

BUILDING

May 2024



builders.org

Business & Apartment Management

VOICE OF THE HOME BUILDERS ASSOCIATION OF SOUTHEASTERN MICHIGAN AND APARTMENT ASSOCIATION OF MICHIGAN

Impressive Landscaping TO UPGRADE NEW & REMODELED HOMES



Photo Courtesy of TK Design & Associates



MID-YEAR ECONOMIC FORECAST STATE-OF-THE-INDUSTRY BREAKFAST

JUNE 27, 2024

Economist Elliot Eisenberg, Ph.D

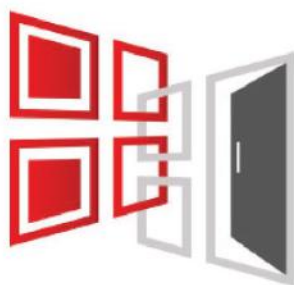
- ▶ **March Continues Good Start To 2024 – 4**
- ▶ **HBA Members At The 2024 IBS – 6**
- ▶ **Andrew Kuhn Discussed Rental Fraud – 8**
- ▶ **Advocacy Update – 9**
- ▶ **Don't Miss These Upcoming Events – 10 - 11**



ANDERSEN[™]
WINDOWS & DOORS

100 Series / 200 Series / 400 Series / A Series / E Series

- Family owned and operated since 1961
- Andersen certified service crews
- 2 displaying showrooms
- Andersen certified installation



ANTCLIFF
— WINDOWS & DOORS —

Burton Showroom • 2417 E. Judd Rd. • Burton, MI 48259 • 810-742-5963

White Lake Showroom • 5410 E. Highland Rd. • White Lake, MI 48383 • 248-887-7779

Visit us online at ANTCLIFFWINDOWS.COM

- 2 Impressive Landscaping**
To Upgrade New and Remodeled Homes
- 4 March Continues Good Start To 2024**
Michael Stoskopf, CEO
- 6 HBA Members At The 2024 IBS**
80th Anniversary Is The Biggest Show In 15 Years
- 7 Create Your Legacy: HBA's Foundation**
Charitable & Educational Foundation -
A Charity Uniquely Aligned With Your Profession
- 8 Rental Fraud On The Rise**
AAM President Andrew Kuhn Discusses The Trend
- 9 Advocacy Update**
Holly J. Tatman, VP-Government Affairs

- 9 Support The AAM-PAC**
Protect Your Livelihood
- 10 News & Events**
Upcoming Meetings and Events
- 11 HBA Annual Picnic On July 31**
You're Invited To Sponsor And Attend!
- 12 Welcome New Members**
- 12 Thank You Renewing Members**
- 12 Valued Advertisers**

Inside Back Made In America/Built In Michigan

Outside Back Mid-Year Economic Forecast
Featuring Economist Elliot Eisenberg, Ph.D



At the recent Birmingham Builders Forum, Mayor Elaine McLain (left), City Manager Jana Ecker, Building Official Bruce Johnson and Forum Chair Fred I. Capaldi, an honored Past President of HBA.



At the International Builders' Show in Las Vegas, Paula Badalamente (left) of IMAGIO Glass Design, local PWB Chair Barb Burnham of B.J. Burnham Design and Mike Trego of IMAGIO Glass Design.

HOME BUILDERS ASSOCIATION OF SOUTHEASTERN MICHIGAN

EXECUTIVE COMMITTEE

PRESIDENT
JASON MINOCK

FIRST VICE PRESIDENT
TIM CAPALDI

TREASURER
DAVID STEUER

SECRETARY
BRIAN SZLITER

**IMMEDIATE
PAST PRESIDENT**
RINO SOAVE

VICE PRESIDENTS
BARBARA BURNHAM
VITO CASTELLANA
SUNNY GREWAL
DARIAN NEUBECKER

ASSOCIATE VICE PRESIDENT
H. WILLIAM (BILL) FREEMAN

CEO — FORREST M. WALL, CAE

APARTMENT ASSOCIATION OF MICHIGAN

PRESIDENT
ANDREW KUHN

FIRST VICE PRESIDENT
KARLENE LEHMAN

IMMEDIATE PAST PRESIDENT
WARREN ROSE

PAST PRESIDENTS
ALLEN AMBER
JEFFREY KAFTAN
MELVIN KAFTAN
MATT LESTER
GEORGE M. NYMAN

CEO FORREST M. WALL, CAE

VICE PRESIDENTS
CARY BELOVICZ
MITCHELL BLEZNAK
JONATHAN R. BORENSTEIN
JAY BRODY
KEVIN DILLON
LESLIE LEWISTON ETTERBEEK
AARON ROSENHAUS
SHAWN STAFFORD
MICHAEL E. TOBIN
DAVID WILKINS

STAFF VP HOLLY J. TATMAN

PUBLICATION CREDITS

PUBLISHER
Home Builders Association
of Southeastern Michigan

EDITOR
Susan Adler Shanteau

BUILDING BUSINESS & APARTMENT MANAGEMENT®

PROPERTY MANAGEMENT®

**BUILDING INDUSTRY ASSOCIATION OF
SOUTHEASTERN MICHIGAN®**

Published by the Home Builders Association of Southeastern Michigan, 30400 Telegraph Rd., Suite 202, Bingham Farms, MI 48025. (248) 737-4477. Copyright © 2024 Home Builders Association of Southeastern Michigan. All rights reserved. Reproduction or use of any artwork or editorial contained within, in any manner, is strictly prohibited unless written permission is obtained from the publisher.
www.builders.org

Impressive Landscaping TO UPGRADE NEW & REMODELED HOMES

WRITTEN BY NANCY ROZUM

Impressive landscaping enhances curb appeal, but today's landscaping focus doesn't just encompass the front of homes. Backyards are turning into elaborate areas where families can gather to cook, eat, entertain, play and enjoy a number of outdoor features such as fire places and fire pits. The NAHB surveyed homeowners for its 2024 edition of *What Home Buyers Really Want* and found at the top of buyers' wish lists, in addition to items like laundry rooms and Energy Star windows, were patios (86 percent) and exterior lighting (82 percent). The survey also indicated that other home features that have seen growth over the past 10 years include outdoor fireplaces (59 percent) and outdoor kitchens (55 percent).

Landscaping these days doesn't just encompass lawns, trees and other plants. Landscape firms are now designing and installing entire outdoor living spaces. "Many homeowners today want to fully use their outdoors space," said **Elizabeth Alexander with D.A. Alexander & Company.**

"They want larger, multiple outdoor entertaining spaces with outdoor kitchen areas, bar areas, and dedicated areas for the kids to play and families to gather around a fireplace or fire pit. The pandemic forced people to slow down and stay at home and people found that their outdoor areas just didn't meet their needs. We approach customers today by asking them how they envision using their outdoor space and then we do a custom

landscape design to meet their needs." Water features are not as prominent as they were in the past. "Homeowners are requesting more fireplaces and outdoor kitchens then they are water features," said Elizabeth. "Those with in-ground pools are going with synthetic turf near the pool and pool house. It provides a clean look and prevents live grass clippings from blowing into the pool. Pavers can break up the turf and we are seeing larger paver stones



as a trend. In the past we frequently installed 4" x 8" brick pavers. Now we are routinely installing 14" x 24" concrete pavers. We need special equipment to place these paver so they don't crack. Paver manufacturers have come out with some really nice new patterns and more appealing, natural looking color palettes." Mulch still remains the best option for landscape beds. "Shredded hardwood mulch provides nutrients to the soil," said Elizabeth. "We don't

use mulch made of recycled pallets as they are usually chemically treated and don't provide the nutrients that soil needs. Stone bark is gaining in popularity. It is a newer option that looks natural like bark, but is better for homeowners with allergies as it doesn't decompose. It is more costly to install, but you don't have to refresh it as often as mulch that breaks down." Trees and shrubs are still an important part of overall landscape design. "We advocate

diversity in order to provide seasonal interest," said Elizabeth. "We want to make sure when nothing is blooming, the landscape is still interesting by utilizing different textures, tones, colors, etc. Some homeowners are interested in native or pollinator plants. We can suggest a mix of plants, even in a formal landscape, that won't look messy and will bloom at different times, providing a beautiful landscape all season. There is also a renewed interest in growing food at home so we are getting more requests

for home garden areas, generally with elevated beds. We have also done some planter boxes for community gathering places that have turned out very well."

Pergolas are gaining in popularity for outdoor spaces. "We have been designing and installing StruXure™ Outdoor pergolas since 2017," said **Mike Wozniak with Building Integrity.** "Once the pandemic hit, the demand for pergolas really increased. People are using their outdoor spaces more and are upgrading their backyards so they can enjoy being outside whether the sun is shining or it's raining. StruXure Outdoor pergolas have louvers which can be opened or closed depending on the weather. These louvers can also be partially closed to just let in a measured amount of sun. The louvers have a built-in sensor so that if it starts raining, they close automatically. Outdoor kitchens, televisions, patio furniture and other outdoor furnishings stay drier and cleaner under a StruXure Outdoor pergola. Power for television, heaters and other electric appliances runs up a leg of the structure." StruXure pergolas are heavy-duty

**guthrie
lumber** Springtime in Michigan is all about flowers and lumber*
*but mostly lumber
734.513.5777 · GUTHRIELUMBER.COM

and strong to withstand the elements. They are made of rust-proof aluminum with stainless steel fasteners. "StruXure pergolas will last as long as the home lasts," said Mike. "The pergola can be tied into the home or freestanding on a deck or concrete patio. They come in a number of colors and a variety of sizes from 10' x 10' near a pool, to the most common size of 12' x 20'. We have never done two pergolas the same and they can be manufactured in any size, including sizes that would cover commercial spaces such as clubhouse and restaurant patios. Customers really like the fact that you can place these pergolas over outdoor kitchens and gas fireplaces and fire pits and you have the ability to let the smoke and cooking odors dissipate by controlling the louvers with the touch of a button."

Smart home technology isn't just for inside the home anymore. "We do outdoor home landscape lighting and elaborate outdoor sound systems," said **Neal Check with SoundCheck**.

"People are doing up their outdoor spaces like never before. It is very common today for homeowners to request high-end outdoor sound systems. They want these sound systems to reach all outdoor entertainment areas such as



Photo courtesy of D.A. Alexander & Co.

their boat dock area, swimming pool area, and fire pit area. By having each zone programmed, the homeowner can choose to have music throughout the whole backyard area or just in one specific area using the same home

automation system they use to open their shades, turn on their alarm system and listen to music indoors. One app can control all of these home automation features. We use a company out of Key West for our outdoor soundscapes.

Coastal Source provides us with high-performance outdoor audio and lighting products. Their products only require a single cable for both lighting and sound. We also use Sonance products. The company offers SLS satellite speakers as well as rock speakers and subwoofers in natural colors and textures designed to hide in garden beds." While drive-in movies may be a thing of the past, you can now offer big screen movies in your backyard. "We can get outdoor projection screen material that's waterproof, so we have done several outdoor movie systems with fantastic audio. We

also install televisions and speakers in other outdoor living spaces. Combining outdoor video and audio systems with color changing LED lighting can really turn a backyard into a party place." ■



**CIVIL
ENGINEERING**



**LAND
DEVELOPMENT**



SURVEYING

**Your Land
Development Experts.**

Whether Multi-Family,
Single-Family, Commercial
or Industrial, Let's Make
Your Dream Development
a Reality.

**giffels
webster**
www.giffelswebster.com




Riemer

FLOORS

www.riemerfloors.com

248-335-3500

Ask for Steve Frederick

Karastan

Providing flooring
solutions for
Metro Detroit
homeowners,
remodelers and
builders since
1946

March Permit Activity Continues Good Start To 2024

MICHAEL C. STOSKOPF

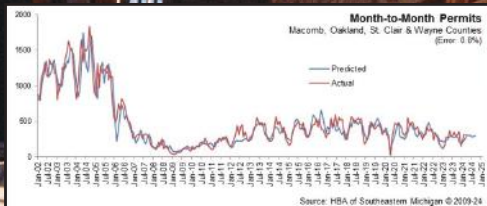
New Housing Permit Forecast

CARTER
Lumber

 carterlumber.com
kitchens.carterlumber.com

CARTER
— KITCHEN & BATH —

Industry Metric	1-Month Ago	1-Year Ago
Employed Bureau of Labor Statistics	-0.8%	3.9%
	1,947,323	
Workforce Bureau of Labor Statistics	-0.7%	4.1%
	2,028,647	
North American Vehicle Production Ward's Automotive	2.2%	-3.2%
	1,388,045	
Crude Oil Price Per Barrel NYMEX	4.0%	2.7%
	\$78.18	
30-Year Fixed Rate Mortgage + Points Freddie Mac	-0.15 bp	0.47 bp
	7.69%	
Average Existing Single Family Sale Value HBA of Southeastern Mich	-4.3%	11.0%
	\$298,718	
Average New Single Family Permit Value HBA of Southeastern Mich	-9.0%	7.9%
	\$372,358	
Producer Price Index: Construction Materials Bureau of Labor Statistics	-1.2%	0.4%
	333.34	



Based on residential permit data compiled by HBA and reported in the **HBA/Carter Lumber Southeastern Michigan Residential Building Activity Report™** a total of **316 single-family home (SFH) permits** were issued in Macomb, Oakland, St. Clair and Wayne counties in March 2024, up by 2 percent from February's revised total of 311 permits and up nearly 13 percent compared to March 2023 (281). HBA's econometric model had predicted 280 SFH permits in March. The 834 SFH permits issued for 24Q1 are up 48 percent compared to 23Q1 (562).

In stark contrast, **a total of only 24 multi-316 single-family home (SFH) permits were issued in Macomb, Oakland, St. Clair and Wayne counties in March 2024, up by 2 percent from February's revised total of 311 permits.**

family (MFH) for-rent permits were issued in March 2024, continuing the slowest start to a year since 2014.

Southeastern Michigan employment and workforce levels decreased for the second consecutive month but are up by 4 percent compared to last year. February's crude oil prices (\$78.18) rose by over 4 percent compared to February and up by nearly 3 percent over March 2023 with rising Mideast tensions.

The 30-year fixed mortgage rate (7.69 percent) declined by 0.15 basis points from February but is up 0.47 basis points compared to February 2023. Finally, the US Construction Materials Producer Price Index (PPI) also declined by over 1 percent over February and is essentially flat compared to last year.

With the continued increase in new home production, the average SFH permit fell to 2,330 square feet, down by nearly 8 percent compared to February (2,530 sf) but up by 7 percent compared to March 2023 (2,169 sf).

With econometric factors beginning to show signs of slowing down, **HBA's model continues to predict that trailing 12-month permit totals will peak in April before slowly declining** through at least August. Factors contributing to the model's 6-month future output include high 30-year mortgage interest rates, elevated oil prices that remain elevated and stagnant employment levels. ■



ENDORSED AGENTS

Call These Agents For Your Insurance Needs

George B. Ford Agency, Inc. NOVI

Mark Churella (248) 348-8200

Acrisure (The Huttenlocher Group) WATERFORD

David Oates or Cathy McLeod (248) 681-2100

First Independent Agency CLINTON TOWNSHIP

Tom Sokol (586) 247-2220

Kennedy Nemier Insurance Services PLYMOUTH

Dan Diederich or Lisa Kennedy (734) 454-4058

Al Bourdeau Insurance Agency, Inc. FARMINGTON HILLS

Don Bourdeau 1-800-644-6030

PROPERTY • GENERAL LIABILITY

WORKERS' COMPENSATION • BUILDERS RISK



Your Cabinetry & Design Partner

Let our award-winning team help you craft your next masterpiece



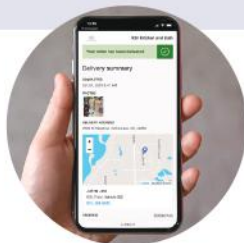
Dedicated Support

- **Dedicated builder group** of design professionals with decades of experience
- **Team of outside salespeople and design professionals** ensure a consistent design, sales, and service experience



Breadth of Product

- **National and regional** cabinetry brands
- Product solution for **every cabinetry need**
- **Framed and full-access** cabinetry
- **Production to semi-custom to luxury semi-custom**



Dependable Delivery

- **Industry-leading communication** - email, text, and live GPS tracking for scheduling, shipment, and delivery
- **Two-person teams on every truck** deliver cabinetry to the room it will be used in, from truckloads to a single vanity



Professional Design Centers

- **10 design centers** across Michigan and Ohio
- **Works as an extension of your brand** to support your clients' design and product selection needs
- **Bringing Design Home:** our consistent, professional 5-step design experience

Contact us and discover how KSI can be your ideal partner!



Design | Sales | Service



ANN ARBOR | BIRMINGHAM | BRIGHTON | BYRON CENTER | GRAND RAPIDS | LIMA | MACOMB | NORTHVILLE | ROCHESTER HILLS | TOLEDO
ksikitchens.com/builders | builders@teamksi.com | 810.229.9554 ext.3

HBA Members At The International Builders' Show

Celebrating its 80th year in 2024, the International Builders' Show was the biggest show in 15 years with 1,800 brands, companies and products, over 76,000 industry professionals, over 120 IBS Education Sessions and a segmented show floor separated into six categories, for ease of use.

Our local HBA members were involved in many aspects of the Show. On this page, you'll see a number of our members in action at the Show.

For instance, **Mel Cervin of Lombardo Homes served as a presenter of an educational session.** Other HBA presenters included **Eric Tiffin of TK Design & Associates** and **Scott Sedam of TruNorth Development.** Live demos taught new techniques and new uses for products. The show floor, education sessions, networking events and social events created thousands of connections.

Awards celebrated the best in the industry, including several honors for our members **KSI**



Kitchen & Bath. They were honored for Most Innovative Showroom in the U.S. for their Rochester Hills location, designed by Maison Birmingham Founder and KSI Owner Lauren Tolles. At the Best in American Living Awards, KSI Designers were also honored, including **Senior Designer Kelsey Powell who won two awards.**

"As a longtime member of the HBA of Southeastern Michigan and the Professional Women in Building Council, it's truly incredible to earn national recognition from the NAHB," said Kelsey.

Designer Christina Fukumoto won the Silver award in the Bath under \$50,000 category for her Cigar-Lounge Inspired Master Bath project.

Other local HBA members were exhibitors on the show floor, including **Mark Webberly of US Bank.** Our local members continue to serve as honored representatives in numerous aspects of NAHB governance, including **Rich Kligman, Don Pratt, Carole Jones and Lynne Pratt,** Lynne will serve as 2024 Area 9 National Area Chair.

Join us in Vegas for IBS 2025, Feb 25-27! Registration opens September 1, 2024 at www.BuildersShow.com.

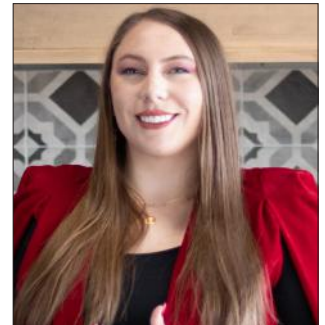
Editor's Note: Sincere thanks to our members who provided photos for use in this magazine, including Paula Badalamente, Rich Kligman, Lynne Pratt and Carole Jones.



Mike Trego (left) of IMAGIO Glass Design, Barb Burnham, HBA's local PWB Chair of B.J. Burnham Design and HBA Vice President, Paula Badalamente of IMAGIO Glass Design and PWB Historian and Mark Webberly of US Bank.



Steven M. Jones and his mother, Carole Jones, of Robert R. Jones Homes. Carole has served in numerous positions at NAHB and won many awards at IBS over the years. She has served on the NAHB budget committee, as PWB's Area 9 and Region C Trustee, national chair for the NAHB Professional Women in Building Council. She was honored as PWB's #1 Spke in the Nation for three years in a row and the national council's highest honor, 2007 Woman of the Year.



Show honorees from HBA member KSI Kitchen and Bath, Maison Birmingham Founder and KSI Owner Lauren Tolles (left), Senior Designer Kelsey Powell who won two awards and Designer Christina Kukumonto.



Mel Cervin (left) of Lombardo Homes with fellow presenters.



HBA and HBAM Past President Rich Kligman (left) of Superb Custom Homes, HBAM Past President Lynne Pratt of Pratt Building and HBA and HBAM Past President Don Pratt of CECS of MI, Inc.

Create Your Legacy

HBA's Charitable & Educational Foundation

HBA's Charitable & Educational Foundation was created to give our members the opportunity to give back to a charity that is uniquely aligned with their profession. The Foundation's success and ability to fulfill its mission are dependent primarily on contributions from HBA members. Gifts to the Foundation are used to improve housing affordability for the families of our area.



The Foundation also houses the **HBA Skilled Trades Scholarship Fund**. This fund was formed to support young people who will become the next generation of construction workers in southeastern Michigan. The fund's establishment was made possible, in part, by a generous endowment of \$50,000 by **HBA Past President Paul C. and Cheryl Robertson**. The first Robertson Honorary scholarship was awarded in 2021, two were awarded in 2022 and three have been awarded this year.

Additionally, one **Compo Family Memorial Scholarship** was awarded in 2021, in memory of HBA's 2020 President David S. Compo, his wife Michele and their son Dawson. Two Compo Family Memorial Scholarships were awarded in 2022 and another two this year. Funding for the Compo scholarships is made possible through donations made in memory of the family following their January 2021 plane crash, along with generous contributions from the **Irvin H. and June G. Yackness/National Housing Endowment Fund, donations from the Slavik Family and Lake Michigan Credit Union**.

In December 2021, the **Walter R. Stoskopf Memorial Scholarship** was established when HBA's now retired **CEO Michael Stoskopf** donated \$21,450 in memory of his father who passed away in October 2021. That donation, has been combined with an additional donation made by Michael Stoskopf and others made in memory of Walter R. Stoskopf. In 2022, the first scholarship was made from that fund. Two scholarships have been awarded this year.



TK DESIGN

FOR ALL YOUR HOME DESIGN NEEDS

Disrupting Standards, We Aim to Change Industry Expectations!

- ✓ Most Advanced Interactive 3D Experience
- ✓ Designs to fit your NEEDS and BUDGET
- ✓ National AWARD WINNING Designs
- ✓ Streamlined Collaborative Process
- ✓ TRENDSETTERS in National Design



Google Reviews



248.446.1960

tkhomedesign.com



We are asking you, as an HBA Member, to make a donation to the HBA Charitable & Educational Foundation. The easiest way to donate is online at www.builders.org/foundation/donate/ Your donation options online are:

- General Donation to promote and improve the availability of affordable housing opportunities
- HBA Skilled Trades Scholarship Fund Donation to support opportunities for youth entering the residential construction industry
- In Memory of Walter R. Stoskopf
- Compo Family Memorial Scholarship

Fund Donation

- Paul C. and Cheryl Robertson Scholarship

If you prefer, feel free to mail a check payable to the HBA Charitable & Educational Foundation to HBA offices at: 30400 Telegraph Road, Suite 202, Bingham Farms, MI 48025

If you would like to establish your own Scholarship Fund within the Foundation, please contact Susan Adler Shanteau at 248-563-2083.

Thank you in advance for your generosity and your support. ■

AAM President Andrew Kuhn Takes To The Airwaves To Discuss Rental Fraud

The issue of rental fraud is not just a blip on the housing market radar but a significant and growing concern. As the housing market experiences its unpredictable ups and downs, the cost of housing remains unattainable for many, leading to a surge in rental applications.

As the housing market experiences its unpredictable ups and downs, the cost of housing remains unattainable for many, leading to a surge in rental applications. Unfortunately, this surge is accompanied by a rise in rental fraud attempts, compelling landlords to adopt stricter screening processes.

Unfortunately, this surge is accompanied by a rise in rental fraud attempts, compelling landlords to adopt stricter screening processes.

As a result of increased technology, potential tenants are getting creative in securing false

social security numbers, references, and pay stubs, in an attempt to bypass landlords' screening processes to rent their next home and then not pay rent. Add to that the slow and expensive eviction process, and these criminals have now scored a home rent-free at the expense of the landlord until they can be lawfully evicted.

However, landlords are utilizing more arduous screening processes and third-party companies with the capabilities to identify fraudulent documents to combat this growing trend. Unfortunately, because they need to use more costly techniques to combat the fraudulent application documents, there can be a trickle-down of costs elsewhere. The actions of these bad actors create a precedent that impacts everyone.

AAM President Andrew Kuhn took to the airwaves to discuss this growing trend and



AAM President Andrew Kuhn (right) on CBS News Detroit with Terrance Friday (left) and Kelly Vaughn.

highlighted the Apartment Association of Michigan, which works to educate members on the issues and offer solutions to help the ever-increasing problem. Link to the interview: <https://www.cbsnews.com/detroit/video/landlords-in-detroit-reporting-uptick-in-attempted-fraud-falsifying-information-to-get-apartments/#x>

DON'T DUMP IT ... DONATE IT!

APARTMENT & HOME REMODELING ITEMS WELCOME



Cabinets | Furniture | Appliances | Flooring | Hardware | Furnishings

Call For A Pick-Up (248) 365-4090

Of Used But Usable Items — Or Drop Off Smaller Items

ReStore Farmington Hills
28575 Grand River Ave.
Farmington Hills 48336

ReStore Waterford
3653 Highland Road
Waterford Twp 48328

Questions? Call Frank Kessler: (248) 880-6969

ALL DONATIONS AND PURCHASES AT THE HABITAT RESTORE SUPPORT THE WORK OF HABITAT FOR HUMANITY OF OAKLAND COUNTY, A 501 (c)(3) NONPROFIT ORGANIZATION

2024 AAM Officers



ANDREW KUHN
PRESIDENT

FIRST VICE PRESIDENT -
KARLENE LEHMAN

IMMEDIATE PAST PRESIDENT -
WARREN ROSE

PAST PRESIDENTS:

- Allen Amber • Jeffrey Kaftan
- Melvin Kaftan • Matt Lester
- George M. Nyman

VICE PRESIDENTS:

- Cary Belovicz • Mitchell Bleznak
- Jonathan R. Borenstein • Jay Brody
- Kevin Dillon • Leslie Lewiston Etterbeek
- Aaron Rosenhaus • Shawn Stafford
- Mike Tobin • David Wilkins

Staff VP: Holly J. Tatman
CEO: Forrest M. Wall

Advocacy Update

WRITTEN BY HOLLY J. TATMAN, AAM VP-GOVERNMENT AFFAIRS & ASSOCIATION OPERATIONS

The Michigan Neighborhood Program is Open for Business!

The Michigan State Housing Development Authority has started accepting applications for the new MI Neighborhood Program, which provides grant money for housing rehabilitation, public projects, and new units. This program seeks to address Michigan's need for more housing units as the housing crisis continues.

The program was appropriated \$60 million in grant money to be used state-wide and combines a mixture of state and federal community development dollars.

- Each project is eligible for up to \$2 million, plus 18% of admin and developer fees.
- Any grants awarded over \$400,000 will require matching funds.
- The projects are intended to create housing inventory for individuals making up to 120% of the area's median income.
- The grant money applications are first come, first serve on an every 2-week schedule until July. Then, the applications will move to a monthly schedule.
- Investment strategy regional targets:
Macomb (M) - \$1,624,000

Oakland (L) - \$1,564,000
Wayne (N) - \$1,624,000
Detroit (O) - \$1,564,000
Livingston/Washtenaw/Monroe/Jackson/
Lenawee/Hillsdale (K) - \$8,824,000

The program is expected to be appropriated another \$60 million in the next fiscal year beginning October 1. According to MSHDA Director Amy Hovey's comments to the Detroit News, the grant program will "help to encourage affordable housing development by streamlining and stabilizing available state aid." The state is trying to work collaboratively with local municipalities and nonprofit and for-profit developers to combat the lack of affordable housing across our state. In this election year, there should be no shortage of effort. ■

Program parameters link:

MIN-Program-Overview.pdf (michigan.gov)

Process Summary link:

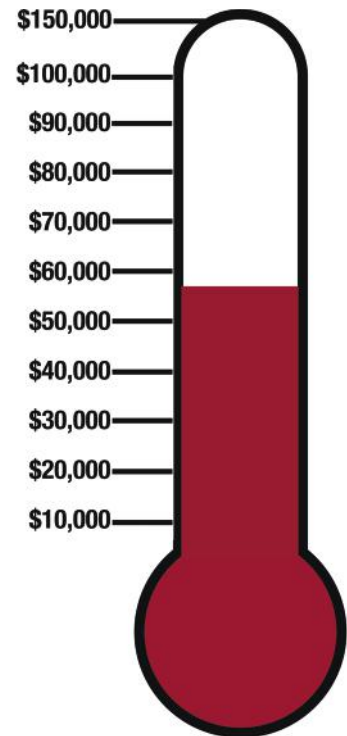
MIN-Ten-Steps---Grant-Process-Summary.pdf (michigan.gov)

Source:

Detroit News.

<https://www.detroitnews.com/story/business/2024/04/01/michigan-housing-shortage-crisis-mi-neighborhood-program-taxpayer-subsidies-mshda/73167007007/>

Protect Your Livelihood SUPPORT THE AAM-PAC



<https://www.apartments.org/blog/pac-contribution-form/>

Save The Date

AAM's 2025 MULTIFAMILY RENTAL MARKET OUTLOOK
THURSDAY, NOVEMBER 14TH
At The Townsend Hotel

This is a must attend event for every multifamily property owner!

Watch For More Info!

News & Events

REGISTER AT: builders.org/events.php

CLASSIFIED ADVERTISING

CARTER KITCHEN & BATH

Your Vision. Our Passion.
From Ideation to Installation.
The one-stop kitchen source
for professional builders.

Find a location near you today:
www.carterlumber.com/

CARTER
Lumber

WEDNESDAY, MAY 8

HBA'S PROFESSIONAL REMODELERS COUNCIL LET'S TALK TAXES!

For business owners and individuals

Join us for an educational seminar with the
Business Development Team at GULLA CPA!

During this event, we will review:

- Why do I need a CPA?
- What do I need to be keeping track of?
- Deductions!
- 2024 Tax Regulations\
- Q & A and More

Date: Wednesday, May 8

Time: Noon - 1:30 p.m.

Place: HBA Suite 202, North Entrance
30400 Telegraph Rd, Bingham Farms 48025

Cost: \$10 per person, including lunch



Ron Jedwab
Lincorp/Borchert
2024 Council Chair



Angela Gauthier



Katelyn Bonanno



TUESDAY, MAY 14

HBA 101: NEW MEMBER WELCOME BREAKFAST

You have made the smart business decision to join the Home Builders Association of Southeastern Michigan (HBA) . . . Now let us show you how to make the most of your membership. Join us for a breakfast meeting to learn about some of the benefits of belonging to HBA. You'll meet Forrest Wall, CEO of HBA. He will introduce you to the Association and answer your questions.

Time: 9:00 a.m.

Place: Association Offices, Suite 202 Please use North Entrance
Register Online At www.builders.org/events.php

Cost: No charge. Please register online, in advance.



SHOWCASE NETWORKING EVENT WITH PWB BUSINESSES

THURSDAY, MAY 16

HBA Members! Builders, Remodelers and Associates!
Get to know the companies represented by the Professional Women in Building and learn how their businesses can help you! Each company will have a small tabletop to showcase their products. **A strolling lunch will be provided while you network.**

If you are a PWB member and would like to showcase your business please contact

*Tanya Strait: @ tanya Strait or: info@sparkleblinds.com
or Andrea Rokicsak: andrea@avimagined.com for details.
Fee for each Table Top is \$25.00.*

Time: 11:30 a.m. - 1:30 p.m. Lunch and Seminar

Place: Association Offices - 1ST FLOOR CONFERENCE ROOM
30400 Telegraph Road, Bingham Farms 48025

Cost: **FREE attendance for ALL HBA Members.**
\$10 per Guest.

ADVANCE RESPONSE REQUIRED FOR ALL ATTENDEES!



THE MID-YEAR ECONOMIC FORECAST AND STATE OF THE INDUSTRY BREAKFAST June 27, 2024 • See Outside Back Cover

NETWORK WITH MEMBERS WHILE ENJOYING LUNCH IN AN OPEN, OUTDOORS SETTING.

HBA ANNUAL PICNIC

NETWORK WITH OTHER MEMBERS AND MEET THE
2024 SKILLED TRADES SCHOLARSHIP AWARDEES.
YOUR ATTENDANCE SUPPORTS THE HBA FOUNDATION'S
SKILLED TRADES SCHOLARSHIP FUNDS*



Date: Wednesday July 31, 2024
Time: NOON - 1:30 P.M.
Place: THE LINKS OF NOVI SINGH
50395 W 10 Mile Rd, Novi 48374
COST: \$25/PERSON, Maximum 4/company



*A PORTION OF THE PROCEEDS WILL BE DONATED TO THE SKILLED TRADES SCHOLARSHIP FUND, PART OF HBA'S 501 (C) 3 CHARITABLE & EDUCATIONAL FOUNDATION.



Lunch
Sponsorships
Available
@ \$300 each.
Contact
Riva
at
248-862-1002

This Event Is Limited To 120 Attendees. Register Early!

[REGISTER ONLINE AT BUILDERS.ORG/EVENTS.PHP](https://builders.org/events.php)

Welcome New Members

SPONSORS LISTED BELOW IN RED

APARTMENT ASSOCIATION MEMBER

HUNTER LANSING PROPERTY

4915 BELLE CHASE BLVD, LANSING, MI 48910

JOSHUA KING (260) 760-4545

PINEVIEW LLC

906 N WASHINGTON AVE, LUDINGTON, MI 49431

THOMAS BOGNER (231) 843-2480

BUILDER MEMBERS

CENTURY COMPLETE

8373 W GRAND RIVER AVE, BRIGHTON, MI 48116

KELLY HAYES (248) 345-0464

STEVEN M. JONES, ROBERT R. JONES HOMES

GENERATION HOMES, LLC

1251 INDIAN MOUND E, BLOOMFIELD HILLS, MI 48301

MARK WAYNE (248) 703-6286

KATIE HALLETT, TK DESIGN & ASSOCIATES

SUBCONTRACTOR MEMBERS

MANIC CARPENTRY LLC

22800 HALL RD #310, CLINTON TWP, MI 48036

NATHAN LICAVOLI (586) 221-2857

LYNNE PRATT, PRATT BUILDING CO.

MICHIGAN SHELF DISTRIBUTORS

3461 E 10 MILE RD, WARREN, MI 48091

ADRIAN ALLEN (586) 758-5700

ROBERT M. TEDESCO, SILVERADO CUSTOM HOMES INC

PAUL SCOTT PLUMBING

2722 ELLIOTT DR, TROY, MI 48083

CHRISTINE SCOTT (248) 547-9334

NORMAN FINKELSTEIN, NORWOOD HOMES LTD

ASSOCIATE MEMBERS

ALLIANCE TITLE

2243 COLE ST, BIRMINGHAM, MI 48009

RIKIKI PUZZUOLI (248) 417-4776

DAVID OATES, ACRISURE / THE HUTTENLOCHER GROUP

CITY LIFE REALTY

33608 GRAND RIVER AVE, FARMINGTON, MI 48335

TODD CRAFT (248) 470-5328

STEVEN M. JONES, ROBERT R. JONES HOMES

CUTCO GIFTING

507 CURRY AVE, APT 2, ROYAL OAK, MI 48067

LUKE SASEK (616) 295-5537

KATIE HALLETT, TK DESIGN & ASSOCIATES

DART BANK

13500 ENID BLVD., FENTON, MI 48430

TODD PHILLPOTTS (810) 444-0211

CATHY MCLEOD, ACRISURE / THE HUTTENLOCHER GROUP

NEW TECH DRYWALL INC

PO BOX 53, WILLIS, MI 48191

BECKY SAAD (734) 930-2933

CATHY MCLEOD, ACRISURE / THE HUTTENLOCHER GROUP

WOODLAND DIRECT

2025 TAYLOR DR, AUBURN HILLS, MI 48326

JEREMY KLINE (800) 919-1904

MARTY PELTIER, LAKE MICHIGAN CREDIT UNION

AFFILIATE MEMBERS

CENTURY COMPLETE

8373 W GRAND RIVER AVE, BRIGHTON, MI 48116

DAVID STOLLMAN (248) 306-9147

CENTURY COMPLETE

8373 W GRAND RIVER AVE, BRIGHTON, MI 48116

STEVE KARHNAK (267) 245-4284

CENTURY COMPLETE

8373 W GRAND RIVER AVE, BRIGHTON, MI 48116

CHRIS WATT

CITY LIFE REALTY

33608 GRAND RIVER AVE, FARMINGTON, MI 48335

CATHI WAUN (248) 470-5329

FIRST INDEPENDENT AGENCY

15945 CANAL RD, CLINTON TWP, MI 48038

LAUREN LOUNSBERY (586) 247-2220

GENERATION HOMES, LLC

3250 AUBURN RD, AUBURN HILLS, MI 48326

MICHAEL WAYNE (248) 953-4891

MICHIGAN SHELF DISTRIBUTORS

3461 E 10 MILE RD, WARREN, MI 48091

NIC ALLEN (586) 850-2291

NEW TECH DRYWALL INC

PO BOX 53, WILLIS, MI 48191

AFTON ETHERTON (734) 930-2933

PAUL SCOTT PLUMBING

2722 ELLIOTT DR, TROY, MI 48083

MARK SCHULTE (248) 547-9334

WOODLAND DIRECT

2025 TAYLOR DR, AUBURN HILLS, MI 48326

BRIDGET RACE (586) 262-5214

WOODLAND DIRECT

2025 TAYLOR DR, AUBURN HILLS, MI 48326

RANDY MOWRY (810) 620-0932

Valued Advertisers

COMPANY	PAGE
Acrisure/The Huttenlocher Group	4
Antcliff Windows & Doors	Inside Front
AI Bourdeau Insurance Agency, Inc.	4
Carter Lumber	4, 10
First Independent Agency	4
George B. Ford Agency	4
Giffels Webster	3
Gutherie Lumber	2
Habitat for Humanity ReStore	8
Kennedy Nemier Insurance	4
KSI Kitchen & Bath	5
Made in America	Inside Back
Riemer Floors	3
TK Design & Associates	7

Thank You Renewing Members

APARTMENT ASSOCIATION MEMBER

BARDEN MANAGEMENT LLC

GREY

YORK PROPERTIES, INC

HBA OF SOUTHEASTERN MICHIGAN

THE BACKWOODS DESIGN BUILD CO.

BARNETT ROOFING & SIDING, INC

CABINETEK

CAMBRIDGE HOMES, INC

COLUMBIA BUILDERS INC

DJL BUILDERS

ELDORADO COMPANIES

EW KITCHENS

FIRST INDEPENDENT AGENCY

JAMES HARDIE BUILDING PRODUCTS

JDM BUILDING CO, LLC

MAJ'S SERVICES

CHRIS MORGAN & ASSOCIATES, INC.

P & B BUILDING

RAY LIGHTING CENTERS

REMARKABLE LIVING, LLC

SCARSELLA HOMES INC.

SOUNDCHECK INC

STONELEIGH CONSTRUCTION

TECHHOME BUILDING CO.

TEMPLETON BUILDING CO.

TOBIAS CONSTRUCTION INC

TOLL BROTHERS INC.

VISTAL HOMES LLC

WAYNE CRAFT, INC.

Member Login



HOME ABOUT BUYERS GUIDE MEMBERSHIP COUNCILS EVENTS JOIN

Home Builders Association of Southeastern Michigan

The Industry Voice for Home Builders & Remodelers

CHECK OUT OUR WEBSITE! WWW.BUILDERS.ORG

MADE IN AMERICA/BUILT IN MICHIGAN

THESE COMPANIES MANUFACTURE OR SUPPLY AMERICAN MADE PRODUCTS. THOSE IN BLUE ARE MADE IN MICHIGAN.

ASA Builders Supply

- Family-owned and operated since 1952
- Proudly serving Southeast Michigan builders & contractors
- Specializing in Interior Doors, Trim, and Stair Parts

Steven Shapiro

248-624-7400

sshapiro@asabuilders.net

www.asabuilderssupply.com



Bradford White Water Heaters



Over 1,000 Employees at Our Michigan Manufacturing Facility.

Represented By: Burke Agency, Inc. 248-669-2800

Crown Windows & Sunrooms

MICHIGAN MADE VINYL WINDOWS,
PATIO DOORS & SUNROOMS



810-658-8777

Pioneer Cabinetry

PROUDLY MANUFACTURING MICHIGAN MADE
KITCHEN AND BATH CABINETS
FOR 35 YEARS.



Visit our website to find a dealer near you:

www.pioneercabinetry.net

Monsma Marketing Corporation

Proudly celebrating over 90 years of bringing specialty building materials to the market as a wholesale distributor, featuring many quality products made in America.

Contact Us: 800-968-8714

info@monsma.com

www.monsma.com

•DUPONT•

Tyvek

KLEER

TR Design Group

"The" Residential Design Group

Exceptional service and personal commitment to unique, inspiring designs and superior drawings.



248-792-3256

www.tr-designgroup.com



Proudly serving Metro-Detroit builders with competitive pricing, certified installations & exceptional customer service.

Steve Frederick

248-335-3500

www.RiemerFloors.com

1865 S. Telegraph Rd. Bloomfield Hills, MI

H.J. Oldenkamp Co.

RESIDENTIAL & COMMERCIAL
CABINETS AND SURFACING MATERIALS

- Merillat
- Kith Kitchens
- Fabuwood
- Corian® Solid Surface
- Corian® Quartz
- Corian® Endura

Contact Us: 248-408-6750 • Info@Oldenkamp.com • www.Oldenkamp.com
Showroom located at 4850 Coolidge HWY, Royal Oak, MI 48073

Guthrie
Lumber
Proudly
American
734.513.5777



Huron Carpet & Floor Covering, Inc.

COMMERCIAL AND RESIDENTIAL FLOOR COVERING

Contact Us:

David Singer, President

248-668-3138

donna@huroncarpet.com



KSi

CABINETS

Design | Sales | Service

ANN ARBOR | BIRMINGHAM
BRIGHTON | LIVONIA
MACOMB | ROCHESTER HILLS

Proudly serving the cabinetry needs of Southeastern Michigan's building community

Mike Gregart

248.891.1263

mgregart@teamksi.com

ksikitchens.com

Tarnow Doors

- CLOPAY GARAGE DOORS
- LIFTMASTER GARAGE DOOR OPENERS
- STOETT MOTORIZED SCREENS

Henry Tarnow 248-478-9060 ht@tarnowdoor.com

David Patton 248-789-5574 dave.tarnowdoor@comcast.net

Bud Helgemo 248-478-9060 budattarnow@yahoo.com



Marblecast - Since 1980

MANUFACTURE OF CULTURED MARBLE COUNTERTOPS,
SHOWER BASES, SHOWER WALLS AND WINDOWSILLS.

CONTACT SCOTT 248-398-0600

14831 W.11 MILE RD. OAK PARK, MI



MEMBERS: To Place Your Ad On This Page

Contact: Nancy Rozum

248-360-7113 or nrozum@sbcglobal.net

THE MID-YEAR ECONOMIC FORECAST AND STATE OF THE INDUSTRY BREAKFAST 2024

Join the Construction Association of Michigan (CAM) and the Home Builders Association of Southeastern Michigan (HBA) as we assess the national and regional perspectives on our economy and how they are affecting our industry.

The morning will begin with a meet & greet reception and tour of tabletop displays, followed by the Economic Forecast Breakfast program and guest speaker, Elliot Eisenberg, Ph.D.

GUEST SPEAKER



Elliot Eisenberg, Ph.D.

Elliot Eisenberg, Ph.D. is an internationally acclaimed economist and public speaker specializing in making economics fun, relevant and educational. Dr. Eisenberg earned a B.A. in economics with first-class honors from McGill University in Montreal, as well as a Master's and Ph.D. in public administration from Syracuse University. Dr. Eisenberg is the Chief Economist for GraphsandLaughs, LLC, an economic consultancy that serves a variety of clients across the United States. He writes a syndicated column and authors a daily 70-word commentary on the economy that is available at www.econ70.com.

Registration is now open

Register online at: <https://www.builders.org/events.php>

Registration deadline is Thursday, June 20

For more information visit us at:

WWW.BUILDWITHCAM.COM or WWW.BUILDERS.ORG

Contact Brian Starrs at HBA for sponsorship and tabletop opportunities. (248) 202-7300 or brians@builders.org

SCAN TO



REGISTER NOW



PRESENTED BY



THURSDAY, JUNE 27, 2024

7:30 A.M. TO 10:30 A.M.

AGENDA:

7:30-9:00 A.M. – Exhibits & Reception

9:00-10:30 A.M. – Economic Forecast Breakfast



**SUBURBAN COLLECTION
SHOWPLACE**

46100 Grand River Ave., Novi, MI 48374

SCAN TO



Sign Up Today!

www.builders.org/events.php