



September 2013

Building Homes, Strengthening Communities

2012-2013 HBA

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Scott DeLoof, William Dykhuis,

Ron Ermer, Larry Goostrey,

Ken Klok, Matt Lyster,

Dan Martz, Bernie Mein,

Jim Roberts and Jeff Smith.



Truck Pull a Huge Success

The 2013 Truck Pull fundraiser for the state Friends of Housing was a big success this year with more than 250 people showing up to take in all of the activities. Above, Kim Cupp of Mendon pulls the sled to win his class in his 1977 Ford F-250 pickup truck. Below, local member Ken Klok discusses the finer points of cooking hot dogs with Bob Filka, CEO of the state association.



Letter from the President

by HBA President Scott DeLoof

As the summer winds down and we start to see school busses return to the roadways, I tend to want to look back at the season and reflect on our association and our industry.

What a change from a year ago! Local builders and contractors are busier than ever. Our industry is back to building homes for the community. Are we all the way back? Maybe not, but it sure feels better seeing new homes going up at this pace than at the rate we've seen over the past few years.

Builders are building homes, contractors are working on these homes, and suppliers are selling materials to build these homes. It's a great boost for our local economy from all angles. Our industry has always been one of the leading indicators of the economy and I don't see that ever changing. Homes are the biggest investment for most people in their lives and it's personal. The residential building industry helps families live out their dreams. That's always going to be an important indicator for the American quality of life.

The Home Builders Association – as does each and every member – keeps moving forward no matter how busy they are. We've had another busy month at the association with several great events held during the month. The annual Truck Pull to benefit our state Friends of Housing had another successful year. Thanks to our FoH committee – Jim Roberts, Casey Fawley, Linda Drenth and Dan LaFountain – the event raised more than \$12,000 for the state Friends of Housing Political Action Committee. It was good to see Bob Filka, our state association CEO, come to the event and share his thoughts with us. More than 30 trucks participated in the pull – check out the pictures and results inside this newsletter.

The Battle Creek HBA Open was also held in August as we gathered at Cedar Creek Golf Club for another great event. The weather was beautiful and nearly 60 golfers had a great time hitting the Links. For the first time in several years, we have new champions for the event. The team from Shafer Redi-Mix took first place this year. Members include Doug Shafer, Gary Shafer, Dan Molnar and Chris Larson, Congratulations. Also, check out the pictures in this newsletter.

September will also be a busy month at the Home Builders Association. We're holding another membership drive with triple Spikes and our meetings start up again on Sept. 17 at the Fetzer Center. The Fast Built Project will build its 22nd home for Habitat on Sept. 19 and 20. That's always a great project to get involved in. Call Amanda at the HBA office to volunteer your time. Whether you're a builder or associate, there is always a spot for you at the Fast Built. Education is another element that we offer at the HBA and we're offering a few classes this month. On Monday, Sept. 23, Bruce Frost will be here to teach his Continuing Competency course at the HBA office. Yes, it's time to renew your license again. Bruce will hold several sessions in Kalamazoo, but the classes do fill up. I would suggest getting the certificate out of the way so you don't have to rush around as it gets closer to your license renewal. We're also holding another RRP class for lead safety on Monday, Sept. 30. If you've had employees come or go, you might want to get them certified for RRP and take the worry away for a heavy fine.

I also wanted to report on our executive search. We have hired an executive search firm help with the hiring process for this task. Our executive search committee and the board feel that we are doing a thorough process to identify the best candidates for the job and we're moving forward.

There have been some changes at the HBA, but I just want the membership to know that your association is alive, strong and doing well in the face of these changes and your board is looking to a bright and vibrant future.

Have a great month!



Upcoming Events

Scott

Tuesday, Sept. 3	3:30 p.m.	Friends of Housing Committee
Wednesday, Sept. 4	5:30 p.m.	Membership Drive Tailgate @ HBA Parking Lot
Thursday, Sept. 5	8:30 a.m.	Breakfast with Fred Upton @ HBA Office
<i>Come join us for a check presentation from Build-PAC to Congressman Fred Upton</i>		
Monday, Sept. 9	3:30 p.m.	Home Expo Committee Meeting
Wednesday, Sept. 11	3:30 p.m.	Fast Built Committee Meeting
Wednesday, Sept. 11	3:30 p.m.	Membership Committee Meeting
Friday, Sept. 13	12:30 p.m.	Kalamazoo Sporting Clays Shoot
Monday, Sept. 16	3:30 p.m.	Executive Committee Meeting
Tuesday, Sept. 17	7:30 a.m.	General Membership Meeting @ Fetzer Center
Thurs.-Fri., Sept. 19-20	6 a.m.	Fast Built House @ 924 Fairbanks Ave., Kalamazoo
Monday, Sept. 23	9 a.m.-Noon	Continuing Comp. Course (3 hour credits)
Monday, Sept. 23	1-4 p.m.	Continuing Comp. Course (3 hour credits)
Fri.-Sat., Sept. 27-28	10 a.m.	Fall Home Show at Crossroads Mall
Monday, Sept. 30	9 a.m.-4 p.m.	Lead Safety for Renovation, Repair & Painting (RRP)

HBA Staff

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Scott McGraw
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Julie Riggs
Director of Special Events
Kristi Thompson
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The Builders' Voice is published monthly by the Home Builders Association, 5700 W. Michigan Ave., Kalamazoo, MI 49009. Phone (269) 375-4225, fax (269) 375-6493. www.KalamazooHomePage.com.

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Spike Report

The Spike Club is NAHB's recognition and incentive program for individuals working in membership recruitment and retention.

A Spike is an individual who has earned at least six credits within a two-year period. Spike credits are earned by recruiting and retaining NAHB and council members.

How to Earn Spikes

1. Individuals earn one new member credit for each new member sponsored.
2. One retention credit is automatically assigned to the sponsor of record for first-year renewals, if the renewal occurs on or before the anniversary date. Every year after one-half credit is earned, if the renewal form lists the sponsoring member.
3. One-half credit is earned for the recruitment and retention of affiliate members.



Statesman Spike - 500 Credits

Ken Klok: 604

Super Spike - 250 Credits

Bernie Mein: 397.5
David Roberts: 306.5

Royal Spike - 150 Credits

Bill Dykhuis: 232
Jim Roberts: 182
Seth Virgo: 168
George Kibler: 164

Red Spike - 100 Credits

Troy McClure: 145.5
Annie Stetler: 110.5

Green Spike - 50 Credits

Michael Rhoades: 96.5
Jeff Smith: 80.5
Jerry McCoy: 79.5
Bob Visser: 70
Bob DeHaan: 67.5
Jeff Everts: 64
Mark Pulver: 57.5
Andy Sims: 56.5
Dave Holzwarth: 56

Life Spike - 25 Credits

DJ Burke: 49.5
John Vanderweerd: 47.5
Kimball Wilson: 43.5
Craig Wenke: 41
Linda Drenth: 36.5
Joseph Blood: 36
Jay Hoffman: 34.5
Scott Hoeksema: 32.5
Jack Kindig: 32.5
Steve Roberts: 31.5
Bill Green: 27.5

Membership Renewals

Thank you for Renewing!

Company	Name	Type	Date Joined
AVB	Jack Gesmundo	Builder	08/01/1987
Country Lane Electric, Inc.	Larry Goostrey	Associate	08/01/1995
Fireplace and Grill Shoppe	Mark Wrench	Associate	07/01/2013
Great Lakes Superior Walls	Mike Flath	Associate	06/01/2007
Greater Kalamazoo Assoc. of Realtors	Robin Pompey	Associate	07/01/2013
Greg Crawford Construction, LLC	Greg Crawford	Builder	07/01/1999
Handley's Tree Service	David Handley	Associate	08/01/2006
Hansen Construction	Jeff Hansen	Builder	06/01/2004
Labor Ready #1689	Art White, Jr.	Associate	11/01/2010
Midwest Geothermal	Kortney Lull	Associate	07/01/2013
Pro Build	Dennis Fuson	Associate	08/01/1966
Raber Patio Enclosures & Furniture	Chris Schlabach	Associate	07/01/2005
Real Wood Floors	Jason L. Jacobs	Associate	07/01/1999
Richards Building Supply	Craig Doxtater	Associate	06/01/1985
SW Michigan Spark	Steve Ellis	Associate	06/01/2012
Tichenor, Inc.	Sally Tichenor	Builder	06/01/1997
Torre Financial Group	Barb Fitzpatrick	Associate	08/01/2009
WKZO/WNWN/WVFM	Kim Lozano	Affiliate	07/01/2013
WKZO/WNWN/WVFM	Mike Klein	Affiliate	07/01/2013

Membership Report

Home Builders Association, as of May 31, 2013.

(NAHB Report) Total Membership: 454

(Builders: 118, Associates: 313, Affiliates: 23)

Previous Annual Reports:

Dec. 31, 2012: 463 Members (118 B, 328 A, 17 Af)

Dec. 31, 2011: 442 Members (115 B, 312 A, 15 Af)

Dec. 31, 2010: 419 Members (121 B, 284 A, 14 Af)

Dec. 31, 2009: 430 Members (140 B, 279 A, 11 Af)

Dec. 31, 2008: 508 Members (162 B, 331 A, 15 Af)

Dec. 31, 2007: 580 Members (200 B, 380 A, 0 Af)

* * *

"The fishermen know that the sea is dangerous and the storm terrible, but they have never found those dangers sufficient reason for remaining ashore."

—Vincent van Gogh



General Membership Meeting

Tuesday, September 17 at Fetzer Center

2350 Business Court, Kalamazoo on WMU's Campus



Join us for a delicious breakfast buffet and networking at the Fetzer Center. The 2013 Fall Membership Drive will also be announced.

7:30am Registration and networking

7:45am Meeting is called to order and breakfast is served

9:00am Meeting is adjourned

RSVP by Friday, September 13 at noon at
KalamazooHomePage.com or 375-4225.

Additional guests are \$15.



Sponsorships Available for Fast-Built T-shirts

The 2013 Fast Built house will be built on Sept. 19 and 20 at 924 Fairbanks Ave. in Kalamazoo. Show your support by sponsoring the Fast Built T-shirt worn by hundreds of volunteers during the project and for years to come. Download the sponsorship form at www.kalamazoohomepage.com/#!/fast-built/clnss.

Sponsorships are on a first come first served basis and are for members only. For more information, call Amanda at (269) 375-4225.

Get the Lead Out: Register for RRP

The Home Builders Association of Greater Kalamazoo will hold a class in September for the Lead Paint RRP rule. The class costs under \$200 and the penalties for not being certified are \$37,000 per day. Do the math and take the class! If you've had staff turnover, you new hires should get RRP certified.

On Monday, Sept. 30, at 8 a.m. the class will be held in Kalamazoo at the HBA office. The cost is \$135 for members and \$165 for non-members and includes lunch. If you have any questions about the class, please call Kristi Thompson at (269) 375-4225 or email at kthompson@hbagk.org.

Welcome New Members

Battle Creek Enquirer
Carter Lumber
Dragonfly Design Studio
Drake's Crystal Flash

New Member Apps

The Home Builders Association of Greater Kalamazoo has received the following applications for new members:

Berchiatti Homes LLC
Standard Kitchens

If you know of any reason these companies should not become members, please give Megan a call at (269) 375-4225.

For Sale:

Four (4) Modine 250,000 BTU
Natural Gas Hanging Unit Heaters.
Call Scott at the HBA Office For
More Information
(269) 375-4225

Required to Renew Builders License in 2014

Continuing Competency Class Offered

The Home Builders Association of Greater Kalamazoo is offering a Continuing Competency Education class for members and non-members on Monday, Sept. 23, at their office. All builders will need to take at least one class to renew their license by May 2014.

This seminar has been created especially for those experienced builders who became licensed prior to Jan. 1, 2009, and has been approved by the state of Michigan DELEG. This seminar will fulfill your Continuing Competency requirement for the license cycle ending May 31, 2014.

Builders who received their license after Jan. 1, 2009, require 21 hours of Continuing Competency.

During the seminar, the following topics will be presented in four one-hour modules:

Codes (Michigan Residential Code), Safety (MIOSHA Standards) and Legal (Contracts, Liability and Risk Management).

The price for the three-hour class is \$59 for members and \$79 for non-members. There will be two classes on that day, one in the morning from 9 a.m. to 12 noon and one in the afternoon, from 1 to 4 p.m.

The instructor for the class is Bruce Frost, who is a professor of Construction Management Technology at Central Michigan University. The class size is limited, so only the first 40 registrants to the morning session and 40 registrants to the afternoon session will be allowed in the class.

To register, contact Kristi Thompson at the HBA office at (269) 375-4225 or by email at kthompson@hbagk.org.



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Congressman Fred Upton

Join Fred Upton for Morning Coffee, Donuts at the HBA

Congressman Fred Upton (R-St. Joseph) will join HBA members for donuts and coffee on Thursday, Sept. 5, from 8:30 to 9:30 a.m. at the association office, 5700 W. Michigan Ave., Kalamazoo.

During the meeting, Upton will be presented with a check from Build-PAC, NAHB's political action committee.

Upton, longtime congressman for the sixth district, is the chairman of the House Committee on Energy and Commerce. The Energy and Commerce Committee has one of the broadest jurisdictions of any congressional committee, with principal responsibility over matters relating to healthcare, energy, the environment, consumer safety, telecommunications, commerce, manufacturing, and trade.

Fall Membership Drive to Kickoff with Tailgate Party Wednesday, Sept. 4

The annual fall membership drive for the Home Builders Association of Greater Kalamazoo with kickoff with a tailgate party on Wednesday, Sept. 4, at 5:30 p.m. at the HBA office parking lot.

Please join us for plenty of tailgating fun, including food, drinks and competition, as we ready for the month-long membership drive.

For more information, call Megan at the HBA office at (269) 375-4225 or just come by!



The Last Marketplace Home Has Sold

The last home in the Marketplace development has sold to Julieta and Nicholas Altman. They closed on Thursday, Aug. 29, to take position of the last of 23 homes that the Home Builders Association developed in partnership with the Kalamazoo County Land Bank Authority and the City of Kalamazoo. The two-year project was able to turn seven acres of undeveloped land in the Edison Neighborhood and give 23 low- to middle-income families the dream of owning a new home in a quaint urban setting.



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HBA Fast Built Project Set for Sept. 19-20



The Home Builders Association of Greater Kalamazoo is excited to announce the upcoming Fast Built project for 2013.

This year, members of the HBA will again partner with Habitat for Humanity to build a new home at 924 Fairbanks

Ave. in Kalamazoo for Christine and her 11-year-old son. This year's home is across the street from last year's project, which won recognition from Enterprise Green Communities for its energy efficiency.

For 23 years, the Home Builders Association has sponsored a Fast Built project and this is the 22nd Fast Built home with Habitat for Humanity to provide an area family with affordable housing. "This is a hallmark project for the community and the Home Builders Association," said Scott McGraw, HBA interim executive director. "Through our partnership with Habitat, our members show the commitment they have to our community to support quality and affordable housing."

The Fast Built project will begin at 7 a.m. on Thursday, Sept. 19, and wrap up by noon on Friday, Sept. 20. Food and beverages will be provided throughout the day.

The new-built ranch home will be 1,070 square feet with a 48-inch crawl space. It has three bedrooms and a full bath.



Last year's Fast Built home received special certification from Enterprise Green Communities, a green building program specifically for affordable housing.

Co-chairs Dan Martz and Scott DeLoof are still seeking several volunteers for the project. Especially needed are framers, trim carpenters and workers for siding and gutters.

The association is still seeking volunteers for this project – many hands make light work! To volunteer time, materials, or labor, please contact Amanda Kuchnicki at (269) 375-4225 or go to the HBA Volunteer Local website at <http://homebuildersassociation.volunteerlocal.com/volunteer/>.

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HBA Board Spotlight:

Charlie Glas, Glas Associates

Charlie Glas Builds on His Involvement with HBA

Charlie Glas has an eye for detail. His company is known for its finishing touches and quality craftsmanship throughout Kalamazoo. And it's that reputation Charlie brings to the Home Builders Association's Board of Directors. He has served on the board since 2010.

Charlie is president of Glas Associates Designers-Builders, a family owned and operated business with strong roots in the Kalamazoo community.

Glas Associates has been a member of the Home Builders Association since 1965 and has participated throughout the years in a number of activities, including Parade of Homes, the Home Expo, the Appraisal Task Force, Fast Built, the state's Emerging Issues Committee, and others. Charlie and his wife Deb have also been active over the years in their church's youth programs.

"I think that the HBA is an organization that is deceptively beneficial," Charlie said. "Once you are involved, you start to understand what the HBA does for you and your business, especially in the political and

government side of things."

He added, "State and federal issues are necessary for the home building industry."

Charlie also sees value for his a company on not only issues, but education. "We certainly do embrace education as a company," he said. "It helps bring our people up to the industry standards and makes them better craftsmen and better employees."

Founded in 1960 by Joe Glas – Charlie's father – Glas Associates currently employs 30, including an architect, an engineer, and a designer on staff. But to Glas Associates, Charlie says, it's not about the number of employees.

"We have an unbelievable amount of talent here, from our framers and trimmers to our siders and roofers," Charlie said. "We are where we are today because of the people we have working with us. The way everyone works together makes us truly a team."

Listening to your customers is the key Charlie says in business today. He uses those same listening skills to help with his involvement on the HBA board.

"Our goal has always been to create



Charlie Glas

homes for the way families want to live. We listen carefully to what you want and individualize the home to fit your needs and desires, your lifestyle and your site," Charlie said.

Charlie and his wife Deb have been married for 30 years and have two children, Rachel, 26, and Laura, 23.



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HBA Members

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HD 2500 Reg. Cab Work Truck – 6.0 V-8, 6-spd. auto. trans., camper mirrors, rubber floor, crank windows, HD hitch with wiring & locking differential, skid plate package, ready to plow. MSRP \$35,115.

Close Out Price* \$30,654

Home Builders Discount -\$500

With GM Trade-In -\$1,500

\$28,654

Sierra 1500 Reg. Cab Work Truck – 4.8 V-8, 4-spd. auto. trans., snow plow prep package, power windows, locks and mirrors, rubber floor, 6,800 GVWR, 3.42 axle ratio, Eaton locking differential. MSRP \$31,530.



Home Builder Price* \$26,203

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\$24,203

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Battle Creek HBA Open Enjoyed by All





August 28, 2013

Dear Michigan Builder:

We are writing you today to enlist your support in fighting for issues that are of critical importance to Michigan homebuilders. The Home Builders Association of Michigan (HBA Michigan) is coming off one of its most successful years in history—winning victories in several legislative and regulatory battles that were top priorities for our industry. Unfortunately, there are forces at work on several fronts that threaten to undo many of those victories, which could have a significant impact on your bottom line. That's why we need your help.

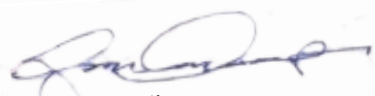
We are asking you to join with us in reinstating the ***Emerging Issues Fund***, which will be dedicated to funding the extra resources required to successfully fight the well financed opposition that is working to reverse the legislative and regulatory victories that HBA Michigan has worked so hard to win for our industry.

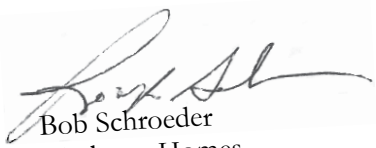
Just as all of us tightened our belts to get through the recent tough times our industry has suffered, so did the HBA of Michigan. That belt tightening was done across the board and to keep dues low, reserves have been depleted. More than 50 percent of our former building industry colleagues are gone and with limited reserves we lack the resources needed to preserve our legislative and regulatory victories. We need to replenish our Emerging Issues Fund and to do that we need your financial help. Each of us has made a sizable contribution to the fund and we are asking you to do the same.

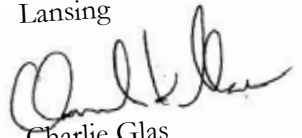
We encourage you to read the attached background information that provides additional details on the specific issues that we currently face. We also request that you complete the enclosed pledge form and return to HBA Michigan ASAP. Your donation to the Emerging Issues Fund will go toward the studies, consultations and briefs needed to preserve our recent wins and achieve new ones. Not one penny will go to political activities.


All of us as fellow homebuilders have made significant contributions to the ***Emerging Issues Fund*** and we strongly encourage you to do the same. Thank you for joining us in the fight to protect Michigan's great homebuilding industry.


Paul Robertson
Robertson Brothers Homes
Bloomfield Hills


L. R. Swadley
Sunrise Builders Inc.
Marquette


Bob Schroeder
Mayberry Homes
Lansing


Charlie Glas
Glas Associates
Kalamazoo


Mick McGraw
Eastbrook Homes
Grand Rapids



***"It's easy to win. Anybody can win.
The real fight comes in preserving the victory."***

With the Home Builders Association of Michigan leading the charge, 2012 saw the Michigan Legislature pass, and the governor sign, what environmentalists called "the most substantial changes ever" to Michigan's Natural Resources and Environmental Protection Act, changes protecting your private property rights and forcing state and local regulators to issue Critical Dune permits that meet the requirements of the law or prove why the permit should not be issued.

But now environmental groups are in court trying claiming that local units of government don't have to obey the new law and that they can use their zoning ordinances to take away the new protections you just received.

Last session the HBA of Michigan was able to achieve its long-standing goal of eliminating the 18-mill commercial property tax on new inventory homes by requiring these new homes to pay only the same 6-mill property tax as existing homes.

But now bureaucrats have decided the tax reduction only applies to the house, not to the land the house is sitting on.

Since 1995 Michigan law has required any residential energy code to be "cost-effective" by requiring the total costs of the proposed energy efficiency improvements to be returned to the customer in energy cost savings over a seven-year period.

But now the U. S. Department of Energy, backed by self-styled energy efficiency "advocates" and manufacturers who could sell more product under the new energy code, are pushing hard to have Michigan adopt an energy code that costs up to \$6,465 for each new home with a payback as long as 16 years while opposing returning cost-saving energy-neutral trade-offs to the code.

State law and the Michigan Constitution requires fees to have a regulatory purpose, to bear a "reasonable relationship" to the cost of providing the service and prohibits the use of fees to raise revenue.

But now, local governments across the state are using "fees" to raise hundreds of thousands of dollars in illegal revenue.

For years the HBA of Michigan has had a special "Emerging Issues" fund to provide the extra resources needed to preserve the hard-won victories it has achieved for you.

But now, even as the challenges to our victories mount, the Emerging Issues Fund is depleted. Our goal is to raise \$75,000 for the fund. Not one penny from the fund will go to political activities.

Think of what the successes your association has achieved for you mean to your bottom line. For every \$100,000 in taxable value you're saving \$1,800 on the property tax bill for your inventory home. Instead of a new energy code increasing the cost of a home by \$6,465, reinstating trade-offs to Michigan's energy code will lower construction costs by \$4,000 to \$5,000 without lessening the energy efficiency of the home. And the value of being actually able to build the home and amenities, including a driveway, your customers want in the dunes puts the above to shame. Think of what it means to your bottom line if those victories are reversed.

Please help us replenish this dedicated fund by making a contribution of \$100 for each house you anticipate building in 2013-2014.



2013 Battle Creek HBA Open Results

Friday, Aug. 23, 2013

Shafer Redi-Mix (1st Place by Tie-Breaker)

Shafer, Shafer, Molnar & Larson58

Re-Bath of SW Michigan

Kline, Funk, Coletta, Coletta58

Jim Roberts Construction/Mike Blied, Architect

Roberts, Blied, Ryder & Hittson59

Tim Crookston Roofing

Gernaat, Crookston, DePauw & Crookston60

Wilson Appraisal/Sims Electric

Wilson, Smith, Stanton & Sims61



Newman Construction

Newman, Demski, Lussier & Seeberger62

Sackett Fireplace

Sackett, Licbaga, Kielkatz & Hersha64

Artercraft/Sinclair Broadcasting

McGraw, Kleiman, Henderson & Bedhtol66

Marvin Okun Insurance/Hastings Mutual

Beard, Tobias, Jaeck & Love66

Buday Home Electronics Simplified

Buday, Craft, Straudacher & Downey67

Gypsum Supply

Bargenquast, Burnette, Burnette & Joseph67

Modern Tile/Wimsatt Building Materials

Rowe, Riggs, Wimsatt & Wimsatt67

Ermer Construction/McKinney Poured Walls

Ermer, Ruff, Heaton & Primm68

The Kitchen Shops

Trewhella, Baird, Murphy & Noora75

Hole Contest Results

Closest to the Pin on #6 Team Coletta

Longest Putt on #14 Mike Blied

Closest to the Pin on #16 Mike Blied

Longest Drive on #18 Team Coletta



Emerging Issues Fund

Home Builders Association of Michigan

Name: _____ Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Credit Card Number: _____

Three Digit Code: _____ Expiration Date: _____

Signature: _____

Return to HBAM, 6427 Centurion Drive #150B, Lansing, Michigan 48917

Please make check payable to:

Home Builders Association
of Michigan

OR

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For an amount of (please circle)

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**Corporate Donations
CAN Be Accepted!**

Recommended Donation:

\$100 for every house you
anticipate building in 2013-14

Potential return on this investment
\$10,000 per house

Providing Strength and Stability for Builders in Today's World.

A large magnifying glass is positioned over a blue grid pattern that resembles a city map or a circuit board. The word "SOLUTIONS" is written in large, bold, yellow letters across the center of the grid, partially obscured by the magnifying glass's lens.

Take a Closer Look at What PWC Can Offer You... SOLUTIONS

Providing Builders Sensible, Risk Management Solutions for Over 15 Years.

PWC has a successful history of working with America's independent builders to provide a professionally administered written warranty program that is fair to builder and buyer alike. Our philosophy is simple, offer the strongest insurance program with a business model that is conservative and lean to help you navigate through good times and bad.

Our risk management solutions help you control your long term risks. Plus, these solutions provide you with a marketing edge by giving your customers added peace of mind over the investment they are making. Make the leap to security and confidence with a PWC program.

- **Backed by an "A+" Rated Insurance Company, a member company of the Zurich American Insurance Group**
- **\$100,000 per policy year in legal defense for structural claims, if the need arises.**

No other warranty company addresses your needs as comprehensively as PWC. Allow us to review your current program and see if we can help. It's a leap you'll be glad you took.



Contact PWC
800-850-2799
sales@pwsc.com
www.pwsc.com



Scan this QR
code with your
smartphone to
view our video.

**EAT
SHOOT
PLAY &
DRINK**

Friends of Housing SPORTING CLAYS SHOOT



LOCATION

Lakes Area Conservation Club
1212 West Osterhout Road, Portage, Michigan

FRIDAY, SEPTEMBER 13

12:30 p.m. New Shooters Welcome
1:00 p.m. Registration & Lunch
1:30 p.m. Safety Meeting
1:45 p.m. Shotgun Start
3:30 p.m. Games & Happy Hour

WHAT TO BRING

Shotgun (preferably with choke tubes)
50 Shells Minimum (Number 8s Only)
Shell carrier
Eye & Ear Protection
\$20 in Cash to play Shooting Games

SHOOTERS

Single Shooter |\$60| or Group of Six |\$300|

EVENT SPONSOR

Sponsorship includes banner at registration, 2 shooting station sponsorships, and a Group of Six |\$500|

LUNCH SPONSOR

Sponsorship includes banner location at lunch and one station sponsor |\$200|

BEVERAGE SPONSOR

Sponsorship includes logo on one of the beverage tickets and one station sponsor |\$200|

STATION SPONSOR

Sponsor will have sign at shooting station |\$50|

REGISTRATION FORM

To register please fill out the form below and fax it to (269) 375-6493. Questions? Call Kristi at (269) 375-4225.

All payments must be **corporate checks made payable to "Friends of Housing"** from HBAGK members, employees, and family members.

NAME _____

COMPANY _____

PHONE _____

E-MAIL _____

I WILL BE A _____ SPONSOR!

PLEASE CIRCLE ONE: I HAVE MY OWN TEAM OF SIX PLEASE ASSIGN ME/US TO A TEAM

SHOOTER #2 _____

SHOOTER #3 _____

SHOOTER #4 _____

SHOOTER #5 _____



Connect2Docs New HBA Member Benefit Program

Don't want to get stuck in the doctor's office for a head cold or sinus infection? Need a prescription to address your poison ivy but can't take the time away from the job to head over to urgent care? Have a routine prescription that needs to be filled but don't want to pay for a normal doctor's office visit just to get it filled?

HBA of Greater Kalamazoo and HBA Michigan have partnered with Connect2Docs and their partner AmeriDoc (24/7 doctor access by telephone, e-mail & web cam) to help lower your healthcare costs and to save you and your employees time.

The Connect2Docs service eliminates costly doctor's office visits and also provides significant Rx discounts and other benefits all for \$19.95 per month per employee (if purchased as individual the cost is \$24.95). Each enrollee can also include up to five other family members to be covered by this service—at no additional cost.

Also included in the service is an annual Health and Wellness Lab Test. This test is done in the convenience of your home or office and includes the member and spouse—for free as a Connect2Docs member.

All the important lab functions are included for male & female and it's free. The retail value of this test is more than \$350 per person.

HBA of Greater Kalamazoo cares about its members and knows how hard it is for small business to provide health insurance to employees. This service is very affordable and gives business owners and employees a first line of defense against expensive healthcare costs.

Avoid one visit to the doctor with a convenient phone call, and save enough to pay for the plan for five months. Avoid one costly visit to the Emergency Room and save enough to pay for the plan for four years. Use the annual Health and Fitness Lab Test for two people and save enough to pay for the plan for 2-½ years. Use the free Rx card and save up to 70% on prescriptions.

This plan can be used anywhere you travel in the US. When you call, you will be connected with a board certified doctor, who is licensed in the state where you are calling from.

Contact Scott McGraw for more details on this fantastic service. To see the service plan details go to www.connect2Docs.com.



Get on Track Stay on Track

Increase your sales!

Complete construction detail for new residential, larger remodels and additions, and select commercial jobs. Fast, accurate, easy to use. Sent bi-weekly.

Includes builder's name, address, phone, and contact person. Email when available. Site details, address, value, square footage and work description included when available. Homeowner information when available.

Contact us at: Buildertrackreports.com, buildertrack@msn.com or call 616-676-3567



Builder Track Report – July 2013

<u>County</u>	<u>Jurisdiction</u>	<u>Street</u>	<u>Type</u>	<u>Permit Date</u>	<u>Value</u>	<u>Sq Ft</u>
Allegan	Dorr	Canter		7/9/2013	135,000.00	2584
Allegan	Dorr	Silas		7/24/2013	160,000.00	1584
Allegan	Dorr	Sunquest Ave.		7/24/2013	145,000.00	1435
Allegan	Douglas	Fremont		7/18/2013	220,000.00	2850
Allegan	Douglas	Ferry St.		7/16/2013	360,000.00	
Allegan	Fillmore	52nd St.		7/22/2013	280,000.00	3360
Allegan	Gun Plain	Liberty St.		7/29/2013	155,000.00	1450
Allegan	Gun Plain	106th Ave.		7/2/2013	400,000.00	5504
Allegan	Heath	41st St.		7/3/2013	175,000.00	2310
Allegan	Heath	Bayou Ct.		7/3/2013	300,000.00	2920
Allegan	Hopkins	13th St.		7/1/2013	221,782.00	1808
Allegan	Laketown	141st Ave.		7/11/2013	242,000.00	3304
Allegan	Leighton	Horseshoe Ct.		7/23/2013	114,000.00	2242
Allegan	Manlius	Oak Ridge Dr.		7/29/2013	205,000.00	2016
Allegan	Monterey	126th Ave.		7/3/2013	75,000.00	936
Allegan	Otsego Twp.	Mia St.		7/8/2013	100,000.00	1248
Allegan	Otsego Twp.	Zak Rd.		7/3/2013	100,000.00	1248
Allegan	Saugatuck Twp.	65th St.		7/26/2013	140,000.00	1150
Allegan	Trowbridge	Springhill Dr.		7/26/2013	350,000.00	2014
Allegan	Wayland Twp.	132nd Ave.		7/8/2013	310,000.00	4000
Allegan	Baltimore	Maple Grove Rd.		7/9/2013	225,000.00	2096
Allegan	Barry	South M-43 Hwy.		7/23/2013	100,000.00	1472
Allegan	Johnstown	Fruin Rd.		7/9/2013	50,000.00	3166
Allegan	Middleville	Seneca Ridge		7/11/2013	123,400.00	1406
Allegan	Middleville	Acadia Ct.		7/11/2013	123,400.00	1347
Allegan	Middleville	Green Meadows		7/11/2013	170,650.00	1870
Allegan	Thornapple	Davis Rd.		7/1/2013	60,000.00	896
Calhoun	Battle Creek	Pepperidge Lane		7/23/2013	229,620.00	
Calhoun	Emmett	Pebble Lane		7/2/2013	179,995.00	3720
Kalamazoo	Comstock	Whitewater St.		7/18/2013	219,000.00	
Kalamazoo	Comstock	Prairie Hill St.		7/18/2013	219,000.00	
Kalamazoo	Comstock	Castle Creek Circle		7/19/2013	313,500.00	
Kalamazoo	Cooper	West D Ave.		7/12/2013	375,000.00	
Kalamazoo	Kalamazoo City	West Michigan Ave.		7/1/2013	100,000.00	1920
Kalamazoo	Kalamazoo City	Fairbanks Ave.		7/29/2013	80,000.00	1070
Kalamazoo	Kalamazoo Township	Long Leaf St.		7/22/2013	233,200.00	
Kalamazoo	Oshtemo	Northfield Trail		7/25/2013	344,000.00	
Kalamazoo	Oshtemo	Stone Valley Lane		7/25/2013	209,000.00	
Kalamazoo	Pavilion	South 26th St.		7/31/2013		
Kalamazoo	Pavilion	South 34th St.		7/24/2013		
Kalamazoo	Pavilion	East QR Ave.		7/18/2013		
Kalamazoo	Portage	Forest Dr.		7/5/2013	217,508.00	
Kalamazoo	Portage	Oakland Hills Circle		7/16/2013	242,424.00	
Kalamazoo	Portage	Oakland Hills Circle		7/16/2013	290,919.00	
Kalamazoo	Portage	Cliffwood Ave.		7/12/2013	191,093.00	
Kalamazoo	Portage	Talisker Ct.		7/10/2013	356,419.00	
Kalamazoo	Prairie Ronde	West VW Ave.		7/18/2013		

Continued on Page 17

Builder Track Report – July 2013 (Continued)

Continued from Page 16

<u>County</u>	<u>Jurisdiction</u>	<u>Street</u>	<u>Type</u>	<u>Permit Date</u>	<u>Value</u>	<u>Sq Ft</u>
Kalamazoo	Prairie Ronde	Indian Valley St.		7/23/2013		
Kalamazoo	Richland	Engelwood Ave.		7/17/2013		
Kalamazoo	Richland	Geiser Grove		7/22/2013		
Kalamazoo	Richland	Cowley Ct.		7/22/2013		
Kalamazoo	Richland	Prairiewood Circle		7/23/2013		
Kalamazoo	Ross	North 37th St.		7/26/2013	154,188.00	2127
Kalamazoo	Texas	Brockton Dr.		7/2/2013	311,011.00	
Kalamazoo	Texas	Stable Glen Ct.		7/1/2013	260,802.00	
Kalamazoo	Texas	Rolling Pines Ct.		7/8/2013	371,423.00	
Kalamazoo	Texas	Veronica St.		7/1/2013	230,810.00	
Kalamazoo	Texas	Laso Ridge Dr.		7/1/2013	340,426.00	
Kalamazoo	Texas	Inverness Dr.		7/22/2013	248,071.00	
Kalamazoo	Texas	South 10th St.		7/23/2013	256,001.00	
Kalamazoo	Texas	Trout Bay St.		7/30/2013	284,499.00	
Kalamazoo	Texas	Breton Woods Ct.		7/31/2013	313,486.00	
Kalamazoo	Texas	Mistycreek Dr.		7/31/2013	333,398.00	
Kalamazoo	Texas	Stratford Woods		7/31/2013	251,563.00	
Kalamazoo	Texas	South 10th St.		7/30/2013	222,686.00	
Kalamazoo	Texas	Martell Ct.		7/29/2013	301,495.00	
Kalamazoo	Texas	Grape Ridge		7/25/2013	258,305.00	
Kalamazoo	Texas	Ashland Blvd.		7/30/2013	255,352.00	
Kalamazoo	Texas	West PQ Ave.		7/23/2013	257,177.00	
Kalamazoo	Texas	Oakwood Ave.		7/17/2013	330,276.00	
Kalamazoo	Texas	Brindle Trail		7/23/2013	221,792.00	
Kalamazoo	Texas	Glade Trail		7/11/2013	190,828.00	
Kalamazoo	Texas	Terrier Trail		7/18/2013	354,652.00	
Kalamazoo	Texas	West S Ave.		7/10/2013	164,965.00	
Kalamazoo	Texas	East Eagle Lake Dr.		7/22/2013	591,452.00	
Kalamazoo	Texas	Petoskey Dr.		7/17/2013	250,567.00	
Kalamazoo	Texas	Dustin Circle		7/11/2013	364,004.00	
Kalamazoo	Texas	North Crooked Lake Dr.		7/10/2013	287,883.00	
Kalamazoo	Texas	South Red Pine Circle		7/10/2013	253,849.00	
Kalamazoo	Texas	Embassy St.		7/23/2013	303,078.00	
Kalamazoo	Vicksburg	Kay St.		7/15/2013		
Kalamazoo	Vicksburg	Kay St.		7/22/2013		
Kalamazoo	Vicksburg	Rick St.		7/26/2013		
Kalamazoo	Vicksburg	Odell Farm Lane		7/17/2013		
Kalamazoo	Vicksburg	Christian Ave.		7/17/2013		
St. Joseph	Leonidas	Stowell Rd.		7/15/2013	250,000.00	2641
St. Joseph	Lockport	Shorewood Dr.		7/15/2013	150,000.00	1456
St. Joseph	Sherman	Zabel Shores Rd.		7/23/2013	235,000.00	2972
St. Joseph	Sherman	Knollwood Dr.		7/22/2013	200,000.00	1881
Van Buren	Antwerp	Vixen Lane		7/2/2013	425,000.00	
Van Buren	Antwerp	Packard St.		7/1/2013	214,943.00	
Van Buren	Lawrence	64th Ave.		7/25/2013		2385
Van Buren	Pine Grove	Chaty Lane		7/25/2013	90,000.00	1050

Friends of Housing Annual Truck Pull Draws



Big Crowd to Support HBA of Michigan PAC





2013 Friends of Housing Truck Pull Results

Friday, Aug. 16, 2013

#6000 Gas Class Small Block Pullers

Rank	Name	Sponsor	Distance	Year	Make	Model	Modifications
1	Kim Cupp	JAX Building Supply	155.65	1977	Ford	F-250	351 M
2	Butch Ames	Consumers Concrete	131.42	1979	Ford	F-150	Small Block Modified
3	Ken Cupp	Big C Lumber	130.07	2013	Ford	F-150	None
4	Dave Skinner	Country Lane Electric	128.5	1977	Ford	F-250	N/A
5	Jeramie Burgell	Fawley Overhead Door	106.79	2007	Chevy	Silverado 2500 HD	None
6	Michael Voorde	Labor Ready	100.1	1995	Ford	F-150	None
7	Austin DeHaan	Integrated Smart Technologies	36.9	2000	Dodge	Dakota	None

#6800 Gas Class Big Block Pullers

Rank	Name	Sponsor	Distance	Year	Make	Model	Modifications
1	Jeff Cupp	Big C Lumber	163.8	1976	Ford	F-250	460 CID 4:88 Gears
2	Jeremy John Palmer	Sanderson Insulation	151.6	1995	Dodge	2500	Lifts
3	Scott Pennings	Pennings & Sons	117.1	2003	GMC	Sierra	N/A

Stock Diesel Class Pullers

Rank	Name	Sponsor	Distance	Year	Make	Model	Modifications
1	Randy Lemmer	Hannapel Home Center	210.65	2008	Ford	F-350	Programmer, exhaust
2	Eric Magnuson	Jim Roberts Construction	156.2	2005	Dodge	Ram	N/A
3	Brian Hillsburg	Mulder's Landscape Supplies	149.5	2001	Dodge	2500	None
4	Mitchel Craddock	Hannapel Home Center	141.08	1997	Ford	F-350	Air filter, muffler delete
5	Casey Fawley	Fawley Overhead Door	139.9	N/A	N/A	N/A	N/A
6	Doug Craddock	Martz Home Builders, LLC	137.1	1994	Ford	F-350	Air filter, muffler delete
7	John Hackenberg	J&N Stone	127.3	2005	GMC	Sierra	Intake, exhaust
8	Todd Wolthuis	Glas Associates	115.8	2001	GMC	Pickup	Chip

Modified Street Legal Diesel Class Pullers

Rank	Name	Sponsor	Distance	Year	Make	Model	Modifications
1	Bob Hillsburg	Johnson Poured Walls	381.6	2006	Dodge	2500	Tuner, exhaust, fuel mod.
2	Glen Yoder	Team Construction & Associates	340.8	2003	Dodge	2500	N/A
3	Matt Coburn	Carleton Equipment	335.5	1997	Dodge	2500	N/A
4	Dan Hoeksema	Hoeksema Builders	259.9	2010	Ford	F-350 Super Duty	H&S Tuner, exhaust
5	Kyle Dieterman	Mattawan Mechanical	191.0	2006	Chevy	2500	Intake, programmer
5	Timothy Schuring	S&T Lawn Service	149.9	1996	Ford	F-250	N/A
6	Scott Hoeksema	The Kitchen Shop	179.7	2008	Ford	F-250 Super Duty	H&S Tuner, exhaust
7	Garrett Bartholomew	Seelye Wright Automotive Group	163.9	2001	Dodge	Ram 2500 Cummins	Turbos, injectors, built tran
9	Rob Richardson	Consumers Concrete	144.2	1997	Dodge	Ram 2500	N/A
10	Mike LaFountain	Spartan Insulation	88.3	2007	GMC	Sierra	EFI live, exhaust, fuel
pump							
	Sam Wolthuis	Roberts Built Homes	Dropped Out	2003	GMC	Sierra	EFI live, injectors, intake

Exhibition Class Pullers

Rank	Name	Sponsor	Distance	Year	Make	Model	Modifications
1	Nick Pearce	Great Lakes Landscapes	310.78	2001	Pete	379	N/A
2	Rodney Horton	Great Lakes Landscapes	294.26	2001	Pete	379	Cat Eng
3	Brent Hamilton	Cerutti, Clute & Associates	249.09	1995	Freightliner		N/A
4	Butch Sparks	Rentalex	244.64	1978	KW	W900	N/A
5	Erin Myers	Wenke Flooring & Design	199.34	1985	Freightliner	FIC120	N/A
6	Ron Werebaugh	Dave's Glass	163.77	1988	West Star		N/A
7	Matt Newhouse	Best Way Disposal	147.51	2002	Freightliner	Fld120	None

Best in Show

Building Homes, Strengthening Communities

Fall Home Show



Sept. 27 & 28

At the Crossroads Mall in Portage, MI
6650 S. Westnedge Ave., Portage, MI 49024

With the success of our annual Home Expo, the Home Builders Association is excited to announce it will present a similar event, the Fall Home Show at Crossroads Mall. On Friday and Saturday, Sept. 27 and 28, the HBA will host a home show in the corridors of the mall where thousands of people come to shop and eat each day. This will be an excellent way to introduce and sell your products and services to people throughout Southwest Michigan. In addition, the HBA will promote, advertise and market throughout Southwest Michigan to draw potential customers to the event. It will be slightly different than the Home Expo since it will not be a ticketed event and will have an open booth concept that can be accessed from all sides.

Please reserve _____ booth(s) for my company.

	Member	Non-Member	
<input type="checkbox"/> Regular Booth (10ft x 10ft x 6ft tall)	\$400	\$450	Only 28 Available
<input type="checkbox"/> Tall Booth (10ft x 10ft x 8ft tall)	\$500	\$550	Only 3 Available SOLD OUT!
<input type="checkbox"/> Table (8ft Table)	\$250	\$300	Only 2 Available SOLD OUT!

*Regular and Tall Booths include tables. Table Booths only include the space.

Signature _____

Company Name _____

Contact Person _____

Address: _____

City: _____ State: _____ Zip: _____

Phone #: _____ Email: _____

Booth set-up will be Friday, Sept. 27, from 6 - 9:30am

Break down will be on Saturday, Sept. 28, from 9-11pm and Sunday, Sept. 29 8-10am

Booths must be staffed during mall hours, the mall is open from 10am - 9pm on Friday and Saturday

Booths are NOT backed by curtains so displays must be finished on all sides.

Please return completed form to the HBA office by Friday, Aug. 16, 2013.

Home Builders Association of Greater Kalamazoo
5700 W. Michigan Ave., Kalamazoo, MI 49009
Phone: 269-375-4225 Fax: 269-375-6493
www.KalamazooHomePage.com





Do You Know These Businesses?

We need our members to encourage the following businesses to join or re-join the association. Contact Megan Weller if you need any additional information to help you recruit them as a member.

Amerigas
Anderson Brothers Steamatic
Art of Design
Bath Fitter
Berchiatti Homes
Blind Design
Borgess Health and Fitness Center
Boris Realtors
Bronson Athletic Club
Castle Coatings, Inc.

Classic American Home Builders
Commercial Services
Concrete Corrections
Concrete Solutions
Corklane Decorating
CTI of Battle Creek
DeWolff Painting
Earth Works Landscapes
Elenbaas Hardwood
Ex-Caliber Painting
Expressions by Jan
Fabulous Floors
Galesburg Hardware
General Equipment Rental
George's Appliance
Goggins Rental
GreenBuild @ Spartan Enterprises
Greenleaf Trust
Griffin Pest Solutions
Henderson Castle
Hodgson Lighting and Log
Howland Floor Covering

Huntington Bank
Jeff Linn Construction Management
Jeffery Michaels Builder
Kalamazoo Mortgage
Kalsee Credit Union
Knapp Roofing Company
L & N Carpet Cleaning
Lake Pacor Home Mortgage
Leaf Filter
Leighton Flooring
Mall City Mechanical
MetLife
Monarch Community Bank
Mott Builders
Old National Bank
Prime Homes
Pro Water Treatment
P.S. Ideas
Rockford Construction
Roots Tree Service
Schroeder Construction
Solar Winds Power Systems

Continuing Competency Education Still Requires 3 Core Hours

There has been a lot of discussion about the state loosening the continuing competency education requirements. According to some recent emails from Bob Filka, state association executive officer, the proposed standards are being re-examined, but do not change the core requirement for the three one-hour sessions on Codes, Safety and Legal education.

The proposal that is being discussed, according to Bruce Frost, professor of building trades at Central Michigan University, is for the additional hours beyond those first three required courses. That means builders who were licensed after Jan. 1, 2009, and require 21 hours of continuing competency may see some relaxed standards for their educational requirements.

The Home Builders Association of Greater Kalamazoo will hold a class that meets the required continuing competency education. The next classes will be held on Monday, Sept. 23. Builders can choose between a morning session or an afternoon session. The classes are held at the HBA office. If you have the time, now would be the time to register before there is a mad rush as the deadline approaches. Call Kristi at the HBAGK office for more information, (269) 375-4225.




Executive Officer Position Sought

The HOME BUILDERS ASSOCIATION OF GREATER KALAMAZOO is seeking candidates for their Executive Officer position. This position is responsible for leading the Association and its members in promoting quality housing and community life in a five county area with over 100 cities and townships in Southwest Michigan. Qualified candidates should possess a Bachelor's Degree in Business or a related field and five to seven years of progressive leadership experience. An advanced degree and building and housing construction industry experience is preferred.

To be considered, candidates should submit a letter of interest with salary requirements and an up-to-date resume by September 30th, 2013. Strong candidates will be contacted for additional information and a possible on-site interview. Final candidates will interview with the Search Committee. We expect this position to be filled by the end of October. The HOME BUILDERS ASSOCIATION OF GREATER KALAMAZOO has retained a search consultant and all credentials must be submitted to: Ms. Sandra K. Rich, Search Consultant, HIRING SOLUTIONS LLC. For additional position information and application procedure, visit www.hiringsolutionsllc.com/openings.

Building Trust.

Whether it's financing for your customers or banking for your business, our relationships are built on trust!

 **First National Bank of Michigan** offers a comprehensive **"Residential Construction Loan Program"** designed to streamline the process for you and your customers.

If you're in the new-construction, renovation or property-improvement business, you know the benefit of a bank that understands the specialized needs of your industry.

Our team of seasoned lending professionals enable us to deliver superior service. Loan decisions are made locally, by people you can meet with face-to-face. We pride ourselves in recognizing unique financing opportunities and responding quickly to your time-sensitive transactions.

We also provide **complete banking services for your business.**

If you're not currently a customer, we invite you to join us today. We want to be the financial resource that helps your business be successful. *That's how we build trust.*

Learn more! Talk to a Construction Loan Specialist at First National today or visit our website.

The logo for First National Bank of Michigan, featuring a stylized house icon above the text "FIRST NATIONAL BANK of Michigan".

FIRST NATIONAL BANK
of Michigan

fnbmichigan.com

Kalamazoo / Portage / 269.349.0100

Grand Rapids / 616.242.6500

Fall Home Show at Crossroads Mall Gives HBA Members Opportunity for New Business

With the success of the annual Home Expo, the Home Builders Association is excited to announce it will present a similar event, the Fall Home Show at Crossroads Mall.

On Friday and Saturday, Sept. 27 and 28, the HBA will host a home show in the corridors of the mall where thousands of people come to shop and eat each day. This will be an excellent way to introduce and sell your products and services to people throughout Southwest Michigan.

In addition, the HBA will promote, advertise and market throughout Southwest Michigan to draw potential customers to the event. It will be slightly different than the Home Expo since it will not be a ticketed event and will have an open booth concept that can be accessed from all sides.

The booth set-up will be on Friday, Sept. 27 from 6 to 9:30 a.m. Booths must be staffed during mall hours on Friday and Saturday, which is 10 a.m. to 9 p.m. Breakdown will be on Saturday, Sept. 28, from 9 to 11 p.m. and Sunday from 8 to 10 a.m.

Deadline for the event is Friday, Aug. 16. You can reserve space in this show by contacting Megan Weller at the HBA office at (269) 375-4225.



Shoppers enjoy spending time at Crossroads Mall in Portage. In September, the HBA will partner with Crossroads Mall to hold a Fall Home Show inside the mall.

“Building Homes, Strengthening Communities”

Home Builders Association
5700 W. Michigan Ave.
Kalamazoo, MI 49009
(269) 375-4225

