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PUBLISHER

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EDITOR

Susan Adler Shanteau

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COPY EDITOR

J.R. Shanteau

CONTRIBUTING WRITERS

Nancy Rozum
Michael Stoskopf

Forrest M. Wall, CAE CEO, HBA of Southeastern Michigan

On March 31, Forrest Wall became the eighth executive officer of HBA of Southeastern Michigan since its formation in 1928. Originally hired in 1998 as an Executive Assistant to Irvin H. Yackness, HBA's former Executive Officer, Forrest's role with HBA and the Apartment Association of Michigan (AAM) grew and evolved with the changes in the organization and in the real estate industry. As Vice President – Government Affairs & Industry Relations, his work in the legislative, regulatory, legal and educational arenas impacted every member's business. In 2012, Forrest was honored with HBA's Distinguished Service to the Housing Industry Award for his extraordinary service to both the membership and the industry at large.



In 2021, Forrest joined the Home Builders Association of Michigan (HBAM) as Director of Regulatory and Legal Affairs. In that role Forrest worked on regulatory issues impacting the industry, including statewide construction code development, as well as legislation impacting the Single State Construction Code and licensing. He had oversight of the association's legal action program, including fundraising support for these activities.

Over the years, Forrest has dedicated himself to providing outstanding service to Association members, helping them to achieve their business goals, and representing the organization with the utmost professionalism. "One of the things I enjoy most about this profession is that no two days are alike. Each day brings new opportunities, new challenges and the chance to help our members grow their businesses."

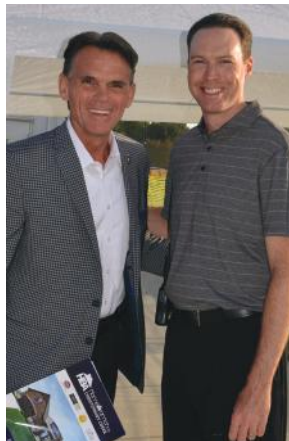
In addition to continuing to support and



grow the Associations' successful and valuable programs that members depend upon, as CEO, just a few of Forrest's goals for both HBA and AAM include:

- Strengthening the financial position of the organization
- Enhancing member engagement with increased in-person educational programming, events and networking opportunities while maintaining flexibility in a post-pandemic environment
- Educating young people about career opportunities in the industry and facilitating job placement with members
- Researching and developing new member benefit programs
- Creating a forum where younger members can learn from the experience of longstanding members
- Elevating the conversation on the economic importance of housing with elected officials and business interests

Forrest continues to be impressed with the dedication and commitment of Association staff and leaders. "I feel most fortunate to have worked for Michael Stoskopf for 14 years. I have learned many valuable lessons



from his creativity and innovative approach to problem solving. His positive attitude in tough times

serves as a great leadership example that I know will serve me well in the future." Forrest has commented that HBA's professional staff represent a culture of teamwork and dedication to the mission and members of HBA.

Forrest holds a Bachelor of Arts in Financial



Administration from Michigan State University and, in 2004, achieved the Certified Association Executive (CAE) designation through the American Society of Association Executives. CAE is the highest level of certification in the association profession.

Forrest and his wife, Michelle, have been married for 17 years. Michelle is an accomplished teacher at Milford High School. Michelle and Forrest have two sons who are the center of their lives – 14 year old Alex and 11 year old Colin. ■





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Most Wanted Kitchen Appliances

WRITTEN BY NANCY ROZUM

Last fall, Zillow research identified several kitchen appliances and amenities that not only simplify meal preparation but also can boost a home's sale price. They include steam ovens, dual fuel ovens and smart appliances. In addition to these items, kitchen appliance manufacturers have added a host of offerings that have caught the interest of consumers.

Air frying has become a sought-after cooking mode. Air fryers use a fan to circulate hot air at a high speed in order to make foods crisp while using minimal amounts of oil. "All major manufacturers now offer air frying capabilities integrated into ranges," said **Joe Legato with Bill & Rod's Appliances & Grills**. "Quite a few of our customers are requesting ranges with air fry capability. Frigidaire was the first to introduce air fryer technology into an oven and currently Frigidaire and GE have the best air fryer capability. Frigidaire is also a leader in offering induction cooking and is helping to drive down the cost of this technology. It's now very affordable to purchase an induction cooktop or a full stove with induction capability." Frigidaire even offers an induction range with air fry capability. With energy efficient induction cooking, heat transfers to the cookware and not the cooktop surface and surrounding air. Induction cooking delivers more precise temperature quickly and the burners cool faster for easier clean-up.

Most refrigerators now feature brighter

and more energy efficient LED lighting. "Refrigerator manufacturers are also focused on improvements that help food last longer, reduce odors and increase convenience," said Joe. According to the Electrolux Food Foundation, one-third of all food the world produces ends up in the trash, so avoiding food waste is not only good for the environment but also saves consumers money. Electrolux has a TasteLock™ Plus Crisper which ensures that vegetables stay crisp and berries stay juicy longer to reduce food waste. Frigidaire's new Gallery four door refrigerator has a built-in antioxidant filter in its



GE Profile™ 30" Smart Built-In Convection Single Wall Oven.

crisper drawers which reduces ethylene gas and odors and preserves produce color.

Dishwasher manufacturers are also making strides in perfecting the art of drying dishes. "Because of EPA guidelines, dishwashers haven't been able to get as hot to completely dry dishes as they had gotten in the past,"

said Joe. "In the past few years, however, manufacturers have found ways to dry dishes more efficiently. Some are adding fans to the interior of the dishwasher to dry the dishes more completely."

Stainless is still the most popular in kitchen appliance finishes but there

is a surprising trend emerging. "Stainless steel is starting to lose some of its shine with customers," said Joe. "We are seeing an upsurge in matte white, specifically that offered by GE Appliances. Adding brass or copper handles on a matte white appliance is like adding jewelry for your kitchen." Custom cabinetry panels are still popular. "High-end luxury appliances manufacturers all offer panel-ready appliances," said **Kortni Hartman with Ferguson**. "With custom panels all the appliances blend in to create a more uniform look in the kitchen."

Buyers, especially millennials, desire smart appliances, notes Kortni. "Smart technology is available in all major appliances," said Kortni. "With smart appliances you can pre-heat an oven or start your dishwasher from anywhere using an app on your smart phone. You can tap into your refrigerator's camera while you are at the grocery store and see if you are out of milk or other staples. Once you have this capability it's hard to imagine living without the convenience smart appliances provide."

Steam ovens have also been gaining in popularity. "Steam provides an enhanced way of cooking that preserves the nutrients, vitamins and minerals in the food while enhancing the flavor of the food," said Kortni. Steam cooking adds moisture to food, unlike microwave cooking which dries food out. Steam cooking is also faster and provides even heating of foods. Steam ovens are versatile.

Using a steam oven you can cook, bake, roast, grill, steam, defrost and warm leftovers. "Another leading-edge cooking technology is sous vide," said Kortni. "Luxury range manufacturers now offer sous vide capability, which is French cooking technique where food is vacuum-sealed in a cooking pouch and heated up at a precise temperature in a water oven. It's a way to cook steak-house quality meat very evenly prior to finishing it on a grill. Ranges and stoves and also countertop units with built-in sous vide allow cooks to make more luxurious, restaurant quality meals at home."

Another kitchen appliance gaining in

Eric Ellstrom

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popularity is the built-in coffee bar. "We are seeing coffee bars being installed in a variety of places within homes including in butler pantries, great rooms and bedrooms," said Kortni. "With smart appliance technology a homeowner can brew a cup of coffee without even having to be in the same room as the coffee bar."



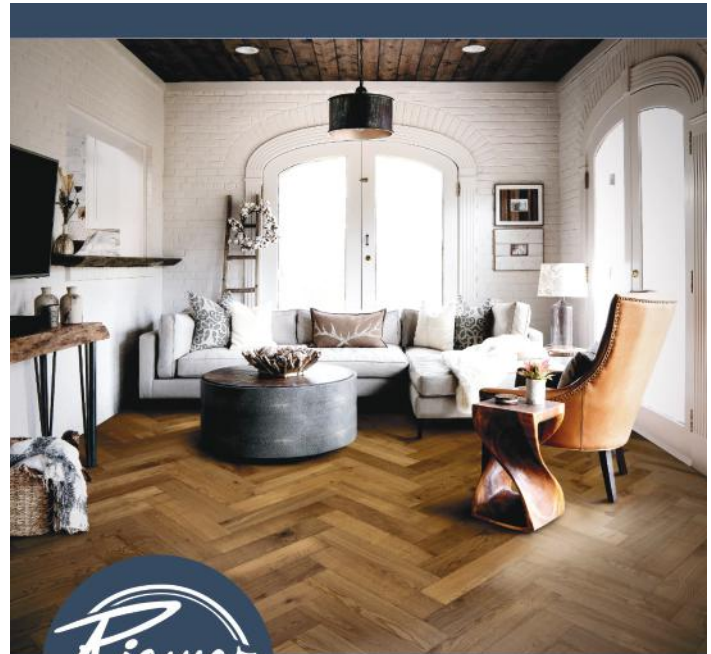
GE Profile Ultra Fresh System™ Dishwasher with Microban® Antimicrobial technology.

Homeowners are buying more high-end kitchen appliances. "People spent more time at home during the pandemic and as a result are investing more in their kitchens," said **Don Cooper with Trevarrow, Inc.** Home chefs now have greater cooking options including a Wolf professional convection range which now has a convection cooktop rather than previous offerings which paired a gas cooktop with an electric oven. "Wolf also offers a convection steam oven which cooks with electric convected heat as well as steam," said Don. "This is one of the most versatile ovens. When you combine the heat and steam you get a lot of power out of it, reducing cook times and producing moist foods. This is incredible technology for a residential kitchen. Before it was only found in commercial restaurants." Wolf has also introduced a true wok rangetop. "They added a 35,000 btu burner to a rangetop specifically to perform wok cooking," said Don. Connected technology continues to move into the kitchen. "Everything is integrated with Alexa or Google systems," said Don. "With a Wolf oven you can tell it what you want to cook, insert the probe into the meat, and sit back and monitor the progress from you smartphone as you relax in the backyard." With an emphasis on safety and security, connected products have the ability to transform kitchen tasks.

Sub-Zero is adding a new feature -- clear sight lighting. "Sub-Zero offers the greatest selection of built-in refrigerators," said Don. "Sub-Zero's bright interior lighting will be even more efficient by adding lighting to the bottom of every shelf, but still allowing shelving to be adjustable. This feature is going into all tall refrigerators by the end of the year. They are also coming out with a monster 48" French-door refrigerator by the end of the year." Sub-Zero will also be switching to a more environmentally-friendly butane based gas refrigerator.

Homeowners are also upgrading their dishwasher purchases. "Dishwasher manufacturers, including Cove, continue to add more flexibility in loading so you can clean more items during each wash cycle," said Don. "Drying is also being perfected through the use of fans to assist in completely drying dishes, including plastics."

Like so many other consumer products, the supply for kitchen appliances is not keeping up with the demand. It is recommended that buyers select and order their kitchen appliance packages for new homes very early in the home purchase process. Lead times for major kitchen appliances are currently ranging from four months to a year. ■



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Death of Janet Kellett

It is with the deepest sadness that we let you know of the death of **Janet Kellett**, on her birthday, March 14 2022, at her residence in Bloomfield Hills. Janet has been the **loving wife of HBA Past President David Kellett, Sr.** for almost sixty-six years; dear mother of Thomas (Lesley) Kellett of Birmingham, David (Kristina) Kellett of Grosse Pointe and MaryClare Kellett of Seattle, Washington. She is also survived by eight grandchildren.



Born in Detroit on March 14, 1934 to Joseph and Lada Sweeney, Janet went on to graduate with a Bachelor of Philosophy, University of Detroit. She was a parishioner of St. Thomas More Catholic Church in Troy. She was also an active member of Stonycroft Golf Club and an active election poll worker of the city of Bloomfield Hills for many years. In her spare time, she enjoyed bridge, golfing (especially with the "Crazy 8's" golf group), travel and spending time with family and friends. She will be truly missed.


A memorial mass was held at St. Thomas More Church in Troy. Her final resting place is at Holy Sepulchre Cemetery.

The Kellett family wish to extend a special thank you to the caregivers from St. Joseph Mercy Homecare & Health and Home Instead of Clawson. St. Joseph Mercy Homecare & Health is a 501(c) 3 and accepts memorial donations at: <https://donate.trinityhealthathome.org/> ■


Single-Family Permits Fall Short Of February Forecast

MICHAEL C. STOSKOPF

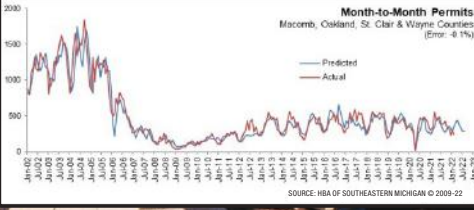
New Housing Permit Forecast



carterlumber.com
kitchens.carterlumber.com

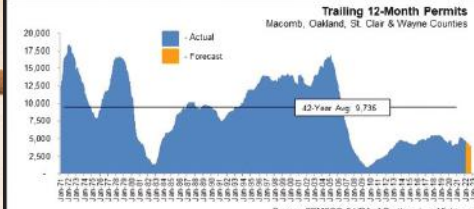


Industry Metric	1-Month Ago	1-Year Ago
Employed Bureau of Labor Standards	0.7%	5.7%
	1,893,174	
Workforce Bureau of Labor Standards	1.6%	5.5%
	1,997,076	
North American Vehicle Production Wards Automotive	-3.3%	-2.3%
	1,089,595	
Crude Oil Price Per Barrel NYMEX	27.4%	63.2%
	\$86.90	
Average Single Family Home Sale Price REALCOMP	1.2%	8.5%
	\$266,457	
Average New Single Family Permit Value HBA of Southeastern Mich	5.7%	26.0%
	\$375,697	



Month-to-Month Permits
Macomb, Oakland, St. Clair & Wayne Counties (Error: -4.1%)

Legend: Predicted (Blue line), Actual (Red line)



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

Legend: Actual (Blue area), Forecast (Orange area)

12-Month Avg: 9,736

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



a total of **238 single-family home (SFH) permits** were issued in Macomb, Oakland, St. Clair and Wayne counties in February 2022.

February's total was 21 percent lower than January 2022's revised total of 300 permits and was 30 percent lower than the total for February 2021 (349). HBA's econometric model had forecast a total of 353 permits for the month.

In stark contrast, multi-family (for rent) construction added 301 permits in February, up 64 percent from the 184 reported in January 2022. Perhaps more significantly, this is the best start to the year for multi-family permits since February 1990 (1,457).

Frankly, I am surprised at February's totals. All the economic indicators were such that a start similar to last year seemed to be reasonable. In winter months, weather can play a factor but since it was actually milder in February 2022 than 2021, that likely wasn't the reason. In talking to builders, supply chain issues remain. This includes the most significant factor related to construction – lumber prices – which were over 28 percent higher in February 2022 than the previous year.

Other input factors possibly contributing to lower permit activity in February include increasing crude oil prices (up 63 percent YOY) and a significant increase in the 30-year fixed mortgage rate (up 105 basis points YOY).

While headwinds certainly exist, one positive area is southeastern Michigan employment which has made significant gains and is now within striking distance of reaching pre-pandemic levels. ■



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Updates To The Michigan Brownfield Act And Phase I Environmental Site Assessment ASTM E1527 Standard

PROVIDED BY ASTI ENVIRONMENTAL



Changes to Brownfield Incentives

Building on a brownfield site typically incurs additional costs (assessment, remediation, demolition, unstable soils, unanticipated conditions, delays for approvals, etc.) that can be off-set to some extent by local, state, and federal incentives. These incentives have been essential to successful redevelopment and have been used by communities to attract redevelopment to challenging sites. Although there are a number of tax, grant, and loan incentives, one of the most common is tax increment financing, which uses incremental real estate tax capture to reimburse the developer for eligible costs. Recent changes to the tax increment financing incentive in Michigan will make portions of this program more accessible for transformational projects.

The Michigan Brownfield Act (Act 381) has recently been amended to make it easier to apply for a Transformational Brownfield Plan (TBP). Developers will typically use a Brownfield Plan and 381 Work Plan to capture incremental real estate taxes, but a TBP can provide access to additional incremental tax revenue (e.g. income tax) and permit reimbursement of additional eligible costs when a project meets minimum investment thresholds based on municipal population. The five main updates are: (1) TBPs no longer require developments to be mixed use, (2) the demonstration of substantial benefit to the state has been removed, (3) the threshold requiring third party underwriting has been increased from \$1.5 million to \$10 million in tax capture per year, (4) other incentives, such as the Community Revitalization Program, can now be combined with a TBP, and (5) the legislation has been extended to 2027 (it was set to expire the end of 2022).

Removal of the requirement that a TBD demonstrate an overall positive fiscal impact to the state based on third party underwriting is perhaps the most substantial change. For smaller projects, this was a difficult and costly demonstration to prepare, requiring two independent reviews. With this change, more developers, especially in smaller communities

should now be able to effectively prepare an application for the TBP.

If you are interested in determining if your project qualifies for the TBP, or are interesting in preparing a TBP application, please contact Tom Wackerman at twacker@asti-env.com.

Changes to Phase I ESAs – The New ASTM Standard

The American Society for Testing and Materials submitted a new standard, “E1527-21 – Standard Practice for Environmental Site Assessments: Phase I Environmental Site Assessment Process,” to the EPA on November 1, 2021 that, once approved, will amend the current ASTM E1527-13 which has been in place for the past eight years.

Subject to EPA’s approval, significant changes in the new standard are presented below for those buying, selling or refinancing real estate:

- A new definition of “Recognized Environmental Condition” (REC), which matters because RECs establish the scope of work for additional investigation, if needed.
- Appendix (Appendix X4) further clarifies the new definition and contains a flow chart to help in deciding on potential RECs.
- That, at a minimum, historical aerial photographs, historical city directories, historical topographic maps, and

historical fire insurance (Sanborn) maps be reviewed in association with the subject property and adjoining properties and prescribes that if one or more of these sources cannot be reviewed, there must be a statement included in the Phase I ESA report explaining why the source could not be reviewed.

- Guidance on emerging contaminants of concern, such as per- and polyfluoroalkyl substances (PFAS), is also included in ASTM E1527-21, and states that inclusion of such substances can be added to the Phase I ESA as a “Non-Scope Consideration.” This allows the Environmental Professional to address them in the report, as they can still be a substantial issue for the redevelopment or operation of the subject property.

Until EPA approval is granted, environmental consultants should clearly state in the Phase I ESA report, that they are adhering to E1527-13, E1527-21 or cite E1527-13 but also incorporating some guidance from E1527-21. ASTI Environmental has been incorporating ASTM E1527-21 requirements for over a year and will now specifically state that all reports are compliant with ASTM E1527-21.

This article has been condensed for space considerations. To view the complete article, please visit: <https://www.asti-env.com/techbits> ■



Vehicle Safety

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

Regardless of whether you have a whole fleet of company cars and trucks, or just a personal car that gets you to and from work, **vehicles are a critical aspect of your everyday operations as a company or business.**



To ensure that there are no hiccups, unneeded mechanical repairs, or even accidents, it is imperative that you keep your vehicles in great condition, inspected often and stocked with emergency items.

Nothing seems worse at the time when you get into a vehicle and go to start it but nothing happens. It is frustrating, to say the least, whether it is the starter, the battery, alternator, bad gas, fuel pump, spark plugs or any other reason why a car won't start. That is why it is critical to keep up on preventative maintenance for everything. Every vehicle has

some means of service maintenance schedule that will involve changing fluids, inspecting tires and brakes and changing/replacing other parts, as well. Maintaining vehicle safety starts at purchasing the right vehicle. Pick out a vehicle that has great reviews, crash test ratings, reliability and quality. After that, you need to be able to find a trustworthy mechanic, if you are going to be having a third party work on your vehicles. Regularly take it in to get inspected and know that it is better to replace worn or aged parts before they break and you are left stuck on the side of the road or even in an accident.

Things to always keep in your vehicle may depend on where you are located, what hazards you are exposed to and your level of preparedness. **What every vehicle should have is a light first aid kit, some snacks that don't expire for at least a couple years (like energy bars, some trail mix, beef jerky), bottled water (kept out of direct**

sunlight), some means to charge a phone and a flashlight. Things that you may need depending on where you are located are a bigger first aid kit (if you live far away from any kind of hospital), blankets, roadside lights or flairs, ice scraper and a pair of gloves and safety glasses in case you need to do any light maintenance or change a tire. If you are unsure of what you might need, consider what could go wrong and plan accordingly. Additionally, if you are going to keep something in a vehicle, ensure that the driver is aware of what is there and how to use the items.

Arguably, the most important things on your vehicle are your tires. Your tires are the only means of contact between the road and your car. Regularly inspect your tires before driving, especially if driving for longer distances. What you want to look for is enough tread on the tire (there are usually indicators on the tire that show when the tire has worn down too much), any cracks on the sidewall that would indicate dry-rotting (more common on older tires), any objects that may have been lodged in the tire (such as nails, hooks, or road debris) that may cause it to pop and periodically check the air pressure. With many new cars, the air pressure of the tires can be checked on your dash or instrument cluster. Having good traction is a must, which is why your tires should always be based around the weather and the roads you drive on. Summer tires are superior to all season tires in the warmer months and winter tires are a world of difference in terms of improved traction in the winter. Never underestimate a good set of tires for your vehicles.

Keeping your vehicle in roadworthy condition is not only important for your personal safety, but also means that there is one less stressor you will have when worrying about the rest of work. Although not always predicable, vehicles that are well-maintained generally last longer and are safer on the roads.

If you are looking for assistance with safety policy, procedure creation or training for any other safety topic, feel free to reach out to us at 734-309-3456 or at daday@compone.net ■

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Questions? Call Frank Kessler: (248) 880-6969

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Advocacy Update

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

Prohibition On Disclosures Introduced

Legislation which would broaden the scope of the Landlord and Tenant Relationships Act and add a section to that act has been introduced in the Michigan House of Representatives. House Bill 5920 proposes an expansion of the act to include in its scope the prohibition of “certain disclosures from prospective tenants.” The legislation then adds a section to the act which would bar a landlord from requiring a prospective tenant from disclosing any of the following:



- A conviction that has been set aside by court order under Michigan law
- A finding of juvenile delinquency under federal statute
- Participation in a juvenile diversion program
- The assignment of youthful trainee status under the Holmes Youthful Trainee Act
- The entry of a judgment or order of disposition by a court of another state based on a finding that a juvenile violated a law of another state that would have been a criminal offense if committed by an adult in that state.

The legislation has been referred to the Committee on Judiciary for consideration.

Help AAM Make A Difference In Election 2022!

2022 promises to be a very interesting and important election year for Michigan. First, all key leadership posts (Governor, Attorney General, Secretary of State) and legislative offices are up for grabs.

Second, to make this election year even more intense, redistricting has altered the landscape of our state legislative and congressional districts. In some cases, incumbents are being pitted against one another under the newly drawn lines. Given all 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 check or credit cards. ■

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Member News



Congratulations to **Helen Velas** on the acquisition of her company, Eleni Interiors, by Banko Design.

For the past 29 years, Helen built and maintained a thriving commercial interior design

and procurement business, specializing in multifamily and models in the single family and multifamily markets. Looking to retire from the private sector to pursue her passions in the non-profit world, Helen sought out Banko Design to take ownership of Eleni Interiors and continue her legacy of pristine design and service, alongside her talented design



team. Finding a united passion for multifamily design, Banko Design is excited to be adding Eleni Interiors as a BD Studio to their portfolio.

“Banko Design is honored to add Eleni Interiors to the BD Studio collection. **Helen**

Velas and her team have built something amazing, and we could not be more excited to now have a team in Illinois, widening our regional footprint and client base. We are looking forward to idea sharing and collaborating with our new team members,” says Melissa Banko, Founder and Principal of Banko Design.

In December 2021, HBA honored Eleni Interiors with Sales & Design Achievement Competition awards for



New Home Interior Design Project of the Year with **M/I Homes at Trailside** as well as New Home Interior Design Project - Clubhouse or Specialty Room for an Apartment Community with **MJC Companies in Commerce Twp.**

In 2019, Helen received Special Recognition for Support of HBA’s Charitable Endeavors. ■

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

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

REGISTER NOW FOR THESE VALUABLE SESSIONS!

April

APRIL 8 - 10

THE NOVI HOME AND GARDEN SHOW

Members are invited to attend the Show as guests of HBA by downloading and printing FREE VIP TICKETS.

Got to www.builders.org. Sign in with your Member ID. In the upper right of the page, you'll see a link to the tickets. If you do not remember your Member ID, please contact Riva Gulli at: 248-862-1002 or rivag@builders.org.



THURSDAY, APRIL 28

IN PERSON AFTER HOURS MIXER AT CABINETEK IN NOVI

Mingle with industry professionals to gain new contacts. Win great prizes! Appetizers, Wine, Beer and Soft Drinks. Bring Prospective Members! THREE Lotto Drawings At Every Mixer.

MUST BE PRESENT TO WIN!

Time: 6:00 – 8:00 p.m.

Place: CABINETEK

45033 Grand River Ave., Novi 48375

There is no charge to attend.

Advance Reservations Required



May

FIRDAY, MAY 6

HBA EXECUTIVE COMMITTEE

Time: 9:00 a.m.

Place: HBA Offices, Suite 202

HBA Executive Committee will receive agenda

TUESDAY, MAY 10

Sales & Marketing Council Seminar

ON-SITE VS OFF-SITE CONSTRUCTION

Featuring Scott Sedam, TruNorth Development



- What you need to know to make the right decisions.

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



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

Time: 8:30 a.m.

Place: HBA First Floor Conference Room

Cost: \$10 per person

TUESDAY, MAY 17

HBA 101: NEW MEMBER BREAKFAST

Let us show you how to make the most of your membership.

Join us for a breakfast meeting where you'll have the opportunity to meet other new members and to learn about some of the benefits of belonging.

Hosted By: Forrest Wall, CEO

Time: 8:30 a.m.

Place: HBA First Floor Conference Room



WEDNESDAY, MAY 18

REMODELERS COUNCIL ROUNDTABLE

Share ideas with other builders, remodelers and suppliers to the industry in an informal setting

Time: Noon - 1:30 p.m.

Place: HBA First Floor Conference Room

Cost: \$10 per person, including lunch



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PWB Lunch, Learn & Networking

On March 10, 30 members and guests of HBA's Professional Women in Building Council met at **Mont Surfaces in Farmington Hills** to discuss how the pandemic has changed interior design. In addition to networking and lunch, a presentation was made by **Doreen D. Hunter, Allied ASID, ASID Michigan President.**



Kelsey Powell of KSI won a \$50 Home Depot Gift Certificate donated by Mont Surfaces.



Michelle Connon (left) of Mont Surfaces with PWB Chair Barbara J. Burnham of B.J. Burnham and Associates.



Paula Badalamente of IMAGIO (left), Carol Finkelstein of Norwood Homes, PWB Chair Barbara J. Burnham of B.J. Burnham and Associates, speaker Doreen D. Hunter, ASID Michigan President and Carole Jones of Robert R. Jones Homes.



Ervin Prifti (left) of L & E Marble and Granite and Ron Buff of Mont Surfaces.



USING THE PRIVATE OFFERS¹ FOR NAHB MEMBERS IS EASY:

1. Get your NAHB proof of membership.
2. Visit your local Chevrolet, Buick or GMC dealer and mention this Private Offer.
3. Select an eligible vehicle(s) to purchase or lease and present your NAHB proof of membership.

For even more value, combine this offer with the National Fleet Purchase Program and Business Choice Offers. For full details on the Private Offer, NAHB members should visit nahb.org/gm.

Example offer for NAHB members who are business owners purchasing a 2021 Chevrolet Silverado 2500 HD Crew Cab 1LT 4WD.



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 \text{Private Offer}^1 & & \text{National Fleet Purchase Program (FVX)}^2 & & \text{Eligible Accessory Cash Allowance}^{3,4} & & \text{In Potential Value}
 \end{array}$$

¹Private offer amount varies by model; up to \$500 offer for retail delivery and up to \$1,000 offer for fleet deliveries. Valid toward the purchase or lease of eligible new 2020, 2021 and 2022 model year vehicles. Customer must take delivery by 1/3/2022. Not compatible with some other offers. Not valid on prior purchases. Excludes all Cadillac vehicles; 2020 Buick Cascada, LaCrosse, Regal and Verano; Chevrolet Colorado 25A, Sonic, Trax, Volt and GMC Canyon 25A; 2020-2021 Encore 15V; Chevrolet Blazer, Camaro, Corvette, Equinox 15M, Malibu 1VL, Traverse 1L0; GMC Acadia 15V and Terrain 25A. Additional GM models may be excluded at GM's sole discretion. See dealer for details. ²Offer available to qualified fleet customers through 1/3/2022. Not compatible with some other offers. Take delivery 1/3/2022. See dealer for details. ³To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related transportation purposes. Must provide proof of business ownership. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties and ordering, consult your dealer or visit gmbusinesschoice.com. ⁴Eligible purchases must be equal to or greater than the amount of the cash allowance. Accessory Cash Allowance requires purchase of the eligible accessories from your dealer.

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