

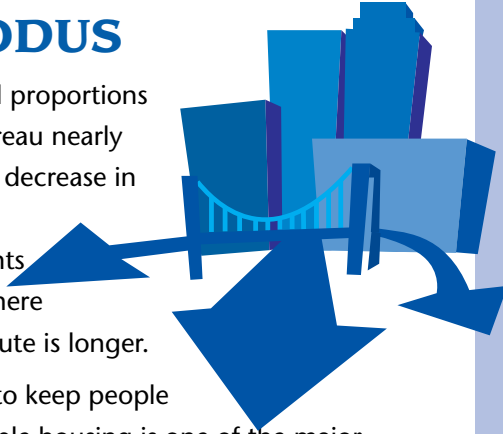
URBAN EXODUS

It's not quite a migration of biblical proportions yet, according to the US Census Bureau nearly every large metropolitan area saw a decrease in population from 2000 to 2004.

It seems more and more city residents are trading uptown for suburbia, where housing is cheaper—and the commute is longer.

Although many cities are working to keep people downtown, the demand for affordable housing is one of the major driving forces in the shifting residential population. Because housing prices are rising much faster than wages, cities face the challenge of keeping municipal employees like teachers, police and firefighters close at hand.

Among the areas that lead the nation in population exodus, New York City had the second highest rate of departure topped only by San Francisco. According to experts, many of the big cities have simply priced themselves out of a middle class. Source: www.bigbuilderonline.com



BIDDING CHECKLIST

There's a time to bid and a time not to bid. Ask yourself these simple questions to help you decide what's right for your business.

Who's your competition?

The size and number of your competitors has a lot to do with your chances of winning a bid. Always know your competition, if possible.

Are you suited to do the work?

Always consider your strengths and resources. Will the job force you to increase expenses by buying equipment or adding extra labor?

Will the job take weeks or months?

When considering jobs that will take several months, always factor the costs of price volatile commodities and the availability of skilled labor.

Have you worked with the owner or architect before?

A good past experience with a customer always bodes well for future business, increasing your chances of being awarded the bid.

What does it cost to prepare the bid?

Take into account your time and effort along with your realistic chances of getting the business and weigh it against the job's potential.

Source: www.builderspace.com

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The large baby grand piano in the center of the room is covered with tarps as is most of the home. Jerry of JEM Home Builders is in the middle of the home directing his painting crew who is finishing a job. Jerry is new to Contractor Express, prompted to come to Contractor Express when he saw one of the trucks on a delivery run. And he likes what he sees at Contractor Express. "My salesman is there when I need him. They are more customer driven and have better customer service."

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BUILDERS SEE GREEN IN "GREEN BUILDING"

You've heard the term, "Green Building". Well, listen up because Green Building is slowly making inroads into mainstream building. What some viewed as a fad a couple of years ago has blossomed into a legitimate market segment according to recent studies on Green Building. A survey by McGraw-Hill Construction and The National Association of Home Builders indicated a 20% increase in the number of green builders in the U.S. And that's not all, it also predicted that number would grow to 30% by year's end.

Some builders just feel it's "The right thing to do." Others see "green" in the green segment by staying ahead of the competition, but issues on both sides of the green line remain. Some proponents sighting energy efficiencies and decreased liabilities on water and mold issues tout "Green Building" as the wave of the future and an avenue to growth. Others remain skeptical pointing to increased construction costs in an ever tightening market.

Whether you see "green" in Green Building or red flags, Green Building is here to stay in a market segment that has its share of potential profit and risk.

Source: www.nahb.org/news



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