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AUGUST 2022



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Building Product News



Photo courtesy of KSI Kitchen & Bath and Jeanine Yancy

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SEPT. 15 - Cherry Creek Golf Club

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On June 23, members of HBA's Professional Women in Building Council and guests met for a picnic lunch at

Boulan Park in Troy. Optional yoga was led by PWB member Kelsey Powell.

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MICHAEL STOSKOPF RETIREMENT PARTY & HBA-AAM Annual Picnic



In support of the Foundation's Walter R. Stoskopf Memorial Skilled Trades Scholarship

See page 12 for more information on attendance and sponsorship.

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Building Products News

WRITTEN BY NANCY ROZUM

Building products are continually evolving and improving and so are the services that assist builders to build and remodel homes more efficiently. Some of these products and services can also minimize labor and get products to the job site in a more timely fashion.

It's no secret that both lead times and costs have increased on many building products. Over the past several years, **Mans Lumber & Millwork** has added in-house manufacturing capabilities which can help builders and remodelers keep to their production schedules while taking advantage of factory-direct pricing. "Mans has had a Door Shop at our Canton location with all the heavy equipment necessary to pre-hang interior doors for over 15 years," said **Jeff Pagnier with Mans Lumber & Millwork**. "Our Door Shop can produce a pre-hung door order in 3 to 5 business days. Our Door Shop also has the machinery to provide square corner hinges without having to pass on to the customer the extra cost of the manual labor needed by most companies to machine for this hinge. Square corner hinges are trending in newer homes today and were used almost exclusively in homes built prior to the 1950s. Our in-house Door Shop and millwork operation are Mans' way to produce a quality product locally, in a timely fashion, at a reasonable price point. Within the last three years we also acquired **Legendary Millwork** in Troy." Founded in 1998, **Legendary** uses old world woodworking equipment and techniques to produce custom millwork from stile and rail doors to handrails to decorative trim. "With just a small sample of existing trim, **Legendary** can produce a perfect high-quality replica which makes renovating older and historic homes much easier," said Jeff.

The Structural Building Components Association reports that by using manufactured products, builders can produce approximately 2.5 more houses with the same jobsite labor, use 25 percent less wood product during construction and generate 30 times less jobsite waste due to precise specifications, helping to address ongoing labor shortages and materials availability as well as cost

challenges facing builders. "Our affiliate company, **Premier Panel Company** has been manufacturing wall panels for residential and commercial building projects since 2001," said **Bill Guthrie with Guthrie Lumber**. "The Empire State Building was built with components manufactured offsite then delivered to the site and assembled, so the concept is not new. With the current scarcity of carpentry labor, the wall panel market is an attractive option. Builders give us their plans and we identify and solve any issues before a carpenter's boots hit the mud. Utilizing wall panels and our prefabricated stairs, the structure of a house can be framed in about half the time it takes to do a stick-built home. Job site waste and related costs to dispose of the waste are minimized and so are weather delays. When carpenter contractors understand the benefits of using wall panels, they'll reduce their square foot fees as compared to stick-built walls. But I always say, the true savings comes from faster framing time, less waste on-site to be hauled away, and more important than anything, less headaches because we've worked the bugs out prior to the walls being manufactured," said Bill.

Karastan artisans have been weaving rugs and carpets in the United States for over 90 years. "Karastan has been known for their craftsmanship of luxurious carpets and rugs for almost a century," said **Steve McNamara, with Riemer Floors**. "The company recently made an entrance into the hard-surface side of the business, with the introduction of a complete line of hardwood and luxury vinyl tile. Those builders whose clients desire **Karastan** quality can now get that quality in carpet, rugs, hardwood and waterproof luxury vinyl tile from **Karastan**. Due to the popularity and our volume of **Karastan** products many of the new hard-surface products fit into our builder program." **Karastan's BelleLuxe** wood flooring is sourced from European oak and maple trees which have been prized by barrel-makers, papermakers and craftsmen of the finest stringed instruments. **LuxeCraft** luxury vinyl takes its inspiration from century-old sunken logs,

weathered barnwood and early 19th century Appalachian timber, meticulously capturing nature's imperfections in multilayer construction that resists water, scratches and dents. With the advancements in luxury vinyl tile (LVT), many new home buyers are selecting a wood look in LVT throughout their new home at a more affordable price than traditional wood. "We are



The Receptor: Deliveries are made outside and retrieved inside.

now stocking many of the luxury vinyl patterns to help our builders avoid supply chain issues," said Steve.

The home package delivery industry is exploding and it's not uncommon to see multiple packages stacked up beside a front door, dramatically detracting from the curb appeal most homeowners desire. "It's time for a dedicated place – a Receptor – to receive those packages, keeping them safe and out of the elements and creating a better outdoor aesthetic," said **Mike Janas with DB Delivery Solutions**. "Our Receptor is built into an outside wall and deliveries are received inside. The delivery driver uses a code, which can be provided on the shipping label, to open and place the packages in the Receptor using a programmable linked keypad." Homeowners can change the code anytime using a smart phone app. "Packages are put inside a home, garage or business without giving access into personal space," said **Missie Nordrum with DB Delivery Solutions**. "Homeowners don't have to put a big ugly box on the porch. Everything is secured inside the building." The Receptor comes in a variety of colors and textures to complement any home. "We can match stone, brick, siding or trim," said Mike. The company recently came out with a new size Receptor. "Our new website, GetReceptor.com highlights the new model – the Receptor 2.0 – which is 30" x 18" x 19", where the original Receptor 1.0 is 30" x 34" x 19", said Missie. Custom sizes are also available and the Receptor can be installed in existing buildings and new construction. "It's past time to create a space for purchases," said Mike. "Every new home builder should install them."

Paint on the walls of a home has the ability to define interior areas, to create focal points and to create a mood. The natural light coming into a room or the lack of light in a room can subtly change a paint color. Furnishings, woodwork and flooring can also have an effect on how the paint color appears on a wall. Manufacturers, like **Sherwin-Williams**, have come up with a host of solutions to help make selecting the perfect color of paint for walls easier, including 8" x 8" peel-and-stick color samples. Other paint manufacturers, such as Benjamin Moore, PPG and Valspar, also offer peel-and-stick samples. ■

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HBA Welcomes Leonard “Len” Jacosky, CPA, As Controller

HBA & AAM Professional Staff

HBA is pleased to welcome Leonard “Len” Jacosky, CPA, to our professional staff. He will fill the position of Controller, following the retirement of Richard “Rick” Campbell.

Len’s financial skills were honed during a long career in the auto industry after serving as a public accountant. He has held positions in both small businesses and large multinational corporations, including some assignments in non-financial areas such as purchasing. His broad professional experience is just one aspect of his career that makes him a valuable addition to HBA’s staff.

“We are fortunate to have Len join us,” said Forrest M. Wall, HBA’s CEO. “I am confident that his skills and dedication to getting results will prove to be beneficial to HBA’s growth and will bring value to our membership.”

Len holds a BS degree in accounting from Wayne State University and an MBA from Eastern Michigan University. He is a loyal WSU football fan and married to his high school sweetheart, Kim. They have two adult daughters, Kaylee and Aimee, and son-in-law Dirk. ■



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Single-Family Permits Continue To Slow While Multifamily Permits Continue Surge

MICHAEL C. STOSKOPF

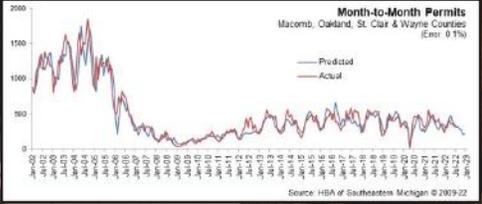
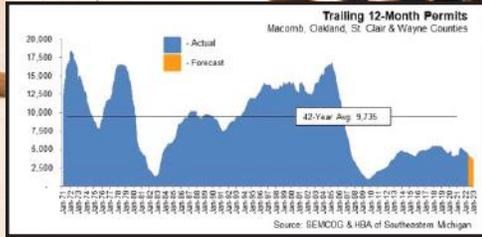
New Housing Permit Forecast



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Industry Metric	1-Month Ago	1-Year Ago
Employed Bureau of Labor Standards	-1.2%	2.4%
	1,861,379	
Workforce Bureau of Labor Standards	-0.5%	0.6%
	1,958,467	
North American Vehicle Production Ward's Automotive	3.7%	16.5%
	1,285,863	
Crude Oil Price Per Barrel NYMEX	10.2%	82.5%
	\$113.23	
30-Year Fixed Rate Mortgage + Points Freddie Mac	0.29 bp	2.74 bp
	6.42%	
Average Existing Single Family Sale Value HBA of Southeastern Mich	4.9%	7.4%
	\$323,128	
Average New Single Family Permit Value HBA of Southeastern Mich	9.5%	25.0%
	\$372,351	

Based on residential permit data compiled by HBA and reported in the *HBA/Carter Lumber Southeastern Michigan Residential Building Activity Report™* a total of **319** single-family home (SFH)



permits were issued in Macomb, Oakland, St. Clair and Wayne counties in June 2022.

Nearly 12 percent lower than May 2022's revised total of 360 permits, **June's total was 35 percent lower than the total for June 2021 (488)**. HBA's econometric model had forecast a total of 354 permits for the month. **Average permit values continue to increase, up 25 percent year-over-year (\$372,351)** and now at the highest point since HBA began tracking this metric in January 2012.

Multifamily (for rent) construction continued to surge in response to higher home prices, adding another 228 permits in June. The year-to-date total for 2022 of 1,557 is at its highest level to start a year since 1998 (2,575).

As reported last month, the biggest factor contributing to both the SFH slowdown and the multi-family surge continues to be the rise in the baseline 30-year fixed rate mortgage. **The 30-year rate, plus points, rose again in June to 6.42 percent representing an increase of over 2.7 basis points over June 2021.** This measure remains at its highest point since November 2008 (6.79%), during the Great Recession.

The continuing rise in average new permit values and existing SFH prices, combined with higher interest rates, creates affordability issues, thus driving the surge in multifamily for rent construction. Material and labor cost inputs to new construction continue to be up significantly, specifically lumber and oil prices, compared to pre-pandemic levels, even while lumber has decreased from its recent peak price.

Employment and North American Vehicle Production continue to show positive growth, compared to the same time in 2021, however the rate of increase is noticeably slowing. HBA's permit forecast for the next six months shows a continued slowdown. ■



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Ergonomics For Laborers And Skilled Trades

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

Whether it is fitting a door, installing a washer, tightening a leaky faucet, running electrical or just driving a nail, **ergonomics needs to be applied to each and every physical task that is performed.** When most people think of ergonomics they may think of a comfy chair or a desk set at a proper height for typing, but it is so much more than that. Ergonomics has become a trending word in everything from the news reports to business names to descriptions of car accessories. **The truth behind ergonomics is that the best time to incorporate them is when the job is being created. The second best time is right now.** Ergonomics is quite simply the most efficient way to go about doing something, period. Whenever an injury occurs, it is because there were additional unneeded forces created on the body. Streamlining work, while using the least



amount of strength to do the job is not only going to improve the job itself, but minimize injuries to the body, as well, and boosts productivity. To go about avoiding ergonomics altogether is costing you time, productivity and injury. The best time to implement ergonomics is when a job, task or operation is still in the development phase. Everything from purchasing the proper hand tools to ensuring everyone has supportive shoes to having equipment available, if a situation warrants the need for it.

Injury occurs when there is a lack of adequate personnel, equipment or available resources.

Starting off with hand tool handles – the next time purchasing anything that is meant to be held when used, there is a design factor that must not be ignored. Everything from the material it is made up of, to how it conforms to the hand should be considered. If it feels cheap, it will feel even cheaper when it is heavily used. Avoid hand tools with pre-formed finger slots. Ensure the

handle is large enough to grasp, but not so large that the hand can't fully close around it. Look for non-slip grips that are not too rough. **Take a moment right now to look at your palm, then slowly close your hand into a fist.** Halfway through closing, take a look at the opening between your fingers, palm and thumb. That shape is the shape you want to look for when choosing a tool's handle. It is usually not perfectly round, but oval in shape.

Shoes with good soles are probably the most important aspect of a job that involves being

on your feet most of the day. If you ever met someone who is cranky, it is most likely that they have uncomfortable shoes. Do not pick shoes for their design, but for protection and comfort. A comfortable shoe is one that has a supporting arch, a heel pad that absorbs the shock of each step, for millions of steps (1 million steps equals about 500 miles. The average person walks about 1,000 miles every year.) The shoes should allow good airflow. If your feet hurt by the end of the day, replace your shoes. If you can't replace them, get shoe inserts. You can get your feet scanned at almost any RX store that sells shoe inserts. (You will thank me later!)

Injury occurs when there is a lack of adequate personnel, equipment or available resources. This is where some creativity, design and planning come into play. Everything from implementing administrative controls that ensure team lifting for anything over "X" number of pounds, to utilizing inexpensive tools like appliance dollies, drywall lifts (which can be used for more than just drywall) or lifting straps. All of these, when used safely, minimize injuries. **While initially there may be a learning curve to these items, they will save time by means of not having loss time accidents or life-long injuries.**

Additionally, train workers and staff on means of ergonomic improvements and proper lifting. For any assistance with ergonomic training or improvements for specific tasks, reach me at Daday@compone.net ■

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Advocacy Update

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

Legislation Introduced To Restrict Criminal History Disclosure



Legislation which would prohibit rental property owners from requiring certain disclosures from prospective residents has been introduced in the Michigan House of Representatives. House Bill 6242 would create the Michigan Fair Chance Access to Housing Act. Under the proposal, a property owner is prohibited from the following:

- Inquiring about an applicant’s criminal history or arrest record
- Requiring disclosure of the applicant’s criminal history or arrest record
- Requiring an applicant to authorize the release of their background check report
- Printing, circulating, posting or publishing of a statement/ad/notice sign which indicates an application will be denied solely or in part on an applicant’s criminal history or arrest record

The legislation exempts criminal history or arrest record disclosures required under federal or state law, as well as disclosure of registration as a sex offender. However, prior to inquiry/disclosure under this exemption the property owner must determine if the applicant is qualified to lease after review of the application, and, provide written notice to the applicant (which explains disclosures required, lists reasons the application may be denied, and allows a signed consent with certain options).

The proposed legislation provides for a complaint process under the Michigan Department of Civil Rights (MDCR). The bill requires MDCR to investigate all complaints, but makes it optional for the department to send a copy of the complaint to the landlord and request the landlord to file a response. The department may also request relevant records or documents, and may conduct a hearing. After investigation of the complaint, the department may file for temporary relief against the property owner in district court. That temporary relief can include an order restraining the property owner from denying the application. Additionally, if the department finds the property owner violated the act, the department may impose civil fines and require payment of damages and costs, as well as “other relief the department considers appropriate.”

Finally, the legislation requires the department to create a form containing the following:

- A summary of an applicant’s rights under the law
- A list of legal resources available to an applicant

Once the form is created, property owners are required to attach it as an addendum to all lease agreements and rental applications. Property owners would also be required to post the form in a common area on the property.

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

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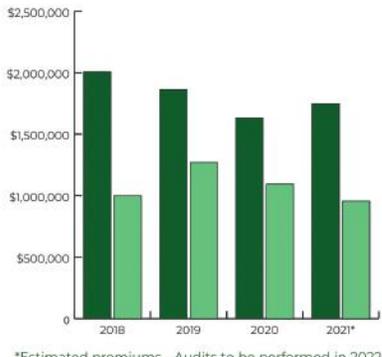
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*Estimated premiums - Audits to be performed in 2022.

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TUESDAY, AUG. 16

HBA 101: NEW MEMBER BREAKFAST

Learn how to make the most of your HBA membership benefits and meet CEO Forrest M. Wall, CAE.

Time: 8:30 a.m.

Place: HBA OFFICES #202

No Charge - Advance Registration Please



WEDNESDAY, SEPT. 7

REMODELERS COUNCIL ROUNDTABLE LUNCH Problem Solving For Remodelers

Time: Noon

Place: HBA OFFICES - 1ST FLOOR
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Cost: \$10/person, Including lunch
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