

December 2021



BUILDING

Business & Apartment Management

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

Awards & Leadership Recognition

Commemorative Issue

HONORING 2021 PRESIDENT

Ben Templeton, Templeton Building



& The Distinguished Award Honorees

READ THEIR PROFILES ON PAGES 2 – 15



From upper left: GURMALE (GARY) SINGH GREWAL

BOB TEDESCO • DAVE BELL • STEPHEN J. TAGLIONE

PAULA BADALAMENTE • DAMIANO DIMERCURIO

DARIAN NEUBECKER • CHRIS ADAMSKI • DOMINIC F. MOCERI

INSIDE: MEMBER SERVICE RECOGNITION

SALES & DESIGN ACHIEVEMENT COMPETITION

HONORING OUR PAST ♦ SHARING OUR PRESENT
BUILDING OUR FUTURE



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BUILDING Business & Apartment Management

DECEMBER 2021

INDUSTRY LEADERSHIP & AWARDS COMMEMORATIVE ISSUE

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HBA 2021 PRESIDENT'S AWARD

& DISTINGUISHED SERVICE TO THE HBA

Ben Templeton

Templeton Building Co.

Ben Templeton, HBA's 2021 President, is an active member of the Association, has been a member of the HBA Board of Directors since 2010 and serves in a leadership role as Past Chair of the HBA Professional Remodelers Council.

He earned professional credentials as a Certified Graduate Remodeler, Certified Graduate Builder and Certified Green Professional. In 2012 Ben was named to Professional Remodeler magazine's prestigious 40 under 40. In 2013 he was named as HBA's Remodeler of the Year and in 2016 the HBA Young Builder of the Year.

In 2017, Ben was named HBA's Membership Growth honoree for bringing in the most new members during the year. Then, in 2019 he was honored with Distinguished Service Awards for both Urban Home Building and the Remodeling Industry.

In 2019 HBA's Sales & Marketing Council and Remodelers Council presented the first Sales & Design Achievement Competition. Ben and Templeton Building Co. won gold awards in the two categories they entered: Whole House Remodel over 2,000 square feet and Basement Remodel.

A year after graduating from Lawrence Technological University in 2004, Ben joined the family business. Founded in 1980 by his father, Steve Templeton, the company does residential remodeling, additions, historical restoration, and new home building. The company also operates a Service Division that provides routine home maintenance, and a Commercial Division that provides all aspects of commercial construction.

Ben's 2019 award for Urban Home Building stems from his invaluable work on HBA's Tiny Home Project, a charitable endeavor which was completed in September 2019. "Your leadership and dedication to completing the task at hand

made a positive impact on all three homes as well as several other homes as part of this development phase," commented Michael Stoskopf, HBA CEO. The project is helping to provide homes that will positively impact the lives of many for years to come.

Ben credits the HBA for playing a large part in his success. "As I took professional education classes, I got to know people," says Ben. "With that networking, I became involved in the Remodelers Council. The best thing about the HBA is that there is always someone in the room that can give you a different perspective on any situation, and everyone is always willing to help."

Ben served as HBA President during 2021, a pivotal year, as the industry continues to come to terms with changes in the economy, the labor market and the way business is conducted, as the threat of the pandemic is resolved, albeit more slowly and tentatively than expected.

Ben is being honored this year for both his successful presidency during this challenging year and with the Distinguished Service to the HBA award for deftly managing HBA's financial plan after being precluded from holding most of its Home Shows during the pandemic. To ensure continued growth, Ben and HBA's entire 2021 Executive Committee have generously agreed to serve in their current positions again, during 2022.

Even as unpredictable obstacles kept popping up to challenge both the building industry and the HBA's operations, the Association held two successful Home Shows, a strong Parade of Homes, a "sold out" Annual Picnic and a Golf Outing that hosted more golfers than at any time since the early 2000s.

Another significant accomplishment during 2021 was the creation and launch of HBA's Skilled Trades Scholarship Fund within the HBA



Charitable and Educational Foundation. The Fund was formed to support young people who will become the next generation of construction workers in southeastern Michigan. The Fund's establishment was made possible, in part, by a generous endowment of \$50,000 by Paul C. and Cheryl Robertson, who are being honored this year with the Distinguished Service Award to HBA's Foundation.

Moving into 2022, Ben believes that one of the most critical ways to keep HBA strong is to increase membership numbers, ensuring that the Association has the political clout necessary to work toward heading off unreasonable legislation and to keep homes affordable for the families of Southeastern Michigan.

"I am a strong proponent of the value of HBA membership for everyone involved in the building and remodeling industry," said Ben. "One of my priorities for the coming year is to continue to encourage every current HBA member to make sure their associates and subcontractors become HBA members and get involved! Taking advantage of the educational and networking opportunities is a way to increase professionalism and support business growth for us all."

HBA's Board of Directors, membership and staff are fortunate to have benefitted from Ben's outstanding business and leadership skills during the past year and are grateful for his willingness to serve as President in 2022. ■



HALL OF FAME – IN MEMORIAM

David S. Compo

The legacy of the Compo family and their multi-generational involvement in, and support of, the building industry and HBA, has been well documented, especially during David Compo's 2020 HBA Presidency and in early 2021, at the time of his tragic death along with his wife, Michele, and their son, Dawson.

It is clear that David's passion for home building, his belief in the value of HBA membership and his indefatigable work ethic alone would make him a worthy choice for induction into the HBA Hall of Fame this year.

A year ago, in the December issue of this magazine, David wrote a column entitled "Final Thoughts For 2020." In it he described a major part of his agenda: to grow the next generation of talent for the building industry.

In memory of the Compo family, HBA established the David S. Compo Family Memorial Scholarship within the Skilled Trades Scholarship Fund of HBA's Charitable & Educational Foundation. The outpouring of memorial donations to this fund allowed HBA to award the first of those scholarships this year, helping to fulfill David's goal.

An excerpt from David's column follows.

To say this has been an interesting and transitional year would be an understatement.

At the outset of 2020, I was looking forward to a year packed with continued production from my building and remodeling company. I hoped to achieve a long list of goals including continued growth of our association. Then March 2020 happened.

Unfortunately, the COVID crisis is not over. Everyone has learned a lot and I believe our industry is much more prepared going forward.

This crisis has allowed many to shine from healthcare workers and first responders to the leaders and employees in our own companies. For my business, we took the opportunity to see what type of people we had and how they responded to adversity. The strength of our team manifested itself as we took the time to do both the long-term planning and "working on" the business which in turn improved our business.



Presenting the David S. Compo Family Memorial Scholarship to Cameron Dubiel at The Home Depot in Okemos where he works when he is not attending Lansing Community College. In addition to staff, his aunt (second from left), Lisa Compo and Chris Compo are shown here.

Veterans Day was just celebrated. This year, perhaps now more than ever, I have a profound respect and admiration for those past and present in the armed forces and their sacrifice on our behalf. Thank you all!

My major goal as your 2020 HBA President was to shine a spotlight on the need for the next generation of talented youth to get into the trades. I strongly believe we collectively need to work toward this goal as workforce challenges will not end anytime soon. Getting more people into the skilled trades in every aspect of construction will continue to be my focus next year and it will require all of us as leaders to push this agenda. ■

MULTIFAMILY CONSTRUCTION BUILDER OF THE YEAR

Damiano DiMercurio

DiLusso Building Company

Family means everything to Damiano DiMercurio. It's not just his mother, Maria, who received her builders license in 1989, or his father, Gaetano, an accomplished mason, that make up Damiano's family. It's also not just his wife, Dina, and four children, Lilamarie (17), Emilia (5), Luca (3), and six-month-old Eva. Family is anyone who has worked with him or lives in any of the hundreds of residences DiLusso Building Company has built since Damiano and his family launched the second-generation company during his high school years.

DiLusso Building Company started out building single family homes in Macomb County. Over the years the company expanded its services to include retail and office buildings, townhomes, independent senior living residences and apartment homes. Harvard Oaks in Shelby Township is a 74-unit apartment home development which DiLusso owns and manages and they are completing construction of the 166-unit Mid-Town Park apartment home development in Shelby Township. The Villages of

Clinton Pointe is a 190-unit independent senior living residence with Phase III of the project currently under development. "This is the first four-story building DiLusso has built, so it's very exciting," said Damiano. "My children love to visit the jobsite with me. Four stories up, when we put the roof on, my daughter Emilia was very upset because she couldn't touch the clouds anymore. That's when a book like, 'Goodnight, Goodnight Construction Site' comes in handy!"

His considerable success in the building industry at an early age resulted in Damiano being named HBA Young Builder of the Year in 2011. He will again be serving on the HBA Board of Directors in 2022 and is appreciative of being honored by the Association. "It has been a tough two years working through the pandemic," said Damiano. "The HBA is a great organization to be part of especially for those wanting to learn and grow their businesses. Having our team recognized for our work is really special."

The company frequently hosts events where residents of their apartment homes



and senior residences can meet and get to know their neighbors, DiLusso employees, and the DiMercurio family. "To see tenants and homeowners relaxing in the park-like settings we've designed into our developments, or see them utilizing the clubhouse or making new friends at one of our annual community picnics really provides me with a sense that we're building something way more than just homes," said Damiano. "It's gratifying to be responsible for a community coming alive." ■

BERT L. SMOKLER BUILDER OF THE YEAR

Gurmale (Gary) Singh Grewal

Singh Homes, LLC.

In 1973, Gurmale (Gary) Singh Grewal and his brothers founded Singh Development Company ("Singh"). Today, almost 50 years later, Singh is still guided by the traditions and ethics forged in the early years by their grandfather, Sarwan Singh Grewal: work hard, be kind and respectful to all, and always do the right thing. "As a company, we have taken my grandfather's advice to heart," said Gurmale. "We make sure to treat everyone like family, to offer a good product, and to deliver on what we say we're going to do."

Singh's portfolio spans single family homes, senior living and multifamily apartments, health care services, golf courses and commercial real estate in Michigan, Virginia, and North Carolina. Their most recent completions include Parkwest Apartments in Canton Township and The Griffin in Royal Oak.

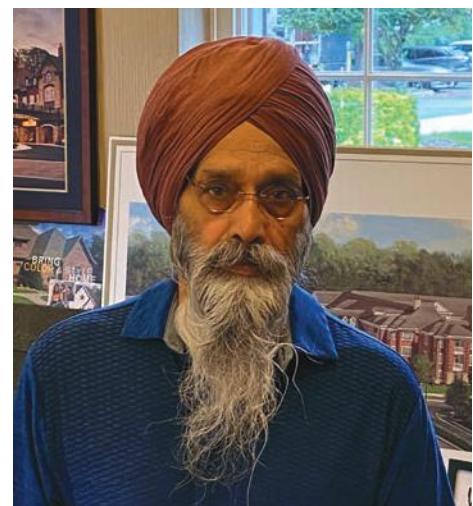
Gurmale and his brothers credit their success to being blessed with strong business relationships: "Most of our bankers, subcontractors, consultants, brokers, and lawyers have worked with us for as

long as Singh has been around," said Gurmale. "They were by our side from the first day and have been paramount to Singh's success. Our staff is an extension of our family. We are truly blessed to be surrounded by great people."

Gurmale is immensely grateful to HBA for providing invaluable mentorship in his younger years and for continuing to be an incredible industry resource today.

A former marathon runner, Gurmale fondly recalls the daily company meetings he had with his brothers, Lushman and Jeat, literally on the run. "My brothers and I were long distance runners so we'd get up at 4:30 a.m. to run, and while running, we'd talk business," said Gurmale. "Our closeness as brothers is key to our business success. People often mistakenly credit me with the growth of Singh, but the backbone of Singh is our family and our team."

Today, Singh employs nearly 2,000 people and continues to build homes, apartments, and senior living communities. The 46-site Bolingbrooke



community in Novi is nearing completion and the company is working on the third phase of Charleston Park, a 100-homesite development in South Lyon, as well as several new projects in the development phase.

Nearing their 50th anniversary, the brothers are still involved in strategic business decisions and operations, but have enjoyed watching the second generation continue their legacy for over a decade. Having opened a southeast headquarters in 2005, Gurmale and his wife, Jagdev, now split their time between Michigan and North Carolina, enjoying life with their grandchildren. ■

YOUNG BUILDER OF THE YEAR

Dominic F. Moceri

Moceri Companies

Few families are fortunate enough to have even a second generation involved in a family business. Dominic F. Moceri is part of the fourth generation of Moceri's, building on an incredible legacy that started with his great-grandfather Sebastian "Buster" Moceri and his grandfather, Dominic S Moceri. In the early years, the visionary father and son team bought prime parcels of land with easy access to the newly constructed Interstate 75 north of Detroit. On that land, and other parcels throughout southeast Michigan, they, and future generations of the Moceri family, built more than 55,000 homes in the decades that followed.

Dominic F. Moceri is the son of Frank Moceri, one of the six sons of Dominic S. Moceri and his wife, Frances. As a teenager, Dominic worked on Moceri building sites, sweeping basements, moving materials and lending a hand whenever it was needed. During summers while in college, he took on more responsibility and continued to

gain invaluable first-hand knowledge of what it takes to manage employees and build homes. "Even when I was a young kid I knew I wanted to be part of the family business when I got older," said Dominic. In 2014, upon graduation from Northwood University, which was the alma mater of Dominic's father, Frank, and his uncle Mario, Dominic joined Moceri Companies full time. His first position was assisting in managing multi-family properties and then he served as a direct project manager for IronGate of Birmingham, which consisted of 11 luxury apartment homes. Most recently he managed Moceri's Custom Home Division and now assists his uncle, Dominic J. Moceri, in land acquisition and project management of new developments. "We're currently in the planning stages of over \$100 million in future development in communities from Clinton Township to Lake Orion," said Dominic.

Even though his work keeps him quite



busy, Dominic treasures the time he spends in conversation with his grandmother, Frances. "I like hanging out with my grandma and other family members and learning more about the business and its history," said Dominic. "Gaining knowledge from the experiences of my family members gave me a jump start in understanding the building industry. One piece of good advice from anyone on the Moceri leadership team might be equal to what it takes years for another person to learn." ■

DEVELOPER OF THE YEAR

Bob Tedesco

Silverado Homes

Over the past 21 years, Bob Tedesco, owner of Silverado Homes in Rochester, has built hundreds of homes throughout Oakland and Macomb counties. Bob is an active member of the Association, serving on the HBA Board of Directors since 2010, the Executive Committee since 2012 and as President in 2019. Bob was honored to be awarded the HBA Builder of the Year award in 2009 and is thankful to his peers for being honored with the 2021 Developer of the Year award.

Bob is primarily a builder who purchases bulk lot packages in developments, then builds and staffs model homes to build out the communities. He has also successfully ventured into land development. "We are finalizing the last few homes in our 65-unit development in Romeo and should be complete by Spring 2022," he said. "Moving forward our focus will be in Oxford, where we opened our new development, The Woods of Tullamore, and have a solid reputation in the community for building quality homes."

Tullamore is a 49-unit development with homes starting in the \$400,000s. "We opened our Pinehurst II model in the Spring of 2021 and we are currently working with our land associate, Soave Real Estate Group, to develop the final two phases, adding an additional 120 sites," Bob added. The Pinehurst II received the 2021 Parade of Homes Blue Ribbon award for homes priced over \$420,000 to \$500,000.

Over the years Silverado has earned four other Parade of Homes Blue Ribbon Awards and also received the prestigious Guildmaster Award from GuildQuality for demonstrating exceptional customer service within the residential construction industry.

Bob is a valued supporter of the HBA. "You make time in your busy schedule for the things you believe in," said Bob. "I believe in the HBA and the association's ability to help members grow their businesses and succeed, in good times and bad. The work and information the staff at HBA provided to our members during the initial stages of COVID was invaluable."



"I am thankful for friends and mentors I have gained by being an active member of the Association and will continue to work to grow membership so others in our industry can take advantage of all the great things our HBA has to offer."

Bob has been married to his wife, Suzanne, for 20 years. They have one daughter, Jacklyn, who is a freshman at Clemson University. The family enjoys spending time together traveling to Aruba every winter. ■

DEVELOPMENT OF THE YEAR

Liberty Hill

By Boji Home Builders

Having four homes sold in a 14-homesite development while the site utilities and roads are just being completed, and before any landscaping beautifies the development, is a testament to the desirability and quality of homes built by Boji Home Builders. Boji is a second generation family-owned and managed company, founded in 1985 by Francis Boji. The company has built hundreds of residential homes over its more than 35 years in business. Liberty Hill is the latest in a series of successful developments by the company.

Location, style and amenities are all important. "Liberty Hill is an infill development in an established market located in the City of Farmington within walking distance to downtown," said Joseph Boji. "This development is unique as there aren't many new homes being built in Farmington. We are offering all new ranch and colonial style homes designed by HBA member, TK Design & Associates, as well as the option to build our popular Denton ranch-style

model." The development is located on four acres and features open floor plan homes in the 1,725 to 2,810 sq. ft. range. All homes have brick facades, full basements, attached two-car garages, as well as 9' first floor ceilings. "What a lot of builders consider as upgrades we include as standard amenities," said Joseph. Generous closets, granite countertops, hardwood or vinyl plank flooring throughout portions of the first floors, and smart home features are just a few standard amenities.

Energy saving features are also standard in Liberty Hill homes. "We start with house wrap and a 4' basement blanket as well as a complete energy seal package from HBA member D.R. Nelson & Associates," said Joseph. "We also offer a 96 percent efficient gas furnace, programmable thermostat with Wi-Fi, a 50-gallon high efficiency power vent water heater, and double pane Low-e insulated vinyl windows."

In addition to Liberty Hill, Boji recently



completed 56 homes in Phase II of Crystal Village in Canton Township, 108 condominium homes in Warren, and 85 homes in Phase I of Cobblestone Creek Woodlands in Van Buren Township. Boji is now working to build Phase II of the development, with 69 homes, and the 14-home active adult Heritage Park of Northville community. In addition to Francis and his son, Joseph, Boji family members on the operations team include Francis' daughter, Beth Boji Kelly, and Joseph's wife, Christine Boji. "Our family takes pride in working hard and building quality homes," said Joseph. ■

DISTINGUISHED SERVICE IN ARCHITECTURE

TR Design Group, LLC

Randy Hatchard, R.A., Jeff Ziegelbaur & JR Ruthig

One might think that three individuals, each with unique vision, talents and approaches to design, were unlikely to form a successful and enduring partnership. That is exactly what the principals of TR Design Group did. Randy Hatchard R.A., J.R. Ruthig and Jeff Ziegelbaur had all worked with each other over a span of 25+ years in several different companies. They took that shared history and extensive experience and formed "THE" Residential Design Group – TR Design Group – in 2012. Since they formed the company, and even for decades prior, this group of award-winning architects and designers have been making dreams come true for the clients they serve.

Two of the firm's employees have also worked with the principals for over 20 years. "We've worked together for so long, we know what to expect from each other," said Jeff. "Everyone enjoys and appreciates their role within the team." TR Design Group focuses on exclusive residential estates, both production and boutique residential design, high-end

community development and marketing services. "We've worked with many builders in southeast Michigan and are grateful to be recognized by the HBA for that work," said Jeff. This year, the firm achieved several HBA Sales & Design Achievement awards including the Silver Award for New Single-Family Home Architectural Design Project of the Year and the Gold Award for Single-Family Whole House Remodel Project of the Year Over 2000 Square Feet. These newest awards join with others the firm has received including several of the following: Detroit Home Design awards, a Best of Houzz, American Institute of Building Design Residential Design awards and a NAHB Best in American Living Award.

They have also focused on building long lasting relationships with clients and building professionals through creativity, personal commitment and exceptional service. "It is so gratifying to get a note from a client telling us



how much they appreciated that we took the time to understand their needs and desires and then creatively designed those dreams and ideas into reality," said Jeff. "We get that same sense of accomplishment when a builder tells us how much they appreciate our being there for them even after the prints were created, and that our complete and thorough construction plans made their job that much easier. We know we've achieved what we set out to do when clients express their thankfulness that we are part of their team, taking the design of their dream home from ordinary to extraordinary." ■

SAMUEL KREIS ANNUAL AWARD FOR DISTINGUISHED SERVICE TO THE BUILDING INDUSTRY

Michael Tobin

Mike Building Co.

Samuel Kreis served the building industry with distinction during his fifty-year long career in banking and residential construction. His expertise in networking was a model for others. Sam was an advocate for the building industry, an HBA board member and a mentor and friend to many. In tribute, an annual award was created in Sam's honor and he was, posthumously, its first recipient in 2006.

Michael Tobin, with Mike Building Company, is this year's recipient of the Sam Kreis Award. "Sam was my best friend so this award has special meaning for me," said Michael. "Sam knew everyone. He was the 'go to' guy that couldn't attend an event without walking out with new business. For years, Sam was part of our Saturday morning breakfast group. When Sam retired, he had a desk in my office. I still have a lot of his awards on display."

The company Michael co-founded in 1985 currently owns and manages thousands of

apartment homes in Michigan and Ohio. In recent years, the company has put significant efforts into upgrading existing properties. "Our focus has always been on watching out for our residents and staff, and this has been especially true during the pandemic," said Michael.

Michael is a licensed pilot but has been too busy to fly much lately. Like Sam, Michael finds it hard to say no to charitable requests, including buying, but not actually possessing, an animal from the 4-H each year. "I think I bought a lamb this year," said Michael. Michael enjoys spending time with his seven children, nine grandchildren and his wife of 13 years, Denise.

He is a Life Director for NAHB and the HBA of Michigan, where he served as president from 1995 to 1998. He currently serves as VP for the Apartment Association of Michigan, a position he has held for decades, and is chair of the Self-Insured Workers Compensation Fund. The HBA honored him as Young Builder



Michael Tobin (left) and Sam Kreis at Awards Night 1995. Michael was awarded Builder of the Year and Sam was awarded Distinguished Ongoing Service to the Building Industry.

of the Year in 1983, Builder of the Year in 1995, with Distinguished Services to the Apartment Industry in 2003, and Distinguished Service to the Housing Industry in 2007. When Sam was honored with the award in his name, Michael said, "(Sam) was one of a kind ... whoever receives this award in the future can feel very proud." Michael, too, is one of a kind, and his building industry colleagues are proud to bestow this honor on him. ■

DISTINGUISHED SERVICE TO THE HOUSING INDUSTRY

Stephen J. Taglione

Alliance Corporate Real Estate Solutions, LLC

Throughout his career as a commercial banker, a home builder and now a commercial real estate broker Stephen J. Taglione has worked diligently to bring the dream of new home ownership to as many buyers as possible. The home building companies Stephen led built nearly 3500 homes not only in popular suburban locations where new homes were in high demand, but also in underserved markets like Detroit and Flint, which at the time hadn't seen any new development in decades. Steve, along with other trail blazing builders spearheaded the efforts of the Victoria Park Homearama in 1992 proving the City of Detroit's new home market was ready for a comeback which continues to this day.

Steve left his banking career in 1987 to join a new home building company founded by legendary home builder, Joe Slavik. Steve was promoted to president of that company in 1989. In 1992 Steve guided the sale of the company first to industrialist Heinz Prechter, renaming

the business Heritage Residential Group and then again in 1998 to Burton – Katzman where the company was merged into Abbey Homes. Stephen was appointed president of the combined operation and served as an officer and shareholder there for more than a decade.

Steve has served on the HBA Board of Directors for nearly 30 years being recognized as Young Builder of the Year (1992) and Builder of the Year (1996). Coincidentally this year marks the 20th anniversary of Steve's service as president of the HBA (in 2001). Steve also serves on the Board of Directors of the Certified Commercial Investment Members (CCIM) - Michigan Chapter. CCIM is a designation awarded by a subsidiary of the National Association of Realtors to members demonstrating superior education and knowledge.

Currently Steve is employed as VP and senior managing director at Alliance Corporate Real Estate Solutions (an Atwell, LLC subsidiary), a boutique real estate brokerage specializing in



finding land to develop into manufactured home communities throughout the U.S. Since founding the firm in 2009 he has successfully brokered land sales resulting in 2,000+ new manufactured home sites being developed, continuing his commitment to making single family home ownership attainable to America's working class.

Steve's and his wife Donna have two children, Lisa (37) a senior finance manager at Tyson Foods and Steve (35), a senior manager of structural packaging at Walmart. ■

DISTINGUISHED SERVICE FOR URBAN HOME BUILDING

Darian Neubecker

Robertson Homes

Darian Neubecker, a licensed certified public accountant, left a regional accounting firm to join Robertson Homes as controller in 2008 during The Great Recession. The challenges faced by businesses, especially the residential building industry, were daunting at the time. But Darian, and the organization, persevered and came out of those hard times wiser and more experienced in weathering difficult times. The company has grown post-recession from building 40 homes annually to building 200+ homes, and they are well positioned for future growth thanks to the hard work and dedication of employees like Darian, who currently is the senior vice president.

Robertson Homes' success has relied upon tapping into the desires of its client base and giving the customers what they want. "There has been a trend for families to live in walkable areas," said Darian. "Robertson Homes has provided options for residents to live in new homes on infill sites in cities. It's a challenge to take previously used, antiquated

buildings and brownfield sites and turn them into creatively designed new residential housing developments. From title work, to approval issues to environmental contamination issues, our experienced team solves tough challenges. We jokingly say we are 'very good bad-dirt builders.' I am just one spoke in the wheel. This honor belongs to all of our leadership team and all of our employees."

Robertson Homes currently has one active and three future projects in Detroit. The Townes at Pullman Parc features 56 townhomes steps from the Dequindre Cut and Robertson is in the process of approving two developments in Woodbridge and one in Brush Park. In addition to several other active infill developments in Southeast Michigan, they have a 54-townhome site, Park 54, in Hazel Park, on the site of a former school. "Park 54 was the first neighborhood enterprise zone in Oakland County in quite a while," said Darian. "The property was a brownfield and it had to be re-zoned. With the help of the City of Hazel Park we were



able to start construction just 11 months after purchasing the property." Robertson has several other active infill developments in Southeast Michigan.

Darian and his wife, Sofia, have two children, Sloane (3 yrs.) and Siene (2 yrs.) and are anticipating the birth of a son, Tristan. In addition to work and family, Darian keeps busy serving on the HBA Board of Directors, as a trustee for the Royal Oak Civic Fund, a member of the local product council for the Urban Land Institute, and as president of the Construction Industry Task Force of the Michigan Association of Certified Public Accountants. ■

DISTINGUISHED ONGOING SERVICE TO THE BUILDING INDUSTRY

Michael C. Stoskopf

Home Builders Association of Southeastern Michigan

When Michael Stoskopf became HBA's CEO in April 2008, he inherited the legacy of a great Association that was in need of significant transition. He

was faced with issues of a magnitude that many leaders never have to handle in their careers: membership levels in severe decline, significantly diminished financial reserves, a staff that was oversized for HBA's declining revenues and deficit spending resulting from what has since been named the Great Recession.

Michael not only succeeded in navigating HBA through the turbulence, but brought it to new levels of success – by employing his outstanding leadership skills, commitment to reaching his goals and an ability to innovate even when faced with resistance to change.

Since that time, Michael has been recognized with numerous awards for success in overcoming what was probably the worst set of circumstances he would ever have to face during his career.

He was named NAHB's New Executive Officer of the Year in 2010, National Professional Women in Building Council's EO of the Year in 2011, NAHB EO of the Year in 2017 and HBA's Sam Kreis Award for Distinguished Service in 2018.

Then came March of 2020. Michael was faced with finding ways to challenge government mandates that kept builders from building, families from moving into the new homes they had purchased, meetings and Home Shows (the most significant source of HBA's revenue) from being held. He had to find ways to keep the membership informed on the daily changes in policy due to COVID-19 and find a way to keep as much of HBA's staff onboard as possible, to provide members with much needed services at such a critical juncture.

Michael, once again, worked tirelessly through the crisis and has ensured HBA's survival, positioning the association to regain lost ground while conditions improve.

Due to his extraordinary service, Michael has been honored with the Distinguished Ongoing Service to the Building Industry award this year. In their own words, HBA's Executive Committee members describe why Michael deserves this prestigious award.



"Michael has put in an incredible amount of effort to ensure the survival of this HBA and cement its future as a leader in the NAHB federation. He is always thinking of new and innovative ways to make sure that we are one of the top associations. His leadership has guided our association through the past year and a half of the pandemic and that same leadership is what will shape the future of our association over the next few years." *HBA President Ben Templeton, Templeton Builders*



"Mike is the linchpin to our Association. He is dedicated, hardworking and extremely passionate. This Association is better every day because of his leadership." *HBA Secretary Tim Capaldi, Capaldi Building*



"During the pandemic and now, as we bounce back, Mike has been the HBA's shining light, supporting our members. Our organization is so fortunate to have his leadership. Over the years he has become a good friend personally and given me advice for the PWB." *HBA Vice President Barbara Burnham, B.J. Burnham & Associates*



"Congratulations to Michael Stoskopf for being named Distinguished Ongoing Service to the Building Industry honoree for all his hard work and dedication. His leadership and guidance during the COVID-19 pandemic was incredible! He worked tirelessly to make sure our industry was deemed essential and kept all our members informed and educated on how to comply with the constantly changing regulations. I am thankful for everything he has provided to me personally over the years and especially during my time as HBA President. Our HBA would not be one of the most successful in the country without Michael Stoskopf." *HBA Immediate Past President Bob Tedesco, Silverado Homes*



"A true example of leadership is exemplified when waters are murky and expectations are grim. Mike deserves this award, without question, as he's shown us that we can stand up to a challenge, even in the hardest of times. I've learned a lot as a young builder in the industry and I'm excited to continue our relationship when the water clears up, as it always does." *HBA Secretary Vito Castellana, V.I.P. Homes, Inc.*



"Michael - Congrats and thank you for all you do for our Association. Stay hydrated." *HBA First Vice President Rino Soave, Infinity Homes.*



"The HBA is very fortunate to have Michael at the helm. Michael takes the association to heart. He has helped me on multiple issues and I have watched him persevere over and over again for the benefit of the members and industry, and always with a positive energy." *HBA Vice President David Steuer, Steuer & Associates, Inc.*



"Michael deserves this award first for his leadership ability. He is very good at deflecting praise and taking responsibility. I don't know if his military background is where he learned how to be a leader, but it was very evident during the pandemic. He quickly pivoted the organization to being the best source around for the rapidly changing rules. His updates were a great source – and in some cases the only reliable source – of information for the construction industry in Michigan. I do not think it is a stretch to say that industry would be much worse off if it were not for his leadership." *HBA Treasurer Jason Minock, Atwell*



"I have really enjoyed working with Mike over the years. His professionalism and leadership capabilities are second to none. He is a true asset to the HBA and I also appreciate that he loves the Michigan State Spartans!" *HBA Vice President Brian Szlitter, Arteva Homes*



"The challenge of leadership is to be strong, but not rude; be kind, but not weak; be humble, but not timid; be proud, but not arrogant; have humor, but without folly. Michael meets this challenge and the HBA is the beneficiary." *HBA Associate Vice President Bill Freeman, LFGHK, PLLC*



DISTINGUISHED SERVICE AWARD TO HBA'S CHARITABLE & EDUCATIONAL FOUNDATION

Paul C. & Cheryl Robertson

ROBERTSON HOMES

There has been a steadily increasing shortage of skilled labor across the United States and this labor shortage is reaching a critical level. The National Association of Home Builders recently reported that to meet rising consumer demands, 740,000 new workers will need to be hired in the next three years despite a gain of just over 100,000 in the past year. The HBA's Charitable & Educational Foundation, a 501 (c) (3) charity, established the Skilled Trades Scholarship Fund specifically to provide opportunities in support of young people who will become the next generation of construction workers in southeastern Michigan.

In February 2021, a generous endowment was made to the Scholarship Fund by Paul C. Robertson, Jr. and his wife, Cheryl, resulting in the establishment of the Paul C. & Cheryl Robertson Honorary Scholarship.

Paul C. Robertson, Jr. has served as chief executive officer with Robertson Brothers Homes since 1969. The company, founded in 1945 by brothers Paul and Covert Robertson, has built over 5,000 homes for families in southeast Michigan and is currently building townhomes, condominiums, and single-family homes in Detroit, Birmingham, Bloomfield Hills, Brighton, Hazel Park, Northville, Novi, and



Rochester Hills with additional developments coming soon to Ann Arbor, Detroit, Farmington Hills, Lyon Township, Plymouth, and Troy.

The Robertson's understand the value of a skilled workforce. "For 75 years Robertson Homes has depended on our great trade base to enhance our reputation for high quality homes," said Paul C. Robertson, Jr. "Cheryl and I want to provide scholarships and encouragement to young people to get the education and skills to explore a career in the trades. We feel it is a wonderful way to earn a good living and provide employment stability for their family and future."

The \$5,000 Robertson Honorary scholarship will be awarded annually to deserving individuals, aged 18 to 25 years, who are pursuing a construction career by either working for a residential builder or subcontractor, studying in post high school trades training or enrolled in a two-year college degree program in the area of construction. The first scholarship from the fund was awarded in October to Russell Damuth of South Lyon.

The Robertson Honorary scholarship is the largest of the annual scholarship awards from the HBA Skilled Trades Scholarship Fund. This year the Fund was able to award a total of \$12,500 to five recipients. "The HBA is very grateful to all who have donated to the Skilled Trades Scholarship Fund, but especially to Paul and Cheryl Robertson," said Michael Stoskopf, CEO of HBA. "Their generosity represents a significant contribution to the future of the residential construction industry and the future of skilled trades in our area." ■



At HBA's September 9th Golf Outing, presented by Lake Michigan Credit Union at Cherry Creek Golf Club, four of the eight HBA Skilled Trades Scholarship awardees received their checks from (top row) Cheryl and Paul C. Robertson, Bill Phillips, Lisa and Chris Compo. Shown here are Nathan Huizinga (front left), Jake Frisch, William Kobel and Caleb Tanner. Please see the story on Page 8 for additional information.



Presenting the Paul C. & Cheryl Robertson Honorary Scholarship are Past President Paul C. Robertson (left), Cheryl Robertson, Russell Damuth, Past President Bill Phillips and CEO Michael Stoskopf.



THOMAS RICKETTS AWARD TO THE REGION'S OUTSTANDING BUILDING OFFICIAL

Dave Bell

City of Detroit

In recent years, the City of Detroit has seen a redevelopment boom like nothing in its history. From affordable housing, to historic preservation, to expansion of green space, to brownfield development, to new residential home construction, Detroit is being revitalized seemingly one block at a time. Dave Bell, the building official and director of the City of Detroit Building Safety Engineering and Environmental Department (BSEED), and his team, are doing an exemplary job of managing and overseeing it all.

Dave Bell has spent over 30 years in the construction industry. He is a member of the International Code Council and is registered with the State of Michigan as a plan reviewer, building inspector, and building official. As building official and director of the City of Detroit BSEED his key responsibilities include overseeing a \$27 million dollar budget; managing 7 divisions with 290 employees; and overseeing all of the department's operations including the administration of licenses and

permits, as well as code compliance and enforcement functions.

Prior to the position of director, Dave spent 17 years working his way through the BSEED ranks serving as a housing inspector, building inspector, supervising building inspector, chief building inspector, executive manager, and deputy director. He has been instrumental in championing and implementing improvements such as streamlining the plan review, inspection, administrative hearing, and Certificate of Occupancy processes in order to facilitate the billions of dollars being invested in the alteration of existing buildings and new construction in Detroit. Dave also directed the evaluation of the existing information technology (IT) system and managed IT infrastructure improvements which made it possible for the department to provide electronic plan review and online permitting. He was also instrumental in providing mobile devices for inspectors, improving their efficiency and responsiveness. "Technology improvements made it possible for BSEED to offer access to



government services online, 24/7," said Dave. "Our team has done a wonderful job creating a one-stop shop online."

Prior to joining the City of Detroit, Dave worked as a laborer supplying materials to tradesmen. He is a graduate of the Detroit Carpenters Joint Apprenticeship program and is a journeyman carpenter. In 2018, Dave was named one of the Michigan Chronicles' Men of Excellence. Through this honor, the newspaper annually recognizes local African-American men who inspire others through their vision, leadership, exceptional achievements and participation in community service. In his spare time Dave enjoys spending time with his sons and wife of 28 years, public speaking, and boating. ■

REMODELER OF THE YEAR

Chris Adamski

Tri-Pups, Inc.

Tri-Pups, as a name for a business, is quite unique and memorable. While Chris Adamski and his team have had to field a few calls for dog grooming services over the years, animal lovers can understand why Chris named Tri-Pups after the three dogs that he had at the time. Just as those dogs, and a second and third generation of dogs after them, always worked hard to please Chris, so too, does the Tri-Pups family work hard to please their customers.

The company specializes in commercial and residential construction, from repair work to complete design and build projects. "We do most everything in-house and the majority of our employees are trained in all facets of remodeling," said Chris. "I don't have to supervise them too closely because they're all professionals who do quality work." Just like the current pups, Rylee and Blossom, are a team, so are all of the Tri-Pups employees. "This recognition from the HBA is an honor earned by

the entire Tri-Pups team," said Chris. "I know I could not do any of this without the hard work and dedication of the Tri-Pups staff."

Debbie Aliotta, has been with Tri-Pups since its founding in 1997. An Accountant, Project Manager, Builder and marketing whiz, it was Debbie's idea to name the company Tri-Pups. Debbie is currently the company Vice President and runs her own crew, specializing in drywall, paint, flooring and ceramic tile. Ted Eberly, Designer and Crew Leader, is another long-term employee, having been with the company 17 years. Ted has a bachelor's degree in Architecture and a master's degree in Sustainable Design from Lawrence Technological University. Jon-Erik Jacobson, came to the company in 2014 with extensive kitchen and bath cabinet experience and has been an invaluable Remodeling Technician. "We also have some newer employees who have great energy, a great work ethic and a promising future with the company," said Chris.



Chris enjoys spending time with his work and life partner, Debbie, as well as hanging out with Rylee and Blossom, the third generation of Tri-Pups. Chris is proud of the positive impact he has made in the lives of his customers, his employees and in the lives of seven dogs, which he and Debbie rescued, provided a loving home for, and made part of his business and family. ■

PROFESSIONAL SERVICES TO THE BUILDING INDUSTRY

Mark Webberly

US Bank

Mark Webberly is a private wealth mortgage banker and construction specialist at US Bank, where he has worked for the past eight years. He has been honored with inclusion in the US Bank President's Club multiple times and he has been named Affiliate of the Year by the Women's Council of Realtors - Michigan. A high producing Wall Street broker early in his career, Mark has a wide breadth of experience and knowledge in the world of finance. He also has broad knowledge and experience in the mortgage arena, having served for 30 years at various financial institutions in capacities from loan originator, to home lending consultant, to senior mortgage loan officer.

From an early age, Mark's natural talent for connecting with people and forging relationships was evident. Originally from New York, his father's work with General Motors found the family living in Venezuela, Brazil and Mexico over the years. Mark

became fluent in Portuguese and Spanish in order to foster friendships and adapt to the countries the family called home. Mastery of those languages led to his being a translator for the U.S. Olympic Shooting Team at the 2016 Olympics in Rio de Janeiro. Mark and his wife, Amy, have a passion for both domestic and international travel, fueled by an interest in meeting new people and expanding their cultural understanding.

Mark credits Amy with helping him to succeed. "For the 18 years we've been married, Amy has been by my side supporting me through all the ups and downs of business," said Mark. "My parents deserve credit also. I was raised by wonderful parents who always instilled in their children a respect for people and positions. The construction and mortgage processes are stressful, financially and emotionally. I'm committed to providing a concierge-level mortgage experience whether I'm working with C-level executives or first-time homebuyers. It's my



job to support my clients through it all. I have a mortgage, too, so I don't take lightly that clients are placing their trust in me to do what is best for them. I also don't take my referral partners for granted. I respect that they have placed their faith in me to manage their clients with the utmost professionalism." Mark consistently receives very high customer satisfaction ratings and file quality scores. "I'm basically a relationship guy who also knows what it takes to get the job done, and done right," said Mark. ■

DISTINGUISHED SERVICE TO THE REMODELING INDUSTRY

Michael McColgan

Ferguson Bath, Kitchen & Lighting Galleries

Mike McColgan has been in the building industry long enough to have weathered a host of challenges. Mike began his career as an outside sales representative for Ferguson in North Carolina in 2005. He has led the showroom teams since moving to Michigan in 2016, currently serving as Showroom and Builder Sales Manager for six showroom locations in Ann Arbor, Troy, Grand Rapids, Kalamazoo, Petoskey and Traverse City. The showrooms feature the latest styles in kitchen, bath and lighting design, and include lighting, plumbing and appliances.

Being a major supplier of building materials hasn't been easy during the past year. "There have been many supply chain challenges and there have been many factors that manufacturers have had to face including labor and component shortages," said Mike. "Those supply challenges, coupled with the high demand for products, have created a perfect storm but Ferguson has partnered with our manufactures to do everything in our capacity to help our customers weather that storm. We

have been implementing processes and creating teams to manage orders and communicate lead-times amid product estimated arrival times that can change drastically from day-to-day. We know we are only one part of the puzzle when it comes to our customers' projects and we empathize with the challenges our builder and remodeler clients face each day. We've assisted them by doing our best to keep them updated and advising them in selecting alternative products when necessary. We are fortunate to have such great associates during these times as the amount of work to successfully fulfill an order has increased significantly and they are always working to find solutions for our customers. Their commitment to our customers is commendable and I am in awe of what they have accomplished."

Mike has served as the Remodelers Council treasurer and a member-at-large and was recognized by the HBA in 2018 for his distinguished service to the remodeling industry. He values his HBA membership, especially the



networking and education opportunities. "You learn from everyone around you and I'm able to share expertise on the products we sell and provide recommendations on what products will work best," said Mike. "But, I truly feel that I get more out of the relationships and meetings at HBA than I contribute."

In his free time Mike and his wife, Gillian, keep busy with their three boys ages 12, 9 and 5. The two youngest boys play hockey and the oldest plays travel soccer. "We're at a sporting event practically every day of the week," said Mike. "It's always exciting to switch gears from work to watching the kids play, have fun and grow." ■

Cole Wagner

Cole Wagner Cabinetry

It has been a busy and challenging year for Cole Wagner as owner of Cole Wagner Cabinetry. Established in 2005, Cole Wagner Cabinetry designs and manufactures custom cabinetry and furniture and has built a solid reputation as one of the leading cabinet companies in Southeastern Michigan. Like many other subcontractors, Cole and his team have successfully managed unprecedented demand in a pandemic year plagued by labor and material shortages and challenging supply chain issues.

Having spent more time in their homes during the pandemic, homeowners are using their equity to renovate, especially their kitchen and bathroom areas. "We have never been this busy," said Cole. "Unfortunately, sourcing materials and hardware has been a challenge. Plywood that we used to get in a day is now taking weeks to get delivered. Some items we just cannot get from our usual suppliers, so we

have had to research new avenues to get the products we need. Two weeks lead time on items has now turned into four to six weeks. The whole industry is grappling with the same issues, so while I feel bad having to give a customer a longer completion time than usual, I also know that they can't get the product any faster by going to another company."

As a creative solution to labor issues, Cole is an advocate for promoting technical classes, internships, and on-the-job training to help introduce young people to the career possibilities available for those who like to work with their hands. Cole serves on an advisory committee for Rochester Schools with their wood shop program, as well as serving on the Advisory Committee for the Oakland Schools Technical Campus (OSTC) in Clarkston. "I want to keep pulling young people into the industry," said Cole. "We had two student interns from OSTC last year. One was a senior and he is now



working for us full-time. I also assisted him in applying for and receiving an HBA Scholarship. He is a whiz on the new CNC machine we purchased, and we hope he remains with us for a long time."

Cole and his wife, Kristen, are close to completing their showroom expansion project which involved renovating the property next to their Rochester Hills location. When not working, they enjoy spending time with their three children: a high school senior bound for college on a lacrosse scholarship, a high school sophomore, and a sixth grader. ■

DISTINGUISHED SERVICE TO THE PROFESSIONAL WOMEN IN BUILDING COUNCIL

Paula Badalamente

IMAGIO

Years ago Paula Badalamente was attending an HBA event at The Whitney in Detroit when Carole Jones approached her and struck up a conversation. They shared their love of the beautiful decor and architecture of the iconic 1894 mansion, forging a new friendship in the process. Carole told Paula about the HBA's Professional Women in Building (PWB) Council and urged her to join this hardworking and generous group of building industry advocates and mentors.

Paula serves on the board of directors of the PWB Council and assists with marketing and social media for PWB events. "I'm always taking pictures to capture all the great things the group does," said Paula. She has worked on the annual Design Challenge event, where the PWB brings the design community together, both professional designers and students, to raise funds for the PWB Scholarship Fund and a designated charity. "This year we partnered with Humble Design," said Paula. "They serve

individuals, families and veterans emerging from homelessness by transforming empty houses into welcoming homes using donated furniture and household goods." Paula admires that the PWB focuses on giving-back. "As part of our Home Tour event in November, for example, guests were encouraged to donate to Sanctum House, a long-term residential program for adult women victims of human trafficking." Paula is also an officer of I-Care of Michigan, an organization which helps families to resolve immediate crisis needs.

"I love the HBA and the PWB Council," said Paula. "I feel honored and privileged to work with and be part of the great team of women, and men, who make up the PWB. The networking is incredible, as members truly want to help other members succeed. I've learned so much from these amazing individuals. It's also exciting to serve as a mentor to younger members and to advocate for bringing new talent into the building industry. The PWB is



making a difference in people's lives."

Paula is co-founder, with Mike Trego, of IMAGIO Glass Design. IMAGIO specializes in custom digital imagery on the highest rated colorless glass for residential and commercial installations. Their proprietary process and design, enables them to directly image any art, design, or photography, on their high-quality, tempered glass, making it the perfect Wellness Design substrate. Those products include, backsplashes, shower walls, fireplaces, wall cladding and more. The finished product is stunning with physical, mental, and emotional wellbeing benefits built in. "We're thrilled that our brand is being recognized and our clientele is growing nationwide," said Paula. ■

ASSOCIATE OF THE YEAR

Mark Renn

KSI Kitchen & Bath

Mark Renn is grateful to be chosen for this honor in a year which has seen so many challenges, from staying healthy to managing supply chain issues. Mark is a regional director at KSI Kitchen & Bath, overseeing the Macomb and Birmingham Design Centers and the newly acquired ASA Cabinet operation in Walled Lake, which will transition into a KSI Design Center in early 2022. This year KSI is celebrating 50 years of delivering best-in-class design concepts, cabinetry and installation to builders, contractors and consumers in Michigan and Ohio. In addition to the Design Centers that Mark oversees, KSI has Design Centers in Ann Arbor, Brighton, Byron Center, Livonia, Toledo and Lima, Ohio.

The KSI vision is to be the most recommended provider for creating spaces in the home that people will love. "We have been very busy since I started with KSI a year ago," said Mark. "The building and remodeling industry is going strong,

and we don't foresee things slowing any time soon. We are growing rapidly and it's a very exciting time to be part of the KSI team." This time is not without its challenges. "We're not immune to the industry-wide issues of labor and supply chain delays and shortages," said Mark. "We've been dealing with those issues for some time now. At KSI, we've focused on resetting customer expectations up-front and regularly updating customers on product delivery and project status. This has helped us maintain great relationships with our customers."

Prior to joining the KSI Kitchen and Bath team, Mark had enjoyed a long career in the kitchen and bath industry as a licensed contractor and kitchen and bath dealer, as well as holding sales and marketing positions in building product distribution and national cabinetry manufacturing. Mark has served on the Board of Directors of HBA for 2002 and 2003 and from 2017 to the present. He also served as chair of the HBA Remodelors



Council for a number of years and has been honored by HBA for Distinguished Service to the Remodeling Industry in 2004, 2008, 2016, and 2017.

Mark's son, Nathan, is now 25, a Mechanical Engineering graduate of the University of Michigan and a San Francisco resident. Though his role with KSI keeps Mark busy, he and his wife Sandi enjoy spending time with friends and family and always have a home project in the works. "As with anything, a house can always be improved," joked Mark. ■

HBA's Ninth Annual...

Member Service Awards



*Honoring Our Members For
Volunteering Their Time & Expertise
As Association Leaders*



MEMBERSHIP GROWTH
Larry Cohen
Tremont Construction



MEMBERSHIP GROWTH
WAYNE CTY. FORUM
Bill Phillips
W.E. Phillips, LLC.



MEMBERSHIP COUNCIL
Spencer Roed
Multi Drywall & Partition



PAST PRESIDENTS
Dave Kellett, Sr.
Kellett Construction



CHARITABLE FOUNDATION AWARDS & NOMINATING
Peter Burton
Dominion Realty Services



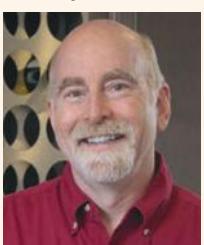
LEGISLATIVE AFFAIRS
Norm Finkelstein
Norwood Homes



NORTH OAKLAND BIRMINGHAM FORUMS
Fred I. Capaldi
Capaldi Building



ASSOCIATES NETWORKING FORUM
Jo Golda, Jo's Cleaning & Organizing



REMODELERS COUNCIL
Randy Travis
Ramtra Remodeling



PROFESSIONAL WOMEN IN BUILDING
Barbara Burnham
B.J. Burnham & Associates



SALES & MARKETING COUNCIL
Anita Blender
Blender Realty, LLC



DETROIT FORUM
Aaron Rosenhaus
Uniland Corp.



MACOMB FORUM
Paul Aragona
Aragona Properties



MACOMB FORUM
Sam Palazzolo
Palazzolo Brothers

DON MAILLHO MEMORIAL AWARD IN BANKING

Lake Michigan Credit Union

Don Maillho was the 2003 recipient of the HBA's Distinguished Service Award in Banking while serving as senior vice president and new construction sales manager at Standard Federal Bank / LaSalle Bank. He passed away in 2008 after a courageous battle with cancer. Don was a consummate professional and a caring, nurturing human being with a rare ability to make instant and lasting connections with those who were lucky enough to have met him. Don was a great friend to many builders and to the entire building industry. Eric Burgoon, chief lending officer, and Marty Peltier, VP and chief business development officer are just two of the Lake Michigan Credit Union (LMCU) team members who worked with Don. The building business knowledge and relationship building

lessons learned from Don play a large role in why this is the sixth year LMCU and its team members have received this HBA honor.

As Don knew so well, every member of a team needs to do their best for the whole team to succeed. "Eric and I are really proud of our team and how well they support builders in our markets," said Marty. "This honor recognizes the entire LMCU Michigan builder team, from the loan officers to the operations team that manages the entire construction process. We have some of the most experienced, builder-focused loan officers and the best lending operations team in the industry. And LMCU currently manages over 3400 construction loans in process!" LMCU is the largest credit union in Michigan with over 500,000 members and 60 branch locations, including a

newly opened branch office in Rochester Hills, Michigan. The credit union has assets over \$10 billion and a mortgage service portfolio over \$13 billion. "LMCU closes the most purchase transactions and construction loans in Michigan."

Open to all Michigan residents, LMCU provides a full range of financial services, from high interest-bearing checking accounts to personal loans, mortgages (construction loans, end mortgages and commercial/real estate loans), investments and commercial banking. The credit union also provides insurance coverage. "LMCU has a host of industry leading products and I serve as the main contact for those HBA members wanting to explore establishing a relationship with LMCU," said Marty. In addition to aiding HBA members with their banking and insurance needs, LMCU also supports the entire home building industry through its sponsorship of numerous HBA events throughout the year, such as the Parade of Homes, the HBA Annual Golf Outing, and the annual Awards Recognition and Holiday Celebration. ■



We are honored to be recognized with the
2021 Don Maillho Memorial Award in Banking.



As the #1 construction lender in the state of Michigan,* LMCU is proud to support the Southeastern HBA and all the member builders who are part of this great organization.



You'll **love** banking here.

*August 2021, MarketTrac. LMCU NMLS ID #442967. Equal Housing Lender.

Sales & Design Achievement Competition

NEW HOME SALES PROFESSIONAL OF THE YEAR

**JESSICA WHITEMAN****NEW HOME STAR****Gold Winner**

With the pandemic came many obstacles in the new home sales world. Not only did Jessica continue to meet or exceed sales goals during the pandemic, she also created a virtual sales strategy for the Division. Transitioning to working from home during the shut down, Jessica re-configured her sales strategy for bring in 100% virtual sales by using the resources at hand such as Zoom and Matterport to virtually demonstrate her floor plans. Jessica also wrote an article for the Star Report titled "Overcoming Objections in the Virtual World", was awarded "Rockstar of the Month" in our National Company with over 500 employees, graduated top of her class in our Leadership Development Program, and won Top Net Sales and Top Sales Volume in Q3 of 2020.

NEW HOME CATEGORIES

ARCHITECTURAL DESIGN

**TK DESIGN & ASSOCIATES with
LOCKLEAR BOURGEAU - Gold Winner****TR DESIGN GROUP - Jeff Ziegelbaur
Silver Winner**

INTERIOR DESIGN Apartment Clubhouse/Specialty

**BOJI DEVELOPMENT with
ELENI INTERIORS - Gold Winner**

INTERIOR DESIGN - Home

**ELENI INTERIORS with M/I HOMES
Gold Winner****KSI KITCHEN & BATH with MOCERI
Silver Winner****ELENI INTERIORS with MJC CO.
Silver Winner**

INTERIOR DESIGN - 55+ Condominiums

**DESIGNER INTERIORS with
VENTURE BUILDING - Gold Winner****MOCERI HOMES with
DESIGNER INTERIORS - Silver Winner**

Apartment

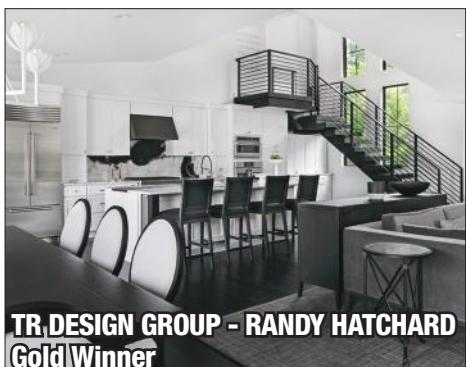
**DESIGNER INTERIORS with
Aragona Properties - Gold Winner**

Remodeled Home Categories On Next Page

Sales & Design Achievement Competition – REMODELED HOMES

WHOLE HOUSE REMODEL - Over 2,000 Square Feet

PHOTO CREDIT: BETH SINGER



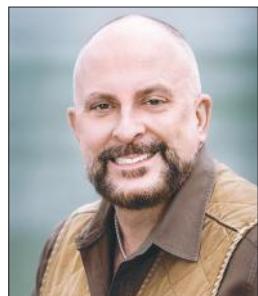
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Fire Safety – Plan Now So You Don't Get Burned!

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

While fires in homes and businesses may occur at any part of the year, they typically occur more often in the fall and winter months, peaking around December and January. People tend to spend more time indoors, lighting candles, having warm food and drinks, and electrical heating devices, which all contribute to the increase in residential and commercial fires. Regardless of how fires typically start, prevention should be made in all aspects where fire has any potential of starting. Using this **Five Step Self Checklist**, you can ensure that your business is one step closer to a safer working environment.



1. Check all electrical cords, outlets, plugs, extension cords, GFCI's, and lights. Electrical cords should be unbent, non-frayed, and not be stepped on. Replace all damaged cords. Extension cords should not be used for more than 90 continuous days (they can be used for as long as they are in good shape, but not be plugged in for 3 continuous months). Outlet testers are available and reasonably priced to ensure that your outlets function as they should. Some even include a GFCI that can ensure your GFCI outlets function as they should. Lastly, check all your light bulbs in

lamps and fixtures are 7 feet and under and ensure they are screwed in tightly, as they may get bumped into and loosen up over time. Bonus – check all electrical panels and ensure they are cleared up to 3 feet. In the event of an emergency, electrical panels must be kept clear so they can easily be turned off.

2. Check all fire extinguishers, smoke detectors, and CO monitors. Fire extinguishers should typically be checked every month, but make special note to check them at least 1x a year with a complete inspection. Check to make sure the extinguisher is cleaned (no spider webs around!), can easily be removed from the hanger, and is being inspected as it should be on a monthly basis. If your business conducts work off site or in remote locations, it is always a good idea to have a fire extinguisher in your company vehicles. Additionally, check fire smoke detectors and CO monitors. They should all have a test function built into them. If you do not keep track of when you replace the batteries, it might be a good idea to preventatively replace them.

3. The most common area where fires start, regardless of commercial or residential fires, is going to be from the kitchen or kitchen area. If you find that people forget to unplug appliances that heat up when in use (toasters, toaster ovens, coffee makers, etc.), put

those items on timed outlets or put up signs that indicate they must be unplugged after each use. Use this time now to inspect each appliance that heats up and check to see if it is unplugged if not in use. Ensure that there are proper cookware items and everything has plenty of room. There should always be a fire extinguisher in any room that has fire, or items that heat up!

4. Clear clutter and ensure electronics have enough room for ventilation. Clutter can be in the form of storage in the wrong areas (such as fire exits) or in areas that need to have ventilation (such as computers). Take a moment and think about everything that can heat up – whether it is a gas powered leaf blower or a laptop. Ensure that these devices are not put away when hot, or if they are, there is sufficient ventilation that will allow them to cool down... not just thrown in with a bunch of other clutter!

5. Ensure everyone is trained on your company's procedures and they know what to do in the event of a fire. It may be beneficial to do an annual fire extinguisher training, along with your evacuation drills. Ensure employees know who to call and what needs to be done following an emergency. Taking the time now to prepare for a fire emergency ensures that your employees know what to do, and gives peace of mind that everyone will come out safe in the event of a fire. ■

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Advocacy Update

WRITTEN BY FORREST WALL, CAE, DIRECTOR OF REGULATORY & LEGAL AFFAIRS, HOME BUILDERS ASSOCIATION OF MICHIGAN

Rent Control Legislation Introduced in Lansing

A group of Democratic Senators has introduced multiple bills which would dismantle the current Michigan law protecting against rent control.

The first effort, Senate Bill 716, would completely repeal the existing law which prohibits local governments in Michigan from enacting rent control ordinances. This bill was introduced in the Michigan Senate on November 3 and has been referred to the Committee on Local Government. Senator Jeff Irwin (D-18th District) is the sponsor of the bill.

A second proposal, which is a two-bill package, was introduced on the same date in the Senate. Senate Bills 718 & 719 propose to allow rent control in specific situations, with the potential for offsetting property tax breaks. These bills authorize local units of government the ability to limit rent for disabled individuals and senior citizens. An individual with a disability is defined in the bill as a person with either physical or mental disability that limits one or more major life activities of the individual. Senior citizen is defined in the bill as someone 62 or older, but the rent limitation would not

apply to a person 70 or under unless the person has lived in their dwelling for the last 5 years. The legislation allows (but does not mandate) local units of government with rent control ordinances under this section to provide a property tax break to property subject to the rent control ordinance. The tax break takes the form of an exemption from ad valorem property taxes, with a specific tax taking its place. The specific tax is figured by taking the amount of tax that would have been collected on the parcel as though it was not exempt from ad valorem property tax, minus an amount determined by the local government but not exceeding the ad valorem tax. These bills have also been referred to the Committee on Local Government for consideration. Senator Betty Jean Alexander (D-5th District) and Senator Stephanie Chang (D-1st District) are the sponsors of these bills.

The preemption of local rent control is one of the most significant legislative accomplishments in AAM's history. AAM will continue to oppose legislation attempting to repeal or change this law! ■



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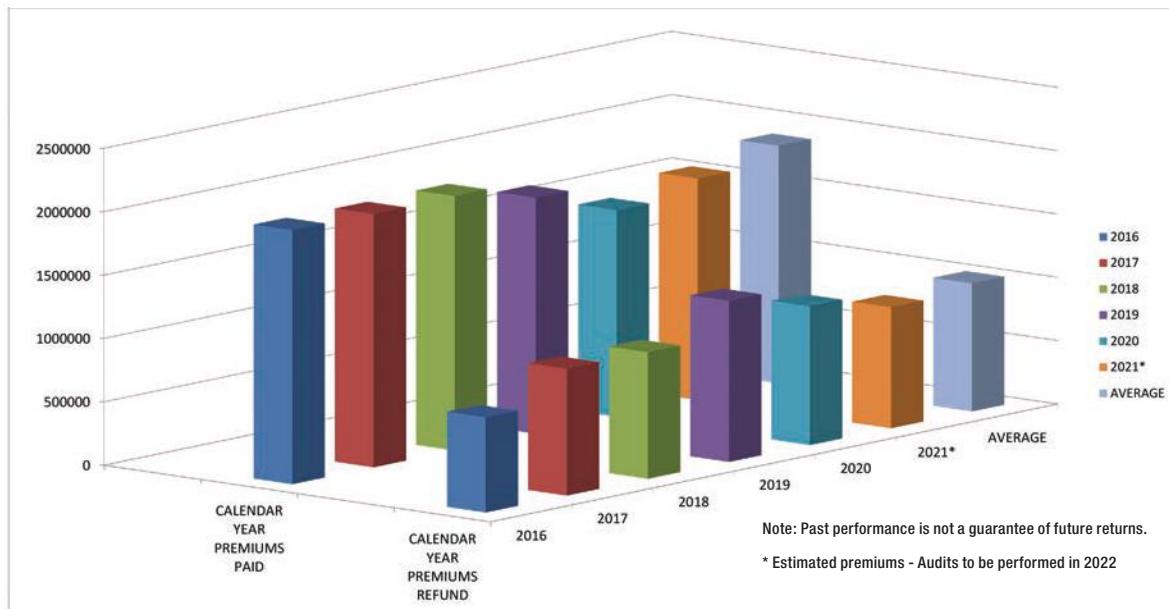
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**See Event Photos
On Page 22**

ABMWCSIF Six Year Returned Premium Comparison

	2016	2017	2018	2019	2020	2021*	AVERAGE
CALENDAR YEAR PREMIUMS PAID	\$ 2,004,291	\$ 1,998,264	\$ 2,006,816	\$ 1,862,868	\$ 1,632,798	\$ 1,749,307	\$ 1,875,724
CALENDAR YEAR PREMIUMS REFUND	\$ 750,000	\$ 1,000,000	\$ 998,200	\$ 1,270,202	\$ 1,095,000	\$ 955,000	\$ 1,011,400
REFUND AS A PERCENTAGE OF PREMIUMS PAID	37.42%	50.04%	49.74%	68.19%	67.06%	54.59%	53.92%



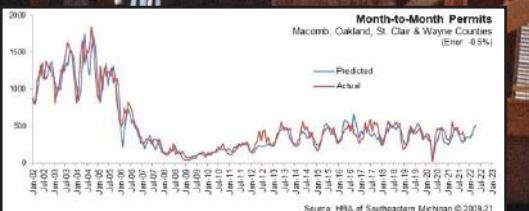
New Housing Permit Forecast



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Industry Metric	1-Month Ago	1-Year Ago
Employed Bureau of Labor Standards	-0.7%	3.5%
	1,848,856	
Workforce Bureau of Labor Standards	0.2%	-2.7%
	1,938,021	
North American Vehicle Production Ward's Automotive	20.7%	-22.7%
	1,136,347	
Crude Oil Price Per Barrel NYMEX	13.2%	78.2%
	\$70.56	
Average Single Family Home Sale Price REALCOMP	-3.7%	8.2%
	\$278,837	
Average New Single Family Permit Value HBA of Southeastern Mich	3.1%	6.7%
	\$307,059	
LEGEND		
Metric Source	Change	GOOD FLAT BAD Value



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Permits Continue Streak For Single And Multi-Family

MICHAEL C. STOSKOPF, EXECUTIVE OFFICER

Based on residential permit data compiled by the HBA and reported in the *HBA/Carter Lumber Southeastern Michigan Residential Building Activity Report™* a total of 304 single-family home (SFH) permits were issued in Macomb, Oakland, St. Clair and Wayne counties in October 2021 and extending the streak of 300+ permits to 17 months – the longest such streak since November 2006.



Multi-family permits added another 94 permits in October, bringing the year-to-date total to 1,974 permits, maintaining the best start to a year for multi-family permits since the first 10 months of 1998 (4,179).

As we've been tracking for several months now, the national trend of sustained single and multi-family home construction in the face of supply chain challenges is also evident here in southeastern Michigan. Based on conversations with builders, one reason for the sustained permit activity is that permits that may have normally been pulled during the summer were delayed in order to take advantage of expected downward trends in lumber and other material costs that were prohibitive just a few months ago.

On the economic front, results were again mixed. US Department of Labor (DOL) data for September (DOL data is delayed by a month) on the number of people employed (1.849 million) in the 4-county area dropped by nearly 1 percent from August, even with the termination of the Federal Pandemic Unemployment Assistance (PUA) payments. However, the available workforce (1.938 million) increased slightly from August's number but remains over 4 percent below the trailing 12-month pre-pandemic average (2.020 million).

Crude oil prices surged over 13 percent from September's close and are now over 78 percent higher than October 2020. Finally, sale prices for existing homes and permit values for new homes remain up compared to October 2020, however these values are no longer up by double digits, perhaps indicating a plateauing of the rapid value increases seen earlier this year. ■



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AAM's 2022 MULTIFAMILY
RENTAL MARKET OUTLOOK
THURSDAY, NOVEMBER 11TH



Warren Rose (left), AAM President, of Edward Rose & Sons, David Wilkins (Moderator) of Walker & Dunlop, David Ferszt of DTN Management and Gideon Pfeffer of The GSH Group.



Grace Peabody (left) of Peabody Insurance presenting an ABMWCSIF dividend check to Jeanne Gross of Group Five Management.



Patty Meadows-Smith (left) of First American Title, Kevin Dillon of Berkadia and Warren Rose, AAM President, of Edward Rose & Sons.



Gideon Pfeffer (left) of GSH Group, David Wilkins of Walker & Dunlop and Cary Belovitz of Bel Real Estate Advisors.

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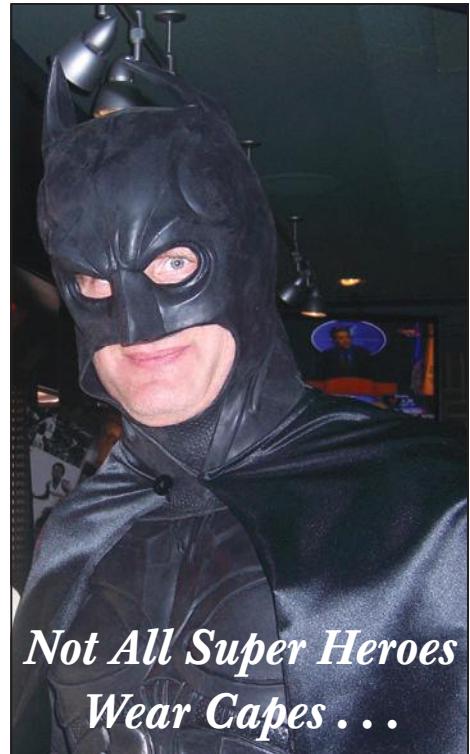


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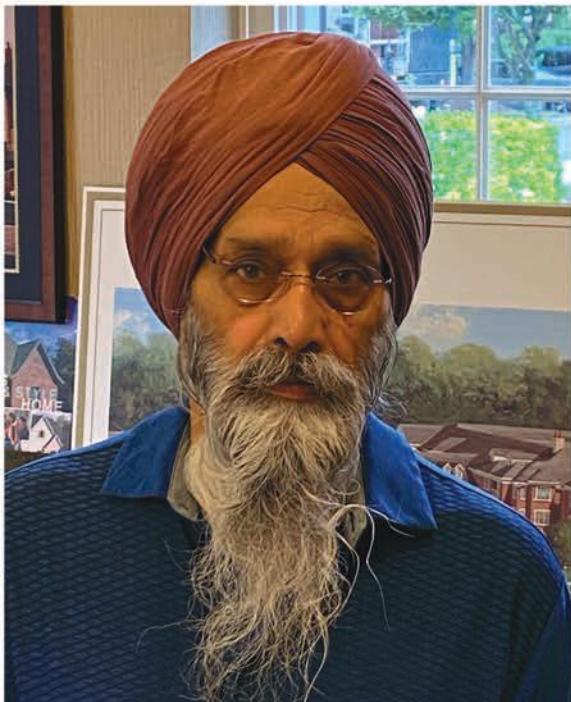
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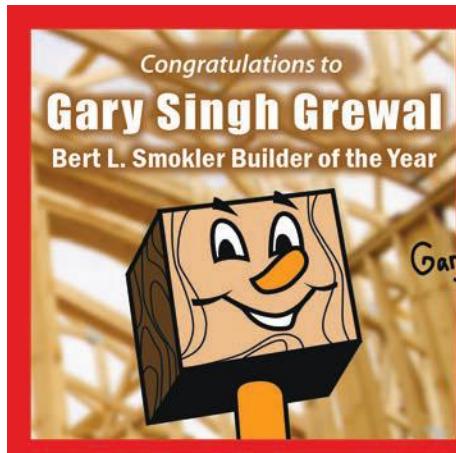
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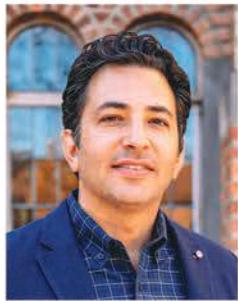
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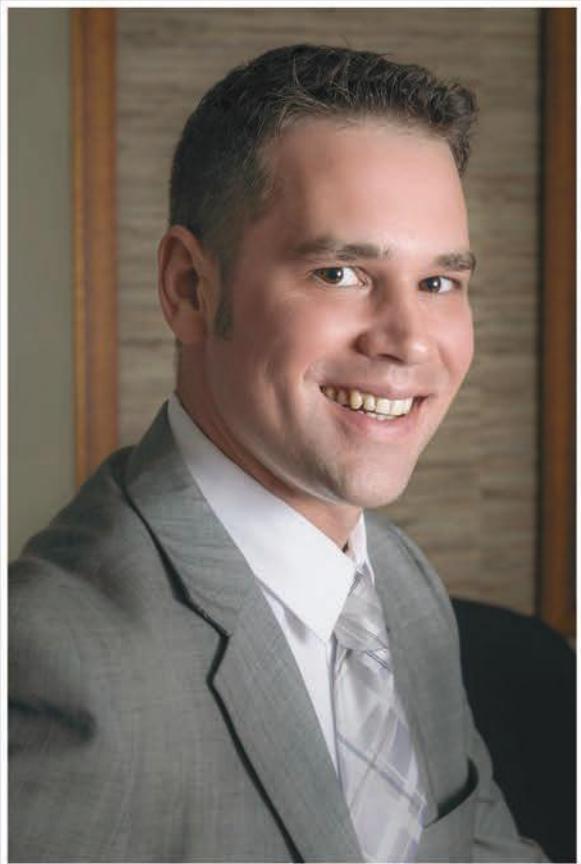
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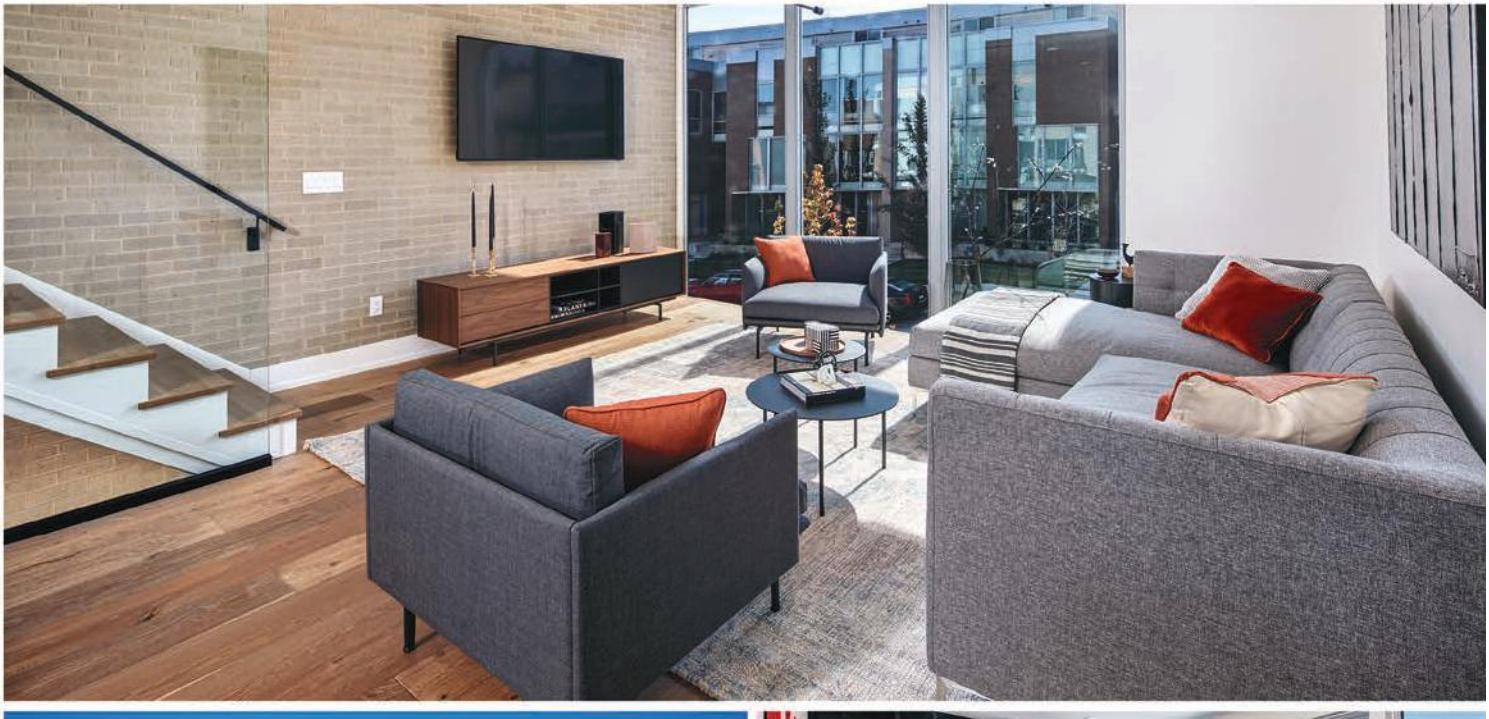


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