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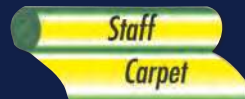


**SATURDAY, FEBRUARY 18<sup>TH</sup>  
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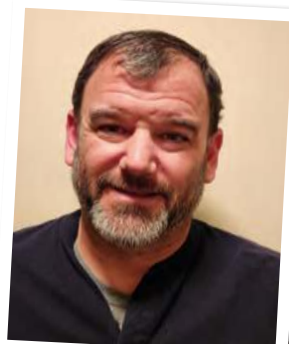
This is your one stop shop for all your building and remodeling needs. While online shopping may be convenient, it just isn't the same as seeing products in person and talking to the professionals. That flooring may look tan on your computer screen when it's actually grey! So skip the guessing and come on down to the Bank of Springfield Center where you can check out the latest products and talk to the professionals. We have seminars all three days, hands on activities for the kids at our new Kids Construction Zone, and we are bringing back the Lego® contests! Two contests will be held on Saturday and two on Sunday.

I'd like to thank everyone who made this show happen: Lee-Ann Burgener, our Executive Officer, and the Home Expo committee: Colin Jacobs with Best Expo, Jon Stewart with Midwest Garage Door Company, Mark Britton with Coach House Garages, Stacy Vespal with Carpet Weavers and Todd Rhoades with Parksites. I appreciate all the time and effort you put in to making this event a success!

We hope to see you at the Home Expo!

*Greg Burgener*

Greg Burgener  
Zinn Construction  
Home Expo Director



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Sunday from 10:30am-4pm**

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# Watch Out for These Top Remodeler Red Flags

By Greg Burgener  
Zinn Construction

If you're ready to refresh your home, consider hiring a professional remodeler. A professional remodeler ensures your home project is successfully completed with quality craftsmanship. There are qualified remodelers with many years of experience in our community. Unfortunately, whenever you hire someone for professional services, from mechanics to contractors, not all individuals operate with the highest level of standards or business integrity. Therefore, before hiring a professional remodeler, it's always important to thoroughly vet them to avoid project headaches in the long run.

If you come across one or more of the following red flags, chances are you may be dealing with an unscrupulous contractor:

## No Contracts

A professional remodeler will take the time to write a clearly written contract. The contract is an opportunity to review the scope of work, process, costs and helps clarify how problems will be managed. If the contractor you're considering doesn't offer contracts, hire someone else. You are not protected when something goes wrong if you don't have a contract.

## Requires Full Cash Payment Up Front

Shady contractors demand cash and then run with the money. As a result, many home owners are stranded if they pay in full upfront. A deposit towards materials is typical, but only pay it once you have a contract signed by both you and the contractor. It's also suspect if the contractor requests that you pay cash to a salesperson

instead of a check or money order to the company.

## The Numbers Don't Add Up


Everyone must work within their budget for a home renovation. However, if you've found a contractor that offers pricing that (Cont. on next page)



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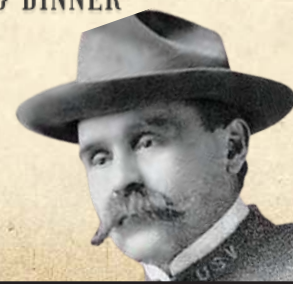
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is too good to be true, it probably is. The contractor may propose the best price, but that doesn't guarantee the best work. Too good of a bargain may mean that the contractor may cut quality costs, which can cost you more when you must redo the substandard work. Some contractors use tactics like offering "special" pricing that is only applicable if you sign a contract today. Do not fall victim to these deceptive proposals.

#### Consumer References are Scarce

Professional contractors should have references they can provide from current and past clients — and you should be able to reach those references, not just an answering machine. Glowing references are abundant for professional remodelers, because happy home owners enjoy sharing their good experiences and appreciation of their newly upgraded space. Ask to speak with previous clients and see photos of past home remodels to get a sense of their customer relations practice and work style.

By being aware of these remodeler red flags, you will be able to hire an expert and enjoy the tangible benefits of high-quality craftsmanship for many years to come. To find a professional remodeler in your area, contact the Springfield Area Home Builders Association at (217) 698-4941 or online at [www.springfieldareahba.com](http://www.springfieldareahba.com).

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# Is a New Home Worth the Investment?

By Jon Stewart  
Midwest Garage Door Company



Despite the news headlines, individuals continue to buy and sell homes. According to a National Association of Home Builders (NAHB) analysis, in May 2022, 88% of homes sold were on the market for less than a month. For many Americans, owning their own home is worth the time and investment.

The benefits of buying a home are numerous. New homes available on the market today are designed to accommodate a variety of lifestyles, from busy on-the-go families to flexible spaces ideal for spending more time at home. In addition, many new homes feature a variety of floor plans and amenities to complement everyday family activities.

And today's homes are more energy efficient than ever. With innovative materials and construction techniques, new homes are built to be much more energy efficient than homes constructed a generation ago. As a result, not only can they be more affordable to operate, but new homes also are significantly more resource-efficient and environmentally friendly.

Building standards have changed a great deal over the decades, almost as fast as technology has evolved. Due to this evolution, new homes can accommodate today's advanced technology and be customized to meet the individual home owner's needs. And knowing that the house was built by a qualified professional to adhere to the latest safety codes gives the owner added assurance.

Many benefits are not tangible but similarly valuable. For

example, one of the built-in benefits of many new homes is the forming of a new neighborhood. When families move into a new community at the same time, lasting bonds of friendship and neighborliness often form right away. Many home builders will host community block parties in these developments to help neighbors of all ages meet and connect.

For many people, a home is the single, best long-term investment and a primary source of wealth and financial security. The contrast of wealth-building opportunities between home owners and renters is striking. On average, someone who owns their home has a household wealth of \$255,000 compared to a renter with an average household wealth of \$6,300. Americans count on their homes for their children's education, retirement and overall personal sense of well-being.

For more information on the benefits of a new home and home builders in our community, contact the Springfield Area Home Builders Association at (217) 698-4941 or online at [www.springfieldareahba.com](http://www.springfieldareahba.com).



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# New Year, Time for a New Kitchen

By Todd Rhoades  
Parksite

It's no secret that kitchens are one of the most popular spaces in homes. If your kitchen is dated or no longer fits your lifestyle, you may want to consider remodeling. An upgraded or modern kitchen also can increase the value of your home. According to Zonda's recent Cost vs. Value Report, homeowners who invest in a minor kitchen remodel are likely to recoup more than 71 percent of their investment. A new kitchen for your home doesn't have to be a hassle if you plan your project well. Consider the following steps to help you prepare for a kitchen remodel this year.

## Prioritize Needs and Wants

The best place to start is to determine what kitchen style and features best suit your needs. Have you started cooking since the

pandemic or inviting more people to your home to entertain? Experts recommend making a list of your new kitchen priorities. A recent survey by the National Association of Home Builders (NAHB) of prospective and recent home buyers found that more than 70% of buyers wanted a table space for eating (78%), a central island (77%) and drinking water filtration (76%).

Make sure to include all the kitchen features on your list, including storage preferences, appliances, types of materials and lighting. A list will help you stay on track to achieve your kitchen remodel goals and stay within your budget.

## Set a Budget

After you have a general idea of what you

need for your new kitchen, outline the cost associated with your project. The larger the scope of your kitchen remodel, such as knocking out walls to gain additional square footage, the increased chances your renovation may take extra time and money. If you work with a professional contractor, they will have contacts to help you secure the best prices on materials and labor. In addition, a conservative budget will give you the cushion you need if the project has unexpected expenses.

Kitchen remodeling frequently involves problem solving, such as maximizing your existing space or strategically building storage. A professional remodeler can help home owners manage such challenges and meet their needs while staying within the budget. *(Cont. on next page)*

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*Can you afford not  
to be informed?*

### Find a Qualified Remodeler

Hiring a professional remodeler is more than just paying for labor and materials. A qualified remodeler has experience with project-related items such as building codes, permits, safety, and cost estimates and has the necessary tools and equipment to get the job done. Professionals also have a network of suppliers and subcontractors to ensure the work on your home is executed properly. A new kitchen can be rewarding with the proper planning and partnership with a qualified professional. To find a remodeler in your area, search the Springfield Area Home Builders Association Member Directory at [www.springfieldareahba.com](http://www.springfieldareahba.com).

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# LEGO® CONTEST!

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■ **Age Categories: 5-8 & 9-12**

■ **Location: BOS Center**

■ **LEGO® Kits will be Provided**

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■ **Prizes will be Awarded!**

■ **Free to Participate!**

Children under 12 are free to attend the Home Expo.  
Adults must pay for entrance into the Home Expo and  
provide adult supervision during the LEGO® contest.

## REGISTER ONLINE AT [BUILDEREVENTS.COM](http://BUILDEREVENTS.COM)

### SATURDAY, FEB 18<sup>TH</sup>

**EVENT 1: 1PM**

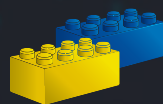
**EVENT 2: 4PM**

### SUNDAY, FEB 19<sup>TH</sup>

**EVENT 3: 11AM**

**EVENT 4: 2PM**

## NO COST TO PARTICIPATE!



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# Seminar Schedule

With your Expo admission ticket, you can take advantage of  
these seminars at no additional cost!

## Friday, February 17

Time	Topic	Presenter
3:00 PM	Remodeling Tips for Empty Nesters	DreamMaker Bath & Kitchen
4:00 PM	Finding the Best Sunroom for You	Benmar
5:00 PM	Kitchen Design Trends	Distinctive Designs for Kitchens & Baths
6:00 PM	Building Trends - What you Want & Need to Know	Coach House Garages

## Saturday, February 18

Time	Topic	Presenter
10:00 AM	How to Buy Kitchen & Bath Remodeling	DreamMaker Bath & Kitchen
11:00 AM	Finding the Best Sunroom for You	Benmar
12:00 PM	Organization Solutions for Your Home & Garage	The Organized Home
1:00 PM	Kitchen Design Trends	Distinctive Designs for Kitchens & Baths
2:00 PM	Motorized Window Treatments-For Remodeling & New Homes	Exciting Windows!
3:00 PM	Building Trends - What you Want & Need to Know	Coach House Garages

## Sunday, February 19

Time	Topic	Presenter
11:00 AM	How to Buy Kitchen & Bath Remodeling	DreamMaker Bath & Kitchen
12:00 PM	Organization Solutions for Your Home & Garage	The Organized Home
1:00 PM	Kitchen Design Trends	Distinctive Designs for Kitchens & Baths
2:00 PM	Building Trends - What you Want & Need to Know	Coach House Garages

Welcome to the 2023 Home Expo!

It's an honor to be the President of the Springfield Area Home Builders Association (SAHBA). Our membership is made up of top tier businesses in their professional trades and they will be set up and on display ready to meet any needs you may have in the new construction and remodeling area.

The SAHBA Home Expo has something for the entire family, from designing out your new kitchen, landscaping your yard or having the kids compete in our Lego building contests. Friday is Senior's Day; Saturday is Hero's Day and Sunday is Educator's Day. If you or someone you know is interested in getting into the trades, several of our members are hiring and would love to discuss you joining their teams. Something for everyone!

One area of focus for the SAHBA this year is to get back to our roots of doing things. Making sure we take care of our communities by having strong foundations in our businesses so that we will be around for generations to come. This allows us to offer the latest in products and services and the best customer care we can as members of the SABHA.

There is so much to see at the Home Expo, and we hope you will join us for this great event. Be sure to check out our website at [www.springfieldareahba.com](http://www.springfieldareahba.com) for all the latest information, job postings, scholarship information and our member directory. We are here for you, just give us a call!

*Chris Hartsook*

Chris Hartsook  
Big Dog Construction Company  
2023 SAHBA President



# THANK YOU!

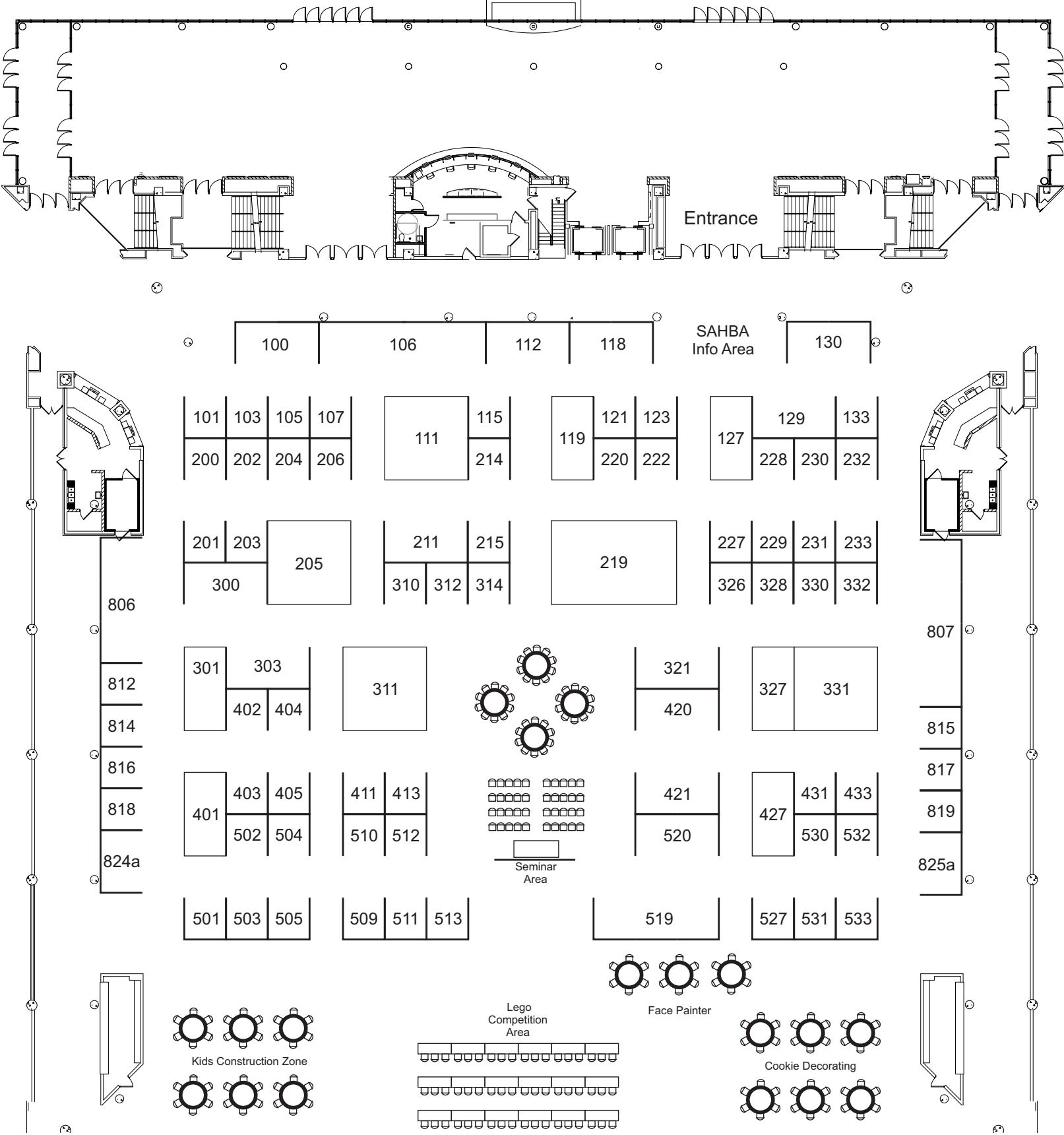
## To all of our 2023 Home Expo Sponsors!





# Main Level Floor Plan

See following page for an exhibitor list





# Exhibitor Listing

Exhibitor	Booth #
<u>Accessibility Products</u>	
*Personal Mobility.....	301
<u>Adjustors</u>	
York Public Adjusting & Appraisal Service .....	530
<u>Alarm &amp; Security Systems</u>	
Bar Com .....	405
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*Artisan Stone Products.....	331
TSR Concrete Coatings.....	101
<u>Builder/Remodeler</u>	
*Big Dog Construction Co. ....	519
*Blunier Builders. ....	300
*Griffitts Construction.....	130
Perfect Choice Exteriors LLC.....	806
Ragland Buildings and Supply.....	206
*Zinn Construction LLC .....	427
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*Hines Supply.....	431
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*Ruby Electric.....	129
*Ryan Electrical Solutions.....	310
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*Bank of Springfield .....	115
*CEFCU .....	332
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*Carpet Weavers, Inc.....	205
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**Don't forget to check out  
the Seminars located in  
the center of the show!**

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with your Home Expo  
admission!**





# Simple Repairs to Help Sell Your Home

By Stacy Vespal  
Carpet Weavers

If you're ready to put your home on the market, you'll likely want to sell it quickly and secure the best price. Most homes have general wear and tear, and potential home buyers will take notice. At the same time, you likely won't have a large budget to spend on your current home, especially if you're trying to buy a new home. To help you focus on the areas of your home that will attract buyers, consider the following simple home repairs.

**Refresh Your Home Exterior.** Once you put your home on the market, you want your home to stand out and make a good first impression. An exterior refresh doesn't need to involve a complete landscape redesign. A quick clean-up to remove dead or dying plants can give your home an instant inviting look. Any bare solid ground can be covered with pine straw or mulch. Once your front yard is tidy, consider adding a fresh coat of paint to the outside of your home. Cracked or chipped siding will deter buyers and should be repaired.

**Inspect Your HVAC unit.** Home buyers don't want to be faced with a repair bill immediately after purchasing a home. If you have a central air conditioning unit in your home, make sure it's working optimally. It is best practice to have the HVAC unit inspected before your home is put on the market.

**Ensure Your Flooring is Acceptable.** Snagged carpet, broken tiles and stains on flooring detract home buyers. Dirty carpet should be cleaned or replaced. Make sure any new flooring is consistent with the style and color of existing flooring to avoid a patchwork design. Buyers want to be able to visualize the space they will live in, so a neutral/tan colored carpet works best. If you find wood flooring in good condition under the carpet you are replacing, you might want to consider keeping it in place. Wood flooring is attractive for many home buyers.

**Spruce Up Your Bathrooms.** You'll be surprised by how much a small repair, such as caulking around the sink or tub, can provide big results. Taking time to remove the dirt and grime from the bathroom in your home can make a positive impression on buyers. Fix any broken or chipped tile and steam clean the floors.

Investing in these small home repairs before selling your home can potentially increase your sale price and help ensure your listing doesn't last long. For more information on home buying, selling or new home construction visit the Springfield Area Home Builders Association at (217) 698-4941 or online at [www.springfieldareahba.com](http://www.springfieldareahba.com).



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# Construction Industry Offers Rewarding Career Paths

By Mark Britton  
Coach House Garages

Individuals across the country are reimagining their career paths following the height of the pandemic. One industry worth exploring is residential construction. The industry offers competitive compensation and a chance to contribute to building the American Dream.

Even as the United States is entering a period of economic easing, all projections show continued strong demand for new housing, making home building a stable and lucrative career choice. According to a recent National Association of Home Builders (NAHB) analysis, there were 440,000 open construction jobs in May 2022.

Pivoting to a career in construction has many benefits; consider the following:

## **The Industry is Hiring**

Since the Great Recession, the United States has had a significant shortage of qualified professionals in the construction industry. As a result, home builders across the country and here in Central Illinois are seeking skilled workers — such as carpenters, framers and roofers — to help them build the American Dream. A recent NAHB survey found that home builders reported widespread shortages of various construction-related occupations. For example, home builders said framing crews, carpenters, bricklayers, and concrete workers were among the top labor shortages. Therefore, many builders in our area seek qualified professionals to fill those positions.

## **Compensation is Competitive**

Many jobs in residential construction pay the equivalent – if not more – than jobs requiring similar experience levels and a



college degree. Residential electricians, for example, earn an average of more than \$61,000 annually. And these careers begin with no or minimal student loan debt.

## **Management Opportunities Abound**

Careers in construction are not limited to what some may perceive as traditional roles of plumbers, framers, etc. A variety of management positions are available. This challenging role requires critical thinking, technical skills, academic knowledge and leadership skills. According to a NAHB analysis, out of the 13 highest paid trades in construction, 12 are various managers. The highest-paid managers in construction are architectural and engineering managers, with half making over \$135,900 and the top 25 percent on the pay scale earning over \$170,940 annually.

## **Training is Available**

There are numerous opportunities to gain experience and training in the skilled trades. The Home Builders Institute

(HBI), a national leader in career training and NAHB's workforce development arm, offers educational programs in 46 states. Through the organization's industry-recognized curriculum utilized in nearly 400 programs, HBI trains in various skills, including carpentry, electrical, plumbing, building construction technology, HVAC, and masonry. HBI Job Corps programs are located in 118 job centers and offer pre-apprenticeship training in 10 residential construction trades. The training programs are national in scope, but implemented locally using proven models that can be customized to meet the workforce needs of communities across the nation. Those who graduate from the program enjoy a 92% job placement rate.

To learn more about training and job opportunities in Central Illinois, contact the Springfield Area Home Builders Association at (217) 698-4941.



# Maintenance Tips for First-Time Home Owners

By Greg Burgener  
Zinn Construction

**A**s a first-time homeowner, you now have a place to call your own. Routine home maintenance will help you enjoy your new home for years to come. Maintaining your home not only helps ensure your home is working at an optimal level, but also helps to identify or fix problems before they become a larger issue. To keep your home comfortable and enjoyable, consider adding these maintenance items to your annual list of home activities.

**Schedule an HVAC Tune-up.** Annual HVAC checkups can extend the life of your unit, regardless of its age. Typically, a qualified professional will thoroughly clean your unit and identify if any leaks are present. Although an HVAC tune-up usually occurs annually, experts recommend changing your air filter every 60 or 90 days. Other factors — such as your home size, pets or allergies — can alter how often your filters should be replaced. Changing out your air filter will reduce the wear and tear on your unit and improve the airflow in your home.

**Check Your Smoke Detectors.** Smoke detectors save lives. According to the National Fire Protection Association (NFPA), three out of five home fire deaths result from fires in properties without working smoke alarms. NFPA recommends testing all smoke alarms in your home at least once a month. Simply press the test button to be sure the alarm is working. Follow the manufacturer's maintenance instructions if available. NFPA also recommends a visual inspection of the detector for damage. The detector should not be dirty or obstructed.

**Re-caulk Your Windows.** If you have a drafty window or if you can see daylight around a window frame, then you may have an air leak. Caulk — a flexible material used to seal air leaks — can be found at any hardware store. There is caulk for exterior

windows, which can withstand different types of weather, and interior caulk, which shouldn't emit any toxic fumes. According to energy.gov, the best time to apply caulk is during dry weather when the outdoor temperature is above 45 degrees and low humidity will prevent cracks from swelling with moisture.

**Clean Your Gutters.** Making sure water flows away from your home during a storm is critical. Your gutters protect your home's foundation, roof, and walls by controlling the flow of rainwater from your roofline. Neglecting your gutters can lead to mold or water damage to the exterior or interior of your home. Although it may seem like a hassle, it is important to keep your gutters clutter-free. Also, make sure to read all warning labels and follow manufacturer instructions if you are using a ladder to clean your gutters.

**Touch Up Exterior Paint.** Eventually, the exterior of your home will endure wear and tear because of the elements. Adding a fresh coat of paint where needed not only enhances your home's curb appeal, but it also functions as an extra layer of protection to your home. A simple visual inspection around the exterior of your home once a year will help you identify problem areas. It is important to address any issues, such as cracking or peeling paint, before it gets worse.

For more home maintenance tips, contact the Springfield Area Home Builders Association at (217) 698-4941 or online at [www.springfieldareahba.com](http://www.springfieldareahba.com).



# Home Remodeling Terms You Should Know

By Colin Jacobs  
Best Expo Inc.

If residential construction terms like “punch list” and “draw” sound unfamiliar, you are not alone. Most home owners are not aware of the different terms remodelers and builders use to describe a project. To help you have a smooth remodeling experience, here’s a glossary of some of the common terms used by builders and remodelers to help you understand the language related to your project:

**Allowance:** A specific dollar amount allocated by a contractor for specified items in a contract for which the brand, model number, color, size or other details are not yet known.

**Bid:** A proposal to work for a certain

amount of money, based on plans and specifications for the project.

**Certified Aging-in-Place Specialist (CAPS):** A CAPS professional is

knowledgeable about the strategies and techniques to meet the home modification needs of home owners who want to continue living in their homes safely, independently and comfortably, regardless of age or ability level.

**Draw:** A draw is a detailed payment schedule for a construction project. A designated payment is "drawn" from the total project budget to pay for services completed to date.

**Change Order:** A written authorization to

the contractor to make a change or addition to the work described in the original contract. The change order should reflect any changes in cost.

**Punch List:** A list of work items to be completed or corrected by the contractor, typically near or at the end of a project.

**Subcontractor:** A person or company hired directly by the contractor to perform specialized work at the job site, like a plumber or electrician, and is sometimes referred to as a trade contractor.

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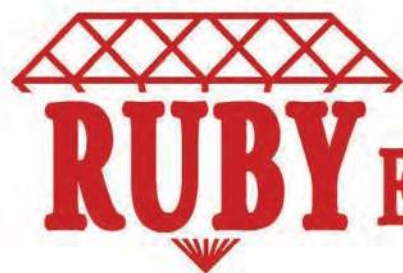
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# Preparing to Buy a Home in 2023

By Jon Stewart  
Midwest Garage Door Company



If 2023 is the year you've decided to purchase a new home – whether as a first-time buyer or a seasoned home owner – the best time to start preparing is now. Following a few simple strategies will help place you in an ideal position to find a home that's a good fit for you and your family.

## Create a List of Must-haves

The best place to start if you are a first-time home buyer is to assess your needs, especially your future home location, size and amenities. Even seasoned home owners are attracted to idyllic home photos posted online, but the space may not meet their needs. Prioritizing must-haves will help you save significant time in the home buying process. Most home buyers will need to compromise on some home features to fit their budget.

## Double Check Your Credit Score

Even if you've purchased a home previously, stricter credit requirements can be challenging for some buyers to find home loans. However, a favorable credit score can make a difference in your ability to be approved for a loan. Credit monitoring is always a good idea, even if you think nothing has changed recently on your credit report. If you are preparing to purchase a home, monitoring your credit will ensure you aren't being unfairly penalized for old debts, which can sometimes linger on credit reports. Generally, borrowers with scores in the low 600s and even high 500s can still find lenders who will qualify them, but

borrowers should strive for scores in the mid- to upper-700s to secure the best rate.

## Determine What You Can Afford

Don't let your maximum loan approval amount dictate your home-buying budget. You are the best person to determine what you can realistically afford. Experts say that your monthly home expenses should not exceed one-third of your gross monthly income. You'll also need to determine how much you'll need to cover any loan fees and closing costs.

## Sell Your Current Home

If buying a new home is contingent on selling your current home, it's a good idea to connect with your realtor sooner rather than later. An experienced realtor can advise you on the best strategy for selling your home at the right time and for the best price possible. In addition, you'll want to identify any maintenance issues in your home and address them. You can also ask your realtor if upgrading your current home will generate a return on investment.

For more information about the home-buying process, contact the Springfield Area Home Builders Association at (217) 698-4941 or online at [www.springfieldareahba.com](http://www.springfieldareahba.com).

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