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Message from the President

The Home Builders Association of the Grand Traverse Area, Inc., a residential building industry trade association, made up of more than 400 builder and associated industry professionals is proud to present the 33rd annual Parade of Homes!

The Parade of Homes provides builders an opportunity to showcase the latest trends in construction and building designs that are available to the community, as well as showcasing their talent and craftsmanship. This year, we are featuring seven custom homes constructed by local builders and their teams of professional subcontractors and suppliers. We are also featuring a virtual home tour that offers you the chance to explore homes that would not have been able to participate in the parade.

As President of the Home Builders Association of the Grand Traverse Area, I invite you to enjoy your tour and the detail that has gone into each home. Thank you to our non-profit hosts, to our participants and most of all to you, the viewers.

I'd like to encourage you to keep a copy of this Parade Tour Guide and our 2022 Membership Directory close at hand, and know we are here as the best resource for your next building or remodeling project.

Warm regards,

Brian Terhune,
Terhune Construction
2022 President of the Home Builders Association of the Grand Traverse Area, Inc.



2022 Parade of Homes

Thursday, September 15th	12:00 noon - 8:00 pm
Friday, September 16th	12:00 noon - 8:00 pm
Saturday, September 17th	9:00 am - 7:00 pm
Sunday, September 16th	11:00 am - 4:00 pm

Home 1	O'Grady Development	13
Home 2	Beartooth Construction	17
Home 3	Scott Norris Construction	19
Home 4	Cornerstone Homes TC	21
Home 5	CMB Construction	25
Home 6	Biedron Builders - VIRTUAL ONLY	27
Home 7	Moeller Builders - VIRTUAL ONLY	29

Tickets available at all Parade Homes \$20 - Advanced Tickets are \$15 through September 14th, 2022

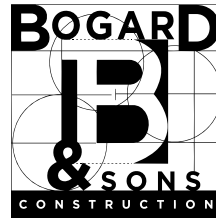
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For additional Ticket Outlets and Parade information visit www.hbagta.com

THE HOME BUILDERS ASSOCIATION ■ GRAND TRAVERSE AREA
PARADE OF HOMES



2021 Judge's Choice Best Overall



Andrew Bogard
 (231) 400-0321
bogardandsons.com

The sunrise view over Lake Skegemog steals the show in this classic 3963 sq. ft. craftsman home presented in the 2021 Parade of Homes by Bogard and Sons

Construction. This Up North Retreat was built with great attention to detail and superior craftsmanship by a talented team. The expansive entry with floor to ceiling windows and beautiful vaulted 28 foot ceiling frame a spectacular lake view.

This well-appointed home features hickory floors, custom built-in mudroom bench, pantry, and master closet, along with lake views from each bedroom suite and living area provides for a perfect get-away with space to accommodate guests. The elegant custom kitchen design by Nowak Cabinets features granite counter tops, premium appliances, and an impressive island fit for entertaining. Hand crafted loft barn door, artfully designed ridge beam, vaulted tongue and groove ceilings, barn beam mantle and custom metal worked railing blend seamlessly with the clients carefully-chosen furnishings and lighting fixtures to create a graceful lakeside charm.

Wander the landscaped path lakeside to sit by the unique firepit. This home is the future respite of a wonderful couple, designed for family and to connect generation for years to come. Enjoy!



2021 People's Choice Winner | \$499k - \$999



Colin Bushong
 (231) 218-8621
cmbquality.com

This remarkable home's location at the tip of the Leelanau Peninsula may set it farther afield, but that's part of its magnetic appeal. Take a gorgeous drive up M-22 to Northport, a charming bayside village that blends old-fashioned charm with many new businesses in its vibrant downtown and nature just steps away. Spend time shopping, dining, and exploring after you tour this head-turner on Fifth Street.

CMB Construction built this custom design for a work-from-home family with a love of the outdoors. The homeowners and their architects brought a bold, modern sense of style to the project, resulting in a house that perfectly fits the family's needs and taste. The crisp, white, gabled house is defined with black accents and warm knotty cedar for a look that's modern but approachable, drawing on Northern Michigan traditions while still looking current and original.

Every detail was customized to express a minimal, Scandinavian-influenced aesthetic on the tight in-town lot. You'll see unusual features like a fully tiled "wet room" bath, polished concrete flooring, sleek maple built-ins, a bayview office perch, a separate workshop and art studio, and a backyard sauna. The homeowners mixed both high-end and budget-friendly materials for a look that's undeniably fresh, fun, and chic. This is the house you don't want to miss!

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THE HOME BUILDERS ASSOCIATION ■ GRAND TRAVERSE AREA PARADE OF HOMES



**2021 People's Choice Winner
Judge's Choice Best Craftsmanship
\$399k and below**

Schultz Construction & Remodeling

(231) 943-3444 schultzconstructionandremodeling.com

Schultz Construction & Remodeling is proud to showcase another home in the Parade of Homes this year. Nestled in the woods of Long Lake Township, this home is only about a 10-minute drive to Traverse City proper.

This home has many high quality features typically found in much larger homes. The kitchen has solid wood cabinets, granite counters with a practical island for added storage, perfect for food preparation and entertaining. The open floor plan leads to the living room featuring a fireplace with built-in bookcases. There are 10-foot ceilings in the living room.

The master suite has a trayed ceiling and bathroom with tiled shower. The walk-in closet will wow you with its great use of space and organization features. Another popular and practical feature is the mudroom/laundry room behind the garage.

The full basement, also with 9-foot ceilings, adds a lot of useful space for storage or a large family activity room and 2 more bedrooms. Once again, this home is a classic example of single-floor living at its best with many high quality features. This home is one of the last homes to be built in the beautiful wooded Heniser Estates subdivision that Schultz Construction & Remodeling has developed in Long Lake township.



Purpose of the Home Builders Association of Grand Traverse Area, Inc.

The Home Builders Association of the Grand Traverse Area, Inc. chartered in 1970, is a professional trade association encompassing the Michigan counties of Antrim, Benzie, Grand Traverse, Kalkaska and Leelanau, whose members are licensed, where applicable, for the purpose of constructing quality housing, providing associated services and utilizing progressive technologies. The Home Builders Association of the Grand Traverse Area is an affiliate of the Michigan Association of Home Builders and the National Association of Home Builders.

Mission

To be a high quality resource for building industry professionals, who provide outstanding service to our community.

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2022 Parade of Homes Rules & Regulations

- Advanced sale tickets are \$15 prior to September 14, 2022.
- Tickets purchased at a Parade Home or Ticket Outlet on or after this date are \$20.
- Smoking, food and beverages are not allowed within the Parade Homes.
- Children one year of age and under are free; all others will be charged full price.
- Strollers are prohibited within the Parade Homes.
- For your safety, shoes should not be removed, unless heels are worn. Shoe covers are provided.
- Please do not park or trespass on private property adjacent to a Parade Home.
- Bathroom facilities within the Parade home are not available to the public.
- The HBA is not responsible for lost tickets



Checklist for Finding and Hiring an HBA Builder or Remodeler

Doing your homework will help you have a more successful experience

Use this checklist to help you select a home builder or home remodeler to work on or build your home:

Qualify potential Home Builders before wasting their time with the estimating process. A great bid but a poor job record is not going to get you anywhere. This is why it's so important to ask for and check references (which is detailed below). Find out if they are members of a Home Builders Association. Limit the bidding process to no more than three (3) Home Builders. This will give you time to research and determine the Home Builder who is best suited to your project. Interview the potential Home Builders. Interview potential Home Builders' current and past clients, as well as the professionals the Home Builders work with (trade Home Builders and vendors). Don't trust a referral statement on a piece of paper, get on the phone and speak directly to references or meet them in person. For customer references, find out:

- If they are current references or really old ones.
- If the references are for jobs similar to yours.
- Are the projects similar in scope and price range to yours?
- If they are and have been in good standing

Call customer references. Ask the tough questions:

- Call customer references. Ask the tough questions:
- How much was the original bid?
- How much was the final project?
- How did the Home Builder handle communication?
- Did he/she keep you informed at all times?
- Were there any surprises?
- Did the job finish on schedule?
- Are/were you satisfied with the project's quality and workmanship?

For trade Home Builder and vendor (electricians, plumbers, mechanical contractors, etc) references, find out:

- If the Home Builder pays them on time.
(Note: if the Home Builder does not pay the trade Home Builder, the trade Home Builder can put a lien on your house--which can require you to pay again.)
- How the Home Builder communicates with them about scheduling.
- How long they have worked together.
- What they like most about working with the Home Builder.
- What would they like to see improved in their relationships with the Home Builder.

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3

NAVIGATE A COMPLEX PROCESS.

A real estate professional can guide you on forms, disclosures, and the lending process to help you avoid costly mistakes and delays.

4

NEGOTIATE LIKE A PRO.

An agent has the expertise to negotiate terms, from price to repairs, on your behalf.

5

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6

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7

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SEE THEM ON DISPLAY AT THESE 2022 PARADE OF HOMES:

Home #1 - O'Grady Development
Home #3 - Scott Norris Construction

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Welcome to The Bluewater View Home in Peninsula Shores, showcasing only the finest quality by O'Grady Development Company! This impressive new construction lakefront home on Old Mission Peninsula is a part of an exclusive gated waterfront community. Imagine cooking in your expansive kitchen while viewing the sunrise in the dining through your

Total 3965 sf Lower Level 2500 sf
 2nd Floor 1532 sf 4 bedroom / 4.5 bath

generously-sized windows and door wall. The vast two-story great room features a wood/gas fireplace decorated in tile from floor to ceiling. The primary owner's suite boasts a luxury bathroom and an extensively shelved closet. On the second level, you will find 3 spacious bedrooms and a generously-sized loft soaring above the Caribbean blues of East Grand Traverse Bay. Other home features include 2x6 framing, heated & insulated garage finished with epoxy floors, spray foam cellulose wall insulation, quartz countertops throughout, Mouser cabinets, a custom interior plumbing and lighting package, Anderson 400 windows and door walls, a whole-home Generac Generator, smart home technology including cameras and speakers, complete high-end appliance package, and an extensive landscape package including a hand-laid brick paver patio on the lake side of the home. To top it off, the 100' feet of waterfront is privately accessed by way of an incline elevator. Don't spend your valuable time navigating the complex process of building a home - think Turnkey! Think Peninsula Shores.



NEW HOME



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What to Plan On When You're Planning: Things to Consider When Building a Home

As a home designer, I want the home building process to be fun for my clients from the day we sit down at my drafting table to the day you move into your new home. Nothing turns that process sour faster than unmet expectations, so it's crucial that all parties share their vision from the outset. There will be bumps in the road, but as long as everyone is clear on expectations, it can be a fun and fruitful relationship. Here are five things to consider when building a new home.

1. Relationship: As the homeowner, you decide what role each party plays in the process. Do you want your builder to give input on the design? Should the designer be available throughout the building process? How involved would you personally like to be throughout the project? These roles will set the tone for the relationships of all involved, and need to be clearly defined up front.

2. Communication: Finding a team with which you communicate well is integral to a smooth process. Be clear on the level of communication you expect from your designer and various contractors. Some clients expect an instant reply to a text, others prefer detailed emails about the building process. Some prefer a call, some want photo updates on a weekly basis. One way isn't better than another, but being clear about what sort of communication is expected from each party is important to work out up front.

3. Budget: This is often the most stress-inducing factor in the home building process, so having realistic expectations will go a long way to making the rest of the process stress-free. Remember that cost per square foot is a ballpark estimate at best, so it's wise not to become too attached to that number. Be very clear about your budget from the start, then any builders bidding your home will be able to give you a better idea of what they can do for you in that price range. Here are some important things to keep in mind:

- Kitchens and bathrooms are the most expensive rooms
- Finished lower levels are the most affordable square footage
- Outdoor living spaces often cost as much as some indoor finished spaces
- Bonus rooms over garages are costly
- Steep building sites drive up excavation, foundation, and labor costs
- Complex windows, foundations, and roof lines drive up costs
- Interior and exterior finishes are a large percentage of the cost of a home

4. Site: Many prospective clients purchase a lot before they contact an architect, and get the unwelcome surprise that the lot they've purchased is going to be difficult and costly to build on. Land characteristics that drive up costs aren't always obvious, so it's a good idea to contact a builder or designer for input before closing on a lot. Most will be glad to lend an opinion at no charge, because it means they won't have to be the bearers of bad news if you should choose them to do your home.

5. Timing: Weather, decisions delays, miscommunication, illness, back-orders, etc., can all play a role in delaying the project. Your builder or designer should give a realistic time table, but it's best to be flexible. Many clients don't realize the role they can play in delaying a project. The big one is failure to make decisions by a the given deadlines. Even being a day behind can create a dominoe effect that pushes the completion date back by weeks. It sounds extreme, but I've known it to happen.

Lastly, expect to have fun! With a good team, a realistic budget, and a comfortable time frame, you should have a truly enjoyable experience.

Caleb Norris
President, Norris Design Productions, LLC.
Treasurer, Home Builder's Association Grand Traverse Area, Inc.

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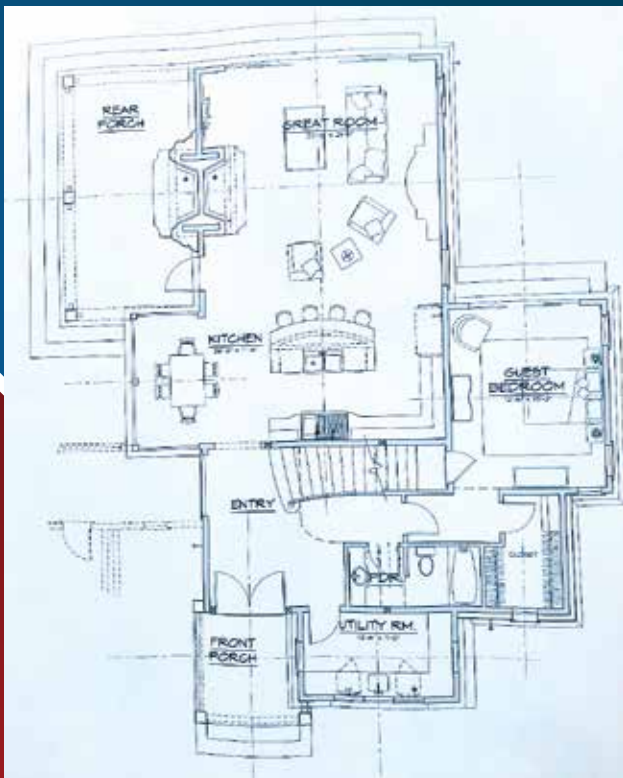
You have enough work to bring the project in on time and at cost. Don't let the paperwork slow you down! Your time is best spent MANAGING THE SITE! We'll manage the new construction administration for you.



15631 Birch Drive, Traverse City



Total	2625 sf	Lower Level	1575 sf
2nd Floor	1050 sf	2 bedroom / 2 bath	



Venture up scenic Old Mission Peninsula to this old world charmer on West Grand Traverse Bay. Upon entering the property your eyes are greeted with sweeping curves of the rooflines complimented beautifully with a salvaged church window.

The timber framed entry leads you into a stunning foyer with a curved stone staircase and an elegant archway leading into the living area. The open layout makes it an ideal place for entertaining. Gorgeous custom woodwork abounds throughout the kitchen and dining area. This energy efficient home has plenty of windows to take in the breathtaking views of Lake Michigan. Enjoy an evening sunset on the timber framed lakeside porch with a fire in a rustic stone fireplace.

Make your way up the curved staircase of this 2,600 square foot, 2 bedroom 2 bath home, and you will be greeted with a colorful salvaged church window and a vaulted ceiling with custom timber beams. Past the sitting area is the master suite featuring a vintage salvaged slate fireplace, spacious bathroom, and views of the bay.

The custom craftsmanship combined with the unique use of salvaged antiques give this home an old world feeling. Beartooth Construction prides themselves on offering fully custom, personalized building experiences. This unique exquisite home is a perfect example of quality craftsmanship that caters to the exact needs of the client.



Beartooth Construction
CJ Heiny
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9274 South Majestic Ridge Drive, Traverse City



Total 5174 sf 3 bedroom / 4 bath
Lower Level 2722 sf



When your home overlooks West Bay and the City every room deserves a view. In this traditionally styled home every room, from man-cave to Master bedroom, takes in the magnificent water views. If you enjoy custom built-ins, classic trim, and ageless timber frame details you will want to visit this home.

Cooks will love the custom kitchen with its stone range hood, and walk-in pantry. Others may enjoy the pool room and bar area or library. Everyone will appreciate the breathtaking views from each of these rooms.

Unique features like sliding dutch doors, live edge benches, built-in sauna, spiral stairway off the deck, and hidden stair gates, all bring a playful touch to this elegant home. The White Oak timber frame entrance, the quarter-sawn oak whisky barrel ceiling over the bar area, and the large timber accents on the library and kitchen ceilings, all harken back to a time when wood and woodworking was revered. However, modern amenities like a steam shower, double ovens, zoned in-floor heat, an air-tight high R-value thermal envelope, and WiFi accessible security and HVAC all place this home squarely in the 21st century. Come and see the unparalleled craftsmanship of another "one of a kind" Scott Norris Construction custom home.

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CONSTRUCTION**

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Scott Norris
(231) 946-6848

scottnorrisconstruction.com

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6495 South Dunns Farm Road, Maple City



Total 2243 sf
3 bedroom / 2 bath



Cornerstone Homes TC is a family-owned business with a 30 year history of quality construction. We are proud to present this home on S Dunns Farm Rd, surrounded by nature's beauty and the glow of Big Glen Lake sunsets on the horizon. This home is ideally situated close to Glen Arbor and Empire, where the owners can enjoy everything Leelanau County has to offer.

This 2,243 sq ft, 3 bed, 2 bath ranch with a full, unfinished basement has plenty of room for family and friends to enjoy.

Thoughtfully designed with a mudroom for owner entrance, a foyer that makes an impression on guests, an office situated conveniently next to the hub of the home, and a walk-in pantry in addition to a pantry cabinet for plenty of storage.

This home features a classic design paired with subtle modern touches, like the waterfall edge island granite, low profile floor and wall vents, and hexagonal starburst tile in the shower niches. From the front door you'll notice a view of Big Glen Lake while the active dormer floods the entryway with natural light. The back of the home has generous windows to enjoy the private backyard setting with an abundance of mature hardwoods.



CORNERSTONE HOMES TC
Jacob Makowski
(231) 421-1300

cornerstonehomestc.com

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9056 Green Briar Road, Lake Ann



Total	3188 sf	Lower Level	1438 sf
2nd Floor	1750 sf	3 bedroom / 2.5 bath	



Serenity awaits in this peaceful, wooded setting on Stevens Lake in Lake Ann. Enjoy a day on the lake or evening by the fireplace.

This 3,188 sf, 3BR/2.5BA custom-built home by CMB Construction features a screened-in hot tub/deck area accessible from the main floor master suite and living room with an additional deck from living/dining area with spectacular views of the lake. A custom-built windowed

wall separates the master suite sitting room from the foyer. The 2BR/1BA lower-level walks out to a concrete patio and incorporates tasteful wallpaper accents and build-in bookshelves in the family room to relax with a good book.

Live-edge vanity in main floor powder room, tiled showers, farm sink and bar area in kitchen, shiplap, wood beams and ceilings, and floor to ceiling fieldstone fireplace are just some of the custom finishes that you will find in this home. The fieldstone exterior finishes and red accents give this home that up-north cottage feel.



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Biedron Builders - Virtual Home Tour



Total Living Space 1256 sf Upper Floor 892 sf
Main Floor 364 sf 2 bedroom / 2 bath



With over 20 years of experience and a generous portfolio of luxury residential projects, Biedron Builders has stepped up to meet the needs of Northern Michigan with affordable brand new construction. It boasts a craftsman style build with a metal roof and modern features that make it stand out. With a garage door designed for aesthetic appeal, it's also insulated with a higher R

value to keep the garage from getting too cold. This 2 bath, 2 bedroom home has 1,256 square feet of living space in a smart layout that works fabulously for those in need of separate work or play spaces, located near Lake Leelanau and moments from local dining and shopping.



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Moeller Builders - Virtual Home Tour



Total	7423 sf	Lower Level	2996 sf
Main Floor	4586 sf	5 bedroom / 3.5 bath	

This beautiful custom home built by Moeller Builders, Inc has sunrise and sunset views over the Bay.

What started as a 2300 sq ft home has more than doubled in size. The house is 7423 ft.², the main floor has 4586 ft.², and the walkout lower level is 2996 sq. ft. The home features five bedrooms, three full baths, and two 1/2 baths.

The master suite has heavy Euro frameless floor-to-ceiling windows. Steel beams were used above the 18-foot window in the master suite due to the length of the window opening being 12 x 22. This offers impeccable views over vineyards and the countryside.

This home features a stone fireplace in the master suite, the office, and the great room. The stonework on the exterior is more than impressive. 24 tons of Grand River Stone, was meticulously placed by hand for a truly one-of-a-kind masterpiece.

The kitchen cabinets were custom-built and the crisp color combination flows naturally with the rest of the home. The reclaimed wood beam is centered above the gourmet stove that features a pot filler and wok burner.

The bar on the lower level features a granite titanium leathered look and 500-bottle custom wine storage room and brass hammered bar sink were built into the design. A dog washing station along with a central vacuum system were also built into this beautiful family home.



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How Do You Pick The Right Home Builder?

You may be a do-it-yourself kind of person. However, do you know the permitting process? Will your prospective new home or home improvement project comply with all local building codes? Can you afford your own on-the-job training? Do you have the time, expertise, and money to pay for your own mistakes?

Hopefully, by now you realize you need to hire a professional. Understanding the home building process is the key to hiring a good Home Builder, and not one of those fly-by-night folks who give the construction industry a bad name. Don't be afraid to do your own investigating. Before hiring someone, thoroughly research your project and the Home Builders you're considering working with. Here are some tips to get you started:

Know the Scope of Work

If your project will involve an architect, make sure the plans are finalized before the start of the project. Many Home Builders work with architects to create what's called a "negotiated contract." This helps you decide what you want included in the job and at what price. Knowing the price of each architectural item (a volume entry, for example, or an extra bedroom) will help you decide whether or not to include it in the plans.

If you don't work with an architect, you might work with a design/build builder. These Home Builders both design and build your project. They offer one-stop shopping, in a sense, by helping you determine a budget and then designing your project to fit that budget. Make sure your design/build Home Builder offers you different design alternatives. The Home Builder shouldn't try trap you into creating a product he or she wants to build instead of one in which you want to live. Make sure you have a contract that includes what you are agreeing to pay for, when will the project be completed, how will you pay for extra services, how will you resolve any differences, and how will you agree to release the funds to pay for the contract.

Revisit the plans often through the estimating process. Remember, you have to live with the end result. The Home Builder doesn't. Bear in mind, however, that if you make a change to the plans and/or project after the scope of work has been established and you've signed the contract, you will be charged for change orders.

Be Clear About Budgets

Know your budget and communicate it ahead of time to everyone involved in the project. Letting the Home Builder know your budget helps them save time in creating the estimate and determining what is acceptable if changes are required

It is the Home Builder's job to track the actual construction budget against the contract price. However, you need to have a game plan to determine how you will respond to an "unplanned change" or schedule delay. You must be clear on what the outcome will be to your purse and/or the project's quality.

Expect changes. Most contracts include a minimum of ten percent additional costs due to changes during the job. Be sure to include that amount of money in your budget.

Know the Home Builder

Qualify potential Home Builders before wasting their time with the estimating process. A great bid but a poor job record is not going to get you anywhere. This is why it's so important to ask for and check references (which is detailed below). Find out if they are members of a Home Builders Association. Limit the bidding process to no more than three (3) Home Builders. This will give you time to research and determine the Home Builder who is best suited to your project. Interview the potential Home Builders. See "Crucial Questions to Ask Your Home Builder," below.

Interview potential Home Builders' current and past clients, as well as the professionals the Home Builders work with (trade Home Builders and vendors). Don't trust a referral statement on a piece of paper, get on the phone and speak directly to references or meet them in person. For customer references, find out:

- If they are current references or really old ones.
- If the references are for jobs similar to yours.
- Are the projects similar in scope and price range to yours?
- If they are and have been in good standing.

Call customer references. Ask the tough questions:

- How much was the original bid?
- How much was the final project?
- How did the Home Builder handle communication?
- Did he/she keep you informed at all times?
- Were there any surprises?
- Did the job finish on schedule?
- Are/were you satisfied with the project's quality and workmanship?

For trade Home Builder and vendor (electricians, plumbers, mechanical contractors, etc) references, find out:

- If the Home Builder pays them on time.
(Note: if the Home Builder does not pay the trade Home Builder, the trade Home Builder can put a lien on your house--which can require you to pay again.)
- How the Home Builder communicates with them about scheduling.
- How long they have worked together.
- What they like most about working with the Home Builder.
- What would they like to see improved in their relationships with the Home Builder.

Do Background Checks

Make sure the Home Builder is licensed. This can be done by calling the Home Builders Association Office and requesting their assistance. For larger jobs, see if the Home Builder is bonded. Check with the local Better Business Bureau. Visit the Home Builder's final projects to get a better feel for the quality of work. Pictures are nice, but you can learn more from viewing the workmanship in person. The Parade of Homes is an excellent way to see a Home Builders work up close.

Don't Put on Price Blinders

After you've qualified the Home Builder, review the estimated project price but don't let that be the only criteria for the job. Obviously, consider quality work and the harm that may come if the job is done "cheaply." Also consider the quality of the Home Builder's business operations. It's an indication of the type of relationship you'll have with the Home Builder and the customer service he or she likely will provide. Is the proposal presented professionally? Is there a sample of the legal contract? Is there a schedule with an expected completion date? Is there a sample change order, a sample subcontract, and/or a sample communication? If a Home Builder seems to be hesitant about sharing information, it won't be easy to communicate with them during the project.

(Continued next page)

(Continued)

Many Home Building businesses grew from carpenters who loved to build. But there is much more to running a professional construction company than building projects. Therefore, make sure you are working with a professional company that follows good management practices, adheres to all laws and regulations, and will be around in the long haul. This will go a long way towards guarantying your ultimate satisfaction with the project.

Proceed

Once you've selected your Home Builder, let the person do their job! Stay informed, make timely decisions when requested to do so. Pick a plan, stick with it, and don't change your mind every five minutes. Changes cost money, and clients are often their own worst enemy during the job's progress. And finally, trust the relationship you've created. In the end, the goal is to be happy with the finished project.

Crucial Questions to Ask Your Home Builder

- What is your company's best quality?
- How long have you been in business?
- Have you done this type of project before?
- Is this project within the typical scope, size, and price of the jobs you've done?
- Are you licensed, bonded and/or insured? Can I have a copy?
- May I interview two past clients and view the finished work?
- Have you been sued by past clients?
- Have you been sued by trade Home Builders or vendors?
- How do you determine how much to charge for change orders?
- On average, how much do the total change orders cost as a percentage of the original estimate?
- What process do you use to communicate change orders or price changes?
- Who will be my primary contact during the job?
- On average, do you go below or above your estimates?



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Did you know...

In 2019, the Home Builders Association of the Grand Traverse Area announced the creation of a public charity Foundation with tax-exempt status under Section 501(c)(3) of the United States Internal Revenue Code. Its mission, to advance sustainable careers in housing through fund raising, charitable contributions and workforce development, has never been more important.

A looming housing shortage...

In 2019, Housing North prepared a study of the need for housing in our region, through 2025. The study found potential demand for more than 15,000 housing units during that period – nearly 11,000 rental units and over 4,500 ownership units.

Northwest Michigan is an appealing location for seasonal and overnight visitors but has seen increasing popularity as a place of residence. After peaking in the 1960 census, the area's population began a four-decade slide. The region's permanent population increased 17% between 1996 and 2014. In the last couple of years, demand has increased through population shifts caused by the pandemic and the large number of homes converted to short-term rentals.

Finally, more than 60% of our housing stock is more than forty years old. Like any other commodity, housing stock deteriorates with age. It must be renovated and, eventually replaced.

...is exacerbated by an Ongoing Worker Shortage!

About half of America's skilled trade employees are approaching retirement age, but they aren't being replaced as quickly as they are leaving the field. The average age of a skilled trades professional in Michigan is in the mid-fifties. To add to the problem, Michigan lost about one-third of its skilled trades workers during the Great Recession, and most of those workers have not returned to the field. Our region is facing a worker shortage that could result in our housing challenge becoming a crisis.

Less than a third of the available positions in the work force require a college degree, yet that is what most high school students are encouraged to pursue. Skilled trades, meanwhile, offer solid job prospects, competitive salaries, quicker entry into the work force and low education debt.

HBAGTA Foundation Board of Directors

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Consider these statistics:

- Employment of electricians is projected to grow 10% in the next decade. The median wage for an electrician in Michigan is over \$59,000.
- Employment of plumbers is projected to grow 14% in the next decade. The median wage for plumber in Michigan is over \$63,000.
- Employment of carpenters is projected to grow 8% in the next decade. The median wage for a carpenter in Michigan is over \$48,000.

To review, demand for skilled trades workers is high, work is available with a short training period, pay is good, and apprenticeship and scholarship opportunities exist. Some apprentices find that their employers pay for their schooling and pay them to work while they complete their education.

A strong supply of skilled trades workers will contribute to a vibrant community in the future. These professionals will live in our community and contribute to everything from the tax base to sports teams. The benefits will extend far beyond the building industry – to the automotive, healthcare, and culinary fields, along with many more. Support the skilled trades by encouraging young people and career-changing adults to consider a rewarding career in building the future.

The HBAGTA Foundation has strategically partnered with NMC and The Builders Exchange of Northwest Michigan to promote enrollment in skilled trades programs. These efforts have produced enough students in the electrical programs at NMC to result in the need for a full-time instructor, to date these programs have been taught by adjunct instructors, and only in the evenings. The HBAGTA Foundation has pledged \$73,000 over the next three years to NMC to support this new position and grow the work force in our community.

The support the HBAGTA Foundation provides NMC is an incubator grant, matching the equivalent amount provided from other sources. Our purpose is to help NMC answer an immediate need, with the expectation that the college will see sufficient demand to include the full cost of the instructor in their operational budget within three years.

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