

**Doug Carr**

**From:** Doug Carr [lacey@glhba.ccsend.com] on behalf of Doug Carr [doug@glhba.org]  
**Sent:** Monday, March 01, 2010 10:27 AM  
**To:** Doug Carr  
**Subject:** Home Show Hits Home Run!

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# The Tool Box

*A Weekly Publication for Members & Friends*  
 March 1, 2010



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**Parade Of Homes  
2010  
Builder  
Deadline Near**

Dear Doug,

## Home Building & Remodeling Show: Traffic Was Up and Quality Was Good!

The attitude of the public last week was upbeat and positive. The traffic through the show was steady through the weekend. Although at first glance it may have appeared slow at times, there were actually around 300 more people that came through the show this year over 2009. Partnering with the Golf Show was a good thing. A little over 1,000 people came over from the Golf Show next door.



The exhibitors that I spoke with were positive and encouraged by the quality of the traffic through the Show. Most came away with solid leads. Generally, it was the most serious buyers that came out to the show.

My message to the media through the weekend was that now is a great time to buy or remodel. The federal tax credits are big incentive right now and I believe we are at the bottom and starting back up. All things said, I am positive and optimistic about our market for 2010.

I want to "thank" all of the exhibitors, members, GLHB&RA booth volunteers, the Lansing Center and my Staff for making the Show a success this year. In particular, I would like to thank Lacey and the Home Show Committee for working so hard in a very down year to make it the best Show possible!

## Delta Township Backs Off Prevailing Wage!



**New Builds  
And  
Remodel  
Projects  
Welcome!**

**Call Cindy  
By March 5th  
to Showcase  
Your Project!**

**517-323-3254**

**Use  
Your  
Meijer Card  
This  
Month  
And  
Save!!**

**meijer**

**Meijer Is A  
Home  
Builder  
Partner!**

This is breaking news. As of last Friday afternoon, Delta Township pulled the prevailing wage policy proposal off the agenda for their meeting later today. I suspect after several groups became more outspoken about the issue, they must have decided that they do not have the votes. We will keep an eye on this and report back later.

What do you think? E-mail me at [Doug@glhba.org](mailto:Doug@glhba.org).

**Doug**  
CEO, GLHB&RA

## **Upcoming Events:**

**(Click on the links below to RSVP!)**

Mar 3-4 FOX 47 My Home Improvement Info.Meeting, Times vary see article below.

Mar 5 Parade Of Homes Builder Entry Deadline

Mar 5 Parade Of Homes Guidebook Advertising Deadline

Mar 8-12 Building Analyst Training, Comfort First Htg & Cooning

Mar 10 Monthly Meeting "Web Based Small Business Training"

MSU Federal Credit Union, 5:30 PM, Cost \$5, [RSVP Here](#)

Mar 25 GLHB&RA Board Meeting 9 AM, Lyman Sheets

Apr 13 Monthly Meeting: Builder's Plumbing & Heating Supply

## **March 10th Monthly Meeting: Learn Advertising "Tricks of the Trade!"**

Do you plan your own advertising?

Most small business people do. But where do you turn for advice? At the next monthly GLHB&RA meeting, hosted by MSU Federal Credit Union, March 10, 5:30 - 7:00 PM, we'll introduce you to a great source. It's called Advertising 180. Once you

know the source you can access the answers you need to learn the tricks of the trade in just minutes. It's all available over the internet. After an introduction to this innovative service, the meeting host, MSU Federal Credit Union will assist you on a tour of their new facility located at 3777 West Rd. in East Lansing. Don't miss this next monthly event. Cost is just \$5. [RSVP Here!](#)



***Advertise In The Parade of Homes  
Guide Book!***

***Reach thousands Of Home Buyers!***

***Call Cindy for Details! 323-3254!***

## **Prepare for BPI Certification with BSA Building Analyst Training**

Building Science Academy is offering a five day course for builders, remodelers and others who want to become Certified by



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the Building Performance Institute. Those who complete the training will be eligible to pass a test and become certified. Once Certified, contractors will be eligible to participate in the Michigan Utility companies' current and future energy efficiency initiatives. Topics covered include everything from the home as a system, to enhancing energy saving effectiveness to blower door testing. The course continues over five days and includes a sixth day in the field. It is being offered March 8-12th. The cost for GLHB&RA members has been reduced to \$2,350. (\$2,550 non-members.) Interested? **Call 517-323-3254 for more information and to register!**

### **Fox 47 "My Home Improvement" Invites GLHB&RA Members to Be A Part Of Show**

Fox 47's My Home Improvement Show is looking for GLHB&RA members interested in being a part of the show in 2010. The show is in its fourth year. It offers local professionals a great way to promote and generate prospective leads. Participants get exclusivity in their product category. Members interested in learning more about this promotional opportunity are invited to attend any one of several information sessions on Wednesday, **March 3<sup>rd</sup> (at 8am, 11:30am or 3pm)** or Thursday, **March 4<sup>th</sup> (at 8am or 11:30am)** at FOX 47's Studios located at 600 West St. Joseph Street, in Lansing. Be sure to RSVP today to reserve your place to Jami Anderson, (517) 702-3129 or [janderson@fox47news.com](mailto:janderson@fox47news.com). Food will be provided at each session.



### **State Moving on Continuing Education Requirements For Builders**

The State of Michigan recently announced the Continuing Education requirements for licensed builders. There are generally four main types of courses/ways that a builder can gain credits toward the continuing education requirement: 1) any approved pre-licensing classes; 2) any approved construction code update courses; 3) any approved fire/workplace safety courses; 4) serve as a lecturer/instructor in an approved course. Any course that was taken from January 2009 onward will qualify. Currently lead training classes do not qualify, however that may change. Builders who have had their license for less than six years will be required to gain 6 hours of credits in the 2011 licensing cycle. Builders with more than 6 years will be required to gain 3 hours credit toward of competency, 1 hour of codes, 1 hour of safety, and 1 hour of legal before the 2011 cycle. Builders will not be required to file any paperwork to demonstrate the fulfillment of these hours. The process is based on an honor system. However, the state will conduct random audits to assure



compliance.

**Thank You MSU-FCU!  
2010 Parade Of Homes Sponsor!**



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