



GREAT LAKES
DESIGN AND
CONSTRUCTION
EXPO



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WEDNESDAY, FEBRUARY 12, 2020

<p>9:00am - 10:00am Using Cross Laminated Timbers in Construction Tim VanAntwerp & George H. Berghorn Room C-II</p>	<p>For decades, wood products have provided architects, engineers, contractors and building owners with proven structural performance and earth-friendly, cost-effective framing choices. Now, cross laminated timber (CLT) is giving North American design and construction professionals a new wood building system option. This session will look at both the science behind CLT as well as explore an overview of the state's largest CLT project currently underway at Michigan State University.</p>
<p>9:00am - 10:00am Getting Paid - Michigan Lien Law Bruce Pregler Room C-V</p>	<p>This is a fast-paced nuts and bolts workshop on how to establish a construction lien for contractors, subcontractors, and suppliers on commercial, industrial, office, and residential projects. Learn how to prevent liens if you are an owner or a general contractor. Learn the critical time periods and how to fill out the notice of furnishing, claim of lien, sworn statement, lien waiver, and other necessary forms.</p>
<p>9:00am - 10:00am Scaffold User Awareness Training Jason Griffin Room C-VI</p>	<p>This workshop will cover the contents of the MIOSHA Construction Safety Standard Part 12, Scaffolds and Scaffold Platforms. The focus will be on the most commonly used scaffolds in the construction industry including ground supported, suspended, mobile, and rough terrain forklift scaffolds.</p>
<p>10:15am - 11:15am Top Technology Challenges that Make-or-Break Profits for Contractors Robert Armbrister Room C-II</p> <p>Sponsored By:</p>  <p>SPARK Business Works</p>	<p>Digital tools are reshaping construction both in the field and in the office, but owners and managers don't need a revolution - just simple tools that actually work for your business to solve everyday inefficiencies.</p> <p>Don't miss these insights:</p> <ul style="list-style-type: none"> • Review the top 5 app and dashboard practices in construction and building trades • Learn about simple tools that can eliminate operations headaches and give you a competitive advantage • See how to ditch static paper tools for 1-click operations dashboards • Hear real-world stories from trade contractors in the region who have successfully implemented digital solutions • See examples of how other companies moved from clunky spreadsheets systems to smart scheduling and automated field data reporting • Learn how to plan for and measure ROI of digitization efforts of any size
<p>10:15am - 11:15am Getting Paid - Contractor Payment Bonds Bruce Pregler Room C-V</p>	<p>In public work projects, there are no construction liens. Payment bonds are furnished by the contractor to the owner to protect payment to the subcontractor and supplier. In this workshop, you will learn the necessary steps to establish a claim against the payment bond, as well as the critical time periods, how a bond claim is enforced, and how a claim can still be valid if a time period is missed.</p>
<p>10:15am - 11:15am Fall Protection Awareness Training Jason Griffin Room C-VI</p>	<p>This program will cover the requirements for Fall Protection in Construction according to a variety of MIOSHA and OSHA standards. The participants will gain an understanding of the importance of an effectively managed fall protection program.</p>



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1:00pm - 2:00pm

Steps to a Smart Home

Bryan Koutsky
Room C-II

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Paulson's
audio/video & more!

In partnership with Control4, the Paulson's team will present on the different levels of "smart" home technology, and how having a professional partner empowers builders and homeowners to plan and execute their ideal space with the best options for integrating form and function of this evolving technology.

1:00pm - 2:00pm

Digital Transformations for Home Builders

Builders Digital Experience (BDX)
Room C-V

As the interactive online experience becomes more prevalent in other industries, new home shoppers are increasing their appetite for a more immersive online experience. Are you meeting the expectations of today's shoppers?

1:00pm - 2:00pm

Room C-VI

Sponsored by:

DTE

Builders installing or relocating service connections on construction projects can request new service, modify an existing connection, get status updates and find important information on how to connect to DTE Energy service.

2:15pm - 3:15pm

Would Your Website Pass Inspection?

Donna Campbell, Jackie Ranoni,
Justine Jahnke
Room C-II

Sponsored by:

 the whole brain group

Your website is just like any other piece of equipment used for your business. It must be regularly maintained for optimum performance. Stop neglecting one of your most important business tools! Learn actionable things you can do right now to improve both your website and use it to solve some of your biggest business problems: brand recognition, skilled worker recruitment, and generating new sales leads. Digital marketing experts from The Whole Brain Group will present real-life website examples from the commercial and industrial construction industry and provide you with actionable things you can do right now to improve your website.

2:15pm - 3:15pm

**Michigan Residential
Builders Code Update**

Don Pratt
Room C-V

Meets requirements for Builders License Continuing Education (CE) Code Update.

2:15pm - 3:15pm

**Home Building Business Plans:
What's Vital to Success and Profit?**

Bill Bye
Room C-VI

Participants Will Learn:

- What are the components of a home building proforma
- Understanding all costs that are included in a proforma
- How to avoid costly mistakes typically made during due diligence
- The differences in direct, indirect, fixed and variable costs of home building
- How to know if your proposed venture is profitable before pulling the trigger
- Increasing margins through Lean Building Concepts



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THURSDAY, FEBRUARY 13, 2020

<p>8:00am - 10:00am Annual Economic Forecast Breakfast Robert Dietz, Ph.D. Room L-I</p>	<p>Join CAM, HBA of Southeastern Michigan, and Robert Dietz, Ph.D, as we assess the national and regional perspectives on our economy and how they are affecting our industry. Advanced registration required.</p>
<p>9:00am - 10:00am Michigan Residential Builders Code Update Ed Wenz, Jr. Room C-V</p>	<p>Meets requirements for Builders License Continuing Education (CE) Code Update.</p>
<p>9:00am - 10:00am Excavation Safety Awareness Training Bryan Renaud Room C-VI</p>	<p>Excavation and trenching represent one of the most hazardous operations engaged in by construction workers. This program is intended to educate workers and project managers about the hazards associated with and safeguards needed to protect workers during excavation activities.</p>
<p>10:15am - 11:15am Removing Barriers to Better Project Delivery Brandon Lacourciere Room C-II</p> <p>Sponsored by:</p>  <p>AUTODESK[®] CONSTRUCTION CLOUD</p>	<p>Whether you're a commercial, residential, or trade contractor you'll learn the benefits and easy ways to connect design and build for more predictable project delivery – all starting with making design data more widely available, to anyone who needs it, throughout the project lifecycle. That means providing ways to help get you the right data, in the right format, to the right team member, on whatever device they want to work on. You will walk away with practical information and steps on how to better connect teams and information on your projects.</p>
<p>10:15am - 11:15am When MIOSHA Visits Bryan Renaud Room C-V</p>	<p>Attendees from both the construction and general industry sector will gain an insight of the process and procedures a MIOSHA compliance officer follows while conducting a workplace inspection and how to respond to MIOSHA citations. Topics covered include inspection types, employer/employee rights and responsibilities, and penalty reduction factors.</p>
<p>10:15am - 11:15am Digital Marketing 101 for Home Builders Builders Digital Experience (BDX) Room C-VI</p>	<p>It's a digital world and 90% start their search online. We'll cover the three part strategy to implement an effective digital marketing plan from customer acquisition to your website and strategies to keep potential buyers engaged.</p>

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