

"BATC education beats others by a mile. Variety of topics, comfortable room and lunch on site saving time and making it a worthwhile day."

-Bill Masche, Cities Management

**CLASSES  
OPEN TO  
EVERYONE**

**2013**  **BATC  
UNIVERSITY**

# CONTINUING EDUCATION COURSES

BUILDER | REMODELER | REAL ESTATE

GET YOUR  
REQUIRED

**14**

CREDITS  
IN ONE PLACE

REGISTER ONLINE

**batc.org**

CLICK ON "BUILDER CREDITS - BATC U"  
UNDER QUICK LINKS



Affiliate  
**NAHB**

**CAPS  
COURSES  
3 DAYS**

THANK YOU BATC UNIVERSITY SPONSORS:



# WELCOME TO BATC U

BATC University courses provide you with outstanding information from the most highly regarded instructors in a warm and welcoming environment where you can network with your fellow contractors. You'll not only gain your required credits, you'll gain knowledge that will enhance your business operations and enable you to provide the best product to your customers. What sets BATC University apart is that our array of courses is developed by our Association which is comprised of actual contractors and industry associates. These volunteers live our business every day and they know what you need to help you gain success. So sign up today and get the peace of mind knowing you're meeting your continuing education requirements from the Twin Cities leading contractor training source – BATC University.



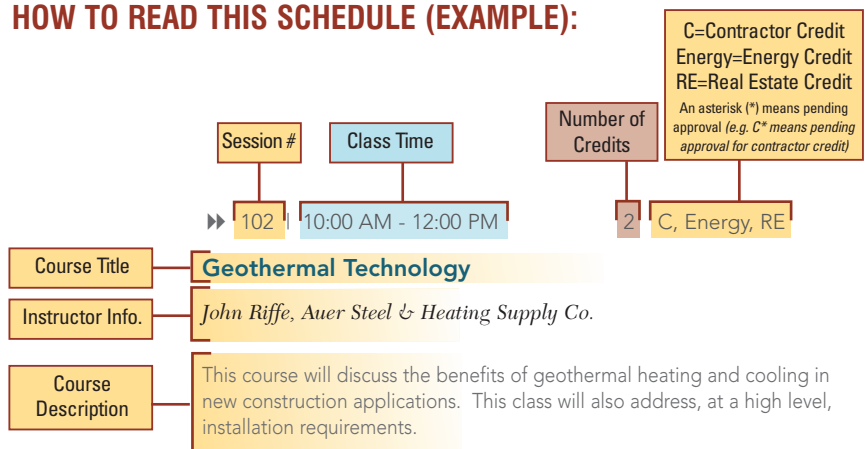
**David Siegel, CAE, IOM  
BATC Executive Director**

Warmly,  
David Siegel

## Important Information

- i** All classes have been approved for Building Contractor and Real Estate continuing education credits unless otherwise noted. (See credit type for each class listed in the detailed course descriptions.)
- i** All Qualifying Persons for Residential Building Contractors will need 14 hours of approved continuing education before their license expiration date to renew the license. (Two year license period.)
- i** Each Qualifying Person must complete one hour of continuing education related to energy codes or energy conservation measures applicable to residential buildings during each continuing education reporting period.
- i** Credit may not be earned if the Qualifying Person has previously obtained credit for the same course during the same licensing period.
- i** Education hours earned during the license reporting period April 1, 2010 – March 31, 2012, which are used to renew the license in 2012 cannot be carried over to the next license period.
- i** Each Qualifying Person has been issued an eight character ID number by the Minnesota Department of Labor and Industry (DLI) for use in tracking CE hours. Individuals may obtain this number online by using DLI's License Lookup at [www.dli.mn.gov/cld.asp](http://www.dli.mn.gov/cld.asp) and searching their name. The Qualifying Person's ID number (QB#####) must be provided to the Builders Association of the Twin Cities (BATC) at the time of registration to ensure attendees' hours are correctly recorded when reported to DLI and printed on your course completion certificate.
- i** Questions regarding a Qualifying Person's continuing education should be made to DLI at 651-284-5031 or emailed to [dli.license@state.mn.us](mailto:dli.license@state.mn.us).
- i** Continuing Education sponsors will report course attendance to DLI, which will enable the department to track a Qualifying Person's CE hours and determine when CE requirements for license renewal have been met. However, Qualifying Persons and contractors are still required to keep a copy of all course completion certificates from courses taken.
- i** DLI will send out license renewal notifications around December 1, 2012.
- i** Contractors are urged to renew online. Please call DLI at 651-284-5034 or email to [dli.businesslicense@state.mn.us](mailto:dli.businesslicense@state.mn.us) for questions regarding license renewals.

### HOW TO READ THIS SCHEDULE (EXAMPLE):



PLUS

**EARN YOUR NAHB  
CAPS DESIGNATION  
MARCH 19, 20 & 21**

\*SEE PAGE 8 FOR DETAILS

## TUESDAY, JANUARY 15, 2013

101 | 8:00 AM - 10:00 AM

2 C, RE

### Important Construction Contract Provisions/Understanding the Mechanic's Lien Process

*Shane Barnes & Elizabeth Poeschl, Meagher & Geer, PLLP*

Contracts can be tricky. While most contracts rely on standardized wording, all contracts assign liabilities and responsibilities that either party may not fully understand. Meagher & Geer partner Elizabeth Poeschl will offer her recommendations for critical construction contracts provisions, including indemnification, site conditions, scope of work and payment, change orders, and how to handle ambiguities and defects within a contract. Learn how to decipher the terms, allocate risk appropriately, and negotiate terms that satisfy all parties. Shane Barnes will discuss the value of mechanic's liens and how you can use them to protect your company. Note: This course was offered in the BATC U 2012 Continuing Education (CE) Series. If registrant completed this course in 2012, note that CE for the same course may not be applied toward renewal in the same licensing period.

102 | 10:00 AM - 12:00 PM

2 C, Energy, RE

### Geothermal Technology

*John Riffe, Auer Steel & Heating Supply Co.*

This course will discuss the benefits of geothermal heating and cooling in new construction applications. This class will also address, at a high level, installation requirements. Note: This course was offered in the BATC U 2012 Continuing Education (CE) Series. If registrant completed this course in 2012, note that CE for the same course may not be applied toward renewal in the same licensing period.

103 | 12:30 PM - 2:00 PM

1.5 C, RE

### Slaying the Dragon: Effectively Resolving Construction Disputes

*Charles Schoenwetter, Bowman and Brooke LLP*

Designed to inform the audience on how to avoid disputes by recognizing claims before they become problems. It then discusses preparation of the claims to best position a contractor for success in the event some form of formal dispute resolution procedure is necessary. Tips for negotiations and settlement are discussed. Practical advice is also provided regarding the most effective use of mediation, arbitration and litigation as they relate to construction disputes. Finally, this seminar provides the cold, hard facts regarding recovery of attorneys' fees and other expenses incurred during a construction dispute. Note: This course was offered in the BATC U 2012 Continuing Education (CE) Series. If registrant completed this course in 2012, note that CE for the same course may not be applied toward renewal in the same licensing period. The course title in 2012 was called "Effectively Resolving Construction Disputes."

104 | 2:00 PM - 3:30 PM

1.5 C, RE

### Managing the Change Order Process to Make Sure You Get Paid What You Deserve

*Charles Schoenwetter, Bowman and Brooke LLP*

Designed to educate attendees regarding how to manage the change order process efficiently. Key to this goal is understanding what a change order is and how to avoid associated pitfalls that result in delays, interference, disruption and other inefficiencies. This course will discuss the purpose of change orders and construction change directives, including the differences between ordered changes, cardinal changes and constructive changes. This course will also instruct attendees on the requirements for making an effective change order, as well as how those requirements may be waived, and various liability issues relating to changes in construction. NOTE: This course was offered in the BATC U 2012 Continuing Education (CE) Series. If registrant completed this course in 2012, note that CE for the same course may not be applied toward renewal in the same licensing period.

## TUESDAY, JANUARY 29, 2013

201 | 8:00 AM - 11:00 AM

3 C, RE

### Regulation of Wetlands in Minnesota

*Peter Coyle & Michael Mergens, Larkin Hoffman Daly & Lindgren Ltd.*

The course will examine federal and state approaches to establishing regulatory jurisdiction over wetlands and other waterbodies, ie. whether they are waters of the state or waters of the US, including areas of duplication and potential conflict. The overview will include a detailed discussion of the standards followed by US Corp of Engineers and State of Minnesota regulators when assessing whether a waterbody is within the jurisdiction of the federal or state government and critique such standards based on published legal decisions.

202 | 11:00 AM - 12:00 PM

1 C

### Park Dedication Fees, Impact Fees, and other Development Charges: What are the Limits?

*Joseph Springer, Fredrikson & Byron, P.A.*

New lots mean development fees, park dedication fees, and other municipal charges that are often passed on to Contractors. This course will discuss the legal framework and limits for these charges.

203 | 12:30 PM - 3:30 PM

3 C, Energy, RE

### Window and Door Flashing Installation Training

*Joseph Fynn & Paul Majka, Henkel Corporation*

This course will discuss best practices and details to residential window and door flashing installations. We will break down step-by-step procedures for both new construction and remodeling methods. And cover products and systems used for flashing applications to identify what works and what doesn't.

## THURSDAY, JANUARY 31, 2013

301 | 8:00 AM - 10:00 AM

2 C

### How to Avoid the Looming Insurance Crisis

*Mike Hoppe & Larry Larson, Corporate Four Insurance*

Get inside information on why the Minnesota insurance crisis affecting coverage and rates for contractors is real and how you can avoid paying higher premiums for policies with limited coverage. Find out what coverage is critical for GCs and subcontractors to maintain to protect your future insurability. Learn action steps you can take immediately and continue over the next 3-5 years in order to avoid the looming insurance crisis.

302 | 10:00 AM - 12:00 PM

2 C, RE

### An Introduction to I-Joists and Laminated Veneer Lumber

*Philip Bannos, Boise Engineered Wood Products*

Attendees will learn the definition of Engineered Wood Products along with how Engineered Wood Products are manufactured and how the code approval process for I-Joists and LVL beams work. Attendees will become familiar with installation details and how to use design tools to properly size I-Joists and LVL beams. You will also learn about fire assemblies and the environmental benefits of using wood as a building material.

303 | 12:30 PM - 2:00 PM

1.5 C, Energy, RE

### Using Spray Polyurethane Foam (SPF) Insulation - Proper Applications to Meet Energy Codes and Green Building Programs

*Kelly Frauenkron, Tony Lund, Brian Oman, Kerry Rauschendorfer, BASF Corporation*

Spray polyurethane foam (SPF) insulation is a technology with ever-growing demand that can assist with meeting challenging energy code and building code requirements. This course will cover the various application approaches,

CONTINUED >

Register at [www.batc.org](http://www.batc.org), under Quick Links, click on "Builder Credits - BATC U"

Credits Approved by the Department of Labor and Industry and the Department of Commerce unless otherwise noted.

An asterisk (\*) means pending approval (e.g. C\* the course is pending approval for contractor credit).



including hybrid (or combination) systems utilizing SPF materials, to meet current and proposed code requirements. In addition, sustainable characteristics of SPF insulation will be covered to assist in qualification of green building programs.

304 | 2:00 PM - 3:30 PM

1.5 C, RE

### Minnesota Mechanic's Lien Issues: Doing It The Right Way

*Charles Schoenwetter, Bowman and Brooke LLP*

This is a seminar that teaches the ins and outs of mechanic's liens under Minnesota law. This seminar discusses the most common mistakes made when asserting mechanic's liens as well as the most prevalent defenses to mechanic's lien claims. The seminar is taught from the perspective both of lien holders and property owners defending against lien claims. Further, it discusses claims that property owners can assert against individuals and entities when false or incorrect mechanic's liens are filed. Ultimately, this seminar explains how to remove mechanic's lien claims from the title to real property and the associated recovery of attorney's fees to a prevailing party when a mechanic's lien action is pursued in litigation. NOTE: This course was offered in the BATC U 2012 Continuing Education (CE) Series. If registrant completed this course in 2012, note that CE for the same course may not be applied toward renewal in the same licensing period.

## WEDNESDAY FEBRUARY 13, 2013

401 | 8:00 AM - 4:30 PM

7 C, Energy, 4 RE

### Residential Contracting Under Attack; Will You Have What It Takes to Survive?

*Alden Pearson & William Gschwind - Acumen Legal Advisors PLLC; John Miller - Northstar Associates; Sean Stevens - AIA-Northfield*

Legislative and regulatory changes to residential contracting are making your business more complex and challenging than ever before. This fast-moving full day program presented by industry experts will review legal, construction, energy, insurance, and business issues most important to ensure that you remain both compliant and profitable in the new era.

## TUESDAY, FEBRUARY 26, 2013

501 | 8:00 AM - 9:00 AM

1 C, RE

### Responding To Defect Claims: What Builders Need To Know

*Douglas McIntyre, Foley & Mansfield, PLLP*

A practical summary defining defects and warranties, and providing a road map on how to deal with customers, lawyers and insurers.

502 | 9:00 AM - 10:30 AM

1.5 C

### Experience Modification Rate - Understand It. Control It.

*John Primozech, The Builders Group of Minnesota*

Learn about Experience Modification Rate (EMR). A company's EMR is not only a gauge of how they compare to the industry with regard to loss experience; it has become a major consideration for contractors to try to control simply for bidding purposes. The key is...there are things that can be done to control your EMR. It just takes understanding of EMR and action by the contractor and it can be done. This class will explore many aspects of the EMR including an in-depth definition and explanation of what the EMR is, how the EMR is developed and what factors affect the EMR calculation, recent changes and updates to the EMR calculation, specific case studies showing how frequency and severity impact the EMR, and safety/claims management techniques used to control the EMR.

503 | 10:30 AM - 12:00 PM

1.5 C, Energy, RE

### Understanding Residential LED Lighting

*Angie Picotte, Creative-Lighting*

Provide facts on LED lighting and dispel common misconceptions. What is LED? How does it differ from other common lighting sources? What are advantages and Limitations, practical application and what's best in the current market. What is the future of LED?

504 | 12:30 PM - 2:30 PM

2 C

### How to Avoid the Looming Insurance Crisis

*Mike Hoppe & Larry Larson, Corporate Four Insurance*

Get inside information on why the Minnesota insurance crisis affecting coverage and rates for contractors is real and how you can avoid paying higher premiums for policies with limited coverage. Find out what coverage is critical for GCs and subcontractors to maintain to protect your future insurability. Learn action steps you can take immediately and continue over the next 3-5 years in order to avoid the looming insurance crisis.

505 | 2:30 PM - 3:30 PM

1 C, RE

### Construction Coverage Analysis: Coverage Insight and Indemnity Agreements

*Jonathon Zentner & Curtis Ruwe, Arthur, Chapman, Kettering, Smetak & Pikala, P.A.*

Indemnity and insurance requirements in construction contracts continue to dominate the risk transfer discussion in any construction project. Curt, head of Arthur Chapman's Insurance Coverage Group, will offer crucial insight from the coverage side of the analysis and offer real-world insight on how to properly insure your obligations. Jon, head of Arthur Chapman's Construction Group, will take a different approach and analyze construction indemnity agreements through the eyes of a contractor and offer helpful insight into the effect of the agreement you are signing.

## THURSDAY, FEBRUARY 28, 2013

601 | 8:00 AM - 9:00 AM

1 C

### Park Dedication Fees, Impact Fees, and other Development Charges: What are the Limits?

*Joseph Springer, Fredrikson & Byron, P.A.*

New lots mean development fees, park dedication fees, and other municipal charges that are often passed on to Contractors. This course will discuss the legal framework and limits for these charges.

602 | 9:00 AM - 10:00 AM

1 C, RE

### Avoiding Legal Liability in Townhome/Condominium Developments

*Timothy Hassett & Mark Radke, Felhaber, Larson, Fenlon & Vogt, P.A.*

This course covers the steps to take to avoid legal liability in townhome and condominium developments. It will cover recent changes in law affecting developers and builders.

603 | 10:00 AM - 11:00 AM

1 C

### How to Estimate Faster, Create More Accurate Proposals and Communicate More Effectively with Your Vendors with Integrated Automation Tools and the Internet

*Jeff Knutson, Contractors Software Group*

The course will educate builders and contractors how integrated automation tools can help them estimate faster, create more accurate proposals and communicate more effectively with their vendors. We will discuss the successful principles of estimating and proposal writing that are being used by thousand of contractors across the country. We will also discuss how automation tools will aide builders with communicating more effectively with vendors and employees. NOTE: This course has been reapproved since being offered in 2011 & 2012. Even if registrant took it in 2011 or 2012, continuing education can be applied toward license renewal because it has a new course number.

604 | 11:00 AM - 12:00 PM

1 C

### Integrate Your Estimating with Your Job Cost Accounting to Control Costs and Improve Your Bottom Line Profits

*Jeff Knutson, Contractors Software Group*

The course will educate builders and remodeling contractors on the successful processes and procedures for controlling costs and improving the bottom-line profits. We will discuss how integrating estimating with job cost accounting will help builders and contractors improve their estimating and make sure

CONTINUED >

Register at [www.batc.org](http://www.batc.org), under Quick Links, click on "Builder Credits - BATC U"

Credits Approved by the Department of Labor and Industry and the Department of Commerce unless otherwise noted. An asterisk (\*) means pending approval (e.g. C\* the course is pending approval for contractor credit).

they maximize their profits. NOTE: This course has been reapproved since being offered in 2011 & 2012. Even if registrant took it in 2011 or 2012, continuing education can be applied toward license renewal because it has a new course number.

605 | 12:30 PM - 3:30 PM

3 C, Energy, RE

### Window and Door Flashing Installation Training

*Joseph Fynn, & Paul Majka, Henkel Corporation*

This course will discuss best practices and details to residential window and door flashing installations. We will break down step-by-step procedures for both new construction and remodeling methods and cover products and systems used for flashing applications to identify what works and what doesn't.

## TUESDAY, MARCH 5, 2013

701 | 8:00 AM - 9:30 AM

1.5 C, Energy, RE

### Using Spray Polyurethane Foam (SPF) Insulation - Proper Applications to Meet Energy Codes and Green Building Programs

*Kelly Frauenkron, Tony Lund, Brian Oman, Kerry Rauschendorfer, BASF Corporation*

Spray polyurethane foam (SPF) insulation is a technology with ever-growing demand that can assist with meeting challenging energy code and building code requirements. This course will cover the various application approaches, including hybrid (or combination) systems utilizing SPF materials, to meet current and proposed code requirements. In addition, sustainable characteristics of SPF insulation will be covered to assist in qualification of green building programs.

702 | 9:30 AM - 11:00 AM

1.5 C

### Experience Modification Rate - Understand It. Control It.

*John Primozych, The Builders Group of Minnesota*

Learn about Experience Modification Rate (EMR). A company's EMR is not only a gauge of how they compare to the industry with regard to loss experience; it has become a major consideration for contractors to try to control simply for bidding purposes. The key is...there are things that can be done to control your EMR. It just takes understanding of EMR and action by the contractor and it can be done. This class will explore many aspects of the EMR including an in-depth definition and explanation of what the EMR is, how the EMR is developed and what factors affect the EMR calculation, recent changes and updates to the EMR calculation, specific case studies showing how frequency and severity impact the EMR, and safety/claims management techniques used to control the EMR.

703 | 11:00 AM - 12:00 PM

1 C, RE

### Responding To Defect Claims: What Builders Need To Know

*Douglas McIntyre, Foley & Mansfield, PLLP*

A practical summary defining defects and warranties, and providing a road map on how to deal with customers, lawyers and insurers.

704 | 12:30 PM - 3:30 PM

3 C, RE

### Regulation of Wetlands in Minnesota

*Peter Coyle and Michael Mergens, Larkin Hoffman Daly & Lindgren Ltd.*

The course will examine federal and state approaches to establishing regulatory jurisdiction over wetlands and other waterbodies, ie. whether they are waters of the state or waters of the US, including areas of duplication and potential conflict. The overview will include a detailed discussion of the standards followed by US Corp of Engineers and State of Minnesota regulators when assessing whether a waterbody is within the jurisdiction of the federal or state government and critique such standards based on published legal decisions.

## WEDNESDAY, MARCH 6, 2013

801 | 8:00 AM - 4:30 PM

7 C, Energy, 4 RE

### Residential Contracting Under Attack; Will You Have What It Takes to Survive?

*Alden Pearson & William Gschwind - Acumen Legal Advisors PLLC; John Miller - Northstar Associates; Sean Stevens - AIA-Northfield*

Legislative and regulatory changes to residential contracting are making your business more complex and challenging than ever before. This fast-moving full day program presented by industry experts will review legal, construction, energy, insurance, and business issues most important to ensure that you remain both compliant and profitable in the new era.

## THURSDAY, MARCH 7, 2013

901 | 8:00 AM - 12:00 PM

4 C, RE

### Universal Design and Aging in Place

*Alissa Boroff - Access Solutions & George Cundy - Cundy-Santine Architects*

This seminar will focus on defining and discussing features and benefits of universal and aging in place design in new construction and remodeling for the 50+ Housing market. In addition to defining and discussing specific features, topics to be covered include demographics of older adults and the physical effects of aging as they relate to and are affected by the built environment. Also covered will be examples of common barriers and some solutions and options for implementing universal design or environmental modifications in new construction or remodeling. Note: Different information than CAPS designation.

902 | 12:30 PM - 1:30 PM

1 C

### Fall Protection - Practical Solutions & Guidelines

*John Primozych, The Builders Group of Minnesota*

Students will learn about the role and responsibility of the employer to assign a competent person to the jobsite and arm that person with the knowledge to perform the work safely when it comes to Fall Protection. Having the knowledge to perform real time, effective hazard identification and then take it to the next step in terms of selection and application of Fall Protection equipment is crucial. Topics include OSHA's Fall Protection guidelines, fall protection equipment selection and applications, specific fall hazards and control measures, and equipment use, care, and inspection. At the conclusion of this course, the participant will have increased confidence with regard to selection and use of personal fall arrest equipment. Please come with pictures or questions specific to your fall protection needs as we will use these for discussion.

903 | 1:30 PM - 3:30 PM

2 C, Energy, RE

### Geothermal Technology

*John Riffe, Auer Steel & Heating Supply Co.*

This course will discuss the benefits of geothermal heating and cooling in new construction applications. This class will also address, at a high level, installation requirements. Note: This course was offered in the BATC U 2012 Continuing Education (CE) Series. If registrant completed this course in 2012, note that CE for the same course may not be applied toward renewal in the same licensing period.

**PLUS OFFERING**

# CAPS COURSES

CERTIFIED AGING-IN-PLACE SPECIALIST

\*SEE PAGE 8 FOR DETAILS



Register at [www.batc.org](http://www.batc.org), under Quick Links, click on "Builder Credits - BATC U"

Credits Approved by the Department of Labor and Industry and the Department of Commerce unless otherwise noted. An asterisk (\*) means pending approval (e.g. C\* the course is pending approval for contractor credit).

# CONTINUING EDUCATION COURSES

**“I can always count on BATC having a class when I need one!”**

- BATC U STUDENT

-  Contractor Credits Only
-  Contractor and Real Estate Credits
-  CAPS Seminars - Certified Aging-in-Place Specialist

	Tuesday, January 15	Tuesday, January 29	Thursday, January 31	Wednesday, Feb. 13	Tuesday, February 26
8:00 AM	101 • Important Construction Contract Provisions/ Understanding the Mechanic's Lien Process <i>Barnes/Poeschl</i>	201 • Regulation of Wetlands in Minnesota <i>Coyle/Mergens</i>	301 • How to Avoid the Looming Insurance Crisis <i>Hoppe/Larson</i>	401 • Residential Contracting Under Attack; Will You Have What It Takes to Survive? <i>Gschwind, Miller, Pearson, Stevens</i> ENERGY	501 • Responding To Defect Claims: What Builders Need To Know <i>McIntyre</i>
9:00 AM					502 • Experience Modification Rate - Understand It, Control It <i>Primozich</i>
10:00 AM	102 • Geothermal Technology <i>Riffe</i> ENERGY		302 • An Introduction to I-Joists and Laminated Veneer Lumber <i>Bannos</i>		503 • Understanding Residential LED Lighting <i>Picotte</i> ENERGY
11:00 AM		202 • Park Dedication Fees, Impact Fees, and other Development Charges <i>Springer</i>			
NOON	<b>Lunch On Us</b>	<b>Lunch On Us</b>	<b>Lunch On Us</b>	<b>Lunch On Us</b>	<b>Lunch On Us</b>
12:30 PM	103 • SLAYING THE DRAGON: Effectively Resolving Construction Disputes <i>Schoenwetter</i>	203 • Window and Door Flashing Installation Training <i>Flynn/Majka</i> ENERGY	303 • Using SPF Insulation <i>Frauenkron, Lund, Oman, Rauschendorfer</i> ENERGY		504 • How to Avoid the Looming Insurance Crisis <i>Hoppe/Larson</i>
1:30 PM			304 • Minnesota Mechanic's Lien Issues: Doing It The Right Way <i>Schoenwetter</i>		
2:30 PM	104 • Managing the Change Order Process to Make Sure You Get Paid What You Deserve <i>Schoenwetter</i>				505 • Construction Coverage Analysis <i>Zentner/Ruwe</i>
3:30 PM					

Register at [www.batc.org](http://www.batc.org), under Quick Links, click on “Builder Credits - BATC U”

Credits Approved by the Department of Labor and Industry and the Department of Commerce unless otherwise noted. An asterisk (\*) means pending approval (e.g. C\* the course is pending approval for contractor credit).

# Receive Your Required Credits for 2013!

## LUNCH IS ON US!

Questions? Contact Beth at 651-697-7580 or [beth@batc.org](mailto:beth@batc.org)

## DETAILS & REGISTRATION

# WWW.BATC.ORG

Under Quick Links, click on "Builder Credits - BATC U"

Thursday, February 28	Tuesday, March 5	Wednesday, March 6	Thursday, March 7	Tuesday - Thursday March 19, 20 & 21
601 • Park Dedication Fees, Impact Fees, and other Development Charges: What are the Limits? <i>Springer</i>	701 • Using SPF Insulation <i>Frauenkron, Lund, Oman, Rauschendorfer</i> ENERGY	801 • Residential Contracting Under Attack; Will You Have What It Takes to Survive? <i>Gschwind, Miller, Pearson, Stevens</i> ENERGY	901 • Universal Design and Aging in Place <i>Boroff/Cundy</i>  <i>NOTE: Different information than the CAPS Designation</i>	Certified Aging-In-Place Specialist NAHB Courses
602 • Avoiding Legal Liability in Townhome/Condo Developments <i>Hassett/Radke</i>	702 • Experience Modification Rate - Understand It. Control It. <i>Primozich</i>			Tuesday, March 19 C1 • (CAPS I) <i>Boroff</i>
603 • Estimate Faster More Accurate Proposals <i>Knutson</i>				Wednesday, March 20 C2 • (CAPS II) <i>Boroff</i>
604 • Integrate Estimating Job Costs <i>Knutson</i>	703 • Responding To Defect Claims: What Builders Need To Know <i>McIntyre</i>			Thursday, March 21 C3 • Business Management for Building Professionals <i>Nelson</i>
				<i>*See page 8 for details.</i>
<b>Lunch On Us</b>	<b>Lunch On Us</b>	<b>Lunch On Us</b>	<b>Lunch On Us</b>	<b>Lunch On Us</b>
605 • Window and Door Flashing Installation Training <i>Flynn/Majka</i> ENERGY	704 • Regulation of Wetlands in Minnesota <i>McIntyre</i>		902 • Fall Protection - Practical Solutions & Guidelines <i>Primozich</i>	
			903 • Geothermal Technology <i>Riffe</i> ENERGY	

Register at [www.batc.org](http://www.batc.org), under Quick Links, click on "Builder Credits - BATC U"

Credits Approved by the Department of Labor and Industry and the Department of Commerce unless otherwise noted. An asterisk (\*) means pending approval (e.g. C\* the course is pending approval for contractor credit).



## CAPS Courses: Certified Aging-in-Place Specialist

The Certified Aging-in-Place Specialist (CAPS) designation program teaches the technical, business management, and customer service skills essential to compete in the fastest growing segment of the residential remodeling industry: home modifications for the aging-in-place.

**ALL THREE DAYS MUST BE COMPLETED TO EARN CAPS DESIGNATION.**



**ALL THREE DAYS:**

\$450 for BATC/NAHB Members;  
\$640 for Non-members

**Individual days:**

\$175 for BATC/NAHB Members;  
\$230 for Non-members

### TUESDAY, MARCH 19, 2013 - CAPS COURSE

▶▶ C1 | 8:00AM - 4:30 PM 8, RE\*

#### Marketing and Communication Strategies for Aging and Accessibility - CAPS I - An NAHB Designation Course

*Alissa Boroff, Access Solutions*

Learn best practices in communicating and interacting with this exciting and evolving population, and take advantage of one of the fastest growing market segments in remodeling and related industries. As a graduate of this course, you will be able to: Explain the three segments within the Aging-in-Place market that present business opportunities for building professionals; Implement a process for promoting new opportunities for products and services in the Aging-in-Place market; Enhance your sales process with effective techniques for the Aging-in-Place market.

### WEDNESDAY, MARCH 20, 2013 - CAPS COURSE

▶▶ C2 | 8:00AM - 4:30 PM 8, RE\*

#### Design/Build Solutions for Aging and Accessibility - CAPS II - An NAHB Designation Course

*Alissa Boroff, Access Solutions*

This course will help you understand the guidelines and requirements of accessibility, the importance of doing an assessment with input from occupational and physical therapists as well as qualified health care professionals, and the significance of good design in making modifications that can transform a house into a safe, attractive, and comfortable home for life. As a graduate of this course, you will: Describe the home ownership market as it relates to the three segments of the Aging-in-Place market; Consider contractual and legal concerns for building professionals providing design solutions to the Aging-in-Place client; Perform a needs assessment to identify and prioritize the needs, wants, and wishes of the Aging-in-Place client; Recommend specific design solutions for the Aging-in-Place client; Estimate and schedule the Aging-in-Place project while regarding special considerations; Identify considerations for executing the job while the client is in residence.

### THURSDAY, MARCH 21, 2013 - CAPS COURSE

▶▶ C3 | 8:00AM - 4:30 PM 8, RE\*

#### Business Management for Building Professionals - An NAHB Course

*Shawn Nelson, New Spaces*

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructor will give you practical and applicable tools for management success. As a graduate of this course, you will be able to: Discuss common business challenges and learn practical tips and tools to overcome them, Explain the three basic functional areas within a company, List the five main tools used to improve a business, Apply each of the five Ps to the three functional areas of the business, Identify methods of recruiting, interviewing, training, and retaining quality personnel, Apply the key measures of business performance to your own business.

## National Designations

Set yourself above the competition and gain national credibility and recognition. BATC University offers NAHB University of Housing Designations that will enhance your skills and ultimately, your profitability. These courses have an NAHB annual renewal fee and continuing education is required to maintain your designation. View NAHB Education at [www.nahb.org/education](http://www.nahb.org/education).

### Courses we are offering in 2013:

**CAPS I** Certified Aging-in-Place Specialist – Technical, business management and customer services skills including home modifications for the aging-in-place market

**Offered on March 19, 20 and 21.**

## Special Thanks to Our Education Committee

Becky Harasyn, Xcel Energy, MN Gas Business Dev., CHAIR  
Charlie Bradburn, Automated Building Comp.-Kitchen Div.  
Michelle Buchmann, Country Joe Homes  
Tina Combs, eye 4 Internet Marketing  
Lin Combs, eye 4 Internet Marketing  
George Cundy, Cundy, Santine & Associate., Architects, LLC  
Michele Eernisse, MPLS. ST. PAUL Magazine  
Mark F. Ehlen, Ehlen Creative Communications, LLC  
Carole Griffith, Homes by Tradition LLC  
Pat Hegseth, Great Plains Millwork  
Constance Koopman, Marshall & Koopman REAL ESTATE  
Kevin Kruger, Kruger Financial Services Investment Planning & Wealth Management  
Jeff Larson, Minnesota Energy Resources Corp.  
Elaine Mahin, Roth Distributing Co.  
Erik Molin, Molin Concrete Products Company  
Ron Schumacher, Arrow Building Center  
Dean Soderbeck, Soderbeck Design & Construction, Inc.

## Upcoming 2013 BATC Events:

International Builders Show (IBS) BATC Hospitality Suite

January 23, 2013 at Bally's Casino, Las Vegas

**Builder & Remodelers Show: A Product & Service Expo**  
February 21, 2013, Minneapolis Convention Center

Parade of Homes Spring Preview<sup>SM</sup>

March 2 - 24, 2013

Parade of Homes Remodelers Showcase<sup>®</sup>

March 22 - 24, 2013

For a complete list, visit [www.batc.org](http://www.batc.org).

Register at [www.batc.org](http://www.batc.org), under Quick Links, click on "Builder Credits - BATC U"

Credits Approved by the Department of Labor and Industry and the Department of Commerce unless otherwise noted.  
An asterisk (\*) means pending approval (e.g. C\* the course is pending approval for contractor credit).





# The Leading Voice for Builders and Remodelers

If you are not yet a member of the Builders Association of the Twin Cities (BATC), we warmly invite you to consider membership. We all understand the basic principle of being able to accomplish more by acting together than we can achieve alone. BATC is the glue that binds our industry together, making it possible to achieve greater success for each builder, remodeler and supplier. We are the leading voice for builders and remodelers and we invite you to join us as we make an impact for our industry.

Helping you succeed is our calling. **BATC's mission is to help our member businesses grow through marketing, advocacy and industry connections.** Let's briefly look at each of these areas to provide a clearer picture of the value membership in BATC brings.

**Marketing**

**Advocacy**

**Industry Connections**

## MARKETING

This is perhaps the area for which BATC is best known. Our Parade of Homes and Remodelers Showcase events are the premier marketing opportunities for builders and remodelers in this marketplace. Get a first-hand look at our Parade of Homes consumer presence on our website, [www.paradeofhomes.org](http://www.paradeofhomes.org).

Our Builders and Remodelers Show: A Product and Service Expo is the largest residential construction industry gathering in the Upper Midwest and the premier marketing event for our industry vendors, which we call associates. See details for this major event at [www.batcbrs.com](http://www.batcbrs.com).

These events provide unparalleled exposure either to the consumer market, or to the industry. They are vital in helping our members grow their businesses.

Our newly developed Minnesota's Green Path is the leading energy efficiency and green building program in Minnesota, with more than 100 certified projects and rapid growth. Explore Minnesota's Green Path at [www.mnngreen-path.org](http://www.mnngreen-path.org).

## ADVOCACY

This is an area in which BATC's capacity has expanded dramatically in recent years to meet growing need. The National Association of Home Builders says that 25 percent of the cost of a new home today is driven by regulation. With the new makeup of Minnesota's state legislature, we can anticipate calls for more regulation, and increased environmental and consumer protection. BATC plays the vital role of advocating on behalf of Twin Cities builders, remodelers and associates using the power of our collective voice. We monitor, engage and often battle with the Minnesota Legislature, the state's regulatory bodies such as Department of Labor and Industry and Pollution Control Agency, the Metropolitan Council, cities, townships, counties and other related stakeholder groups.

Our efforts in the area of park fees, storm water runoff, permit fees, variances and mandates have saved our industry literally millions of dollars over the past 10 years. And the pace of legislation and regulation continues to rise, making BATC's efforts all the more necessary. For more about our advocacy efforts, visit our website at [www.batc.org](http://www.batc.org).

## INDUSTRY CONNECTIONS

It's important that we come together as an industry to celebrate successes, build relationships, do business with members and highlight those who engage in best management practices. We do this through our many BATC events that create industry connections. These include membership mixers, showroom mixers, BATC Councils (special interest groups) and courses such as those outlined in this catalog. Additional ways we generate industry connections are through our annual Awards Gala and our Remodeler of Merit Awards Banquet (at which we present Reggie, Builder of the Year, Associate of the Year, Remodeler of the Year, Legislators of the Year, Industry Advocate of the Year, and Robert L. Hanson Industry Service awards).

We also bring the industry together for a powerful cause of serving those less fortunate through our industry Foundation, the BATC Foundation. One home at a time, our Foundation remodels homes, or builds new homes, for families in need. This great cause brings out the passion in our members and is a reflection of the power of our industry working together.

Industry connections are further strengthened through the wide array of communication tools we use to keep our members informed on industry news, and our BATC University courses, which provide cutting-edge knowledge in a networking setting.

If these three keystones – marketing, advocacy and industry connections – aren't yet enough to motivate you toward membership, there are a few additional business builder benefits to mention. BATC offers an outstanding workers compensation program for members through The Builders Group (TBG). It is unquestionably the best in the industry. We also provide a special risk-reducing General Liability insurance program. BATC members save as well through substantial discounts on General Motors trucks, and Verizon cell phone service. We also generate large rebate checks for members through our popular Home Builders Association rebate program.

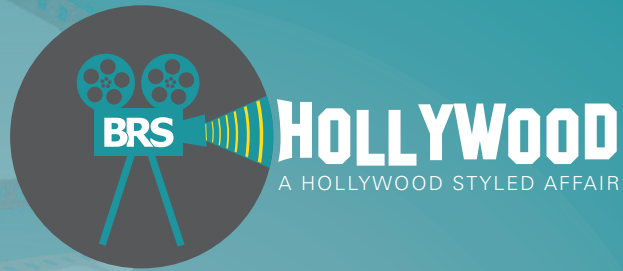
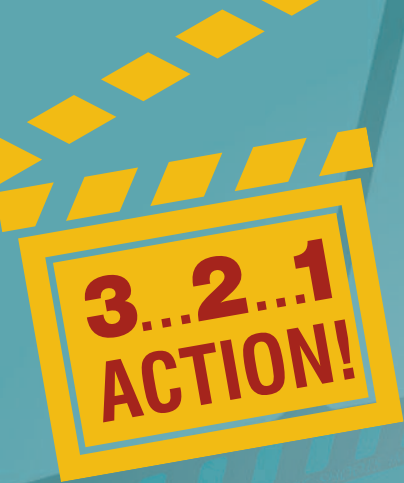
You can be part of this proactive organization and help guide the industry. Visit our website at [www.batc.org](http://www.batc.org), or contact Membership Director Deb Earl at 651-697-7562 or email her at [deb@batc.org](mailto:deb@batc.org) to join today.

BATC recently completed a comprehensive branding assessment. Here are some key words that describe BATC in the marketplace:

**ROCK SOLID  
INFLUENTIAL  
RESPECTED  
TRUSTED  
FOCUSED  
ACTION-ORIENTED.**

[www.batc.org](http://www.batc.org)

[www.batc.org](http://www.batc.org)



BATC PRESENTS

# BRS

BUILDERS & REMODELERS SHOW

PRESENTED BY:  **BATC**

A Product & Service Expo

Coming to you live from the  
Minneapolis Convention Center

## Thursday, February 21, 2013

builders, remodelers,  
architects & interior  
designers admitted free

- FREE FOOD: 4 dinner tickets per company
- This is the biggest industry trade show in the upper Midwest with over 200 vendors and the newest products and services available.

a star-studded hollywood  
affair

- Meet former Viking Matt Blair
- Win big during the Stars of Fame Scavenger Hunt
- Win prizes, see impersonators and more

after-party suites 7-9pm

Join an exclusive after-party right after BRS. Hang around for drinks and networking at our After-Party Suites, hosted by select exhibitors.

GET YOUR  
 REQUIRED  
**14**  
 CREDITS  
 IN ONE PLACE



## HOW TO REGISTER:

- [www.batc.org](http://www.batc.org), Under "Quick Links" click on "Builder Credits - BATC U"
- Or, request CE Registration Form by calling 651-697-1954

## CLASS LOCATION:

- All classes will be held at the BATC Office in the Seminar Room:  
 2960 Centre Pointe Drive, Roseville, MN 55113

Questions? Contact Beth Graham at 651-697-7580 or [beth@batc.org](mailto:beth@batc.org).



## ADDITIONAL INFORMATION:

- LUNCH IS INCLUDED IN YOUR REGISTRATION FEE
- Free Parking
- Easy Location
- All the pop and candy you want
- **No refunds unless cancellation is made by Noon the day BEFORE the class**
- **No-shows will be invoiced**

## CREDIT FEES:

	MEMBERS \$15/credit hour	NON-MEMBERS \$22/credit hour
1 hour	\$15	\$22
1.5 hours	\$23	\$33
2 hours	\$30	\$44
2.5 hours	\$38	\$55
3 hours	\$45	\$66
4 hours	\$60	\$88
5 hours	\$75	\$110
6 hours	\$90	\$132
7 hours	\$105	\$154
8 hours	\$120	\$176

Credits Approved by the MN Department of Labor and Industry & Department of Commerce unless otherwise noted.

*See detailed descriptions inside for more information.*

## NOT A MEMBER? WONDERING WHY YOU SHOULD JOIN?

Benefits range from a nation-leading Parade of Homes<sup>®</sup> and Remodelers Showcase<sup>®</sup> to workers compensation and general liability insurance programs; BATC University classes (*see pricing above*), to a very active political affairs effort. Our vision is to be the leading voice for the builders and remodelers.

Questions about membership, contact Deb Earl at 651-697-7562, [deb@batc.org](mailto:deb@batc.org).