

BUILDING

Business & Apartment Management

OCTOBER 2022



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

Kitchen Design & Technology THE NEWEST IN PRODUCTS AND TRENDS



*Kitchen designed by Sandra Daubenmeyer of KSI Kitchen & Bath
for a new home community by Mocer Companies in Rochester*

AWARDS RECOGNITION & HOLIDAY CELEBRATION

WEDNESDAY, DECEMBER 7, 2022

HONORING OUR OUTSTANDING LEADERS

builders.org/events.php

- ▶ **Single-Family Permits Rebound Slightly – 6**
- ▶ **A Fond Farewell To Michael Stoskopf – 7**
- ▶ **Need Assistance With Recruitment? – 8**
- ▶ **Advocacy Update by CEO Forrest Wall – 11**
- ▶ **News & Events: Register Today – 14**

Made in Michigan



Beauty begins with the Signature of Quality and Craftsmanship

Creative Designs Plus
Brighton • 810-220-0020

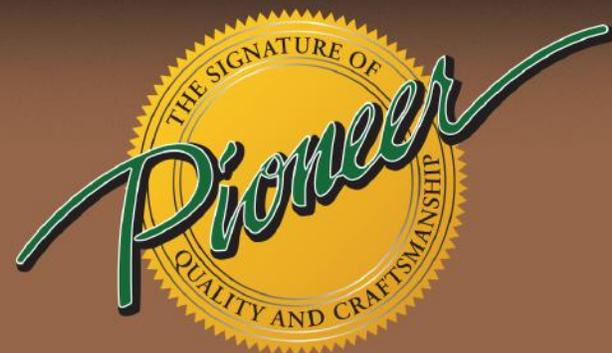
Mans Kitchen & Bath
Canton • 800-TRY-MANS

The Kitchen Master
Farmington • 248-478-8888

Studio Design and Millwork
Utica • 586-726-5537

Mans Kitchen & Bath
Trenton • 800-TRY-MANS

Nu-Way Kitchen & Bath
Utica • 586-731-4000



CABINETS, INC.

For more information on Pioneer dealers, visit our web site at
www.pioneercabinetry.net

FEATURES

- 2 Kitchen Design & Technology**
The Newest In Products and Trends
 - 6 Single-Family Permits Rebound Slightly**
New Housing Permit Forecast by Michael C. Stoskopf
 - 7 A Fond Farewell to Michael Stoskopf**
HBA-AAM Annual Picnic
 - 8 Need Assistance With Recruitment?**
PWB Lunch, Learn and Networking with MI Works!
 - 10 Working On Or Near Roadways**
Safety Guidelines For Property Managers
 - 11 Advocacy Update**
CEO Forrest M. Wall, CAE
 - 12 HBA Annual Golf Outing**
 - 14 News & Events For October & November**
 - 16 Thank You New and Renewing Members**
 - 16 Valued Advertisers**
- Inside Back**
Made In America/Built In Michigan



Bobby Gasser (left) of Sherwin Williams with HBA CEO Forrest M. Wall at the September 15 HBA Golf Outing. Bobby won the Closest to the Pin for Men contest. See page 12 for more photos.



Barb Burnham (left) Professional Women in Building Council (PWB) Chair with Cindy Maxwell-Phillips at the August 10 Annual Picnic and Fond Farewell to Michael Stoskopf. See page 7 for more photos.



Andrea Rokicsak (left) and Kelsey Powell, trustees and Social Media co-chairs for the PWB at the September 8th Lunch, Learn and Networking seminar with MI Works!. See page 8 for more photos.

HOME BUILDERS ASSOCIATION OF SOUTHEASTERN MICHIGAN

EXECUTIVE COMMITTEE

PRESIDENT

Ben Templeton

FIRST VICE PRESIDENT

Rino Soave

TREASURER

Jason Minock

SECRETARY

Tim Capaldi

IMMEDIATE PAST PRESIDENT

Bob Tedesco

builders.org™

VICE PRESIDENTS

Barbara Burnham
Vito Castellana
David Steuer
Brian Szliter

ASSOCIATE VICE PRESIDENT

H. William (Bill) Freeman

CEO — Forrest M. Wall, CAE



APARTMENT ASSOCIATION OF MICHIGAN

PRESIDENT

Warren Rose

FIRST VICE PRESIDENT

Karlene Lehman

IMMEDIATE PAST PRESIDENT

Matthew Lester

PAST PRESIDENTS

Allen Amber
Jeffrey Kaftan
Melvin Kaftan
George M. Nyman

CEO

Forrest M. Wall, CAE

VICE PRESIDENTS

Cary Belovicz
Mitchell Bleznak
Jonathan R. Borenstein
Jay Brody
Kevin Dillon
Leslie Lewiston Etterbeek
Howard Jacobson
Andrew Kuhn
Aaron Rosenhaus
Shawn Stafford
Michael E. Tobin
David Wilkins



PUBLICATION CREDITS

PUBLISHER

Home Builders Association of Southeastern Michigan

EDITOR

Susan Adler Shanteau

COPY EDITOR

J.R. Shanteau

CONTRIBUTING WRITERS

Nancy Rozum
Michael Stoskopf

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 © 2022 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

Kitchen Design & Technology

The Newest In Products and Trends

WRITTEN BY NANCY ROZUM

Kitchen design is continually evolving and so is the technology that is being introduced into the kitchen landscape. Homeowners spent more time at home, and more time in their kitchens, during the pandemic which created a desire in consumers to bring more individuality and functionality into their kitchens.

Many homeowners continue to work from home either most of the time or part of the time. “After years of removing the desk space in the kitchen, we are finding more consumers requesting some type of flex space in the kitchen that can offer this function,” said **Kristin Andrews with MANS Lumber & Millwork**. “Another trend we are seeing is toward maximizing window and natural light spaces. I think this stemmed from the pandemic when a lot of people started gardening. Now they want to grow indoor house plants and herbs throughout the year in their own kitchens. One way to meet their needs is to place open or glass shelving around or in front of windows.” As a nod to nostalgia, vintage statement items are making their way into kitchens. “Clients are recreating the furniture look with “integrated” furniture pieces,” said Kristin. “In terms of color, white is still popular however more

neutral, matte and bright earthy tones are being requested more and more by customers. Beiges, taupes, and warm grays are all still popular, but the color range is on the lighter side with these choices and matte or textured surfaces seem to be trending.” Technology is gradually gaining traction in kitchens. “I’m seeing more investments in higher-end custom appliances,” said Kristin. “Many of these appliances offer smart technology which uses a smartphone or other device to control appliances remotely.”

The kitchen is the catch-all room for everything and kitchen cabinet organizing accessories can offer some great solutions to keeping the clutter out of sight. “A charging station within a pull-out drawer can solve the unsightly problem of cell phones and charging cords littering kitchen countertops,” said **Sabrina Parisi with LaFata Cabinets**. “Any item a homeowner can get off their counters provides more work space. Instead of keeping salt, pepper, and other cooking staples cluttering countertops, homeowners are increasingly turning to organizing solutions such as drawer inserts and pull-out pantry accessories to access frequently used items easily but keep them out of sight when not in use.” Many homeowners have small appliances

like toasters and air fryers on their counters. “Reducing the countertop clutter of these small appliances is easier than ever using cabinet solutions,” says Sabrina. “There are plenty of storage options for inside cabinetry, like a kitchen mixer pull-out platform on which you can place the mixer when in use but which tucks back into the cabinet and out of the way when not in use. Another great organizing item is a drawer pull-out to store k-cups, pods and coffee containers so homeowners don’t have to keep a carousel on the counter. The most popular must-have in the kitchen is a waste container pull-out which frees up floor space and removes kitchen refuse from sight.”

Kitchen countertop design trends are shifting slightly. “While white countertops with grey veining are still popular with homeowners, we are seeing more white quartz countertops with brown and blue veining,” said **Maxwell Ohnezeit with Cutting Edge Countertops**. “Other trends in countertops include waterfall legs, full-height back splashes and thicker edge profiles. Natural stone is three centimeters thick, but man-made materials can be thinner so an option homeowners gravitate toward is adding a mitered edge so the material looks thicker. We’re seeing this more and more with compact surface.” Cutting Edge Countertops has recently expanded into the Columbus, Ohio, market. “We are doing about 60 projects a day which has allowed us to buy certain items in bulk at a better price point and pass those savings on to our customers,” said Maxwell. Cutting Edge Countertops is currently not experiencing delays in obtaining most products. “Our Studio Collection is a group of selected materials from different vendors that we keep in stock,” said **Cindy Rae with Cutting Edge Countertops**. “There are currently 40 natural stone colors and 35 quartz colors in our Studio and Edge Collections so builders, remodelers, contractors and homeowners have a reliable selection of in-stock material. This allows us to schedule both template and install dates up-front – two weeks apart on most projects.”

White shaker remains the dominant style in kitchen cabinets. “About 60 percent of

Big Georges HOME APPLIANCE MART
Witbeck HOME APPLIANCE MART
APPLIANCES - BBQ GRILLS - SMART HOME - FIREPLACES

VISIT US AT BIG-GEORGES.COM
ANN ARBOR • WEST BLOOMFIELD • PETOSKEY



Project with Cranbrook Custom Homes



KSi
 CABINETRY
 Design | Sales | Service



LET US HELP YOU CRAFT YOUR NEXT MASTERPIECE.

A WIDE BREADTH OF CABINETRY: PRODUCTION, SEMI-CUSTOM, CUSTOM, LUXURY
 DESIGN CENTERS AVAILABLE TO ASSIST IN CLIENT CONSULTATION
 ACCURATE MEASUREMENT | DEDICATED BUILDER SUPPORT | RESPONSIVE SERVICE

ANN ARBOR | BIRMINGHAM | BRIGHTON | BYRON CENTER | COMMERCE | GRAND RAPIDS | LIMA | LIVONIA | MACOMB | TOLEDO

ksikitchens.com/builders | builders@teamksi.com | 810.229.9554 ext.3





our market is white shaker cabinets but we are seeing other things, like custom colors on cabinets, gradually coming into the mix,” said **Dave Megge with Carter Lumber**. “You can now pick any Sherwin Williams color and cabinet manufacturers can provide cabinets in that color. This is popular for accessory pieces like islands. Painting the island a different color than the surrounding walls is still trending with about 40 percent of our customers doing two-tone color schemes in the kitchen. Customers also like mixing textures, with painted kitchen cabinets with stain on the island or vice versa.” More customers desire higher-end appliances. “Folks are accessorizing their white shaker cabinets with lots of outstanding appliances,” said Dave. “They are also adding more organizing solutions within their cabinets, investing in conveniences for the cook.” Quartz countertops are increasingly popular. “They are really dominating a market where granite was number one for a long time,” said Dave. “Quartz is impervious to water and staining and it’s very sanitary.” Kitchen

flooring is leaning toward luxury vinyl plank. “It is registered and embossed to realistically replicate the wood look, it’s warmer and more comfortable to walk on, and it’s easier to maintain than natural wood flooring.”



Here is an old Dearborn home designed with a “desk” space masking an old radiator in their working pantry. Designed by Brianna Hogberg, MANS Kitchen & Bath.

Lighting today has gone high-tech, with kitchen lighting being no exception. “We are doing lighting in cabinets, under cabinets, in toe-kick areas and in other areas where kitchen tasks are being performed,” said **Lauren Tolles with KSI Kitchen & Bath**. “While work surfaces should be well lit, lighting can also create a mood such as when we add back lighting to bar areas. Lighting can be integrated with smart phone systems so the customer doesn’t have to have a

bunch of different controls. Today’s lighting can be programmed to switch on to pre-set levels with the touch of a button, which is especially convenient when entertaining guests.” There has been a subtle shift toward a new transitional style. “We are seeing more warmth introduced to those clean lines through the use of detail such as mouldings, mixes of metals, and fresh colors that reflect the homeowners’ personalities. We are creating warmth again with more visual interest and textures introduced into spaces. Even white shaker cabinets are losing a bit of ground to different door styles and wood species.” Porcelain is moving into the kitchen. “We’re using more two-centimeter-thick porcelain slabs now for backsplashes and countertops,” said Lauren. “Porcelain doesn’t etch or stain like real stone,

is easy to maintain, and realistically mimics the look of real stone.”

Smart kitchen appliances have been embraced well by consumers according to **Joe Legato with Bill & Rod’s Appliance**. “Connecting smart appliances to home WiFi via apps has gotten easier,” said Joe. “Most manufacturers have now made it a simple process. Consumers are finding that the features on smart appliances are easy to use and they make sense. From something as simple as a reminder to change the water filter in your refrigerator, to getting an alert when the oven has finished pre-heating or the timer has gone off, to downloading a new cooking cycle, smart appliances

are making kitchen tasks easier.” Smart appliance technology is constantly evolving to provide more benefits to consumers. “They are coming out with an air sous vide cooking cycle where if you have an air frying system in your oven it should be capable of performing sous vide cooking,” said Joe. “Cleaner appliances are also trending with LG offering UV light technology to sterilize frequently touched areas of a refrigerator and GE partnering with Microban to offer similar bacteria resistance on its appliances.” On the design side, Samsung has a new line called Bespoke. “This line offers custom panels, currently for refrigerators and dishwashers, which most people can change themselves. These interchangeable panels provide a really cool custom look at a lower cost.” ■

Eric Ellstrom

248 308 3745



22264 Novi Road • Novi, MI 48375
www.novihomedesigncenter.com



For taste as nature intended. For better living.

Experience the kitchen suite designed to enhance nature's flavors and inspire culinary creativity.



Available at:



Visit billandrodsappliance.com to learn more.

15870 Middlebelt Road Livonia, MI 48154 | 734-425-5040

Single-Family Permits Rebound Slightly; 12 Month Total Declines

MICHAEL C. STOSKOPF

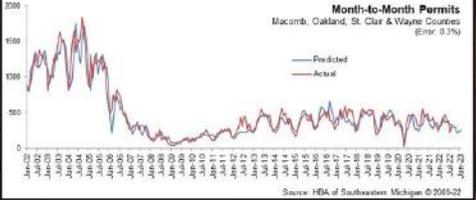
New Housing Permit Forecast



carterlumber.com
kitchens.carterlumber.com



Industry Metric	1-Month Ago	1-Year Ago
Employed Bureau of Labor Standards	1.7%	3.2%
	1,913,904	
Workforce Bureau of Labor Standards	0.5%	-1.1%
	1,984,569	
North American Vehicle Production Ward's Automotive	40.1%	22.6%
	1,386,353	
Crude Oil Price Per Barrel NYMEX	-7.6%	51.7%
	\$102.26	
30-Year Fixed Rate Mortgage + Points Freddie Mac	-0.19 bp	2.48 bp
	6.02%	
Average Existing Single Family Sale Value HBA of Southeastern Mich	-0.9%	7.9%
	\$311,286	
Average New Single Family Permit Value HBA of Southeastern Mich	-9.2%	15.9%
	\$347,109	




Based on residential permit data compiled by HBA and reported in the *HBA/Carter Lumber Southeastern Michigan Residential Building Activity Report™* a total of 302 single-family home (SFH) permits were issued in Macomb, Oakland, St. Clair and Wayne counties for August 2022. HBA's econometric model had forecast a total of 332 permits for the month.



The month-to-month rebound in new home permits was led by Oakland County with 148, accounting for nearly half of the permit total for the month and far outpacing Macomb (80), Wayne (61) and St. Clair (13) counties.

While up 38 percent compared to July 2022's revised total of 219 permits, **August's total was over 22 percent lower than August 2021 (389)**. As a result, the trailing 12-month total for SFH permits now stands at 3,998, falling below the 4,000-permit threshold for the first time since March 2013 (3,981). The clear slowdown of new SFH permits in southeastern Michigan is mirroring a nationwide recessionary trend in new home building activity.

While decreasing 9 percent from a seasonal peak in July, **August's average permit value (\$347,109) continued to climb year-over-year, up nearly 16 percent compared to August 2021 (\$299,450)**. While fuel costs have moderated somewhat, material and labor cost inputs to new construction continue to be up significantly compared to pre-pandemic levels.

Multi-family (for rent) construction, **which surged during the past 8 months (average of 246 permits per month), dramatically slowed with just 22 permits issued in August 2022**.

The baseline 30-year fixed rate mortgage rate continues to be the biggest factor contributing to both the SFH slowdown and the multi-family surge. **The 30-year rate, plus points, continued to stabilize in August at 6.02 percent, down for the second straight month but still up by nearly 2.5 basis points compared to August 2021**.

While its significance remains to be seen, **August's North American Vehicle Production increased by nearly 23 percent year-over-year and is the second highest monthly production total in nearly two years**. ■





Energy Savings. Five-Star Ratings.

Insulation is one of the easiest improvements that deliver the largest financial savings. Insulation helps keep heat inside your building, without letting it escape through the roof.

Not only does insulation decrease heating and cooling costs for tenants, but also, minimizes heat transfer and protects against condensation, keeping temperatures more regulated and the building more comfortable.

Types of Insulation Amistee Uses



Fiberglass



Cellulose



Spray Foam

49^{R-Value}

Recommended R-Value for an Attic

Contact Us:
(877) 349-8877

Email Us:
info@amistee.com

Visit Us Online:
www.amistee.com

Annual Picnic And A Fond Farewell To Michael Stoskopf

\$750 PROCEEDS FROM THE EVENT DONATED TO THE WALTER R. STOSKOPF MEMORIAL SCHOLARSHIP

On August 10, 90 members and guests gathered to congratulate the 2022 Skilled Trades Scholarship Winners and bid a fond farewell to retired CEO Michael Stoskopf. The event, held at the Links of Novi Singh, generated a donation of \$750 in proceeds that have been donated to the Walter R. Stoskopf Memorial Scholarship, in Michael's honor.



Members of HBA's Professional Women in Building Council presenting a gift to retired CEO Michael Stoskopf.



HBA CEO Forrest M. Wall (right) making heartfelt remarks to retired CEO Michael Stoskopf.



Ian Tokie (left) receiving his scholarship check from major donors Paul & Cheryl Robertson.



Cadar Torrence (left) receiving his scholarship check from Chris Compo.



© 2022 Cutting Edge Countertops, Inc.



At Cutting Edge Countertops we provide outstanding craftsmanship with meticulous care in all projects, big and small. Family owned and trusted, we offer an extensive selection of materials and colors with quick project turnarounds. Plus, you can expect exceptional customer service as we bring your countertop vision to life.

Call us to schedule an appointment!

Troy
192 E. Maple Rd
248.509.4838

Wixom
30475 S. Wixom Rd
248.926.8000

Granite • Quartz • Marble • Quartzite • Compact Surface

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

PWB Seminar

Need Assistance With Recruitment?

On Thursday, September 8, HBA's Professional Women in Building Council (PWB) held a luncheon event featuring Lori Spicer and Drew Kindt of the Business Solutions Team, Oakland County Michigan Works! Troy.



This agency may be one of the best kept secrets in Southeast Michigan and the Troy Business Solutions Team with over 10 years of combined workforce experience shared their secrets to navigating their programs and grant opportunities.

Visit this link for the **Going Pro Talent Fund** information sessions sheet they want to share with all HBA members. If you have questions, please contact Denise Vanhee: Dvanhee@troy.K12.Mi.us **LINK:** [https://biasem-mi.builderfusion.com/bf/messaging/Art For Weekly Email/COUNCILS/MI Works Going PRO Talent Fund.pdf](https://biasem-mi.builderfusion.com/bf/messaging/Art%20For%20Weekly%20Email/COUNCILS/MI%20Works%20Going%20PRO%20Talent%20Fund.pdf)



PWB Chair Barb Burnham (left), Cindy Maxwell-Philips and JoAnn Perry of Tech Automation.



Laura Fergle (left) and Amy Palma of Trevarrow.



Lawrence Walters (left) and Marty Johnson of AV Imagined.



ENDORSED AGENTS

Call These Agents For Your Insurance Needs

First Independent Agency CLINTON TOWNSHIP
Christy Stager **(586) 576-2023**

George B. Ford Agency, Inc. NOVI
Mark Churella or Kathleen Quinlan **(248) 348-8200**

The Huttenlocher Group WATERFORD
David Oates or Cathy McLeod **(248) 681-2100**

Kennedy Nemier Insurance Services PLYMOUTH
Karen Nemier 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

DETAILS MAKE THE DIFFERENCE.



For the cabinets, countertops, tubs, fixtures, faucets and more that make kitchens and bathrooms distinctive, turn to Wittock Kitchen and Bath. Our extensive selection of brands, expert consultation and outstanding customer service can help you create spectacular environments that are beautiful to look at and magnificent to live in. Visit our showrooms today.

Wittock Kitchen and Bath
Division of Standard Electric Company

wittock.com

BIRMINGHAM
950 S. Old Woodward Ave.
Birmingham, MI 48009
(248) 283-8400

GAYLORD
1100 Gornick Ave.
Gaylord, MI 49735
(989) 732-1690

SHELBY TOWNSHIP
50800 Corporate Dr.
Shelby Township, MI 48315
(586) 731-4111

TRAVERSE CITY
1610 W. South Airport Rd.
Traverse City, MI 49686
(231) 946-5160

Working On Or Near Roadways

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

Regardless of your exact scope of work, at some point in nearly everyone's job they may find themselves working near a road. Roadways pose serious hazards, not only for motorists, but for pedestrians, cyclists, and workers. Whether collecting the mail, picking up trash, cutting the grass, shoveling sidewalks, or even pouring concrete, all of these could mean standing near or on the road. It is important to know where the hazards occur, how to recognize hazardous work situations, and how to keep yourself safe while working near a road way.



According to the CDC, for every 5 motorist that are killed in crashes, 1 pedestrian's life is also taken. While speed is always a large factor, it is not the best gauge used to measure your risk; most vehicle/pedestrian fatal accidents occur in urban areas, away from intersections, and at night. If you find yourself being in this area or category, ensure you take extra precaution when working. Even if you are not in this category, you still may not be completely safe while working near the roadway. Accidents can occur almost anywhere, especially with motorists distracted now more than ever with cell phones, infotainment controls, and everything else.

Plan your work around traffic, if at all possible. If you just have a simple task that involves walking or working near the road for a short period of time, plan on doing these tasks between 10 AM and 11 AM or in the afternoon between 2 PM and 3 PM. Absolutely avoid, if at all possible, work during rush hours. The typical rush hour starts around 7 AM to 10 AM and occurs in the afternoon again from 4 PM to 7 PM. While all these times may change depending on your location, it is best to observe and record when the traffic is the slowest in your areas. Sometimes work schedules should be changed up to avoid the busiest traffic times. You see this with highway construction. Highways tend to have more work at night, not only due to less heat, but also because there is significantly less traffic. Just be aware of your local laws as there may be ordinances that do not allow certain work to be performed before certain times.

If you find yourself working heavily near roadways, you may find yourself in the category of having to comply with OSHA's (or MIOSHA's) PPE regulations on high visibility apparel and general duty clause. If you do, then all employees performing work on or exposed to vehicles or construction equipment must have safety vest worn (referencing MIOSHA's PPE Standard). Safety vest or shirts must meet ANSI 107

Class 2 (sometimes written as ANSI Class II) or Class 3 (III). The difference of vest requirements would be the speed of traffic or the amount of traffic or hazards present. Even if you do not meet the full requirement to mandate high visibility apparel, as a general rule of thumb it is always a good idea to wear bright colors or even high visibility whenever working near vehicles in areas such as parking lots, driveways, areas where industrial vehicles are present, and especially near traffic and roadways.

General safety should be taught for all, as safety is not as common sense as most people think. Some general safety tips for working near traffic are: never turn your back to traffic, ever; never walk between 2 parked vehicles immediately next to a roadway, if one is hit then it will pin you between the vehicles; never use earbuds or look at your phone while walking or working near a roadway; do not assume a car can see you, always wait until the vehicle comes to a complete stop before entering a roadway; and lastly, the best way to make all pedestrians safer is to make all of us drivers safer behind the wheel. ■

Future-proof your laundry.

Keep your residents happy with WASH's digital laundry room solutions.

- ✓ Mobile pay, credit card and laundry card options
- ✓ Unparalleled security
- ✓ Fewer service calls, vandalism and theft
- ✓ Refunds, service requests, payments and more through the WASH-Connect mobile app

Ditch the quarters and choose mobile pay!

Visit wash.com/mobile or call **800.777.1484** to future-proof your laundry room today!

2022 AAM Officers

WARREN ROSE
PRESIDENT

FIRST VICE PRESIDENT - KARLENE LEHMAN

IMMEDIATE PAST PRESIDENT

- Matthew Lester

PAST PRESIDENTS:

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

VICE PRESIDENTS:

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

CEO, Forrest M. Wall

Advocacy Update

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

Elevator Legislation Introduced

Legislation which would impact apartment properties with elevators has been introduced in the Michigan Senate. The proposed law would require apartment owners to provide “reasonable accommodations” to residents in situations where less than 50 percent of functional elevators in the property are working and the nonfunction of elevators may result in life threatening consequences to residents. Reasonable accommodations are defined in the legislation as “a modification or an adjustment made that is based on a proven need.” It goes on to specify this must include notifying residents of applicable resources and phone numbers for those resources (including 211), and the following:



- Engaging volunteer groups or individuals to assist a resident with mobility issues with purchasing and delivering groceries, running errands, or doing laundry
- Increasing the amount of time management and maintenance staff stays on-site during work hours
- Paying for a hotel room for a resident with ongoing medical needs and who requires appointments outside the home on an ongoing basis
- Temporarily relocating residents affected by a nonfunctional elevator to vacant ground floor units or to another multifamily dwelling managed by the owner or to a hotel

The legislation also requires property owners, within 6 months of the effective date of the act, to prepare a written plan containing the accommodations the owner will provide in the event that less than 50% of the functional elevators are working. That plan must be presented on a standard form that is to be created by the Michigan State Housing Development Authority (MSHDA). The property owner must submit the plan to MSHDA for approval, and post the plan in a common area and provide a copy to each resident. If MSHDA denies the plan they can request revisions, or, if they determine the plan to be discriminatory then it is referred to the Michigan Civil Rights Commission

Penalty provisions for failure to comply with the written plan include:

- Not more than \$500 civil fine for property with 4 or fewer floors
- Not more than \$1000 civil fine for property with 5 or more floors
- The civil fine must be increased by 10% every 30 days until compliance

Help AAM Make A Difference In Election 2022!

As we race towards election day on November 8th, the importance of this particular election year cannot be understated. First, all key leadership posts (Governor, Attorney General, Secretary of State) and legislative offices are up for grabs. Second, redistricting has altered the landscape of our state legislative districts, with control of the Michigan House and Senate up

TK DESIGN
FOR ALL YOUR DESIGN NEEDS

Leading the nation in single family, multi-family, and apartment design.

TK DESIGN
CREATIVE • COLLABORATIVE

TKHOMEDSIGN.COM | 248.446.1960

for grabs. Given this, your Apartment Association’s role in researching and financially supporting candidates for state office is vitally important to the health of the multifamily rental property industry. One great way you can assist us in this effort is by supporting AAM-PAC. AAM-PAC is the Apartment Association’s political action committee, which utilizes contributions from members and aggregates them into one fund. This fund is used to financially support those candidates who understand the important role of rental housing in Michigan’s economy. In short, we do the legwork for you to find the candidates who will best represent your business, and then support their campaign. Please call Riva Gulli at 248-862-1002 to make your contribution today! AAM-PAC contributions must be made via personal, partnership, LLP, or LLC ■

*Awards Recognition
& Holiday Celebration*

*Wednesday, December 7
6:00 p.m.*

Make Your Reservations Today!
www.builders.org/events.php

CARTER

— KITCHEN & BATH —



50% OFF

KraftMaid Cabinetry list price on orders placed by December 23, 2022

KraftMaid Cabinetry

6600 Highland Rd
White Lake, MI 48383
(248) 887-8853

46401 Erb Drive
Macomb, MI 48042
(586) 913-8700

carterlumber.com/kitchens

Annual Golf Outing

HBA Annual Golf Outing

On September 15th, 120 HBA members and guests enjoyed a day of perfect weather, networking and fun. The First Place Team was Todd Spink, Brock Spink, Sam Spink and Jay Karwoski with a score of 51. Closest to Pin for Men winner was Bobby Gasser of Sherwin Williams. Long Drive for Men winner was Drew Henson of Carter Lumber. Long Drive Ladies winner was Jenni Abraham of ICF.



THANK YOU SPONSORS

PRESENTING SPONSOR



New Home Construction Programs



Your Dream Kitchen



Lafata
Cabinets

LAFATA CABINETS HAS BEEN FAMILY OWNED & OPERATED SINCE 1962. WE ARE PROUD TO MANUFACTURE QUALITY CABINETS TO HOME BUILDERS IN SOUTHEAST MICHIGAN

WWW.LAFATA.COM • 800.LAFATA.1 • SHELBY TWP • WEST BLOOMFIELD

Find the most current information on Association events and **ONLINE REGISTRATION** at builders.org/events.php



REAL ESTATE CONTINUING EDUCATION

MEETS THE STATE MANDATED REQUIREMENT FOR 6 HOURS CONTINUING ED FOR REAL ESTATE LICENSE RENEWAL

MONDAY, OCTOBER 10, 2022
HBA's Only Class This Year

INSTRUCTOR: LORI CHMURA

Middleton Training

TIME: 8:30 a.m. - 3:30 p.m.

PLACE: Association Offices
SUITE 202

30400 Telegraph Rd
Bingham Farms 48025
NORTH Entrance

COST: \$80/Member; \$125/Guest
Includes Continental Breakfast & Lunch



REGISTER FOR ALL EVENTS ONLINE AT:
WWW.BUILDERS.ORG/EVENTS.PHP

TUESDAY, NOVEMBER 8 SALES & MARKETING COUNCIL

MORE THOUGHT PER SQUARE FOOT:
How Builders Are Increasing Margin Through Design



Program presented by Todd Hallett, TK Design & Architecture

- Design Dos and Don'ts for 2023
- Lean Design secrets

- How architectural technology is enabling builders to reduce mistakes and increase margins.

ALL HBA MEMBERS AND GUESTS ARE INVITED TO ATTEND!

Time: 8:30 a.m. - 10:00 a.m.

Place: HBA OFFICES - 1ST FLOOR
30400 Telegraph Road
Bingham Farms 48025

Cost: \$10/person, Including Continental Breakfast. EAST Entrance.

THIS IS AN IN PERSON EVENT ONLY!
Advance Registration Please

GENEROUSLY SPONSORED BY
HANSEN MARKETING



THURSDAY, NOVEMBER 10
PWB TREVARROW, INC. SHOWROOM TOUR AND STROLLING LUNCHEON
Save The Date!
More Info To Come!



TUESDAY, NOVEMBER 15
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.



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:
<https://www.carterlumber.com/>

4.5 AC LIVONIA
Site Plan Approved
Senior Living Apartment and Condominiums

Contact: Wendy Acho at
248-563-0739
or acho@farbman.com

Hosted By: Forrest Wall, CEO

Time: 9:00 a.m.

Place: HBA Suite 202
30400 Telegraph Road
Bingham Farms 48025

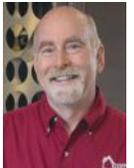
Please use North Entrance

WEDNESDAY, NOVEMBER 16
REMODELERS COUNCIL ROUNDTABLE LUNCH
Problem Solving For Remodelers

Time: Noon

Place: HBA OFFICES
1ST FLOOR
30400 Telegraph Road
Bingham Farms 48025

Cost: \$10/person, Including lunch
Advance Registration Please



AWARDS RECOGNITION & HOLIDAY CELEBRATION

DECEMBER 7, 2022

builders.org/events.php

FERGUSON
Bath, Kitchen & Lighting Gallery



JENNAIR

BRING YOUR VISION TO US

The experts at Ferguson Bath, Kitchen & Lighting Gallery are here to help create a home that's as extraordinary as you are.

Any project, any style, any dream—bring your inspiration to Ferguson Bath, Kitchen & Lighting Gallery. Visit [build.com/ferguson](https://www.build.com/ferguson) to schedule your personalized showroom experience today.

YOUR LOCAL SHOWROOM:
TROY
ANN ARBOR

Welcome New Members

SPONSORS LISTED BELOW IN RED

ASSOCIATE MEMBERS

EDUCATED GARAGE

1659 ROCHESTER RD, TROY, MI 48084

STEVE BESTER (248) 649-1940

BEN TEMPLETON, TEMPLETON BUILDING CO.

GRIFFIN MARBLE RESTORATION

PO BOX 206, ROMEO, MI 48096

TAMARA GRIFFIN (586) 281-3211

PLANTE MORAN REIA

3000 TOWN CENTER, #100

BLOOMFIELD HILLS, MI 48301

DOUGLAS SMITH (248) 640-3142

JAMES CLARKE, ROBERTSON BROTHERS

WOLVERINE CABINET CO.

333 W. 7TH ST., #280, ROYAL OAK, MI 48067

JAI MCDONNIEAL (248) 397-8932

BEN TEMPLETON, TEMPLETON BUILDING CO.

YOUNG & CHAMPAGNE ELECTRICAL SALES

7500 INTERVALE AVE, DETROIT, MI 48238

TOM O'ROURKE (313) 491-6500

MICHAEL MCCOLGAN, FERGUSON BATH, KITCHEN & LIGHTING GALLERY

SUBCONTRACTOR MEMBERS

COLVIN SERVICES, INC.

49710 8 MILE RD, NORTHVILLE, MI 48167

STEVEN COLVIN (248) 767-2015

BEN TEMPLETON, TEMPLETON BUILDING CO.

DIGITAL INTERIORS

639 N ROCHESTER RD, CLAWSON, MI 48017

CRAIG CUSHING (248) 921-9598

STYLES SERVICES, LLC

4947 CHIPMAN, WATERFORD, MI 48327

MICHAEL SCHIHL (248) 210-8029

BEN TEMPLETON, TEMPLETON BUILDING CO.

AFFILIATE MEMBERS

G FISHER CONSTRUCTION CO.

31313 NORTHWESTERN HWY, #206

FARMINGTON HILLS, MI 48334-2577

JOSH FISHER (248) 855-3500

GRIFFIN MARBLE RESTORATION

16930 31 MILE RD, RAY, MI 48096

KEITH GRIFFIN (586) 713-2680

LANDMARC BUILDING DEVELOPMENT, INC

2161 ROLLING HILLS DR, HOLLY, MI 48442

EMILY LAZENBY

LOMBARDO HOMES

13001 23 MILE RD, #200

SHELBY TWP, MI 48315

BOBBIE CESA (586) 781-7900

LOMBARDO HOMES

13001 23 MILE RD, #200

SHELBY TWP, MI 48315

DARLA HARTLINE (586) 781-7900

LOMBARDO HOMES

13001 23 MILE RD, #200

SHELBY TWP, MI 48315

KRISTIN JOHNSON (586) 781-7900

NEWMYER DISTINCTIVE REMODELING

3081 HAGGERTY RD, #1

WALLED LAKE, MI 48390

AIMEE BROWN (248) 669-3500

RAM CONSTRUCTION SERVICES OF MICHIGAN INC

13800 ECKLES RD, LIVONIA, MI 48150

KATLYN CIARAVINO (734) 464-3800

TCI REMEDIATION

301 APPIAN WAY DR, #302, BRIGHTON, MI 48116

BRANDON SACKER (517) 231-9099

TOLL BROTHERS INC.

26200 TOWN CENTER DR, #200, NOVI, MI 48375

KEITH PATTON (248) 305-4000

TOLL BROTHERS INC

26200 TOWN CENTER DR, #200, NOVI, MI 48375

SARA FINLAYSON (248) 305-4000

TOLL BROTHERS INC.

26200 TOWN CENTER DR, #200, NOVI, MI 48375

TRACY SHINNEMAN (248) 305-4000

WOLVERINE CABINET CO.

333 W. 7TH ST., #280, ROYAL OAK, MI 48067

LAURA JURY (248) 397-8932

WOLVERINE CABINET CO.

333 W. 7TH ST., #280, ROYAL OAK, MI 48067

JESSICA OPPERMAN (248) 397-8932

Thank You Renewing Members

APARTMENT ASSOCIATION MEMBERS

SAM CASSAR CO.

ESKER PROPERTIES, LLC

550 PARKVIEW LLC

GROUP FIVE MANAGEMENT CO.

ROSSO DEVELOPMENT CO.

HOME BUILDERS ASSOCIATION MEMBERS

AMISTEE AIR DUCT CLEANING & INSULATION

BORCHERT KITCHEN & BATH

AL BOURDEAU INSURANCE AGENCY

C & M -THE WOODS, LLC

COPELAND PAVING, INC

CUTTING EDGE COUNTERTOPS

G FISHER CONSTRUCTION CO.

FRITZ HOME BUILDERS INC

H & R MAINTENANCE CO., INC

HABITAT FOR HUMANITY - DETROIT

J & W PROPERTIES, LTD.

J.W. SALES, INC.

LOMBARDO HOMES

LORIMER BUILDING CO.

MGE CARPENTRY, INC.

MICHIGAN CUSTOM BUILDERS, INC.

NORBER BUILDERS

OMEGA HOMES, INC

STONE PRO LLC

TCI REMEDIATION

Valued Advertisers

COMPANY	PAGE
Amistee Air Duct Cleaning	6
Antcliff Windows & Doors	Outside Back
Big George's Home Appliance Mart	2
Bill & Rod's Appliances	5
Al Bourdeau Insurance Agency, Inc.	8
Carter Lumber	6, 12, 14
Cutting Edge Countertops	7
Ferguson Bath, Kitchen & Lighting Gallery	15
First Independent Agency	8
George B. Ford Agency	8
Gutherie Lumber	4
Habitat for Humanity ReStore	8
The Huttenlocher Group	8
Kennedy Nemier Insurance	8
KSI Kitchen & Bath	3
LaFata Cabinets	13
Made in America	Inside Back
NAI Farbman	14
Northville Lumber Novi Home Design Center	4
Pioneer Cabinetry	Inside Front
TK Design	11
WASH	10
Witbeck Home Appliance Mart	2
Wittock Kitchen and Bath	9

MADE IN AMERICA/BUILT IN MICHIGAN

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

Andersen Windows & Doors



PROVIDING WINDOWS & DOORS TO AMERICAN HOMES FOR OVER A

CENTURY WITH SOME OF THE INDUSTRY'S LEADING PRODUCTS IN DESIGN, PERFORMANCE & QUALITY.

Rick Stiles 810-397-2962 rstyles@andersencorp.com
Jackie Miller 248-910-3846 jackie.miller@andersencorp.com
Galen Voss 989-245-5725 galen.voss@andersencorp.com

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.asabuildersupply.com



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

Dennis Riemer
248-335-3500

www.RiemerFloors.com

beavertile&stone

a member of the olympia tile group

DISTRIBUTORS OF THE FINEST TILE MATERIALS, INCLUDING AMERICAN-MADE PORCELAIN AND CERAMIC.
Rhonda Regan 248-943-1451

rhonda@beavertile.com
http://www.BeaverTile.com

Bradford White Water Heaters



Over 1,000 Employees at Our Michigan Manufacturing Facility.
Represented By: Burke Agency, Inc. 248-669-2800



Proudly offering American-Made tile from American Olean | Crossville | Landmark | Milestone

Crown Windows & Sunrooms

MICHIGAN MADE VINYL WINDOWS, PATIO DOORS & SUNROOMS



810-658-8777



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

Mike Gregart
248.891.1263
mgregart@teamksi.com
ksikitcheens.com



734-513-5777

Hansen Marketing Services, Inc.

Proudly celebrating 40 years of bringing specialty building materials to the market as a wholesale distributor, featuring many quality products made in America.

Contact Us:
800-552-4877
info@hansenmarketing.com
www.hansenmarketing.com



H.J. Oldenkamp Co.

- CORIAN® SOLID SURFACE
- MERRILLAT CABINETRY
- CORIAN® QUARTZ



Contact us: 800-322-0159
info@oldenkamp.com www.oldenkamp.com

Huron Carpet & Floor Covering, Inc.

COMMERCIAL AND RESIDENTIAL FLOOR COVERING



Contact Us: David Singer, President
248-668-3138 donna@huroncarpet.com

Waug's Electric Service

- PAUL WAUG, MASTER ELECTRICIAN
 - RESIDENTIAL/COMMERCIAL ELECTRIC
 - 248-477-6739 (D) • 248-563-4013 (C)
- www.waugselectric.com
waugselect@aol.com



Mans Lumber and Millwork

FAMILY OWNED AND OPERATED SINCE 1900. NOW WITH OVER 225 YEARS OF COMBINED KNOWLEDGE IN LUMBER, MILLWORK, DECKING, WINDOWS AND KITCHEN AND BATH.



1-800-TRY-MANS



DILLMAN & UPTON
A MANS FAMILY COMPANY
www.manslumber.com



Pioneer Cabinetry

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



Visit our website to find a dealer near you:
www.pioneercabinetry.net



Home Improvement & Services
Decorating • Landscaping
novihomeshow.com

TO RESERVE AN EXHIBIT
AT THE NEXT HOME SHOW
CONTACT BRIAN STARRS
248-202-7300



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

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



Wimsatt Building Materials

Distributor of quality steep slope & low slope roofing, exterior cladding, windows & doors, and specialty building materials, serving builders from three locations in Southeast Michigan.

800.497.9000
wimsattdirect.com
mail@wimsattdirect.com



To Place Your Ad On This Page
Contact: Nancy Rozum
248-360-7113 or nrozum@sbcglobal.net



PRODUCTS THAT REFER THEMSELVES

Marvin windows and doors combine beautiful design, expert craftsmanship, and unsurpassed performance across the industry's most extensive selection of shapes, sizes, styles, and custom opportunities, giving you more ways to meet your customers' highest aspirations.

Discover the possibilities today call 877-WINDOWS

MARVIN[®] 

Burton Showroom
2417 E Judd Rd.
Burton, MI 48529

White Lake Showroom
5410 E. Highland Rd.
White Lake, MI 48383



ANTCLIFF
— WINDOWS & DOORS —

Visit us online at ANTCLIFFWINDOWS.COM