



BUILDERS EXCHANGE OF MICHIGAN

YEAR IN REVIEW | 2020

EVENT HIGHLIGHTS

02.25.20 | Brews,
Builders & Benefits

97 registered



PIVOTING DURING COVID-19

- BX Staff was able to transition to working off-site during the two-month shut down and continued to process print orders, post projects, and serve members
- BX advocated for our members to safely re-open by collecting and sending data to State of Michigan's COVID-19 Bipartisan Task Force
- BX provided our members with FREE workplace safety plans for safe re-opening

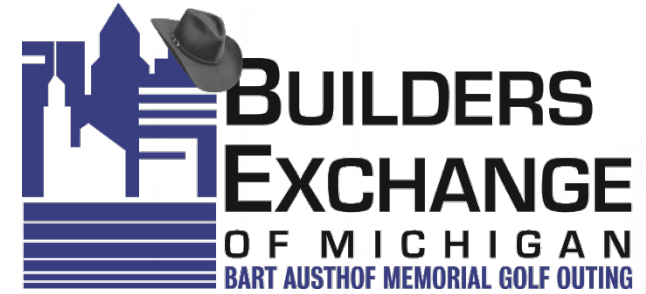
EVENT HIGHLIGHTS

08.31.20 | Annual Golf Outing

- 59 teams
- Winning team – F C & A Inc
- \$24,943 raised for the Back to Work Program at Guiding Light!
- BX has raised over \$70,000 total for Guiding Light in the last five years!

Golf League

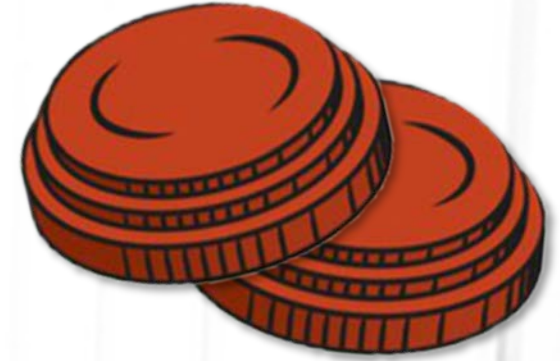
- Tuesdays from May 5th – September 1st



EVENT HIGHLIGHTS

09.29.20 | Annual Sporting Shootout

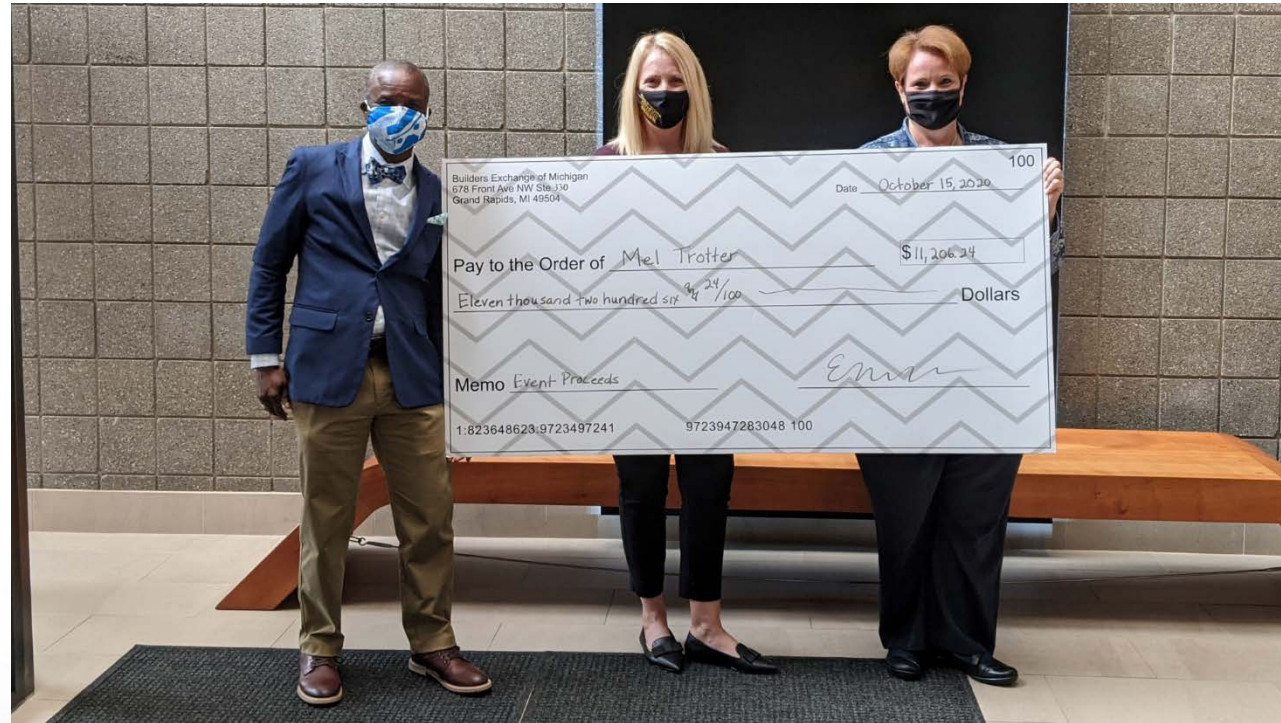
- 22 teams
- Top Gun – Pete Flanagan of Grand Eagle Insulation



EVENT HIGHLIGHTS

Mel Trotter Donation

- \$11,206 donated to Mel Trotter Ministries through the proceeds of various events!



CLASS HIGHLIGHTS

01.07.20 | Print Reading & Specifications Course

01.09.20 | Legal Series: Lien Law

01.09.20 | Applied Estimating

01.22.20 | Safety Series: Lead Awareness

01.28.20 | OSHA 10-Hour Certification Course

02.12.20 | Safety Series: Asbestos Awareness

02.13.20 | Legal Series: Surety Bonds

02.18.20 | OSHA 10-Hour Certification Course

03.03.20 | OSHA 30-Hour Certification Course

03.12.20 | Legal Series: Show Me the Money

06.30.20 | Safety Series: Silica

07.07.20 | Safety Series: Fall Protection

08.11.20 | Safety Series: Scaffolding



WEBSITE REDESIGN

[How We Help ▾](#)[Member Benefits ▾](#)[Events Calendar ▾](#)[News & Updates ▾](#)[About Us ▾](#)[Submit a Project](#)[Log In ▾](#)

Builders Exchange of Michigan

Your Source for Commercial Construction Leads Since 1885

[Learn more](#)

Ready for your virtual tour?

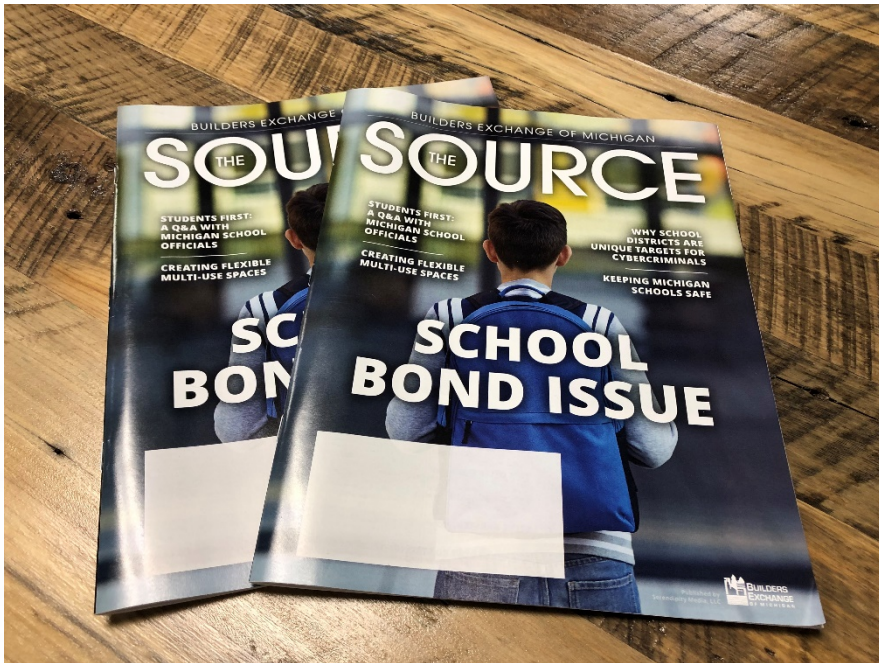
[Free Demo](#)

53% increase in number of Free Demo requests submitted due to enhanced SEO and more functional website! 2% increase in web traffic, 3.5% increase in new users visiting the website, 4% increase in returning visitors, and a 4% decrease in bouncing visitors (visitors who visit a single page and leave) since 2019!

BUILDERS EXCHANGE OF MICHIGAN

THE SOURCE

- Spring School Bond Issue
- Fall Pivot Point Issue



*our first issue done entirely in-house!

Direct mailed to over **1,500** owners and **1,800** architects, engineers, and Builders Exchange of Michigan members.

COMING IN 2021

- **OSHA 10-Hour Certification Courses**
- **Legal Series Lunch & Learn (Virtual)**
- **Building with CQ Seminar (Virtual)**
- **Applied Estimating**
- **BX Safety & Networking Series (Virtual)**

For more information visit www.grbx.com

2021 SAVE THE DATE*

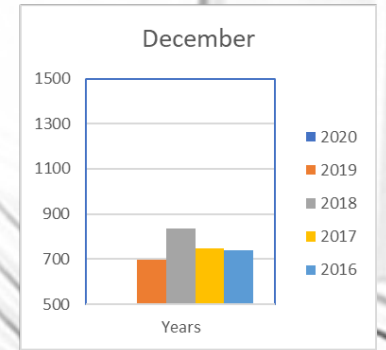
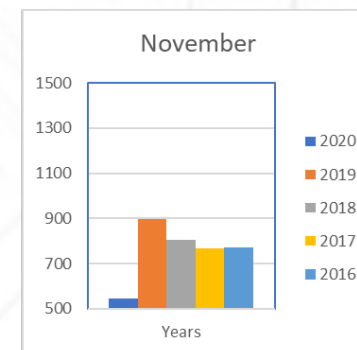
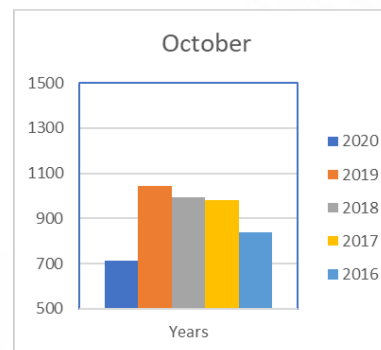
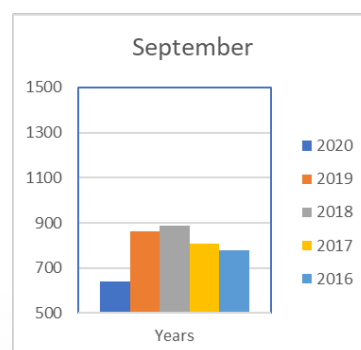
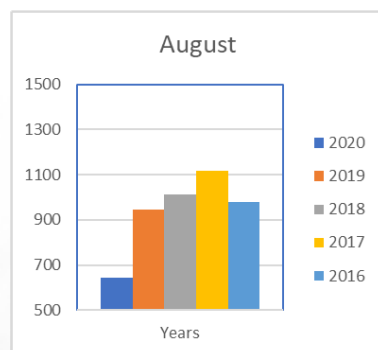
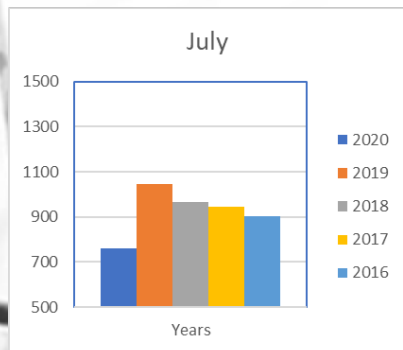
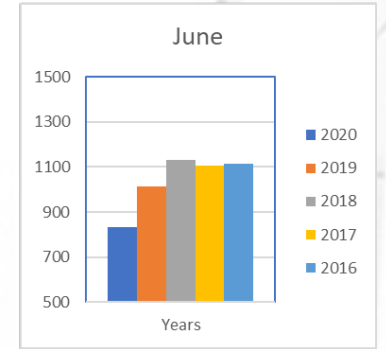
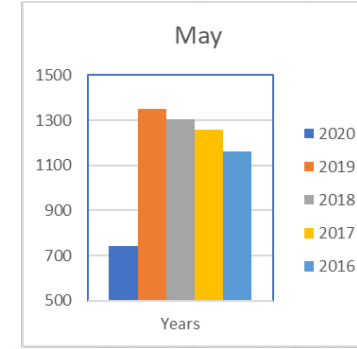
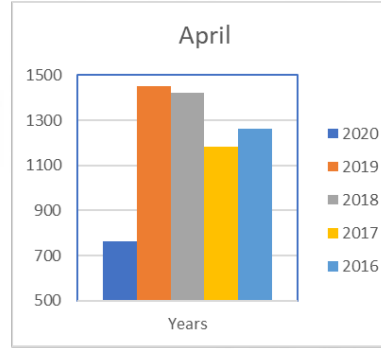
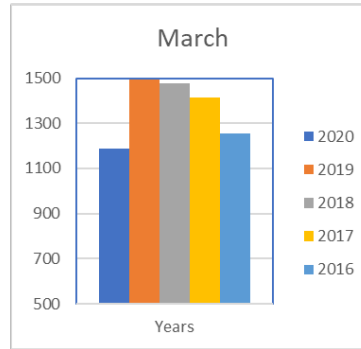
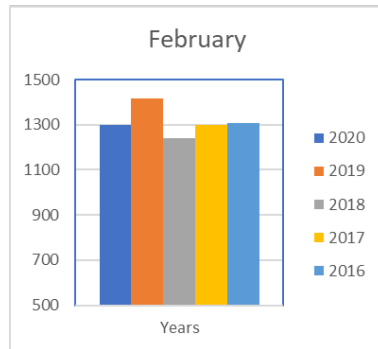
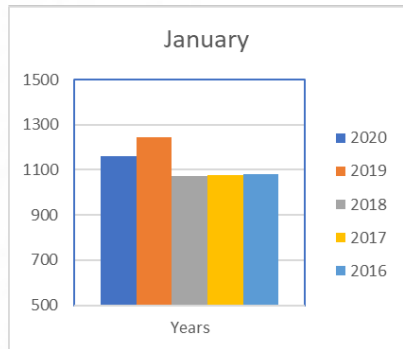
- 02.02.21 | Building with CQ Virtual Seminar
- 08.30.21 | 65th Annual Golf Outing
- 09.21.21 | 25th Annual Sporting Clays Shootout
- 11.04.21 | Turkey Party

**some dates for in-person events remain tentative*

NOTEWORTHY STATISTICS

In 2020...

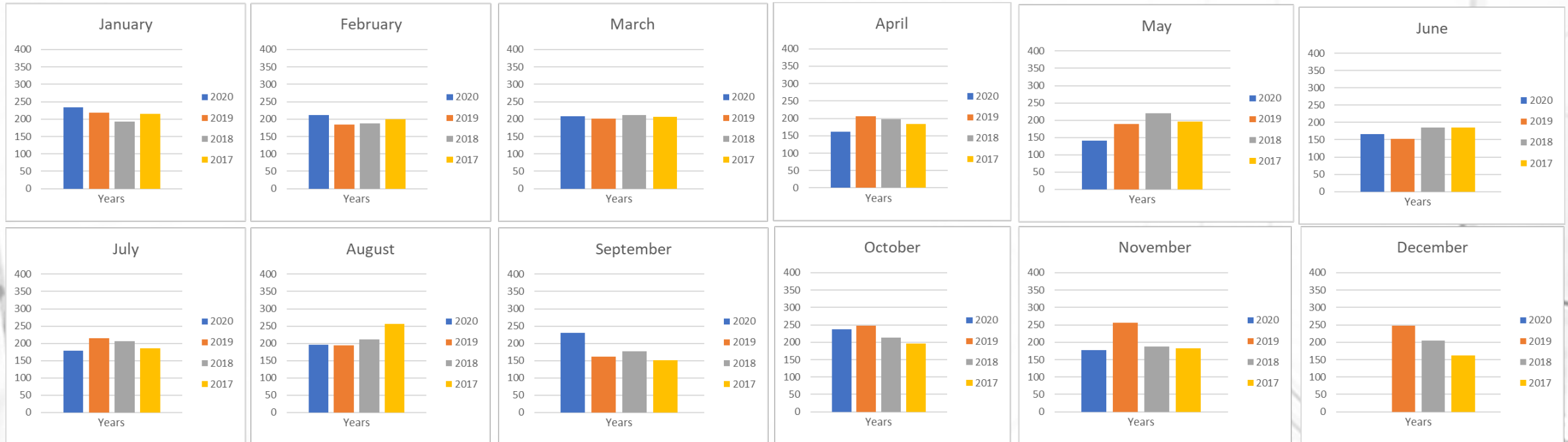
- **Over 9,200 active projects posted (Jan-Nov)**
 - A 15% decrease from 2019 due to COVID-19's effect on the construction industry



NOTEWORTHY STATISTICS

In 2020...

- **Over 2,100 planning projects posted.**
 - A 4% decrease from 2019 due to COVID-19's effect on the construction industry



NOTEWORTHY STATISTICS

In 2020...

- 47% of the planning projects posted in 2020 were privately funded.
- BX team checked over 1,800 sources daily and an additional 1,400 sources monthly.



Announcing the newest Builders Exchange of Michigan
Board Members serving 2021 - 2023

Dave Moore

Grand Rapids Gravel Co

Adam Tweedy

Owen Ames Kimball Co

Jason Ruud

S.A. Morman & Co

Introducing the 2021 Builders Exchange of
Michigan Board President

Jodi van Haren

Advantage Mechanical Refrigeration

2021 BOARD OF DIRECTORS

JODI VAN HAREN

Board President

Advantage Mechanical Refrigeration

JOE LINCK

Board Treasurer

Linck Law PLC

JAY MIEDEMA

Director

The Architectural Group

DAVE MOORE

Director

Grand Rapids Gravel Co

JASON RUUD

Director

S.A. Morman & Co

TOM DYLENSKI

Board Vice President

Mechanical & Industrial Insulation

MICHAEL VERHULST

Director

Rockford Construction

BRUCE COURTADE

Director

Rhoades McKee PC

ADAM TWEEDY

Director

Owen Ames Kimball Co

KEN JANSEN

Past President

Lake Michigan Insurance Agency

ELIZABETH BOVARD STRONG

Secretary & Executive Vice President

Builders Exchange of Michigan

Thank you!

Ken Jansen

Lake Michigan Insurance Agency

Builders Exchange of Michigan Board President 2020
Builders Exchange of Michigan Board Vice President 2019
Builders Exchange of Michigan Board Director 2018



Thank you!

Doug Snyder

Kenowa Plumbing

Builders Exchange of Michigan Board Director 2018 - 2020



Thank you!

Tom Gombar

Hurst Mechanical

Builders Exchange of Michigan Board Director 2018 - 2020

THANK YOU FOR HELPING US
MAKE 2020 A GREAT YEAR...



The background of the image shows a modern building with a glass facade. On the right side, a staircase with a glass railing is visible, leading upwards. The overall scene is bright and architectural.

**WE'RE LOOKING FORWARD TO
A GREAT 2021 WITH OUR
CONSTRUCTION COMMUNITY!**