS+	40	Architectural Building Products	54	Grand Valley State University	68	Live Roof and Live Wall
13	All-Weather Seal	27	Homasote Company	41	Marvin Windows and Doors	55	Sika Samafil	69	Icynene Corp
14	Electro-Matic Visual	28	B D Associates	42	Bath Fitter	56	Rohde Construction Co	70	Atlas EPS



# EXPI AWARD - OCTOBER 29, 2015

## INTRODUCING the Inaugural EXPI AWARD

The West Michigan Design and Construction Expo is proud to bring to you this year the EXPI Award. The **Sustainable Construction and Innovation Award** recognizes sustainable construction and innovation that is having proven economic, environmental and/or social benefits, contributing to sustainable building practices. The innovation will be recognized as a robust **building project, product, or service**, to which the market is responding with enthusiasm. The Ceremony will be held during the networking Event at the Expo.

Companies that have submitted early applications



**EXPI AWARD CHAIR**  
**Renae Hesselink, LEED AP BD+C**  
 Vice President of Sustainability  
 Nichols Paper & Supply

**Meet the Judges**  
 for the 2015  
**Sustainable Construction & Innovation award**



**James Moyer**  
 Associate Vice President for  
 Facilities Planning  
 Grand Valley State University



**Michael Verhulst**  
 Vice President Business Development  
 & Community Relations  
 Wolverine Building Group



**Aileen Leipprandt**  
 Construction Law Attorney  
 Hilger Hammond



**Greg Metz AIA**  
 Principal  
 Lot3 Metz Architecture



Please Visit GVSU at Booth 54 at the Expo to get prequalification forms, contract samples and other project related materials available.

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# SPEAKER SERIES - OCTOBER 29, 2015

Interested in attending a seminar?  
Visit [www.wmdcexpo](http://www.wmdcexpo) to register today!



**Bryan Newpher**  
JELD-WEN, Inc.

## **Specifying Wood Windows for Historical Renovation and Design**

Seminar 1A 1:00pm - 2:00pm (CEU)

This program will provide a review of historical homes on the East Coast of the United States. Looking at details, uses, styles that coincide with the time period in which they were constructed. Review of current products and the options they present to stay within past historical schemes.

## **Effective Project Closeout**

Seminar 1B 1:00pm - 2:00pm

One of the hardest tasks to complete on a construction project is to properly close out the project at its completion. Sometimes projects linger open for months after the physical completion seems to be done, or the contractor cannot get workers to return to the project to complete the punch list items or possible missing paperwork prevent the project from being closed out. This seminar will touch on the areas that need to be addressed in order to effectively close out the project. Also, a discussion on some software or tablet apps that can assist the contractor in completing their project closeout.



**Lee Templin, P.E.**  
Ferris State  
University



**Krista Roschek**  
Solatube  
International, Inc.

## **Introduction to Tubular Daylighting Devices**

Seminar 2A 2:30pm - 3:30pm (HSW / SD CEU)

Learn about the latest advanced optical daylighting technology and a new product category – the Tubular Daylighting Device (TDD) which makes daylighting a space as easy as applying traditional lighting equipment. After a brief overview of typical daylighting strategies and key energy and human performance-based reasons for daylighting today's buildings, the audience is introduced to the four major components that are common to every TDD. Commercially-available component technologies are compared and contrasted, allowing the designer to make informed decisions when choosing the appropriate TDD technology for their application.

## **“What Now?” – How to Handle Common Legal Issues on Construction Projects in Michigan**

Seminar 2B 2:30pm - 3:30pm

Simply hoping for the best is never enough when you are working on a construction project: you also need to be prepared for the worst. This one-hour presentation will provide an overview of things to look for that will allow you to identify and be prepared for issues that might come up on your next job, helping you to confidently and efficiently handle disputes that come your way.



**Bruce Courtade**  
Rhoades McKee



**Bob Nixon**  
Firestone  
Building Products

## **Metal Wall Panel Systems**

Seminar 3A 4:00pm - 5:00pm (CEU)

This session is not just a high level overview of metal panels. It has been designed to go into much greater detail on selecting the appropriate material for your project; critical components in the wall design and the purpose they serve. Beyond this the presentation provides a great deal of explanation on system testing; what the tests are, why they are important and why understanding them will help create successful specifications and projects.

## **Roundtable Discussion: Recruiting and Retaining a Diverse Workforce**

Seminar 3B 4:00pm - 5:00pm

In a competitive employment market, companies are looking for ways to attract and keep talent. By maintaining a workplace that has a diverse workforce and focusing on various attributes of employee development, employers can ensure they have the right tools in place to recruit and retain employees who help build a successful enterprise.



This session will be Facilitated by **Doug Wilterdink**, Managing Partner, DWH.

Panelists:

**Joseph Jones, President/CEO**  
Grand Rapids Urban League

**Mark R. Smith, Attorney**  
Rhoades McKee

**Ramon Garza Jr., Human Resource Manager**  
Cascade Engineering

**Debra Quade, Director of Supplier Relations**  
Kellogg Company

# MEMBER TO MEMBER



**ANNUAL GOLF OUTING:** Blue skies and sun greeted our players for this year's Builders Exchange of Michigan 59th Annual Golf Outing. 116 golfers teed up at Thorneapple Pointe Golf Club and had a great day of golf followed by a steak dinner. Our heartfelt thanks go to our many sponsors of this year's golf outing.

We appreciate the continued support of this event which helps raise money for our endowed scholarship. This scholarship is within the College of Technology's Construction and HVACR program at Ferris State University. We hope to see everyone next year on the course.

**THE FOURTH ANNUAL WEST MICHIGAN CONSTRUCTION INDUSTRY FORUM (WMCIF),** presented by Beene Garter LLP, Hilger Hammond, and Hub International is scheduled for October 8, 2015.

New Holland Brewing Company's VP of brand and lifestyle, Fred Beultmann, will give the keynote address, sharing how to create a dynamic company culture. As in past years, attendees will have the opportunity to attend three of nine available breakout sessions. Topics this year include: Eliminating on-site risk, doing business out of state, navigating the world of electronic documents, and developing negotiation skills.

To learn more visit:  
[www.constructionindustryforum.net](http://www.constructionindustryforum.net).



**COMPANY PICNIC: THE BUILDERS EXCHANGE** team had a break from the normal routine and enjoyed a picnic on a sunny day in August! With someone in charge of the grill we were all able to enjoy the food and comradery. We hope everyone has had a chance to enjoy the Michigan summer.



**CLAY SHOOT OUT:** Sixty shooters participated in this year's Builders Exchange Sporting Clays Shoot Out. With unseasonably warm weather, the teams shot sporting clays, skeet and trap. The winning team this year was the Progressive Heating & Cooling team. Our top gun shooter, with a score of 82 out of 100, was Mark Canfield from the Progressive Heating & Cooling team. A big thank you to the Caledonia Sportsman Club for doing a fantastic job, as always, with our event.



**THE ASSOCIATED BUILDERS AND CONTRACTORS WESTERN MICHIGAN CHAPTER (ABC/WMC)** held the 2015 Excellence in Construction Awards at New Vintage Place on Tuesday, September 15, 2015. Nearly 300 attendees from 410 Chapter member companies engaged in commercial construction joined together to recognize 69 construction projects, 8 Safety Award of Excellence nominees, and 3 Craft Professional of the Year finalists. The Excellence in Construction Awards are an annual Chapter event celebrating the best projects recently constructed in Western Michigan by ABC/WMC member firms.

Winners include Triangle Associates, Erhardt Construction, Rockford Construction and Pioneer Construction. Some of the projects honored were the John Ball Zoo Tiger Exhibition, Jenison Center for the Arts, the newly renovated cafeteria at Mercy Health and the Grand Rapids Downtown Market. Congratulations to all the winners, hats off for a job well done.

# INDUSTRY CALENDAR

## OCTOBER

10/9

### Traverse City Area Chamber of Commerce

2015 Young Professionals Annual Conference  
8:00 AM – 5:00 PM  
Leelanau Outdoor Center  
[www.tcchamber.org](http://www.tcchamber.org)

10/14

### NAWIC

5:30pm  
Job Site Tour  
[www.nawic194.org](http://www.nawic194.org)

10/14

### BOMA

Lunch Program & Annual Mtg.  
11:30 AM – 1:00 PM  
Perrin Brewing Company  
[www.bomawm.wildapricot.org](http://www.bomawm.wildapricot.org)

10/14

### MI Chamber of Commerce

Brownfields, Remediation, & Reuse  
9:00 AM – 2:30 PM  
[www.michamber.com](http://www.michamber.com)

10/15

### AIA

AIAGR Honor Awards Gala  
6:00 PM – 10:00 PM  
[www.aiagr.org](http://www.aiagr.org)

10/15

### MI Chamber of Commerce

MIOSHA/OSHA Update: Reporting Requirements  
Citation Trends, Enforcement Initiatives  
10:00 AM – 11:00 AM  
[www.michamber.com](http://www.michamber.com)

10/17

### ESD

PMI® PMP® Exam Certification Training  
Lawrence Technological University  
[ww2.esd.org/home](http://ww2.esd.org/home)

10/17

### Engineering Society of Detroit

PE Review Course  
8:30 AM – 12:30 PM Civil  
1:00 PM – 5:00 PM  
Mechanical, Environmental, and Electrical- Power  
[ww2.esd.org/home](http://ww2.esd.org/home)

10/20

### MIM

BEC-GD Symposium 2015  
8:00 AM – 5:00 PM  
VisTaTech Center  
[www.mim-online.org](http://www.mim-online.org)

10/20

### AIA

designThunk – ProgressiveAE  
12:00 PM – 1:00 PM  
[www.aiagr.org](http://www.aiagr.org)

10/22

### MIM

Masonry 101  
8:00 AM – 5:00 PM  
Masonry Institute of MI  
[www.mim-online.org](http://www.mim-online.org)

10/24

### ESD

PMI® PMP® Exam Certification Training  
Lawrence Technological Univ.  
[ww2.esd.org/home](http://ww2.esd.org/home)

10/27

### Michigan Chamber of Commerce

Effective Employee Policies Workshop  
9:00 AM – 3:00 PM  
[www.michamber.com](http://www.michamber.com)

10/28

### MI Chamber of Commerce

Effective Employee Policies Workshop  
9:00 AM – 3:00 PM  
Walsh College, Novi  
[www.michamber.com](http://www.michamber.com)

10/28

### Delta Chamber of Commerce

Business After Hours  
5:30 PM – 7:30 PM  
Hilltop RV  
[www.deltami.org](http://www.deltami.org)

10/29

### WEST MICHIGAN DESIGN AND CONSTRUCTION EXPO

12:30 PM – 6:00 PM  
The Pinnacle Center  
[www.wmdcexpo.com](http://www.wmdcexpo.com)

10/30

### USGBC

SW MI CEU Marathon  
Kalamazoo MI  
[www.usgbcwm.org](http://www.usgbcwm.org)

10/30

### AGCM

STP Unit 4  
AGC of MI  
[www.agcmichigan.org](http://www.agcmichigan.org)

## NOVEMBER

11/03

### Lansing Regional Chamber

50 Ideas to Increase your Bottom Line  
8:00 AM -9:30 AM  
[www.lansingchamber.org](http://www.lansingchamber.org)

11/03

### Traverse City Area Chamber of Commerce

2015 Chamber Business Expo  
9:00 AM – 5:00 PM  
Grand Traverse Resort & Spa  
[www.tcchamber.org](http://www.tcchamber.org)

11/04

### Michigan Chamber of Commerce

Advanced Supervisor & Manager Training  
9:00 AM – 3:00 PM  
Walsh College, Novi  
[www.michamber.com](http://www.michamber.com)

11/05

### MI Chamber of Commerce

Advanced Supervisor & Manager Training  
9:00 AM – 3:00 PM  
[www.michamber.com](http://www.michamber.com)

11/07

### ESD

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Lawrence Technological  
[ww2.esd.org/home.htm](http://ww2.esd.org/home.htm)

11/10

### MI Chamber of Commerce

Michigan Sales & Use Tax  
9:00 AM – 3:00 PM  
[www.michamber.com](http://www.michamber.com)

11/11

### NAWIC

Lunch and Learn  
Speaker Aileen Leipprandt, Hilger Hammond  
[www.nawic194.org](http://www.nawic194.org)

11/11

### MI Chamber of Commerce

Michigan Sales & Use Tax  
9:00 AM – 3:00 PM  
Walsh College, Novi  
[www.michamber.com](http://www.michamber.com)

11/12

### MI Chamber of Commerce

Working with Diverse Personalities  
10:00 AM – 11:00 AM  
Webinar  
[www.michamber.com](http://www.michamber.com)

11/13

### ESD

Salute to Veterans Gala  
6:00 PM – 9:00 PM  
Suburban Collection Showplace  
[ww2.esd.org/home.htm](http://ww2.esd.org/home.htm)

11/17

### AIA

designThunk – FTC&H  
12:00 PM – 1:00 PM  
[www.aiagr.org](http://www.aiagr.org)

11/18

### MI Chamber of Commerce

Generations: Managing & Leading Across Generations  
10:00 AM – 11:00 AM  
Webinar  
[www.michamber.com](http://www.michamber.com)

11/19

### Lansing Regional Chamber

10th Annual Celebration of Regional Growth Awards  
11:30 AM – 1:30 PM  
[www.lansingchamber.org](http://www.lansingchamber.org)

11/19

### MI Chamber of Commerce

Environmental Issues 101  
10:00 AM – 11:00 AM  
Webinar  
[www.michamber.com](http://www.michamber.com)

11/20

### AIA

Lunch and Learn  
ASHRAE 90.1 -2013  
The New Commercial Building Energy Code  
11:30 AM – 1:30 PM  
[www.aiagr.org](http://www.aiagr.org)

## DECEMBER

12/1 – 12/2

### MI Chamber of Commerce

Supervisor & Manager Training Course  
[www.michamber.com](http://www.michamber.com)

12/08

### Lansing Regional Chamber

Learn to Network Like a Pro  
4:00 PM – 5:00 PM  
[www.lansingchamber.org](http://www.lansingchamber.org)

12/9

### NAWIC

Time for Giving Back / Holiday Party  
Bouma Corp Conference Rm  
[www.nawic194.org](http://www.nawic194.org)

12/17

### AIA

designThunk TBD  
12:00 PM – 1:00 PM  
[www.aiagr.org](http://www.aiagr.org)

12/17

### Lansing Regional Chamber

ATHENA Awards Luncheon 2015  
11:30 AM – 1:30 PM  
[www.lansingchamber.org](http://www.lansingchamber.org)



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## Why a Henry Vegetative Roof Assembly?

### The Henry Single-Source Warranty

The Henry Single-Source Warranty provides building owners with the benefit of complete waterproofing membrane and vegetative roof assembly coverage in one, rather than multiple, warranty agreements.

This warranty means that should you have a problem, you will avoid the complications and costs of dealing with separate vendors who may claim that another company's product or work was the cause of the problem.

With a Henry Single-Source Warranty, you can have confidence that your roof is protected by a stable and financially secure company that will be there down the road if you ever need to call them.

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Henry is experienced in all types of vegetative roofing, from intensive to extensive. We can help you choose the optimum planting strategy for your budget and timetable, including mats, plugs and clippings, as well as custom designs.



Henry Vegetative Roofing Assembly®

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See [www.usgbc.org](http://www.usgbc.org) for more information

Consult your Henry representative for specific UL system configurations



## FLEET AUTOMOTIVE UPDATE FROM MOMENTUM GROUPS



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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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website: [www.momentumgroups.com](http://www.momentumgroups.com)

Contact The Builders Exchange at:  
email: [info@grbx.com](mailto:info@grbx.com) phone: 616.949.8650 website: [www.grbx.com](http://www.grbx.com)

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# OUT?

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- 34% Increase in yearly projects posted over the past 5 Years

## The Benefits

- Online construction news
- Project tracking features
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- Privately funded projects
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- Weekly Construction News Bulletin
- Pre-construction reports in Michigan

## 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  
Driesenga & Associates, Inc.

## The Experts

Builders Exchange of Michigan has been covering construction for more than 125 years. Want to know how we can grow your business? **Contact Debbie at (616) 949-8650 or email [Debbie@grbx.com](mailto:Debbie@grbx.com).**



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