

MAY 2022

BUILDING



Business & Apartment Management

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

Landscape Ideas FOR NEW & REMODELED HOMES



*Photo Courtesy of
Landscape Environments*



**MID-YEAR ECONOMIC FORECAST &
MULTIFAMILY RENTAL CONSTRUCTION FORUM**

JUNE 15 at 7:30 a.m.

builders.org/events.php

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Landscaping Ideas FOR NEW & REMODELED HOMES

WRITTEN BY NANCY ROZUM

Landscaping is an important contributor to curb appeal. According to some reports landscaping can add up to 20 percent to the value of a home. Landscape products and services have been in high demand recently as homeowners seek to create vacation ambiance in their own backyards.

In the last few years the residential landscaping industry has seen quite a boost in projects as homeowners invest in their property as a result of the pandemic. “As a full-service residential and commercial design and build firm we are seeing record numbers of homeowners desiring intimate outdoor spaces where they can relax in privacy and enjoy nature,” said **Larry Gilling with Robert Thomas Landscape Environments**. More people are adding covered outdoor spaces, such as pavilions or cabanas

adjacent to pools. “A newer option for enjoying the outdoors is a pergola with a louvered system where a homeowner can push a button to open or close the louvers depending on the weather conditions,” said Larry. Adding audio and lighting to outdoor spaces is also popular. “With Bluetooth technology, homeowners can change the color of the lights or select their desired music using an app on their smartphones,” said Larry. In the early days of the pandemic folks working from home hunkered down at the kitchen table or at a desk in a spare bedroom. “We are now getting requests to create work space in outdoor structures,” said Larry. “Another trend we are seeing is the additional of water features as part of residential landscaping, including at the entrances to subdivisions. We have also done a fair amount of updating older subdivision entrances with statement water features, new landscaping and modern metal and backlit signage. We try to use plantings native to Michigan and source as much of our materials as possible from Michigan suppliers. Providing our customers with 3D renderings goes a long way in helping them more accurately envision what the design plan will look like when completed.”

People are seeking peace and serenity in their lives and in their homes. “With people having spent more time at home in the past few years, many are turning their backyards into their own private oases, bringing indoor amenities outside to make themselves comfortable,” said **Daphney Winters with T.Y.M.E. Landscaping**, a full-service design and build landscaping firm. “We’ve seen a large uptick in outdoor kitchen, pavilion, and pond-less water feature installations. Larger format bricks are trending, with 2 ft. x 2 ft. and larger pavers being used. The pavers are also moving away from the textured brick of the past to a slicker linear look with a smooth surface that is ‘foot friendly’ and resembles a surface you would see inside a home. Grey tones are popular right now in pavers, as is mixing varieties of pavers to create separate spaces for different activities. We

often use inlays and different patterns to create separate spaces for dining, lounging, and other activities. By designing this way, we infuse visual interest in even a single-level patio.”

Especially for people who have pools or live near woods, ponds or swampy areas, automated outdoor insect control systems are gaining in popularity. “These systems, like the MistAway system we install, allow people to use and enjoy their backyards more,” said Daphney. “It is a phenomenal system, similar to an irrigation system, with a controller that the homeowner can set at nightly, weekly or other intervals, programming the application at a certain time of the evening when the yard is not being used. A holding tank with the insect control mixture is installed in the garage or other outdoor structure and spray heads are usually mounted to existing fence posts. With the rainy summers we’ve had the past few years this system has really eliminated mosquitos and made backyards more livable.”

Water features are trending, fueled by an increasing array of design options and advances which have reduced maintenance. “Last year was a particularly good year for our business which is the design, construction and maintenance of custom ponds, disappearing waterfalls (pond-less water features) and fountain-scapes,” said **Chuck Kerschbaum with WaterScape, Inc.** “We did some amazing projects last year including a number of recreation ponds. These are similar to a regular pond but are about twice as deep so a person can actually submerge or swim in them. With rock ledges, stairs into the pond and the addition of a waterfall or riverbed, they are really stunning. They are not treated with chemicals but rather with filtration and natural bacteria that keep the water crystal clear. If done right, a pond is an eco-system that balances itself.” Today’s ponds aren’t maintenance intensive like in the past. “In the spring we are busy with annual clean-outs, which homeowners can do themselves,” said Chuck. “Then it takes about 20 minutes every couple of weeks to maintain a pond, which is a service we also offer.” Ponds



can be done in most yards. “You just need a 6’ x 8’ area,” said Chuck. “Some of the best ponds we’ve done have been in smaller urban yards.”

A pond-less water feature requires less maintenance than a pond as the water cascades down and then goes directly into an underground water storage chamber. Unlike ponds, pond-less water feature filtration can be turned off when you’re away from home. “Fountains also provide the soothing water sounds and can come in many configurations, even those that combine water and fire features,” says Chuck. “I recently had a repeat client who told me that his water feature was the best investment he’d ever made in his home and that he often spends hours just soaking in the peace and beauty, clearing his head and recharging his creativity.”

The elements can be hard on landscaping. To ensure long lasting beauty with minimal issues it’s important to know the types of plants, trees and hardscape materials that work best in southeast Michigan. “We usually use a mix of perennial plants that bloom repeatedly throughout the summer,” said **Ron Bonadeo** with **Bonadeo Landscape & Nursery**.

“Hydrangea bushes, for example, bloom and then hold their flowers for quite some time. There are a lot of different kinds and colors of shrub roses and specific varieties of perennial geraniums, such as the Rozanne and Azure Rush (Cranesbill) that also bloom profusely throughout the summer. We plant boxwood trees and shrubs because they are deer resistant and grow in sun or shade and Japanese maples are a staple for us because of their beautiful color. We use fast growing and dense Green Giant arborvitae a lot, sticking with plants that are hardy and less problematic.” Bonadeo Landscape & Nursery is a full-service landscape firm that also specializes in stamped concrete, brick pavers, pools, and retaining walls made with natural stone and man-made hardscape materials. “We do a lot of stamped concrete, as it is about half the cost of brick,” said Ron. “There are a lot of options in terms of pattern and stain colors for stamped concrete. Exposed aggregate also produces a sharp looking outdoor surface. There are so many choices in landscape blocks and hardscape materials that it’s relatively easy to achieve whatever the customer envisions.” ■



Daphney Winters and Jason Wagner of T.Y.M.E. Landscaping with their Best Overall Display award at HBA's Spring Home and Garden Show.

An advertisement for TK Design. The background is black with three white-bordered images of multi-family residential buildings. The top-left image shows a two-story house with a gabled roof and a brick chimney. The top-right image shows a modern multi-story apartment building with a mix of brick and stone facades. The bottom image shows a row of colorful, two-story townhomes. The text 'AWARD WINNING MULTI-FAMILY DESIGN' is written in large, bold, white and gold letters. At the bottom, the TK Design logo is displayed, along with the website 'TKHOMEDSIGN.COM' and the phone number '248.446.1960'.

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A Fond Farewell . . . Of Sorts

MICHAEL C. STOSKOPF

March 31, 2022 officially marked my last day as CEO of the HBA of Southeastern Michigan.

It has been 14 years that I have had the distinct privilege of serving our members, doing so alongside THE finest HBA staff in the country.

Not often does one get to take all of the favorite elements from their career experience and combine them into one position but that is EXACTLY what happened to me as HBA's CEO.

While there were many challenges along the way, the incredible leadership and support of HBA's Executive Committee and Board of Directors ensured that HBA of Southeastern Michigan not only survived but thrived throughout.

Of course, none of this would be possible if not for the tireless efforts of my staff, all of whom would do virtually anything to support each other and the success of HBA's various endeavors.

I will be continuing to support HBA full-time through May 6th and thereafter in a part-time capacity, primarily with permit reporting.

In closing, it is with tremendous pride and excitement that I pass the torch to Forrest Wall as he becomes only the eighth CEO in HBA of Southeastern Michigan's storied history. I look forward to what HBA will achieve moving forward!

May God bless and protect each and every one of you.

*With love and gratitude,
Michael*



A Few Of Michael's Accomplishments . . .

- **Led HBA through the most difficult of times**, with the loss of its legendary executive officer, Irvin H. Yackness and the sudden onset of the most brutal economic downturn in decades.
- **Set HBA on a strong path forward** with major changes to association finances. This included difficult and significant action such as sale of the building that HBA owned. The sale provided enough liquid assets to allow HBA to survive the Great Recession. Changes also included significant reduction of staff, another action that aided in HBA's continued survival and growth.
- **Analyzed and evaluated the strengths and weaknesses of every HBA program**, making changes, when needed, and guiding both the staff and membership to make use of the revised programs in the most positive ways possible. Innovative programs were created for association finances, increasing membership numbers, communications, shows, legislative and governmental outreach, relations among the members and with other organizations.
- **Took over management of the Great Lakes Builders Show** from HBAM and, with his vision, seemingly limitless energy and understanding of show management, created a plan to stage a successful annual trade show. The industry-wide event has evolved into the Great Lakes Design & Construction EXPO held in partnership with the Construction Association of Michigan. It is successful both in terms of finances and its appeal to exhibitors and attendees.
- While it was, ultimately, not adopted by NAHB, Michael **led the creation of a Dues Affiliation Fee that would have allowed local associations to pay a fee for their state and national affiliation rather than a per member cost**. The goal of the program was to stabilize local association finances, giving each a fixed cost to use for budgeting rather than a "moving target."
- **Brought back Homearama® events** in 2014 and 2016, after a hiatus of over a decade, bringing HBA and our industry into the spotlight and focusing the public's awareness on the value of homeownership.
- Led a team of over 90 Executive Officers from around the country in constructing and administering a wide-ranging **GEN X/Y Survey** to determine their perspectives and preferences for trade association membership. He then led a group to develop future strategies, based on survey findings, that could be employed in order to successfully recruit and retain these next generation of members vital to the future of our local, state and national associations.
- **Created the HBA-Carter Lumber Residential Permit Report** to give members detailed information on the number of permits being pulled, where, by whom and other information that is useful to both builder and supplier members in conducting their own businesses. Additionally, he created the **HBA New Housing Permit Forecast** to give members an overview of anticipated permit activity for the coming six months, to help with members' business planning. This forecast is also promoted to the media throughout Southeastern Michigan, establishing HBA as a trusted source for reliable and important housing-related information.
- **Found ways to challenge government mandates related to COVID-19** that kept builders from building, families from moving into the new homes they had purchased and HBA from holding meetings and Home Shows (the most significant source of HBA's revenue.)
- **Worked tirelessly through the crisis and has ensured HBA's survival**, positioning the association to regain lost ground while conditions improve. **He kept the membership informed on the daily changes in policy due to COVID-19** and found a way to keep as much of HBA's staff onboard as possible, to provide members with much needed services at such a critical juncture.
- **Reshaped the way funds are donated to the HBA Charitable & Educational Foundation** with a portion of the proceeds from many association events being donated to the Foundation.
- Worked with Paul C. and Cheryl Robertson of Robertson Homes to create the **Skilled Trades Scholarships** within the Foundation for the purpose of actively supporting those who will create the next generation of skilled trades for the residential construction industry. Following the death of his father in December 2021, Michael went on to make a sizable personal donation, creating the **Walter R. Stoskopf Memorial Skilled Trades Scholarship**.

**Watch Your Email and
builder.org For Details**

**MICHAEL STOSKOPF
RETIREMENT PARTY
& HBA AAM Annual Picnic**

**YOUR OPPORTUNITY TO
GIVE MICHAEL YOUR
GOOD WISHES**



Construction Season Gets Underway As Single-Family Permits Rise In March

MICHAEL C. STOSKOPF

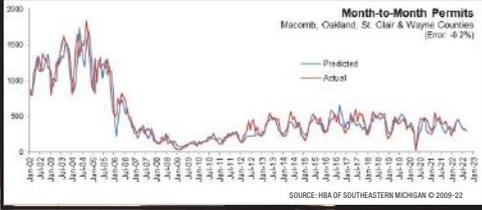
New Housing Permit Forecast



carterlumber.com
kitchens.carterlumber.com



Industry Metric	1-Month Ago	1-Year Ago
Employed Bureau of Labor Standards	0.1%	7.3%
	1,894,617	
Workforce Bureau of Labor Standards	0.4%	8.6%
	2,004,447	
North American Vehicle Production Ward's Automotive	29.9%	6.8%
	1,415,326	
Crude Oil Price Per Barrel NYMEX	6.3%	50.2%
	\$92.35	
Average Single Family Home Sale Price REALCOMP	6.3%	7.8%
	\$283,280	
Average New Single Family Permit Value HBA of Southeastern Mich	-3.2%	12.1%
	\$356,051	



Month-to-Month Permits
Macomb, Oakland, St. Clair & Wayne Counties
(Err: -4.2%)



Trailing 12-Month Permits
Macomb, Oakland, St. Clair & Wayne Counties

42-Year Avg: 9,736

LEGEND		
Change	GOOD	
Metric	FLAT	BAD
Source	Value	

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



393 single-family home (SFH) permits were issued in Macomb, Oakland, St. Clair and Wayne counties in March 2022.

March's total was 36 percent higher than February 2022's revised total of 289 permits thus marking the unofficial start to the residential construction season. While higher month-over-month, March 2022 totals were 29 percent lower than the total for March 2021 (552). HBA's econometric model had forecast a total of 422 permits for the month.

Multi-family (for rent) construction added another 137 permits in March bringing the year-to-date total to 622. **This is the second-best start to the year for multi-family permits since March 1998.**

Springtime is always an exciting time as new residential construction begins accelerating coming out of the winter months. March clearly didn't disappoint with totals falling just short of 400 permits for the month. That the totals were significantly below March 2021 simply demonstrates two primary factors: ongoing supply chain issues and the impact of quickly rising interest rates. Both factors affect overall new home affordability, typically resulting in fewer permits being issued.

Crude oil prices also closed 6 percent higher in March compared to February, thus increasing transportation and delivery costs.

Looking forward, two positive economic factors are worth noting. First, the number of people employed in southeastern Michigan reached its highest level since March 2020. Secondly, North American Vehicle Production in March 2022 rose by 30 percent compared to February and was 7 percent higher than March 2021, hopefully signaling a return to a pre-pandemic production profile. ■



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Season Shift Safety

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

When the temperatures start to increase and the days seem to last longer and longer, we begin to settle into a new season. However, before we begin to become too comfortable with the new season, we should always ensure that we tidy up the hazards that were brought in from winter. Winter can be hard on equipment, buildings, roads, the environment, and even us. Which is why **it is important that we assess any damages every year around this time.** Looking at the surface of parking lots, sidewalks, and other surfaces around our work environments is critical to ensuring that no twisted ankles happen. We should also inspect our winter equipment so that it gets store away properly and won't cause any issues come next winter startup. Lastly, inspect the grounds of your company to ensure that no foreseeable



accidents may occur.

We all know that winter is hard on the roads. Between salting the roads, ice expanding cracks in the pavement, snow shoveling, and plow trucks, it's amazing that there is anything left once all the snow has melted. But once all the snow has melted, this becomes the perfect time to inspect these surfaces for any holes, substantial cracks, or even shifts in the level of the surface. These are common hazards that contribute to several rolled ankles, broken bones, and even litigations each and every year. While it might be tempting to just throw some asphalt to level out the surface, the right way is to properly clean out the hole, crack, or uneven surface; fill in any deep holes with a proper pack up to about 2 inches below the surface level, making a good base and compact it down; determine how much liquid asphalt you need; then lay down

enough asphalt to compact down and make level. If desired, you can coat the whole surface before the next winter and you will never notice that the hole, crack, or uneven surface was even there.

At the end of each winter, it is always a good idea to inspect all winter equipment for damage, check for preventative maintenance, and verify any safety equipment. For snow blowers, check the cables, rotor blades, and scraper. For snow plows, inspect all hydraulics for leaks or the start of any leaks. Inspect all frame components, headlights, connectors, blade, springs, etc. Additionally, while it may be tempting to just put all tools and equipment away for summer, it is wise to wash off any salt, debris, mud, or anything else, as this may cause the equipment to rust while in storage and become a bigger hazard for winters to come.

While most trees are unbothered by cold winters, older trees or trees that are more susceptible to the cold can become critically damaged during deep freezes. If you have any trees on your company's property, they should be inspected around this time and evaluated to determine if there are any branches (or the whole tree) that needs to come down due to a risk of it falling. Signs you should look for are significant loss of branches, trees leaning, damage to 25 percent of the tree or more, or parts of the tree not starting to grow. All tree trimming and removal should be done by professionals.

Hazards are always going to be present throughout the year. It is up to the employer to ensure that not only the employees are being safe, but the environment and equipment that they are working with and around are also safe. **Doing seasonal shift inspections are a great way to always ensure that you are prepared for the upcoming season.**

If you are interested in any form of assistance with safety or compliance inspections for your company, please contact Daniel Aday at daday@compone.net. ■

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Advocacy Update

WRITTEN BY HBA AND AAM CEO, FORREST M. WALL, CAE

Emotional Support Animal Legislation Introduced

New legislation has been introduced in the Michigan House of Representatives which would strengthen state law to help prevent the false representation of possession of an emotional support animal (ESA). As you may recall, efforts to pass similar legislation in the last few legislative sessions has garnered support but fallen just short of full legislative approval.



House Bill 5751, introduced in February, would create the “Emotional Support Animal Act.” **First, the bill would define an emotional support animal and differentiate it from a service animal.** An ESA would be a common domestic animal which a health care provider would determine is necessary to alleviate the disabling effects of a mental, emotional, psychological, or psychiatric condition or illness. Definitions for a health care provider as well as the scope of the provider-patient relationship are also included in the legislation.

Second, the bill proposes requirements for those health care providers who wish to certify a person’s need for an emotional support animal. Those requirements include:

- The provider has an established relationship with the patient for at least 30 days before the provider can certify the need for an ESA
- The provider determines there is a need for an ESA

Third, the legislation states that a provider shall not receive a fee or other compensation solely in exchange for certifying a patient’s need for an ESA. It goes on to state that any certification is invalid if made solely in exchange for compensation for providing that certification, and, that a provider shall not falsely certify a person’s need for an ESA.

Fourth, the bill outlines a required written notice for ESA registration that a provider must give which states that the registration does not qualify the animal as a service animal, and that false representation of an animal as a service animal or service animal in training violates the law.

Finally, penalty provisions are included in the proposed legislation for knowingly violating the act. Those provisions include:

- For a first offense, a civil fine of not more than \$1,000
- For a second or subsequent offense, a civil fine of not more than \$2,000
- That a violation of the act may be prosecuted by county prosecutors or the attorney general

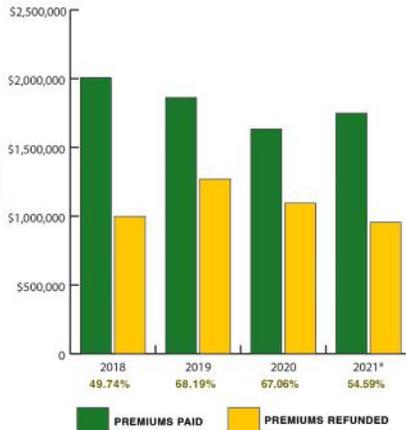
The legislation has been referred to the Committee on Regulatory Reform for consideration. ■



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WEDNESDAY, JUNE 15

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The website also features NAHB Webinars and HBA of Michigan PRO SERIES Webinars.

REGISTER NOW FOR THESE VALUABLE SESSIONS!

May

FRIDAY, MAY 6

HBA EXECUTIVE COMMITTEE

Time: 9:00 a.m.

Place: HBA Offices, Suite 202

HBA Executive Committee will receive agenda

TUESDAY, MAY 10

Sales & Marketing Council Seminar

ON-SITE vs OFF-SITE CONSTRUCTION

Featuring **Scott Sedam, TruNorth Development**

- What you need to know to make the right decisions.
- Off-site construction methods are exploding on the scene, but how, where and when do you apply them?
- The biggest obstacle is measuring and understanding the True Total Cost – and Benefits – of on-site vs. off-site methodology

We will provide you with some of the tools you need to evaluate and make the right decisions. This is not for construction, purchasing and design alone, sales, marketing and finance must all be involved in making these decisions.

HBA's Sales & Marketing Council is generously sponsored by Dupont Tyvek.

Time: 8:30 a.m.

Place: HBA First Floor Conference Room

Cost: \$10 per person

WEDNESDAY, MAY 11

FOUNDATION BOARD

Time: 9:00 a.m.

Place: HBA Offices, Suite 202

Foundation Board will receive agenda



TUESDAY, MAY 17

HBA 101: NEW MEMBER BREAKFAST

Let us show you how to make the most of your membership. Join us for a breakfast meeting where you'll have the opportunity to meet other new members and to learn about some of the benefits of belonging.

Hosted By: Forrest Wall, CEO

Time: 8:30 a.m.

Place: HBA First Floor Conference Room



WEDNESDAY, MAY 18

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: HBA First Floor Conference Room

Cost: \$10 per person, including lunch



REGISTER TODAY FOR THE

Mid-Year Economic Forecast Breakfast & AAM's Multifamily Rental Construction Forum

WEDNESDAY, JUNE 15



Guest Speaker

Elliot Eisenberg Ph.D.

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Member News

Nicole McIntyre, 27, a Revit Production Director with **TK Design & Associates** has been named as one of the *2022 NAHB ProBuilder* magazine's **Forty Under 40**, a select group of energetic and innovative young building professionals nationwide. Nicole's initiative when hired by TK Design saw her taking on whatever tasks she could to gain experience, leading eventually to a promotion to project manager on custom homes and then to managing production projects just 11 months after joining the firm.



Currently Nicole leads multiple teams of drafters and is recognized for her innovative reference materials, scheduling strategies, metric tracking tools and training methods. TK Design & Associates is an award winning, full service residential home design firm that creates livable, build-able and cost-effective home designs for home buyers, custom builders and production builders throughout the USA and Canada. "We are very proud that Nicole has been recognized for her amazing talent and contributions to the building industry," said **Katie Hallett, co-founder of TK Design**. "We are very grateful to have her on our team." ■



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