HBA’s 2016 Leadership
President & Executive Committee

HBA PRESIDENT
James V. Clarke, Robertson Brothers Homes

Parade of Homes 2016
FULL PAGE $2,000!
Feature 1 to 3 Homes
SEE INSIDE BACK COVER

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Made in American/Built in Michigan
FEATURES

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2016 President

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Introducing 2016 HBA President

James V. Clarke
Robertson Brothers Homes

Few new home builders can claim a 70-year track record of success. In an industry buoyed by prosperity in some eras, and ravaged by economic downturns in others, Robertson Brothers Homes has steadfastly persevered, completing over 50 communities, which hundreds of families throughout southeastern Michigan call home.

Robertson Brothers Homes was founded by Paul and Covert Robertson, who served in WWII. After returning from the war, the brothers focused on building homes for veterans and their families in the Berkley and Royal Oak areas. Over the years, the company’s reputation for building quality, affordable homes grew. In 1972, Paul Robertson, Jr., joined the company, assuming the presidency shortly thereafter.

Jim Clarke was hired as Director of Land Acquisition by Paul Robertson, Jr., in 1990. Jim had earned a degree in Construction Management from Michigan State University and had worked for Turner Construction and then as a commercial real estate broker. “Paul challenged me,” said Jim. “He encouraged me to do things I’d never done before.” Jim’s success with the company led to a promotion to General Manager of Production, then to Executive Vice President and Chief Operating Officer, and ultimately to President of the company in April of 2004. The company has opened 11 new communities in the past two years.

In December 2015, HBA of Southeastern Michigan named Jim its Bert L. Smokler Builder of the Year. “Receiving this award is a great honor for Robertson Brothers Homes and the people who work here,” said Jim. “The company is successful because of the combined efforts of all the professionals who work here. I’m glad the Robertson Brothers Homes team is being recognized for their hard work.”

Jim plans to continue building on 2015 President Norm Finkelstein’s success. “Advocacy is so important, and it’s one of the things the Association does best,” said Jim. “We need to continue to increase our membership so we can strengthen our voice in Lansing. We also need to advocate for people to be able to get the type of housing that they desire in every community.”

Continuing the Association’s philanthropic endeavors is also a priority.

Family and community are also important to Jim. He and his wife, Spring, have been married for 33 years and have two daughters, Ashton and Jayme. He enjoys spending time with his family as well as cycling and cheering on his alma mater, MSU. “I also gain a lot of satisfaction from seeing people enjoy the communities the Robertson team has built,” said Jim. “At Robertson Brothers Homes, we build houses. But, if we’ve done our jobs right, we also build wonderful communities.”
November Permits Return To Seasonal Levels
MICHAEL C. STOSKOPF, EXECUTIVE OFFICER

Based on single-family new home permit data compiled by the Home Builders Association of Southeastern Michigan (HBA) and reported in the HBA Southeastern Michigan Residential Building Activity Report™, a total of 308 single-family permits were issued in Macomb, Oakland, St. Clair and Wayne counties in November 2015. This is the highest November total since November 2006 (404).

Activity was 32 percent higher compared to a November 2014’s total of 233 permits, reflecting the much milder weather this year compared to last. Oakland County led the way with 163 new home permits issued during the month, nearly matching its revised October 2015 result of 167 permits. This was also Oakland County’s highest November permit total dating back to 2005 (249).

Unsurprisingly but still notable, especially for November, the region’s multi-family construction continued its strong year with another 246 permits issued in November. Similar to the single family results above, this was the highest November multi-family permit total dating back to 2006 (263). November’s activity also marks the fourteenth consecutive month with multi-family permit activity, the longest such streak since a 19-month run dating from July 2004 to January 2006.

Based on the econometrics used in our forecast calculations, the HBA/ASA New Housing Permit Forecast™ projects a total of 2,516 permits will be issued in the 6-month, December-to-May timeframe, which would represent an increase of 46 percent over the actual permits issued during the same period in 2014-2015 (1,723).
GREAT LAKES HBA BUILDERS SHOW

FEBRUARY 17 - 18, 2016
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Register to attend today at
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- Closing Sales In The 21st Century

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Residential Design Trends

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A musical journey through the soundtrack of your life. Food, refreshments, entertainment. Each ticket aids the family of fallen Lansing firefighter Dennis Rodeman.

David Crowe, Ph.D
Chief Economist
National Association of Home Builders

Economic Forecast Luncheon

Local, Regional & National Forecast
Economic factors critical to the future of the residential construction industry. Ask pertinent questions of Dr. Crowe. 50/50 Raffle to benefit PWB Scholarship.

Full Schedule and Registration Information at www.GreatLakesBuildersShow.com
On December 10, the Detroit Builder/Community Forum met at the Coleman A Young Municipal Center to work toward keeping an open line of communication between builders and the Detroit building officials.

After reviewing the history of this forum we heard a report from the City of Detroit Buildings, Safety Engineering & Environmental Department (BSEED). Department Official James Foster announced the implementation of a new permitting system sometime after the first of the year. It is a web-based software package where builders will be able to submit applications and drawings online.

Mr. Foster also reported that the City has created a business license portal to help people start a City-based business easier.

He then explained the creation of a new “Development Resource Center” that will serve as a one-stop intake of development proposals. This center is modeled after successful programs in other major cities and the pilot is expected to start in January 2016.

BSEED Official Tonja Stapleton announced that site plan review is now a part of BSEED’s responsibilities (previously with Planning & Development). Ms. Stapleton explained how the review process works. Preliminary project review meetings will now take place, and a new site plan review application is on the website.

BSEED Official Glen Davis explained that the C of O process has been simplified, and how final inspections work. Mr. Davis stated that the City is using a project number tied to a permit for better tracking. He then introduced his inspection supervisors to the group.

BSEED Director David Bell introduced himself, stated the focus of customer service in the department, and explained how departmental information will be posted to the website with more frequency.

Attendees discussed the advantages to the preliminary project reviews and I shared my experiences in projects in Florida where the reviews were very helpful. This was followed by a discussion on land acquisition opportunities and it was the consensus of the group that this should be the topic for the next meeting.

Additional future meeting topics include:
- Code issues and adoption
- Making department contacts
- Sharing what other local building departments are doing that helps builders/developers
- Environmental issues and how to plan for that in a project
- Historic development and working with Historic Commission

Richard King asked about the role of Planning & Development going forward. Ms. Stapleton explained that there is a restructuring process going on there which will focus that department on long-range planning and visioning for the City.

DTE Representative Bob Veresan made the utility report, explaining his role at the utility, and stated that builders in need of new electric service need to call the dedicated line at 800-338-0178.

Forrest Wall, Staff Vice President and Industry Relations for HBA, reported on housing sales and construction activity in the region and provided the HBA/ASA New Housing Permit Forecast™ for the next six months.

Mr. Wall reported on the adoption of the 2015 Michigan Residential Code (MRC) and its target effective date of February 8, 2016. He provided information on seminars being hosted by HBA to explain changes. Mr. Bell stated that the City will allow the builder to build under the existing code as long as application submittal is prior to February 8. If the application is submitted February 8 or thereafter then the 2015 MRC will be followed.

Mr. Wall also reported on the upcoming Great Lakes Builders Show and invited all to register at www.GreatLakesBuildersShow.com.

We wrapped up the meeting with a review of HBA’s focus on workforce development and designation of Randolph Career & Tech Center as a National Association of Home Builders’ Student Chapter.
HBA’s Awards Night & Holiday Celebration

Steven Shapiro (left) of Asa Builders Supply and Asa Cabinet Corp., Bill Phillips of Windham Development, Carol and Past President Herb Lawson of Windham Development.

Past President Fred Capaldi (left) of Capaldi Building with Bruce Johnson, City of Birmingham.

Barb Burnham (left) of B.J. Burnham & Associates and Barb Baker of Transitions Remodeling, LLC.

2015 HBA President Norm Finkelstein (left) of Norwood Homes with 1971 HBA President Mandell “Bill” Berman of MLB Investments.

Michael Gordon (left) of Moiseev/Gordon Associates and Ben Templeton of Templeton Builders.

Lynne Pratt (left) of Pratt Building Co. and Nancy Rosen of Nancy Rosen & Associates.

All Awards Night Photos are available at: www.builders.org/2015-awards-photos.php

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Don’t Overlook a Fundamental: First Aid & CPR Certification

WRITTEN BY GARY SMITH, APARTMENT BUILDING MANAGEMENT WORKERS COMPENSATION SELF INSURED FUND

As you begin planning employee safety training for 2016, remember to include first aid and CPR certification, one of the fundaments, on your training calendar.

Now, you may ask, “why, because we have 911 emergency services?” Well, because relying on 911 emergency services is only part of the solution! How you, and your employees, initially respond to a medical emergency is a critical part of that solution!

Consider the following facts reported by the National Safety Council:

• In the United States, paramedics take an average of 8-12 minutes to arrive; however, the brain will begin to die in 4-6 minutes after cardiac arrest.
• Sudden cardiac arrest represents 13 percent of all workplace deaths.
• 25 percent of all emergency room visits can be avoided with basic first aid and CPR certification.
• Nearly 5 million workers were injured on the job in 2012, costing companies $198.2 billion

We will never know “when” and “where” a medical emergency will occur, but we can take control by preparing for “how” to respond.

Additionally, in 2015, the American Heart Association (AHA) Guidelines for CPR and ECC (i.e., emergency cardiovascular care) were updated. These new guidelines are designed to more rapidly translate new science into resuscitation practice that will save more lives. So, you will want to ensure that you and your employees are updated in 2016 with the most current training based on this significant new science.

As you choose the provider and the type of training certification course to offer, please consider that the effectiveness of your workplace safety program is increased by its inherent value. Therefore, strongly consider offering a first aid and CPR certification course that includes both the adult and pediatric portions, and the AED portion. If you create more inherent value with workplace safety training, then you create a stronger culture of safety and win-win relationships.

Numerous real-life testimonies are offered where persons used their employer-provided first aid and CPR training courses to save lives of family members, friends and strangers! The value of training in these cases is wide-reaching! A workplace safety program that not only promotes but enables safety on and off the job is truly effective!

Be proactive! Prepare now by scheduling your company’s first aid and CPR certification training for 2016!

Should you require assistance with coordinating first aid and CPR certification training, please contact Gary Smith, CRM, at (517) 338-3367 or Gary.Smith@cmi-yorkrs.com.

References:
2. American Heart Association (AHA) website for CPR and ECC Training at http://cpr.heart.org/
Advocacy Update

WRITTEN BY FORREST WALL, CAE, STAFF VICE PRESIDENT, AND INDUSTRY RELATIONS

Self-Insured Fund Legislation Enacted

Legislation of importance to the members of AAM’s Apartment Building Management Workers Compensation Self-Insured Fund was passed unanimously by the Michigan Senate and signed into law by Governor Snyder on November 16. The bill previously passed the Michigan House of Representatives in the spring. Public Act 195 of 2015 (previously House Bill 4362) codifies that the employer members participating in a self-insured group own the surplus funds of that group. The need for legislation arose after a class action lawsuit exposed an ambiguity in state law regarding surplus ownership. My thanks to all of you (there are too many to mention by name) who responded to our call to action by contacting your Senator in support of the bill!

Tax Tribunal Reform Legislation Introduced

For those of you who have appealed property tax assessments, you are aware of the importance of the Michigan Tax Tribunal. An effort is now underway in the legislature to update the law covering the Tribunal’s organization and some of its procedures. AAM is taking part in a work group in support of this initiative, along with a variety of other business interests. One of the key proposals in the legislation is an increase in pay for Tribunal judges. There is widespread agreement that the current pay structure is less than what it should be, which severely limits the pool of potential candidates for service. Additionally, the proposed legislation provides needed gubernatorial appointment provisions and additional appeal time.

The legislation as originally introduced had some points of concern as well. One provision would have changed the typical system of utilizing a single judge to hear cases in favor of a system mandating multiple judges for every case. Another troubling proposal provided for an allowance for dissenting opinions. AAM and its work group partners successfully sought removal of these provisions and will continue work on this bill in 2016.

ABMWCSIF Six Year Returned Premium Comparison

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015 *</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premiums Paid</td>
<td>$1,865,731</td>
<td>$1,725,326</td>
<td>$1,894,573</td>
<td>$2,153,024</td>
<td>$2,153,075</td>
<td>$2,175,569</td>
<td>$1,994,701</td>
</tr>
<tr>
<td>Premiums Refunded</td>
<td>$1,035,793</td>
<td>$1,020,907</td>
<td>$908,006</td>
<td>$839,725</td>
<td>$791,200</td>
<td>$1,240,000</td>
<td>$967,271</td>
</tr>
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Refund as a Percentage of Premiums Paid:

- 2010: 53.91%
- 2011: 59.17%
- 2012: 47.82%
- 2013: 39.00%
- 2014: 36.73%
- 2015: 57.00%
- Average: 48.49%

Note: Past performance is not a guarantee of future returns.

* Estimated premiums - Audits to be performed in 2016
**ALL EVENTS HELD AT HBA OFFICES UNLESS NOTED**

**WEDNESDAY, JANUARY 27**
**MEMBERSHIP COUNCIL**
Time: 9:00 a.m.

**JANUARY 29 - 31**
**HOME IMPROVEMENT SHOW**
at Suburban Collection Showplace in Novi.
Download your free VIP members only ticket at builders.org Log in to the Members Only section of the website using your Member ID#.

**FEBRUARY 16 - 18**
Education & Special Events at the Great Lakes Builders Show

FOR COMPLETE LIST OF CLASSES AND EVENTS, AS WELL AS DATE, TIME, COST (if any) and REGISTRATION, please visit: www.GreatLakesBuildersShow.com

- EPA RRP Certified Lead Renovator (8 hour and 4 hour course)
- CAPS Classes- See next page
- Lien Law Workshop presented by Marty A. Burnstein
- Houzz University Gen Y: Engaging The Next Generation Customer presented by Sarah Reep, ASID, IIDA CMKBD, CMG, CAPS of MASCO
- Big Picture Marketing presented by Carol Morgan, MIRM, CAPS, CSP of mRelevance
- My Brother Built It, Why Doesn’t It Work? presented by Mitch Levinson of mRelevance
- How Bad Do Your Want It? presented by Kyle Hunt of Remodel Your Marketing
- Architectural Design presented by Todd Hallett of TK Design & Associates
- Closing Sales In The 21st Century presented by Michael Stein of Houzz
- Updated Michigan Residential Code presented by Don Pratt, CGB, CGR, CGP, CAPS of CECS of Michigan, LLC
- 13 Secrets to Faster, Better Construction & Job Cost Accounting in Quickbooks presented by Diane Gilson of Info Plus Accounting
- Residential Design Trends: What’s New, Now & Next presented by Sarah Reep, ASID, IIDA CMKBD, CMG, CAPS of MASCO
- Your Generation In Concert featuring 50 Amp Fuse - Charity Benefit Concert
- Annual Economic Forecast Luncheon featuring David Crowe, Ph.D., NAHB Chief Economist

**FRIDAY JAN. 15 OR TUESDAY, JAN 26**
**THE NEW MICHIGAN RESIDENTIAL CODE IS COMING . . . ARE YOU READY?**
Presented by Don Pratt, CGB, CGR, CGP, CAPS of CECS of Michigan, LLC. Including:
- Key Changes from the current code
- Chapter 11 (Energy Efficiency) of the 2015 MRC
- What’s Exempt from a Permit?
- The Good, The Bad and The Ugly of the new code.
- How Existing Projects Are Impacted?
Time: 9 a.m. - Noon
Date: FRIDAY, JANUARY 15
Place: Velocity Building
Collaboration Center Room
6633 Eighteen Mile Rd.
Sterling Heights 48314
Date: TUESDAY, JANUARY 26
Place: HBA Offices
Cost: $25/HBA Member, Building Official or Inspector; $35/Guest

**JANUARY 19 - 21**
**INTERNATIONAL BUILDERS SHOW**
Las Vegas, NV
www.BuildersShow.com

**WEDNESDAY, JANUARY 27**
**PROFESSIONAL WOMEN IN BUILDING COUNCIL PRODUCT SHOWCASE & NETWORKING**
Time: 6 - 8 p.m.
Place: Transitions Remodeling, LLC
27260 Hagerty Rd., #A-1
Farmington Hills, MI 48331
Cost: $10/Person Including Snacks and Beverages

**WEDNESDAY, FEBRUARY 17**
**AT THE GREAT LAKES BUILDERS SHOW**
Residential Design Trends
What’s New, Now & Next in residential kitchen and bath design trends? Looking beyond immediate experiences to see how macro trends are shaping our business. Empowering you to make the right decisions for your customers and your business.

**Sarah Reep**
ASID, IIDA, CMKBD, CMG, CAPS
MASCO Corporation

Time: Noon - 1:45 p.m.
Place: Crystal & Onyx Ballrooms
Cost: $35/Person including Lunch

**YOUR GENERATION IN CONCERT™**
Featuring 50 Amp Fuse
A musical journey through the soundtrack of your life. Food, refreshments, entertainment.
$20 of each ticket aids the family of fallen Lansing firefighter Dennis Rodeman.

Time: 6:00 - 10:00 p.m.
Place: Diamond Center Ballroom
Cost: $45/Person including Evening Snacks and Drink Tickets

**GREAT LAKES BUILDERS SHOW**
www.GreatLakesBuildersShow.com
WHAT IS CAPS?
The Certified Aging-in-Place Specialist (CAPS) designation program teaches technical, business management and customer service skills essential to competing in the fastest growing segment of the residential industry: home modifications for aging-in-place. NAHB Remodelers, in collaboration with AARP, NAHB Research Center and NAHB Seniors Housing Council — developed this program to provide comprehensive, practical market-specific information about working with older and maturing adults to remodel their homes for aging-in-place.

WHAT IS AGING-IN-PLACE?
Remaining in one’s home safely, independently and comfortably, regardless of age, income or ability level. The pleasure of living in a familiar environment throughout one’s maturing years and the ability to enjoy the familiar daily rituals and special events that enrich all our lives. The reassurance of being able to call a house a “home” for a lifetime.

CERTIFICATION REQUIREMENTS
CAPS is a three-day program that teaches strategies and techniques for marketing, designing and building aesthetically enriching, barrier-free living environments. Participants must complete and submit a graduation application to NAHB Education with a fee of $145/member or $218/non-member. Upon approval graduates may use the CAPS designation.

INSTRUCTOR: Don Pratt, CAPS, CGB, CGR, CECS of Michigan, LLC
TIME: See above
PLACE: SUBURBAN COLLECTION SHOWPLACE - GREAT LAKES BUILDERS SHOW
COST FOR EACH CLASS: $195/Member; $225/Guest BREAKFAST EACH DAY AND LUNCH FOR CAPS I AND II

Register Online at www.GreatLakesBuildersShow.com
Or Call Riva Gulli at: 248-862-1002

Economic Forecast Luncheon at the Great Lakes Builders Show

Featureing
Dr. David Crowe
NAHB Chief Economist

- Insights on the national, regional and state economic factors impacting the future of the residential construction and remodeling industry.
- Facilitated Q & A at the end of the presentation to give you the opportunity to ask questions.
- 50/50 Raffle to benefit Professional Women in Building Scholarship Fund.

THURSDAY, FEBRUARY 18
Time: Noon - 1:45 p.m. at the Great Lakes Builders Show
Place: Great Lakes Builders Show
Cost: $50/Person including Lunch
www.GreatLakesBuildersShow.com

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HBA Board of Directors

Adam Tillman of Kohler Co. sponsored the meeting. 2016 President Jim Clarke (left) receiving the gavel from 2015 President Norm Finkelstein. Past Presidents Jim Babcock (left) and Paul Aragona before the Board Meeting began.

Norm Hyman of Strobl & Sharp (left) and Past President Stuart Michaelson. In the background are Past Presidents Bob Brody and Jerry Kosmensky.

Mark Stevens of Bank of America Home Loans (left) and Past President Dan MacLeish.

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