

January 2022

BUILDING



Business & Apartment Management

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

Floor Coverings THAT MAKE A DIFFERENCE



*Sales & Design Achievement Competition Winner:
Villa Montclair by Mocerì. Interior Design -
Designer Interiors by Mary Olk*

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AWARD WINNING DESIGN.



Sandra Daubenmeyer

Designer, Macomb Design Center

Project with Mocerri Homes

NAHB 2021 Best in American Living

Interior Architecture & Design

Kitchen, Custom

Jeanine Yancy

Designer, Brighton Design Center

Project with Karmikel Construction

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Outside Back
Great Lakes Design & Construction Expo
February 16 • Economic Forecast Breakfast
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Past President Stephen and Donna Taglione. Stephen was honored with the Distinguished Service to the Housing Industry Award.



Wendi and Michael Stoskopf. Michael was honored with the Distinguished Ongoing Service to the Building Industry Award.



Mary Olk of Designer Interiors by Mary Olk receiving her Sales & Design Achievement Competition plaque from President Ben Templeton.

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MAKE A DIFFERENCE WITH *Floor Coverings For 2022*

WRITTEN BY NANCY ROZUM

Flooring manufacturers have introduced a multitude of new options in recent years, making it easier and often less costly for homeowners to use flooring as a design statement. New technology has made it possible for manufacturers to create realistic looking wood and stone flooring alternatives, helping to increase the market share for flooring products such as vinyl, luxury vinyl, porcelain tile and engineered hardwood flooring.

The trend is shifting towards installing vinyl tile or plank flooring in new homes. "We are seeing vinyl tile being installed throughout the entire first floor of many new construction homes, especially those targeted toward first time buyers," said **Steve McNamara, VP with Riemer Floors.** "Vinyl tile is also becoming more common in new homes for second and third-time buyers. Over the years,

vinyl tile flooring has dramatically improved in appearance. It more realistically mirrors wood or stone and can be used anywhere, even in damper areas such as bathrooms and kitchens. Wood visuals are about 95 percent of what we sell in vinyl tile flooring." Durability has also improved. "The latest generation of urethane with aluminum oxide coating made vinyl much more durable and scratch resistant," said Steve. Vinyl

tile is also an economical choice for builders and remodelers. "Manufacturers are able to replicate in vinyl tile designs what would cost three to four times as much if the flooring was made from hardwoods," said Steve. "In hardwoods, we



Sales & Design Competition Winner Eleni Interiors with M/I Homes at Trailside in White Lake.

are seeing a significant shift toward engineered wood over solid wood. Engineered wood is less costly, more readily available, and easier to maintain in terms of expansion and contraction, so it is more suitable than solid wood for new construction." Carpet is still trending for dining rooms, home offices, bedrooms, upper stairways and entire second floors. "Production builders are going with frieze and twist styles in beige

or fleck colors while custom builders are using more vibrant colors and patterns," said **Steve Frederick, Building Division Manager with Riemer Floors.**

Supply chain issues continue to affect the flooring industry. "One solution to help ease the supply chain challenge has been early and clear communication with builders and remodelers," said Steve Frederick. "Before the shutdown we could field measure and order materials for a new home three weeks before the flooring was scheduled for installation. Today, it's best if we talk with the builder or their client in advance and plan for a six- to twelve-week lead time. We also ask for second and third product choices in case the first choice is unavailable. Riemer Floors stocks quite a bit of product, so that also helps.

It is the reason why we've had a great track record of meeting our installation dates."

An alternative to wood flooring that is gaining in popularity is porcelain wood. Due to advances in technology it is difficult to tell whether a floor is made of actual wood or porcelain made to replicate the wood-look. An advantage of porcelain over hardwood is that while it still projects the warmth and beauty of hardwood it isn't as prone to damage from scratches and scuffs caused by foot traffic and pets. Porcelain also isn't as labor-intensive to maintain. The National Wood Flooring Association recommends that wood floors be swept or dust mopped daily; vacuumed weekly; cleaned each month with a recommended wood floor cleaner; and re-coated with finish every three to five years. Porcelain floors require only regular vacuuming or sweeping and basic cleaning with warm water and mild soap. Another major advantage of porcelain over wood is that porcelain wood tiles have superior moisture resistance, making them ideal



for areas such as kitchens and bathrooms. Slip resistance is important for flooring in wet areas. "DalTile developed StepWise™, a technology infused into the tile that increases slip resistance by 50 percent," said **Adel Attar with DalTile**. "StepWise™ far exceed the interior requirements for slip resistances and is also suitable for exterior applications. DalTile's Xteriors™ is a collection of products designed to meet, and often exceed, outdoor specifications where slip resistance, UV resistance, fade resistance and the ability to withstand freeze-thaw cycles are also important performance criteria. Our high-style TREAD Porcelain Pavers™ provide new outdoor options in stunning wood or stone looks. Style will blend out onto the patio, pool deck, walkways, even the driveway and garage with TREAD™ Porcelain Pavers."

DalTile also offers a product line of high-performance porcelain antimicrobial floor, wall and mosaic tiles. "DEFEND™ powered by Microban® is a distinct product line of high-performance porcelain antimicrobial floor, wall and mosaic tiles, continuously fighting the growth of up to 99 percent of bacteria on the surface," said Adel. "The DEFEND products were designed to promote cleaner spaces empowered with Microban® antimicrobial product protection and to provide a lifetime of cleanliness that does not wash off or wear away. The end result is a surface which is consistently protected, 24 hours a day, 7 days a week." DalTile currently has over 60 tile collections which are made in the United States, which helps minimize supply chain issues.

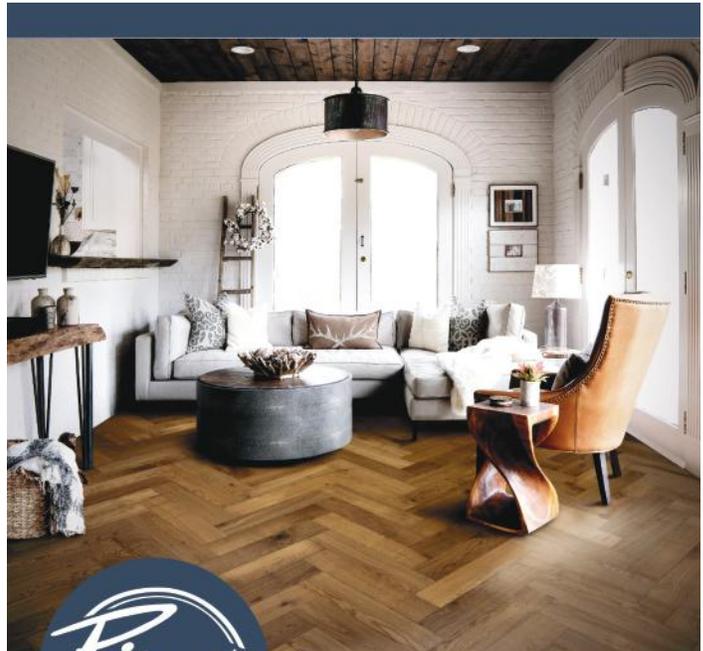
Luxury vinyl flooring (LVF) has been around since the 1970s and today it is the choice of many consumers. Luxury vinyl is considerably thicker than standard vinyl, making it semi-rigid. "The Pergo Extreme line of luxury vinyl was introduced two years ago," said **David Singer, owner of Huron Carpet**. "Pergo Extreme planks are constructed with four layers, including a rigid composite core and a protective top layer, making it 100 percent waterproof and extremely durable and able to resist dents, scuffs and stains. The Pergo Extreme line features an industry leading warranty including limited lifetime residential coverage for dents, pets, water and wear." The Pergo Extreme collection includes Extreme Tile Options with 10 realistic stone floor selections; Wood Fundamentals with 10 traditional wood looks; Wood Originals with 20 wood looks with enhanced visuals and multiple widths and lengths

for design versatility; and Wider Longer with 10 bold looks with larger-than-life size options.

Carpet is still a popular choice for those desiring a natural look, but also wanting the cozy, soft and warm feel of carpeting. "Mohawk's SmartStrand featuring ColorMax™, Mohawk's proprietary technology, is the perfect product for these homeowners," said David Singer. "ColorMax™ creates deeper, richer color saturation that infuses more intense color into every fiber to really bring the 'wow' factor to a room, and the ColorMax™ color palette was designed to coordinate with natural products like wood and stone."

SmartStrand carpet has won numerous awards for its outstanding spill protection, permanent stain resistance and long-lasting durability. The ColorMax technology is also an award winner, garnering the 2019 TISE (The International Surface Event) Best of Innovation Award. "Mohawk also offers amazing area rugs as well as a program which allows us to customize an area rug to a client's desired style, color and size," said David. "Colleen Lipp, our onsite flooring material designer, is available to assist builders, remodelers and homeowners in creating awesome floors."

While carpet still accounts for 48 percent of the total U.S. flooring market according to The Carpet and Rug Institute, many home buyers still desire hardwood floors. The National Association of Home Builders' 2021 Edition of What Home Buyers Really Want revealed that hardwood floors for main level living areas were in the top 10 out of 200 plus "most wanted" home features. Whatever home buyers desire, with all the flooring options available today, it's never been easier for them to get the floor of their dreams. ■



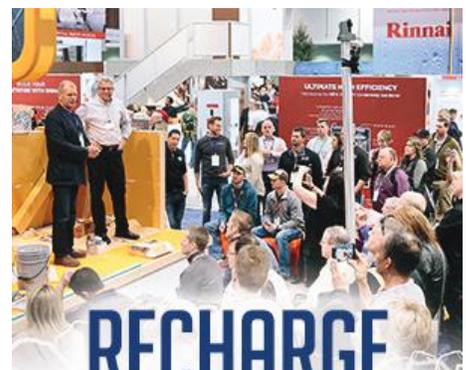


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“We are grateful for - and extremely appreciative of - your willingness to serve as HBA's Executive Committee again in 2022.”

Michael C. Stoskopf
CEO



Ben Templeton receiving the presidential award from HBA CEO Michael Stoskopf.



Dave Bell receiving the Thomas Ricketts Award to the Region's Outstanding Building Official from President Ben Templeton.



Jeff Ziegelbauer and Randy Hatchard of TR Design Group receiving their award plaque from President Ben Templeton.

Single-Family Permits Continue Streak As Employment Also Shows Solid Gain

MICHAEL C. STOSKOPF, EXECUTIVE OFFICER

Based on residential permit data compiled by HBA and reported in the *HBA/Carter Lumber Southeastern Michigan Residential Building Activity Report™* a total



of 308 single-family home (SFH) permits were issued in Macomb, Oakland, St. Clair and Wayne counties in November 2021, extending the streak of 300+ permits to 18 months and continuing the longest such streak since November 2006.

Perhaps surprisingly, multi-family permits failed to add any permits in November as builders continue to build-out previously permitted projects.

Consistency in new home permits has been key to making 2021 successful for builders, even in the face of on-going supply chain challenges. It can be tough for builders if they cannot keep their trade subcontractor base consistently busy.

Much of the strength of new home permits in 2021 is credited to the continuing strength of the existing home sales market and dearth of inventory. When consumers cannot find what they are looking for, especially in a seller's market where multiple bids and cash offers dominate, then buying a new home becomes a viable alternative. This includes gaining the benefits of a new home as it relates to energy efficiency and negating the need to perhaps remodel immediately after purchasing an existing home.

On the economic front, labor-related data brought some very positive news. US Department of Labor (DOL) data for October (DOL data is delayed by a month) on the number of people employed (1.865 million) in the 4-county area increased by nearly 2 percent from September. With this increase, employment in southeastern Michigan is now only 1.6 percent below March 2020 (1.896 million). Likewise, the available workforce (1.954 million) increased from September's number and is now less than 2 percent below the March 2020 (1.993 million). Crude oil prices and North American vehicle production remain areas of concern. ■

New Housing Permit Forecast

carterlumber.com
kitchens.carterlumber.com

Industry Metric	1-Month Ago	1-Year Ago
Employed <small>Bureau of Labor Standards</small>	1.8%	3.5%
	1,864,669	
Workforce <small>Bureau of Labor Standards</small>	0.9%	-2.1%
	1,954,122	
North American Vehicle Production <small>Wards Automotive</small>	-4.0%	-12.4%
	1,090,456	
Crude Oil Price Per Barrel <small>NYMEX</small>	18.9%	102.3%
	\$83.87	
Average Single Family Home Sale Price <small>REALCOMP</small>	0.0%	9.1%
	\$278,840	
Average New Single Family Permit Value <small>HBA of Southeastern Mich</small>	18.0%	22.2%
	\$356,386	

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HBA Charitable & Educational Foundation

Endowment of the Walter R. Stoskopf Memorial Scholarship By HBA's CEO Michael Stoskopf

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



Presenting the Paul C. & Cheryl Robertson Honorary Scholarship are Past President Paul C. Robertson (left), Cheryl Robertson, Russell Damuth, Past President Bill Phillips and CEO Michael Stoskopf.

The Foundation also houses the recently established 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 Paul C. and Cheryl Robertson. In recognition of their role as a Founding Member of this scholarship fund, we have created the Paul C. and Cheryl Robertson Honorary Scholarship, in the amount of \$5,000, awarded annually.**

The Robertson Honorary scholarship is the largest of the annual scholarship awards. **An annual Compo Family Memorial Scholarship is also awarded, in memory of HBA's 2020 President David S. Compo, his wife Michele and their son Dawson.**

During December 2021, HBA's CEO Michael Stoskopf made a gift to the Foundation endowing the Walter R.

Stoskopf Memorial Scholarship. "I personally saw the generosity of our members as more than 25 generously donated to the HBA Skilled Trades Scholarship Fund, within HBA's Foundation, in memory of my father who passed away in October," said Michael. "To those who contributed I want to express my sincere thank you."

"It was my honor to add to these contributions an amount that endows a combined total of \$25,000 to fund for the next 10 years the annual Walter R. Stoskopf Memorial Scholarship, in the amount of \$2500, as part of the HBA Skilled Trades Scholarship Fund awards.

Upon receiving notice of the newest endowment, Foundation President Peter K. Burton of Dominion Realty Services said, "What a loving, meaningful and generous gesture Michael is making on behalf of his father. I'm honored to be affiliated with you."

Funding for this year's scholarships was also made possible by generous contributions from the **Irvin H. and June G. Yackness/National Housing Endowment Fund and donations from the Slavik Family.**

The Foundation awards scholarships to deserving individuals, aged 18 to 25 years, who are pursuing a construction career by either working for a residential builder or subcontractor, studying in post-secondary residential construction skilled trades training or enrolled in a two-year college degree program in the area of construction.

The opportunity to apply for scholarship consideration through this fund has been announced to all known high school trades programs across Michigan as well as post-secondary training centers and two-year collegiate programs that offer courses and degrees in areas directly related to home construction. To learn more about the scholarship fund – as well as how to donate or let qualified individuals you may know, how to apply for a scholarship – simply go to builders.org and click on the HBA Skilled Trades Scholarship Fund banner.

"The HBA Skilled Trades Scholarship Fund allows our Foundation to contribute in a meaningful way to strengthening the residential construction industry," says Peter. "By getting youth interested and then helping them to pursue careers in the skilled trades, we help give back to the industry that has helped many of us."



Peter Burton
Foundation
President



Walter R. Stoskopf and Michael C. Stoskopf circa 1973. Michael is sitting atop the tractor that his Dad rebuilt so that it could run.

Gifts to HBA's 501(c)(3) Foundation are fully tax deductible and are welcomed from industry professionals and others by mail to Association office or online at www.builders.org/events.php. ■



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Winter Hazards

WRITTEN BY DANIEL ADAY, COMPONE ADMINISTRATORS SAFETY & LOSS PREVENTION SPECIALIST

Hazards, as defined by the Occupational Safety and Health Administration (OSHA), are anything that can cause immediate accidents and injuries. However, **hazards are sometimes hidden or not always easily recognizable until an accident occurs.** One thing that can contribute to hidden hazards is the weather, and winter is the biggest culprit. Winter brings cold weather, snow, ice and sometimes even a tendency for people to cut corners in order to save time and energy. All of these contribute to unsafe workplaces and, of course, hazards! Taking the time now to identify and address these winter hazards now, may save you from an accident and injuries later, starting with property hazards, PPE and gear hazards and administrative controls.



effort to ensure that there is minimal chance for accidents to occur. Ensure all company vehicles are in good maintained shape; have your company vehicles be inspected by a mechanic and any repairs are made, ensuring that employees won't be stranded on the side of the road during winter. Additionally, **carbon monoxide detectors should be inspected.** Carbon monoxide injuries and deaths greatly increase during the winter months. Set up a maintenance schedule to inspect and replace CO monitors per the manufacturer's recommendations. Also, **ensure salt or other traction or de-icing surface substances are distributed and people have access to them if ice is noticed.** This is also a great time to ensure that egress doors are being shoveled and cleared after each snow event, as to not trap anyone side in the event of a fire and the evacuee cannot open an egress door due to snow being pushed on the back side.

Preparing your property, jobsite, location, building, or wherever people may be, for winter is fairly simple in theory, but takes a continuous

With colder temps, it is easy to forget that gloves, hats, and proper footwear are all

considered winter PPE (personal protective equipment). Ensure that you supply appropriate protective gear to those who need it. Not all winter gloves are made equally, and some might be better suited for some tasks but bad for other task. Water resistant gloves are a must when handling anything that may come in contact with ice, snow, or water, as water-logged gloves may make your hands colder while working. Warmer gloves typically mean less dexterity and may be taken off more often to do more precise task. Finding a good happy-medium is best for gloves, that balance dexterity, warmth, and of course, protection. Additionally, having a good set of footwear could mean the difference between going a full winter without any slips, to having several slip-related injuries. **A good set of winter shoes or boots will have deep tread, a good heel and be waterproof.** If you find that you are slipping or losing traction a lot while walking outside, or notice that there is ice, it is always a good idea to have a set of ice cleats (sometimes called snow grips, yak tracks, traction cleats, etc.) that you can throw on. Ice cleats turn icy conditions into pure grip! Just make sure you take them off before walking on tile or hard surfaces, as that may cause an incident itself!

Administrative controls could be considered one of the most important in ensuring continual safety throughout the winter. When snow is expected to fall or temperatures are expected to drop and ice may occur, ensure employees are putting out salt in front of doors, and shovels are accessible. Periodically check on employee's PPE to ensure everything is still in good condition. Employee PPE is a critical part in protecting employees from weather-related hazards, and unfortunately, sometimes need to be closely monitored to ensure PPE is worn correctly and appropriately when hazards present themselves. Additionally, understand the work stressors that your employees endure during the winter time. The cold air mixed with the extra layers of clothing can quickly burn energy which makes any outdoor task immediately harder. Additionally, if not wearing breathable material, employees may begin to sweat which may lead to cold-related injuries such as hypothermia. If possible, layer up if working in the cold. Allow employees, who spend time working outdoors, more time to take breaks. ■

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

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Advocacy Update

WRITTEN BY FORREST WALL, CAE, DIRECTOR OF REGULATORY & LEGAL AFFAIRS, HOME BUILDERS ASSOCIATION OF MICHIGAN

Additional Renter Assistance Approved



Just prior to adjourning for its end-of-year break, the state legislature approved an additional \$140 million in renter assistance funding. Shortly after legislative passage, Governor Whitmer signed the legislation. This appropriation of federal dollars will help to replenish funding for the COVID Emergency Rental Assistance (CERA) program administered by the Michigan State Housing Development Authority (MSHDA). The program allows payments for rent and utilities via guidance from the U.S. Treasury Department.

Summary Proceedings Amendment Introduced

Legislation recently introduced in the Michigan House of Representatives would add a provision under the judgement section of summary proceedings to recover possession of premises in the Revised Judicature Act. Currently, the law requires a judge or jury, when determining the amount due under a tenancy, to deduct any portion of rent found to

be excused by the plaintiff's breach of lease or other statutory covenants. The legislation proposes to also direct the judge or jury to add any fee for late payment of rent specified in the lease, but not more than a monthly fee of the greater of \$50 or 10% of the rental amount, unless the lessor demonstrates that a higher late fee specified in the lease is reasonable. The proposed legislation also seeks to add this language to a subsequent section of this law specifying allowable damages that may be sought by a plaintiff.

Lead Package Includes Presale Inspection Bill

A 10-bill package addressing lead blood levels in children and lead-based paint was introduced in the Michigan House of Representatives and received a hearing in the Health Policy Committee. One of the bills, HB 5419, would impact the rental property industry as it calls for a lead-based paint inspection prior to the sale of any residential property constructed before 1978. It would require a written inspection report be provided to the purchaser within certain timeframes based on the type of transaction. ■

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CEO, Michael C. Stoskopf



Damiano and Dina DiMercurio of DiLusso Building, at HBA's Awards Recognition and Holiday Celebration on December 8. Damiano received the award for Multifamily Construction Builder of the Year.



Michael Tobin (second from left) was awarded the Samuel Kreis Award for Distinguished Service. He and Denise Tobin, are shown here with HBA Past President Don Pratt and Lynne Pratt. The award was particularly meaningful to Michael, since he and Sam Kreis were best friends before Sam's death in 2006. Members of Sam's family attended the awards event,



Lori and Past HBA President Paul Aragona of Aragona Properties.



Richard Komer (left) of Farbman, Forrest Wall of AAM and HBA of Michigan and Brian Starrs, HBA's Show Manager.

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**Presented by Susan Yashinsky
of Sphere Trending**



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January

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Time: 8:00 a.m. - 9:30 a.m.

Place: Association Offices
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Please Use North Entrance

ABMWCSIF Trustees will be contacted

WEDNESDAY, JANUARY 26

REMODELERS COUNCIL ROUNDTABLE

Share ideas with other builders, remodelers and suppliers to the industry in an informal setting

Time: Noon - 1:30 p.m.

Place: Association Offices
Suite 202

North Entrance

Cost: \$10 per person
including lunch



February

FRIDAY, FEBRUARY 18

HBA EXECUTIVE COMMITTEE

Time: 9:00 a.m.

Place: HBA Executive Committee
members will be contacted with details.

Member News

Two longstanding HBA member companies are now partnered. **Mans Lumber and Millwork**, specialists in lumber, millwork, window, decking, and kitchens/baths, is pleased to announce their new partnership with **Dillman & Upton**, home improvement center, showroom and lumberyard.

Dillman & Upton was founded in 1910, in Rochester, Michigan. The family-owned company has been a leader in supplying materials to nearly every construction project built or remodeled in the Rochester area. They also specialize in lumber, millwork, window, decking, and kitchens/baths, including remodeling. With a team of seven full-time designers and are recognized for their personal customer service and extensive retail product knowledge.

“At Mans Lumber and Millwork, we are continually improving on the construction and home improvement experience for our customers across southeast Michigan,” said **Doug Mans, President, Mans Lumber and Millwork.**

“Dillman & Upton share our focus on excellent service, and this partnership and location will provide our Oakland County customers with an improved range of services, products, and support.”

With more than 200 years of combined experience in the lumber and



building materials business, the acquisition of Dillman & Upton also creates the state's largest family-owned provider of home improvement services and lumber and building materials.

“This partnership will help us to continue to grow and improve our ability to compete in today's incredibly diverse and rapidly changing marketplace,” said **Brad Upton and Todd Upton, co-owners, Dillman & Upton.** “We have had a relationship with Mans Lumber and Millwork for decades, they're already like family, and now is the best time to join forces.”

The newly remodeled Dillman & Upton location in Rochester provides decades of experience in design and installed sales and service of premium construction and home improvement products. The entire Dillman & Upton team will continue to serve customers from their retail store, design showroom and lumberyard, and will expand their services with support of the Mans Lumber and Millwork team to enhance capabilities and improve efficiencies. ■

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