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ON THE COVER

2023 HBAM President Rich Kligman (right) passing the gavel to 2024 HBAM President Jeff Grantham (left)



PRESIDENT'S MESSAGE

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As they say, time flies when you're having fun – and I must say – I had a lot of fun AND time did indeed fly by!

In my youth, I was a canoe guide in Algonquin Park for a summer camp. One of the mantras was to always leave the campsite better than how you found it. I hope that I was able to positively contribute to the condition of our “camp site,” and I know the Senior Officers certainly share and live by that same philosophy.



This particular time of year is very meaningful and special to me. As a 3rd generation builder, my father was a tremendous role model and influence to me. Tuesday, November 7th marked the 10 year anniversary of his passing. I know he would feel proud of me not only for the 31 years of following in his footsteps (not counting the 10+ additional years of prior work violating child labor laws - lol), but also for the leadership role that was afforded to me by this great association.

During this holiday season, I am very cognizant of the blessings in my life and the gratitude in my heart:

- I am grateful for having the opportunity to work with and experience the commitment of our amazing Staff (thank you Bob, Dawn, Diana, and Liz for all that you did to make this role easy and make me look good – despite me not giving you a lot to work with)
- I am grateful for the amazing collaboration and friendships I was able to develop during my presidency with my fellow senior officers
- I am grateful for being able to bear witness to the incredible commitment that you, our membership, demonstrated to our great industry
- And most importantly, I am grateful to my best friend and partner in life, Anna. I could not begin to tap into my potential without her by my side (and propping me up from behind) – I love you!

Thank you again for the trust you placed in me and the opportunity to lead – I loved every minute of it.

With that said...I am confident our 2024 incoming Senior Officers are going to lead our Association, along with your support and participation, to even greater heights!

Sincerely,
Rich Kligman
2023 President, HBA of Michigan

Jeff Grantham Elected to Lead the Home Builders Association of Michigan



President

Jeff Grantham

Home Builders Association of Northern Michigan

Jeff Grantham, owner of Grantham Building and Remodeling, LLC in Petoskey, Michigan, founded his design/build/remodel firm in 1993 after graduating from Kalamazoo College where he studied Political Science and Economics. Since 2005, he's been an active member of HBA Northern Michigan, serving each senior officer role and three terms as local President. Continuing his zeal for learning, Jeff began earning the NAHB designations of Certified Aging-in-Place Specialist (CAPS), Certified Graduate Remodeler (CGR) and Graduate Master Builder (GMB) in 2007 and achieved Certified Green Professional Builder (CGP) in 2008. He has also served as a State Director and Delegate since 2007 and is a Life Director. Jeff has been involved in numerous HBA and NAHB committees and councils. He chairs the HBAM Remodelers Council and has been a trustee for the NAHB Remodelers Council Board of Trustees since 2012. He previously chaired the Skilled to Build Michigan Foundation Board of Directors as well as the Convention Committee and Legislative Committee, and he continues to serve on the Codes, Membership, Convention, Friends of Housing (FOH) Advisory, and NAHB Construction Liability and Risk Management committees. He also serves on the NAHB Leadership Council and the Energy and Green Building Subcommittee, and co-chaired the Next Generation Builder Task Force which was charged with examining HBA of Michigan's structure and recommending changes that would encourage more engagement by the next generation of members. Jeff has been a member of the FOH Executive Club for over 10 years, a Gold Key contributor to NAHB Build-PAC and is a Membership Ambassador with over 300 Spike Club credits. He is married to Sandy, his wife of 19 years.



First Vice President

Aaron Hovestadt

Home Builders Association of Western Michigan

Aaron Hovestadt is passionate about building - great homes. His interest goes back to his childhood

when watching his neighborhood being built around him from the ground up. Aaron attended Western Michigan University and graduated from Spring Arbor University with a degree in management and organizational development. He is a member of the Home Builders Association of Western Michigan where he also serves as the acting CEO.



Treasurer

Karen J. Schroeder

Home Builders Association of Greater Lansing

Karen J. Schroeder is the Vice President and co-founder of Mayberry Homes in East Lansing, Michigan. She was instrumental in chartering and is the past Chair of the Greater Lansing Professional Women in Building council. She is a past Chair of the NAHB PWB Executive Board as well as the 2019 Past Chair of NAHB 55+ Housing Council. Karen was the first woman (along with her business partner) to be inducted into the Michigan Construction Hall of Fame, they were named the #1 Builder in North America in Customer Service by Avid Ratings (formerly NRS) and continue to be awarded the Gold Award for Customer Experience annually. They were named National Volunteer of the Year by St. Jude, Building Partner of the Year by Homes for Our Troops, and given The Ballantine Award for Extraordinary Service. Karen was named the 2017 Advisory Board Member of the Year by NAHB as a result of her service with Michigan State University. Karen and her business partner were named 2017 Greater Lansing Business of the Year and in 2017 Karen was named the NAHB PWB Woman of the Year. Most recently Karen became the recipient of the Michigan State University College of Natural Resources Honorary Alumni Award. Karen resides in East Lansing, Michigan. She has three grown children and two grandchildren.



Secretary

Michael Tucker

Home Builders Association of Northwest Michigan

Michael Tucker is the president of Kingsley Lumber and Hardware and is an active builder and remodeler in the Northwest Michigan area.

Being both an associate and a *Continued on page 6*



Let Housing ROAR in 2024

Housing, it's the topic of discussion everywhere we go. From the need for housing at all price points, to the issues that impact housing, either positively or negatively, the conversations around housing are ongoing.

Speaker of the House Joe Tate continues to make housing a priority for his caucus and has put up the votes as proof.

Our challenge downtown is, "how do we solve the housing crisis?" – Yes, it is still a crisis. With legislation being introduced by both republicans and democrats, your lobbyists look at every bill introduced through the lens of the potential impact it will have on the residential housing industry.

While some downtown believe the market will fix itself, the numbers don't lie. Currently, MSHDA estimates that Michigan needs 190,000 housing units. From multi-family, rentals, single family homes and everything in

between, the demand continues to outpace the supply. When you look at some historical single family permit numbers, you can see we clearly aren't meeting the demand, and we haven't in a long time.

2005 ~ 54,000

2007 ~ 15,000

2009 ~ 6,900

Our recent legislative victories focused on incentives. The four bills Governor Whitmer signed into law in December 2022 created opportunities for developers, builders and non-profits to work with local units of government to create more workforce housing. The legislation defines workforce housing as anything up to 120% area median income for that county. Additional information on those new tools can be found on our website.

Many thanks to Senators Brinks, Horn, Moss and Schmidt for putting partisanship aside and working not

Continued from page 5

builder member provides a unique prospective to all our membership needs. He attended Northwest Michigan College and started his career in the commercial banking industry before entering the construction industry in 2006. He served as the 2021 president of the Grand Traverse Area Home Builders Association and the 2022 president of the Grand Traverse Area Home Builders Association Foundation.

**Associate Senior Officer
Michael Tribble**

Home Builders Association of Saginaw



Michael Tribble has 35 years of public accounting experience after retiring from Yeo & Yeo CPAs in 2018. He has served as a member of the firm's Tax Services, Construction Services, Death Care Services, and Estate & Trust Groups. His main area of expertise is tax planning and preparation, with emphasis on the construction industry. He is a past president of the Home Builders Association of Saginaw. He currently serves as the Michigan state representative to NAHB and

is the Associate Senior Officer for the Home Builders Association of Michigan.

**Immediate Past President
Richard Kligman**

Home Builders Association of Southeastern Michigan



Richard Kligman is a third-generation builder and remodeler, as well as a licensed real estate broker. He has over 30 years of experience in the home building industry, and is a graduate of Michigan State University where he earned a degree in Building Construction Management and Psychology. He has won numerous housing construction, design, and industry awards including Southeastern Michigan's 2005 Young Builder of the Year, the 2013 Builder of the Year and the Hall of Fame (2023). He is a former President of the Home Builders Association of Southeastern Michigan, and served on and chaired numerous committees and councils. He currently serves on the Board of Directors for the local and state HBA's and on the Leadership Council for the National Association of Home Builders.



only together, but with the Housing Michigan Coalition, to make these bills a reality and signed into law.

This year the Housing Michigan Coalition worked with Senator Sam Singh to have residential construction added into the definition for what is acceptable for Tax Increment Financing. Local municipalities will still have to work with the builder or developer on moving the project forward with approval.

Another victory this year was an appropriation in the amount of \$5 million. Local municipalities can apply for up to \$50,000.00 in the form of a grant from MSHDA. This grant is only available if a municipality is willing to amend their local zoning ordinances to make their communities housing friendly.

As we look at our legislative agenda for 2024, we will continue to work with the Housing Michigan Coalition with our focus on local zoning reform. While the Legislature is back in district, we are meeting on a regular basis to get draft legislation ready for introduction. We are seeking out republicans and democrats who are willing to be our housing champions in 2024.

Another issue we are excited to work on is the new Make It In Michigan

legislation. These bills are a modification of the SOAR program used to bring economic development to the state of Michigan. In the current legislation, up to 20% of the funding being offered for a project can be used on a community need. Housing is finally being recognized as economic development

and if a community needs housing where a company is locating, up to 20% of the money allocated can go towards meeting that need.

We are also at the table discussing legislation that will create a statewide sanitary code. We continue to meet with stakeholders and expect legislation to be introduced in 2024.

Not only will we continue to be proactive on your behalf, but we will also continue to work against issues having a negative impact on the industry. While lobbying is part of that, it is also important to remember that 2024 is an election year.

There are 110 state house seats and each one will be on the ballot in 2024. To make our lobbying efforts easier in 2025, we need to have a strong voice in the 2024 political arena. We need to have the funds to support those legislators seeking re-election. The flip side is having enough funds to work against those who have worked against you.

Some have said as a business you don't want to be involved in politics, but if we aren't able to elect pro-housing, pro-business candidates, the legislation that might be enacted will be involved in your business. Currently there is legislation to require a business to give an employee 15 weeks of paid leave. There is also legislation that would allow local units of government to set what YOU pay YOUR employees and offer as leave time.

I hope you will not only consider making a voluntary personal donation to the Friends of Housing Political Action Committee, but that you will make that donation today



with at least a minimum donation of \$100.00

The FOH-PAC is YOUR voice in the political arena and supports legislators and candidates who support you and your business by removing barriers impacting residential housing and small business.

Your personal check (which can also be from an LLC) can be made out to FOH-PAC and sent to 6427 Centurion, Ste. 100, Lansing, MI 48917.

GOVERNMENT RELATIONS



And That's a Wrap

By Dawn Crandall,
EVP of Government Relations

I always find this time of year is the perfect time to reflect on what the past year looked like. What did we do well? What can we do better as we prepare for 2024? One of my sayings is "If you aren't learning, you aren't trying." I, for one, am not perfect, but don't tell my parents – or Santa (yes, I still believe).

'TWAS THE MONTH OF DECEMBER

*'Twas the month of December, and all through the Dome,
Not a Legislator was stirring as they all went home.
I looked at my calendar, and what did I see?
Not a single scheduled legislative committee.*

*This time of year is usually crazy with session and more,
But the Legislature completed their work and headed for the door.*

I know what I will do, I will call out our legislative victories.

On PILT, on TIF, on NEZ's.

While these incentives will hopefully become the norm,

The next step is local ordinance reform.

With grant money available for municipalities to become housing ready,

Our 2024 goal is that single family permits not be unsteady.

With 2024 knocking on the door,

*We need every member to reach out to their legislator
about the need for housing and ROAR.*



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What Does Your State Association Do for You... and the Building Industry?

By Bob Filka, HBAM CEO

There are 18 local home builder associations across the state and more than 600 local associations across the country. With nearly 5,000 members, your state association is the largest construction-related association in Michigan. Most of the HBA of Michigan's work has to do with advocating for our industry—in the legislature, in the courts, within the halls of state government...but your state association also advocates for individual members when they need help. This is a point that all Michigan Builder readers should remember and emphasize when talking about HBA membership.

Many HBA members don't always realize that they can reach out to their state association in the event that they have a permitting, legal, regulatory, utility connection or some other issue they're dealing with.



Our HBAM team helps members get utility service to their build sites when they get the run around from our utility companies. Our team contacts local units of government to intercede when members are asked to provide easements or other extortion-like requests in exchange for site plan approvals (which they can't require). Our team helps members mitigate MIOSHA penalties when ever-changing safety rules get enforced in an over-zealous manner. Our team educates local governments that they can't jack up connection fees to

pay for water and sewer system improvements. State law and legal precedents require water and sewer utilities to pass such costs onto all users not just new users. But if no one steps in like your state association has in instances like this, many communities get away with it.

Our team in Lansing can often help or, at a minimum, offer good advice and point you in the right direction on many problems you might encounter as a business owner. Our team in Lansing is there to help. Don't ever hesitate to ask for assistance.



But what other stuff does your state association do for you...you might ask—Earlier this fall one of our state association's past presidents was inducted into the construction hall of fame, in part, for his leadership that led to the adoption of our state's uniform building codes (see article about Bernie Mein on page 15). Believe it or not –for you younger readers– in Michigan, every single local government entity used to be able to adopt

Continued on page 10

their own code requirements. **Your state association changed that.**

This past president was also recognized for several other initiatives your state association helped usher in during his tenure as a state senior officer...things like builder licensing and eliminating the need for an architect or engineering stamp on homes less than 3,500 square feet. In the more recent past, your state association has taken action to:

- Eliminate the non-homestead property tax on inventory homes (reducing that tax burden by 18 mils)
- Help repeal the Single Business Tax (remember that evil thing?)
- Convince the FHA that single family homes developed in site condo developments were actually single-family homes, and not condos that are subject to different lending rules
- Get state law changed so that codes don't automatically have to be updated every 3 years. BTW, it's been 8 years and you can thank your state association for that. It's likely to be 9 years given the work your team is doing now to slow down costly changes being pushed by manufacturers and environmental groups.
- Bring suit against the City of Troy to stop illegal permit fee overcharges. This 12-year battle will eventually, we believe, provide a precedent and a financial return enabling your state association to stop excessive fees in multiple jurisdictions across the state.
- Move the legislature to pass (and the Governor to sign) several bills in the past year to focus traditional economic development tools on housing investments. Tax free zones, grants and tax increment financing are all now starting to be

used in communities across the state to support workforce housing.

This year your state association has become part of four coalitions to oppose anti-business legislation—

Whether it's fending off changes to the drain code statute, proposed mandatory paid leave for employees (regardless of whether a small business), or proposals to aggressively speed up electrification, among others, your state association is working with other business groups to encourage more thoughtful dialogue and balance to what is being proposed.

Your state association also offers a number of discounts and affinity programs that can save you money and, in some instances, make you a better business person. One of our most recent programs is our new workers' compensation self-insurance program. Anyone with a dozen or more employees should find out if they're eligible to enroll in this program. Over time, it can save you 40% to 50% or more on your workers compensation insurance premiums.

"Any qualifying builder or contractor who is not part of this program is missing out on significant returns and they should talk to their insurance agent about joining the program," says, Matt Waligorski, agent at Peterson McGregor Insurance.

HBAM also has an increasingly popular program that provides a business coaching service through a private firm called Small Business Growth Partners (SBGP). SBGP will provide a free, no-strings-attached initial assessment of your company and plan of actions report that would cost you more than \$4,000 if you sought out a private consultant on your own.

"If you want to spend more time working on your business instead of being overwhelmed by your business, you need to have SBGP do a review and business plan of action for you," said Bob Hedlund, co-founder of Hedlund Plumbing. "Take that first step, you'll be glad you did. We're at a performance and profitability level that we never would have been able to achieve without them."

If you've never had anyone check under your hood (so to speak), check this program out. It's gotten rave reviews and our partner only works with HBA members.

For information on these benefit programs and others, check out our website at www.hbaofmichigan.com/benefits/





Proposed Building Code Changes Will Worsen State's Housing Attainability Crisis

Rich Kligman, HBAM President

Michigan's effort to address its housing affordability and attainability crisis has accelerated and should be lauded. Governor Whitmer and legislative leaders like Senate Majority Leader Winnie Brinks and Speaker Joe Tate have passed and signed into law a host of new tools that are now available to help communities attract much needed workforce housing investment. Other efforts targeted at zoning reform are in the works. The state housing authority, too, under Director Amy Hovey's leadership is moving aggressively to broaden that agency's focus toward workforce housing. This progress, however, will be severely thwarted if the state Bureau of Construction Codes (BCC) is allowed to proceed with costly code changes that could soon go into effect. State leaders need to be made aware of these perhaps unintended consequences.

BCC's proposals, as currently drafted, will require new residential homes (and most renovated homes) to have 2 X 6 framing, R-60 insulation in ceilings, inch thick exterior sheathing, mandatory fire suppression systems (yes sprinklers inside homes) and arc fault circuit interrupters in every room, among other costly measures. These changes will add some \$20,000 or more to the cost of an average home. At the same time, six figure household income is now needed to afford the typical home being sold across the state. With high interest rates and a median home sales price approaching \$400,000 or more in some areas, many Michiganders have already been priced out of the housing marketplace. For every \$1,000 increase in the cost of a home in our state, nearly 5,000 households are priced out of being able to afford one. If not altered, the state's proposed code changes will price-out more than 100,000 additional Michigan families. These proposed changes need to be modified and can be, while achieving similar goals at far less cost.

Our association is not opposed to improving state building codes. To the contrary, the Home Builders Association of Michigan has offered an alternative proposal to the state that would result in similar energy

efficiency improvements at 1/3 of the cost of BCC's proposal. How? By removing manufacturer-driven proscriptive requirements and providing more options and flexibility for builders. So long as the energy performance of a home meets the same targets, why must the state dictate a narrow approach to achieve it? Let technology and innovation reign instead of mandating methods and products.

In terms of ensuring citizens are protected from needless fire fatalities, neither sprinklers nor arc fault circuit interrupters will save lives. Research shows that properly functioning smoke detectors are the key to fire safety in homes. Requiring sprinklers in all new homes will not. To the contrary, it will make new housing more expensive and keep or push people into older substandard housing that is more susceptible to fire. Virtually every state in the country has rejected the idea that sprinklers should be required for residential homes. Michigan should too!

Let's keep the positive momentum and attention on our state's housing needs by balancing new building code standards with cost and housing attainability.

Rich Kligman, founder of Superb Custom Homes, is a S.E. Michigan builder and developer. He is the 2023 President of the Home Builders Association of Michigan.





SUPPORT BUILDERS

The **HBA OF MICHIGAN** works to positively promote the building industry and impact the legislative, regulatory and legal issues affecting housing affordability (attainability).

How to scan a QR code: Use the back camera on your phone to hover over the QR code and hold for a few seconds. Once the camera focuses on the code a link will appear. Click the link and it will take you to the donation page.

We can only achieve our mission with YOUR support. To be successful in our mission, we need your financial support of our legal action fund so we have the tools needed should we have to file an amicus brief, or become engaged in a legal battle. You can support the legal action fund by making a check out to HBA of Michigan (please write Legal Action Fund in the memo line) and sending it to 6427 Centurion, Ste. 100, Lansing, MI 48917, or scan the QR code.



We can only achieve our mission if we have your personal support of the Friends of Housing Political Action Committee. Your personal, voluntary contribution allows us to support republicans AND democrats to the state House and state Senate who support you and your ability to do business without costly regulations, higher taxes, or other issues that impact the residential construction industry. Scan the QR code, or personal checks and checks from an LLC can be made to Friends of Housing PAC, and mailed to 6427 Centurion, Ste. 100, Lansing, MI 48917.

We can only achieve our mission if we are able to GROW our workforce through cultivating, educating and recruiting with your support of our non-profit, Skilled to Build Michigan Foundation. Scan the QR code or checks can be made out to Skilled to Build Michigan Foundation, and mailed to 6427 Centurion, Ste. 100, Lansing, MI 48917.



The National Association of Home Builders focuses on electing U.S. congressional candidates and U.S. senate candidates at the federal level who are supportive of housing and small business. They do this with your personal financial support to BUILD-PAC.

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Improve Plans and Reduce Cost

Create hot selling plans that cost much less to build



The combination of inflation, expensive code changes, and rising interest rates have had a profound impact on homebuilders. One of the immediate challenges faced by homebuilders is the increased cost of construction materials and labor due to inflation. As inflation erodes the value of currency, the prices of raw materials such as lumber, steel, and concrete rise. This surge in construction costs directly affects homebuilder margins.

There are many pending code changes on the horizon that are going to negatively impact building costs as well. As builders struggle to compensate for these additional costs and charge more for their services and products their margins are again under assault.

Moreover, rising interest rates contribute to higher borrowing costs for buyers. Higher interest rates lead to reduced demand for new homes, as potential buyers face less favorable mortgage terms making homes even less affordable.

In response to these challenges, HBAM now has an incredible offer to help you reduce costs. It is called Lean Design Assessment and it's completely free of charge to HBAM members—a \$1,500+ value.

The HBAM has teamed up with TK Design to help builders recover margins. The Lean Design Assessment (LDA) is a program offered by TK Design, an Award-Winning National Home Design Firm to identify design waste in your plans. The program is designed to update your plans while reducing costs and increasing marketability.

Continued on page 17



While you're busy building communities, we're busy protecting them, and you.

We know a thing or two about building something to last – we've been protecting business owners, individuals, and families for more than 150 years.

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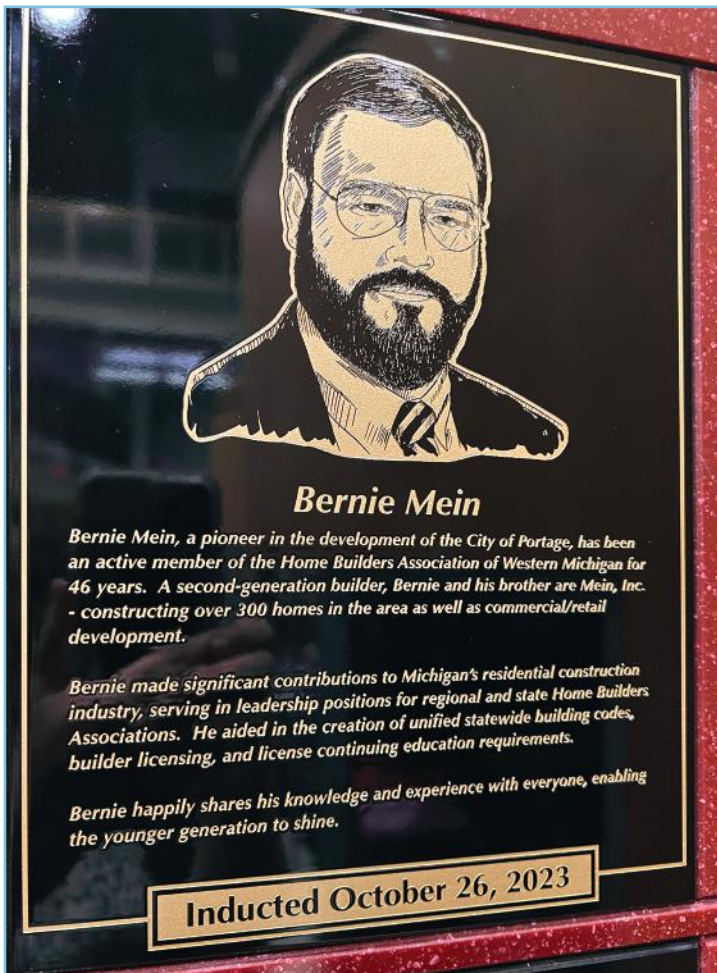
Bernard “Bernie” Mein Inducted into Michigan Construction Hall of Fame

Former HBA of Michigan President Bernie Mein was inducted into the Michigan Construction Hall of Fame on October 26th at Ferris State University’s School of Construction.

Bernard “Bernie” Mein has lived in Portage, Michigan his entire life. His grandfather was a carpenter and his dad, Bud, was a builder. At 8 years old, Bernie would visit his father’s construction sites (multiple residential subdivisions) where he would sweep out the basements and garages. When his father left the industry, Bernie and his brother, Gary, started their own building company, Mein, Inc., utilizing the remaining buildable lots owned by their father. Mein, Inc. constructed subdivisions, custom homes, and semi-custom homes throughout the Kalamazoo and Portage area.



From left to right: Bob Filka, Lee Kitson, Bernie Mein, Jeff Grantham, LR Swadley, Michael Tribble, and Aaron Hovestadt.



Mein’s HOF plaque at Ferris State University

Bernie and his brother were Mein, Inc.’s primary employees, doing everything necessary for the business. Bernie and Gary are considered pioneers in the development of the City of Portage due to their residential projects as well as their ventures into commercial and retail development.

Bernie initially joined his local HBA to help them with their home expo and soon realized that for Mein, Inc., there were big benefits to joining the HBA. He served as President of his local HBA in 1991 and later became president of the state association in 2003. During these years, Bernie became very involved in numerous (and several historic) policy changes adopted by the Michigan Legislature. His work and leadership helped result in the State of Michigan adopting, for the first time ever, a uniform building code as well as builder licensing. He also helped push to remove requirements for architect and engineering stamps on building plans for homes smaller than 3,500 square feet. Perhaps more importantly, he mentored numerous young builders in the S.W. Michigan region.

Congratulations Bernie. Well deserved!

Save the Date: IBS Area IX Networking Night

Are you registered for the NAHB International Builders Show (IBS)? IBS is the largest light construction show in the world, and in 2024 the annual showcase is returning to Las Vegas. This event will give you an opportunity to learn from industry leaders and see the latest building trends while meeting other builders from across the globe. Over 70,000 builders attended last year's event, including 700 of our own HBA members.

In the spirit of connecting with our industry's experts, we are excited to invite you to our annual Area IX Networking Night during IBS. Join us on Wednesday, February 28, 2024, from 4:30 p.m. to 6:30 p.m. This free event will be a great opportunity to connect with HBA members from our own state, but also with members from the HBA of Illinois and the Indiana Builders Association. Registration information is coming soon. We hope to see you there!

THE BUILDING INDUSTRY'S
BIGGEST EVENT!

Registration is OPEN!
BUILDERSHOW.COM/REGISTER

2024 **IBS** | Feb 27 - 29
Las Vegas

NAHB INTERNATIONAL BUILDERS' SHOW®

ALL HOMES
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HBA OF MICHIGAN

Summer CONVENTION

Mission Point Resort, Mackinac Island

8.14.24 - 8.16.24

75th
Anniversary
MAY 25, 1949

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If you would prefer to make a donation to assist in our legislative advocacy program, you can send a corporate donation to Home Builders Who Care and mail it to the address listed above.

Before I “wrap-up” for the year, let me ask you this. Are you still struggling to find dependable team members? Skilled to Build Michigan Foundation, the non-profit arm of HBAM, is focusing on recruiting veterans into the labor force, but we need your financial assistance. We have a guidebook created and ready for print that is specific to those exiting the military and seeking employment.

Skilled to Build Michigan has requested grant funding to make this a reality, but we are also seeking donations from individuals. I have to thank HBAF and the HBA Charitable & Educational Foundation for their support of this project. If you would like to support our efforts, you can make a donation to Skilled to Build Michigan and mail it to 6427 Centurion, Ste. 100, Lansing, Michigan 48917.

May your 2024 be prosperous and your voice be loud as we keep housing on the minds of legislators.

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The Architects and Designers at TK Design work all over the country to help homebuilders reduce cost by eliminating waste hidden in their design process and prints. The goal is to reduce hard costs while at the same time making the home more marketable and easier to sell. TK Design has a reputation for helping builders save thousands of dollars per home built. This is real money that can have a huge impact on your business.

This process is quick and easy and free of charge.

1. Go to www.tkhomedesign.com/ldacontactform/
2. Fill out the short questionnaire (which will take you under a minute).

A member of the TK Design Team will then reach out and set up a time to review the LDA and LDA Creation Process with you. They are very straightforward and will only suggest proceeding if it's determined it will be a good fit for you and your company.

If you have questions about the program, contact Eric Tiffin, Production Director, at eric@tkhomedesign.com or 248-446-1960.

MEMBERSHIP PAYS

HBA membership offers discount programs to help run your business and save you money.

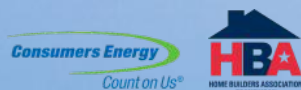


www.hbaofmichigan.com

UTILITY ISSUES?

HBA CONSUMERS ENERGY POWER LUNCH

Resuming January 24, 2024
Every 4th Wednesday of the month
12 PM via Zoom



CATCH THE FRIDAY FINISH

Check your inbox or our social media every Friday for a brief video with updates on the advocacy and other benefit programs provided by your state association

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**Have you reached out to
your county or state land
bank to partner on your
next housing development?**

**To learn more, visit
Michigan.gov/LandBank**





HBAM Committee Involvement Form

Our association depends on the efforts of our volunteer members from across the state for ideas, concerns and input on the issues that affect us at every level of our business. Please consider making a commitment to your association and your industry by participating on a committee.

Please choose the three (3) committees in which you would be willing to serve or scan the QR code to fill out the online form.

- Audit and Investment Committee** - Recommend specific investments and oversee the financial compilation.
- Building Code Committee** - Monitors, analyzes and modifies building code changes and developments.
- Bylaws and Policy Review Committee** - Reviews and develops proposed Bylaws and Policy language.
- Convention Committee** - Arranges and manages the Summer Convention.
- Education Committee** - Responsible for aiding in providing education programs for the members.

- Elections Committee** - Responsible for maintaining election procedures.
- Insurance Committee** - Responsible for the oversight of the insurance programs and the endorsed agents marketing those programs.
- Legal Action Committee** - Responsible for reviewing and recommending participation in legal cases and lawsuits.
- Membership Committee** - Responsible for aiding membership growth and retention efforts of the local associations.
- Legislative Committee** - Reviews the recommendations of each legislative task force and makes recommendations to the Board of Directors.

- Leadership & Diversity Task Force** - Charged to identify topics and speakers for a new statewide Zoom education series.
- Technology Task Force** - Working on a new statewide member directory and other technology advancements.

You may also choose to join our state councils in addition to the three committees:

- o Associates Council
- o Remodelers Council
- o Young Professionals



Name: _____

Local HBA: _____

Email Address: _____

If you have any questions, please contact Diana Dixon at (517) 646-2553 or diana@hbaofmichigan.com.

Return this form to: HBA of Michigan, 6427 Centurion Drive, Suite #100, Lansing, MI 48917



See why more and more Michigan builders are warming up to propane water heaters

Choosing propane water heaters can improve your homeowner's long-term satisfaction with your work—while lowering their energy bills every single day. Propane-powered tankless heaters ensure an endless supply of instantly-hot water while saving up to 16 square feet of space. And storage tank units save on annual energy costs and last up to 20 years. Both options can easily be tied into other propane-powered systems to maximize efficiency for both you and your customers.

▶ To learn more, visit propane.com/propane-products/water-heating/



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INCENTIVES VISIT
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