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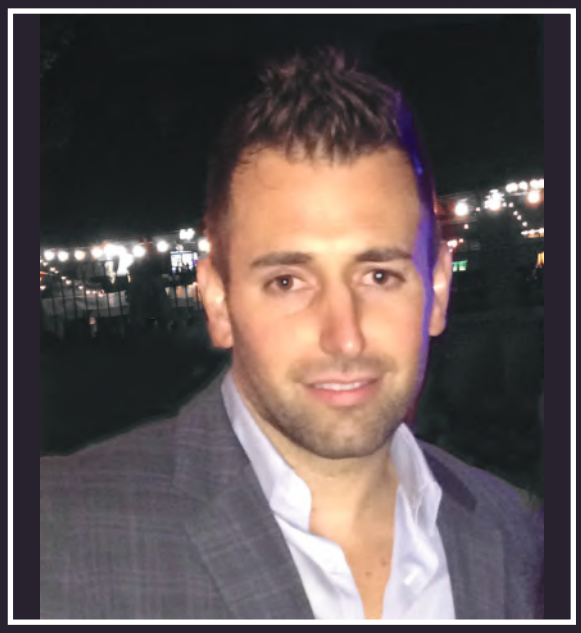
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Awards & Leadership Recognition

Commemorative Issue

HONORING 2023 PRESIDENT
Rino Soave, Infinity Homes & Co.



& The Distinguished Award Honorees

READ THEIR PROFILES ON PAGES 2 – 15



From upper left: **RICH KLIGMAN • STEVE & BEN TEMPLETON**
JAMES V. CLARKE • TONY GALLO • ANITA BLENDER
ANDREA ROKICSAK • SPENCER ROED • MARTY PELTIER

INSIDE: MEMBER SERVICE RECOGNITION
SALES & DESIGN ACHIEVEMENT COMPETITION

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DECEMBER 2023

INDUSTRY LEADERSHIP & AWARDS COMMEMORATIVE ISSUE

2 **HBA PRESIDENT'S AWARD and MEMBERSHIP GROWTH HONOREE**
Rino Soave, Infinity Homes & Co.

3 **HALL OF FAME**
Richard Kligman, Superb Custom Homes

4 **BERT L. SMOKLER BUILDER OF THE YEAR**
Steve Templeton & Ben Templeton
Templeton Building Co.

4 **MULTIFAMILY CONSTRUCTION BUILDER**
Tony Gallo, Gallo Companies

5 **DEVELOPER OF THE YEAR**
Lombardo Homes, Anthony Lombardo

5 **YOUNG BUILDER OF THE YEAR**
Mark Guidobono, Cambridge Homes

6 **DISTINGUISHED SERVICE AWARD URBAN HOME BUILDING**
James V. Clarke, Robertson Homes

6 **SAMUEL KREIS AWARD FOR DISTINGUISHED SERVICE**
Anita Blender, Blender Realty, LLC.

7 **DISTINGUISHED SERVICE TO THE HOUSING INDUSTRY**
Spencer Roed, Multi Drywall & Partition, LLC.

7 **DISTINGUISHED SERVICE TO THE REMODELING INDUSTRY**
KSI Kitchen & Bath

8 **THOMAS RICKETTS AWARD TO THE REGION'S OUTSTANDING BUILDING OFFICIAL**
Michael Viazanko, City of Rochester Hills

8 **PROFESSIONAL SERVICES TO THE BUILDING INDUSTRY**
Cathy McLeod, The Huttenlocher Group, LLC.

9 **DISTINGUISHED SERVICE TO HBA'S CHARITABLE FOUNDATION**
Steve Slavik, Slavik Building & Development

9 **DISTINGUISHED SERVICE AWARD IN ARCHITECTURE**
Dawn Zuber, FAIA, Studio Z Architecture, LLC.



10 **ASSOCIATE OF THE YEAR**
Paula Badalamente and Mike Trego, IMAGIO Glass Design

11 **SUBCONTRACTOR OF THE YEAR**
Andrea Rokicsak, AV Imagined, Inc.

11 **DISTINGUISHED SERVICE TO THE PROFESSIONAL WOMEN IN BUILDING COUNCIL**
Michelle Connon, Mont Surfaces by Mont Granite, Inc.

12 **DON MAILLHO MEMORIAL AWARD IN BANKING**
Marty Peltier, Lake Michigan Credit Union

13 **MEMBER SERVICE AWARDS**

14-15 **SALES & DESIGN ACHIEVEMENT COMPETITION**
New Homes and Remodeled Homes winners

17 **OCTOBER PERMITS START SEASONAL DECLINE**
Michael C. Stoskopf

18 **2024 MULTIFAMILY RENTAL MARKET OUTLOOK**
Apartment Association of Michigan

19 **APARTMENT ASSOCIATION OF MICHIGAN NEWS**
Advocacy Update by CEO Forrest M. Wall, CAE

33 **HBA's CHARITABLE & EDUCATIONAL FOUNDATION**

40 **NAHB MEMBERS SAVE MILLIONS**

44 **MEMBER NEWS**

44 **INTERNATIONAL BUILDERS SHOW FEBRUARY 27 - 29**

50-51 **VALUED ADVERTISERS**

53 **THE NOVI HOME SHOW JANUARY 19 - 21, 2024**

54 **DESIGN AND CONSTRUCTION EXPO FEBRUARY 14, 2024**

58 **THANK YOU RENEWING MEMBERS**

60 **WELCOME NEW MEMBERS**

Inside Back **MADE IN AMERICA/BUILT IN MICHIGAN**

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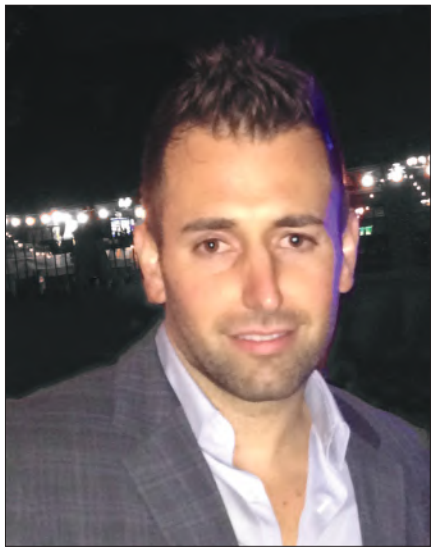
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HBA 2023 PRESIDENT'S AWARD AND MEMBERSHIP GROWTH HONOREE

Rino Soave

Infinity Homes & Co.



Rino Soave has had an amazing year both as CEO of Infinity Homes & Co. and as the 2023 president of the HBA. The year has not been without challenges, but Rino has worked hard to further the goals of the Association while his company continues to build high quality homes for working class families throughout southeast Michigan.

Mortgage rates spiked in mid-2022 well into 2023. "There was uneasiness throughout the industry on how new home sales would be affected," said Rino. "Oddly enough that trepidation was somewhat unfounded as sales have been solid for most of the industry throughout the year. It's been a fairly decent year, especially for those companies who had and have available inventory."

Rino founded Infinity Homes shortly out of high school in 2000, at the age of 19. In the intervening years, the company has now built over 2,500 single and multi-family homes.

"I have a lifelong commitment to affordable housing," said Rino. "Infinity is focused on first time home buyers and step-up home buyers so we work very hard to provide a quality home at a price-point that works for middle income families." While Infinity Homes is heavily focused on single-family home building, the company has also diversified into the multifamily market, developing, building and managing a portfolio of apartment homes.

Building a strong membership base is always critical to a thriving industry. We have to have strength in our numbers,. Everyone associated with the industry needs to understand the benefit of being part of the HBA, especially since one of the most vital roles of the HBA is to advocate for members at the legislative level.

Rino values his time as president of the Association. "Much like a lot of good events in life, the year went by really quickly," said Rino. "It seems like I was just conducting my first Board meeting in March and now I'm presiding over my last as president. Being president has been a great experience. You get an insider's view to all that goes on behind the scenes to represent the building community and to make the Association function as efficiently as it does. We're fortunate to have an amazing staff at our Association. With all the work that they accomplish you would think they are a much larger group. Forrest provides great leadership as our CEO and the rest of the team complements the same with their strong work ethic."



Ben Templeton (left), HBA Past President with Rino Soave, HBA Current President and Jason Minock, HBA's Future President.

Building a strong membership base is always critical to a thriving industry. "We have to have strength in our numbers," said Rino. "Everyone associated with the industry needs to understand the benefit of being part of the HBA, especially since one of the most vital roles of the HBA is to advocate for members at the legislative level. As an Association, both on the local and state level, we are able to make our voice heard in Lansing. We've been able to present our views in discussions about proposed changes to the state's Energy Code, which is reported to add $9,000 to the cost of a new home, significantly affecting home affordability. This isn't just an issue for the builders and remodelers but has a trickle-down effect. As less prospective buyers will be able to afford new homes, the trade base will also feel the effects of the same. Membership does count. It does matter a great deal."

Another benefit of membership comes with being involved in the Association. "The people you meet at HBA events are truly amazing," said Rino. "The networking is also a great advantage of membership. The owner of the company building down the street from you isn't a stranger if he or she is an HBA member. That person is someone you can learn from and bounce ideas off."

As busy as he has been during the past year, Rino makes it a point to carve out time for his morning and sometimes late evening work-outs, training most times up to 15 hours a week. "I love to work," said Rino. "I love what I do. I also love spending time with my family and especially with our three-year-old son, Leo ("Lil Leo"). I'm trying to keep more of a life balance than I have in the past." ■

Rich Kligman

Superb Custom Homes



Al Kligman, following in his father's industry footsteps, received his builder's license in 1956, and founded Superb Homes, Inc. in 1962. Rich Kligman, following in his father's industry footsteps, received his builder's license in 1993, and joined Al in the family business. To carry the Superb name forward, Rich subsequently founded Superb Custom Homes, LLC in 2003. Al challenged himself, and his team, to live up to the Superb name. In the years that followed, first Al, and then his son, Rich, would do just that, carving out a niche in the building industry that is only reserved for a select few visionary, dedicated and talented builders. This year, in recognition of his many outstanding achievements in the building industry Rich Kligman joins his father in the HBA Hall of Fame.

Al passed away in 2013. "When I received the call regarding being inducted into the HBA Hall of Fame, I had just finished helping my mother move; and had relocated my dad's Hall of Fame trophy to my home office," said Rich. "I remember back in 2011, how proud my father was to be honored by the Association, and I'm sure my dad would be equally proud of the honor bestowed upon me, and our Superb Custom Homes team." Now in its 67th year, the "Superb" brand has a diverse mix of projects including building new single family homes, residential, commercial, and industrial remodeling projects, as well as serving as general contractor for multi-family and mixed use projects.

Rich served as president of the HBA of SE Michigan in 2012 and is the 2023 president of the HBA of Michigan. He also serves on the Leadership Council for the NAHB. "We are fortunate to have a great team at both the HBA of SE Michigan and our State Association," said Rich. "These are the people that make things happen. The officers, boards, and staff members at both organizations are phenomenal at supporting the goals, direction and vision of members; and advocating on behalf of the membership. Both the state and local Associations have exceptional synergy top down and bottom up. They are wonderful people to work with and I consider the state and local HBA teams as part of my extended family."

Rich also values his membership in the NAHB Builder 20 Club, which he joined in 1998. "My club members are a great group of individuals and companies at the top of their game," said Rich.

Rich also values his membership in the NAHB Builder 20 Club, which he joined in 1998. "My club members are a great group of individuals and companies at the top of their game," said Rich. "I was the youngest member of our group when I joined, and now that core group has expanded to include the next generation. During the Great Recession, three of my Builder 20 Club members from other states flew into Michigan to provide support and advice to me on weathering those tough times.



I recently had an opportunity to visit a Club member down south who was facing a major challenge on a development. While brainstorming solutions and providing moral support, I felt privileged for the opportunity to contribute and perpetuate the commitment to the well-being of others in the industry, which is the hallmark of the Builder 20 Clubs. These Clubs are one of the many great benefits that membership in the HBA offers."

Rich and his wife, Anna, have been married for 23 years, work together, and have three children – Chess, Alex, and Noah. "In addition to the personal and professional benefits I have received through my membership and participation in our great association, I also greatly value the opportunity I have been given to set an example for my children in contributing time and service to people and causes that you are passionate about," said Rich. ■



At the Home Builders Association of Michigan (HBAM) Board Meeting in November 2023. Shown here are Carole Jones (left), Robert R. Jones Homes; Mike Tobin, Mike Building; Lynne Pratt, Pratt Building Co.; Anna and Rich Kligman, Superb Custom Homes; Norm Finkelstein, Norwood Companies and HBA of Southeastern Michigan's CEO, Forrest M. Wall, CAE. Rich is the outgoing President of HBAM.

BERT L. SMOKLER BUILDER OF THE YEAR

Steve Templeton & Ben Templeton

Templeton Building



In the 1970s, Steve Templeton worked as a carpenter, helping to build new homes and renovate existing homes. He founded Templeton Building Company in 1980, relying not only on his home building expertise but also on the belief that a higher level of customer service can create strong and lasting relationships. Steve has been proven correct over the years as Templeton Building Company frequently builds and renovates homes for past customers, the children of those customers, and now even the grandchildren of those original customers.

Ben Templeton, Steve's son, joined the company in 2005 after graduating from Lawrence Technological University. Steve was one of the first builders in Michigan to become an NAHB Certified Green Professional (CGP). Ben also holds that certification. The company is headquartered in downtown Birmingham. Templeton Building Company focuses on building high-end custom homes, remodeling and renovations including historical restorations, and they also have a commercial division and a service division, which provides home maintenance services. "We just finished up construction on a new bookstore in Grosse Pointe," said Steve. The project had a lot of detailed carpentry work and Steve's pride in the project, that took him back to his early roots, is clear. "It has already won awards for its trim carpentry work" said Steve. Templeton Building Company is also affiliated with Cole Wagner Cabinetry, the HBA's 2021 Subcontractor of the Year.

Templeton Building Co. has been named a Big50 top remodeling company in the U.S. by *Remodeling* magazine, was named as HBA's Remodeler of the Year in 2013, and received the Distinguished Service Award for Urban Home Building in 2019. Ben has received several prestigious building awards, including being named *Professional Remodeler* magazine's 40 Under 40 and as HBA's Young Builder of the Year in 2016. Ben has been on the HBA Board since 2010, serving as president in 2021 and 2022. "I was very fortunate to have a father that I could learn so much from," said Ben. "We are also very fortunate to have a talented and dedicated team at Templeton. Everyone does their part. Any awards and honors that we've received are in large part due to the efforts of our whole team."

From those early days when Steve was building display decks for Erb Lumber, Steve and Ben have built Templeton Building Company into one with a solid reputation for quality, integrity and impeccable customer service. ■

MULTIFAMILY CONSTRUCTION BUILDER OF THE YEAR

Tony Gallo

Gallo Companies



At just eight years old, Tony Gallo was already on the path to being a successful entrepreneur and businessman, shining shoes in his grandfathers and father's barber shop. His drive and ambition found him cleaning cars and valet parking cars before he was even out of high school, but his childhood dream was to someday be a builder.

Just out of high school Tony found a vacant lot. He sold his car and took all the money he had diligently saved to buy the lot but he still needed a loan to build the home on that lot. One of his dad's customers at the barbershop, a banker, overheard Tony telling his dad that he had been turned down for a loan. That banker, knowing what a hard worker Tony was, agreed to give Tony the loan if his mom and dad put up their family home as collateral. Without hesitation, Frank and Sue Gallo agreed, putting Tony on the path to fulfilling his dream. "My mom and dad believed in me and gave me more than money, they gave me love, encouragement and a can-do attitude," said Tony. "They both taught the importance of faith, family, friends and being humble." Both Frank and Susanna Gallo recently passed just 17 days apart and what they have instilled in Tony will live on forever.

Tony began his career building single family homes. Gallo Companies also has developed and built car washes, retail, office, self storage and commercial projects. The company's Multifamily Division has been developing, building and managing properties for the past four years. "Our multifamily portfolio is all new construction," said Tony. "We have built 700 units and have 500 more in the works. Our apartment homes feature trending design and top of the line finishes and features such as luxury vinyl flooring, granite countertops and full-size stainless steel appliances. We self-manage all of our apartment communities. Each has a full-time manager, maintenance technician and leasing personnel. We are fully committed to multifamily development and building as our core business."

Tony and his wife, Tina, are also committed to giving back to the community. Tony has been a board member for a number of organizations including the City of Warren Planning Commission, Civil Service Board, Macomb Community Bank, the Italian American Chamber of Commerce of Michigan, the Macomb Chamber of Commerce, and Henry Ford Macomb Hospital's Philanthropy Council. The couple also founded The Gallo Family Foundation, a non-profit created to support community outreach. "My profession is my passion, but my family, my friends and my community are above all," said Tony. "I am honored to receive this award on behalf of my parents, our valued trade partners, suppliers and above all our valued employees who have made this award possible." ■

DEVELOPER OF THE YEAR

Lombardo Homes

Anthony Lombardo



When Cosimo and Antoinette Lombardo founded Lombardo Homes in 1961, they could not have envisioned their initial success, nor the success their children would bring to the company. From the first single-family community in Warren, Michigan, to a company with multiple divisions, developments, and apartment communities in two states, Lombardo Homes has earned a reputation for building high quality homes. The company was honored by J.D. Power and Associates as one of the top three home builders for customer satisfaction.

Lombardo Homes remains family-owned and operated, now managed by the second generation. Anthony as CEO, Anna Lisa as CFO, Cathy as President of Property Management in Michigan, and Sebastian as President of Cranbrook Custom Homes, a Lombardo division building luxury custom homes. "We treat everyone at Lombardo Homes as family," said Anthony. "Our success is the result of the hard work, commitment and passion of the entire Lombardo team."

Lombardo Homes is building single-family homes in 18 communities in southeast Michigan and has seven new communities under development, including their exciting new venture, Orchard Crossing in Lyon Township. In this unique project, Lombardo Homes will build 121 single family homes and 40 ranch duets on the Erwin Orchards property, while retaining the existing cider mill and orchards. The Lombardo Homes portfolio includes a mix of ranch and two-story plans up to 3,800 square feet as well as luxury homes from up to 14,000 square feet. In Missouri, Lombardo Homes has 16 developments in the St. Louis and Columbia markets. The company ranked #54 in the nation in the 2023 *ProBuilder* magazine Housing Giants listing, with a reported 886 home closings in 2022.

The company's vision "To positively impact the lives we touch" is constantly reinforced by the four core values of Integrity, Passion, Family and Commitment and in direct support of the mission statement which in part reads, "…our team is proud to build more than just a house, but a place our customers call home." Holding true to these beliefs and actions provides insight on why Lombardo Homes has been so successful over the past 62 years.

In the past, Anthony was honored as the HBA Young Builder of the Year in 1998, listed on Crain's 40 under 40 list in 2002, as HBA Developer of the Year in 2007 and as the HBA Builder of the Year in 2011. "I am honored to accept the 2023 Developer of the Year award on behalf of the entire team at Lombardo Homes," said Anthony. "It's particularly gratifying to be recognized by your peers in the industry." ■

YOUNG BUILDER OF THE YEAR

Mark Guidobono

Cambridge Homes



On the 30th anniversary of his father's receipt of the HBA's Young Builder of the Year Award, Mark Guidobono is receiving this same honor. Mark's father is president of Cambridge Homes, where Mark currently serves several roles including project manager, real estate development, prospecting and purchasing to name a few. Cambridge Homes has the distinction of receiving three prestigious HBA Development of the Year awards for their luxury communities – in 1999 for The Woods of Edenderry in Northville, in 2005 for Bellagio in Novi and in 2020 for Terra in Novi.

Terra has been the company's focus for the past several years "We are about three quarters of the way sold out," said Mark. "Terra is unique in that the homes are detached ranch condominiums that are completely custom, and all of the homes in Terra are built in the modern prairie style reminiscent of legendary architect Frank Lloyd Wright. Terra has been a great project for us." Cambridge is also building in South Lyon and continues to build custom homes for clients throughout Michigan. "I spend a lot of time working on different land deals, looking to find the right site for our next development," said Mark.

Mark is not new to land acquisition, having worked as a land acquisition analyst for Toll Brothers in Novi for several years before joining Cambridge Homes in 2019. "My time at Toll Brothers was very rewarding, as it is always enlightening to see how different companies approach the building process," said Mark. "I also did an internship as a sales consultant with Pulte Group while at Central Michigan University. Between my work with Pulte and Toll Brothers, I had some value and experience to bring to the table when I started at Cambridge Homes."

Mark also gained valuable knowledge when he worked at Cambridge Homes prior to going to Central Michigan University and receiving his Bachelor of Business Administration degree. "During the summers while in high school, I was a laborer at Cambridge Homes, responsible for maintaining the appearance and upkeep for all developments and houses," said Mark. "I swept houses, threw away debris, pitched hay out of basements and did any other odd job that was needed. It was hard work, but great experience. That job made me appreciate pushing a pen instead of a shovel." From those first job site laborer days to his current position, Mark has consistently gained experience and knowledge in the building industry. "I am honored to receive this award and am looking forward to continuing my career and helping to build the truly magnificent homes which will continue to be the hallmark of Cambridge Homes for many years to come." ■

DISTINGUISHED SERVICE FOR URBAN HOME BUILDING

James V. Clarke

Robertson Homes



The rebirth of the City of Detroit didn't just happen as businesses returned to the City. It was also due in large part to the rebirth of housing in Detroit. From historic renovations, to industrial buildings transformed into housing, and even brand new homes being built, whole neighborhoods are being transformed. Robertson Homes is one of the companies helping to move Detroit forward, building new homes and revitalizing communities.

Brothers Paul and Covert Robertson founded Robertson Brother Homes in 1945. Their company would build over 5,000 homes for families in southeast Michigan. In those early years, the company built homes primarily in Berkley and Royal Oak for returning WWII veterans. Robertson Homes is still a family-run corporation, with Paul C. Robertson, Jr., serving as board chair. James V. Clarke is president and CEO. Both Paul and Jim have given back to the residential building industry through their service as past presidents and board members of the HBA. The company has been recognized for its many contributions to the home building industry over the years. Both Paul Robertson Sr. and Paul C. Robertson, Jr. are HBA Hall of Fame inductees. Robertson Brothers Homes was named HBA Developer of the Year in 1999 and 2017 and received Development of the Year honors in 2002 and 2022. Both Paul Robertson, Jr. and Jim Clarke have received the Builder of the Year Award.

Robertson Homes has 14 communities throughout southeast Michigan, including their newest community – The Reserve at Crystal Lake in Commerce Township. Robertson currently has four developments in the City of Detroit. "We had great success building The Townes at Pullman Parc, 77 new townhomes at Lafayette and St. Aubin. We've also been pleased with sales at Avery Place in the Woodbridge neighborhood of Detroit, selling 7 of the 23 townhomes in the first weeks of opening. We are also developing a 16-unit project in Brush Park and the Scripps District townhome project, also in Woodbridge. "With everything that is going on, the City of Detroit is a great place to do business," said Jim. "The whole City of Detroit initiative has been a Robertson team effort, with Darian Neubecker, Bob Doyle and Tim Loughrin really making things happen on our Detroit projects."

Jim and his wife, Spring, have two grown daughters, Ashton and Jayme. His greatest joy is spending time at their Northern Michigan cottage with his family, including his two grandsons, Vince and Lincoln. ■

SAMUEL KREIS ANNUAL AWARD FOR DISTINGUISHED SERVICE TO THE BUILDING INDUSTRY

Anita Blender, CSP, SRES

Blender Realty



Anita Blender never had the privilege of knowing Sam Kreis, for whom this award was named posthumously. She does embody the same traits that made Sam so highly regarded and beloved by those who knew him. She is natural at connecting with people and helping them to achieve their dreams – whether that dream is owning that perfect home, learning new skills to advance in their sales careers or meeting the right business contact.

Anita's roots in the industry go back to her childhood, with a father who was a builder and a mother who was a real estate professional. "Sales and marketing are in my blood," said Anita. "Real estate was a natural path for me." Anita has had a varied background in real estate which has included multifamily, new construction lease-up and single-family new construction home sales. She started her career in 1990 working in Marketing for Village Green. Then she worked with Herb and Carol Lawson selling homes in the Woods of Lone Pine in Bloomfield Township and with Rex Rosenhaus and Uniland on the sale of condominiums in Trenton.

In 2006, Anita founded Blender Realty. That year she purchased and renovated a home, which she later rented. In the years that followed she would buy, remodel and rent three more homes while raising two children, Katie and Abbey, with her husband, Dennis. She also continued in real estate sales, working for several years with Keller Williams, then selling condominiums in the Reserves of Auburn Hills. She is currently closing out sales of Liberty Hill in Farmington for Boji Home Builders.

Anita is a Certified New Construction Sales Professional (CSP), a Certified Senior Real Estate Specialist (SRES), and an accredited buyer representative. She serves on the HBA board and is chair of the HBA Sales and Marketing Council. "We have a very dynamic Council and are excited about our program line-up for 2024," said Anita. "Real estate is a demanding industry and we face frequent ups and downs. Flexibility and resilience are critical. It's important to adapt to emerging real estate marketing technologies. Membership in the HBA and the Council provides both education on the latest technology and trends, in addition to networking opportunities. Many of the people I have worked with over the years I have met through the HBA. I am very grateful to be receiving this recognition from colleagues I value and respect." ■

DISTINGUISHED SERVICE TO THE HOUSING INDUSTRY

Spencer Roed

Multi Drywall & Partition, LLC.



Spencer Roed, and the company he co-owns, Multi Drywall & Partition, have consistently been honored by the building industry since joining the HBA in 2007. Multi Drywall was the Subcontractor of the Year in 2011 and Associate of the Year in 2019. Spencer was honored for Distinguished Service to the Remodeling Industry in 2013 and Distinguished Service to the Building Industry in 2017. Multi Drywall has also been named Best of Houzz and consistently been an Angi Super Service Awardee. Multi Drywall & Partition, in business since 2003, is part of Multi Construction Services which specializes in drywall, painting, carpentry, trim carpentry, demo and acoustic ceilings.

Spencer graduated from Michigan State University with an MBA, became a Certified Public Accountant, and went to work for years at a big three accounting firm, providing manufacturing and information technology consulting services. In that role he gained a valuable broad view of business management with his clients including those in the building industry. He left the accounting firm to work for a major home builder, where he first joined as VP of Purchasing and was promoted to Senior VP of the company, a position he held for the next nine years. Spencer joined Multi-Drywall & Partition as a co-owner in 2007, helping to restructure the company and grow the business.

Relationship building, follow-through and persistence are key attributes that have helped Spencer and the team at Multi build a strong company. Spencer is especially grateful for the great people with whom he works with at Multi.

As a member of the HBA Board, those attributes helped him raise a significant amount of money this past year for the Friends of Housing Political Action Committee (PAC) of the HBA of Michigan. The PAC is the voice of the building industry in the political arena and is not funded by membership dues. "While those in the industry may not agree with every issue the Friend of Housing PAC supports, there are many times when the industry voice is crucial in preventing or moderating legislation that would be harmful to the industry and to homeowners, such as legislation that affects housing affordability." Spencer values his HBA membership. "I have gotten a lot out of the Association from an education and networking standpoint so I've always tried to give back to the Association," said Spencer.

Spencer and Leslie celebrated their 30-year wedding anniversary. The couple has two children, a son and a daughter. ■

DISTINGUISHED SERVICE TO THE REMODELING INDUSTRY

Tony Achatz And The KSI Kitchen & Bath Team



In May 1971, two hardworking men, Don Ziegler and Don Fisher, founded Kitchen Suppliers, Inc., to provide quality cabinetry to builders. In those early days, the "Dons" worked long hours delivering cabinets to job sites using their family station wagons. KSI has come a long way as a company since then. Today, under the visionary ownership of Lauren and Bryan Tolles, and the leadership of CEO Tony Achatz, KSI Kitchen & Bath is a leading home design and remodeling firm nationally recognized for its kitchen and bath design expertise.

KSI partners with production, semi-custom and luxury home builders, as well as multi-family developers and management companies to develop unique kitchen and bath design concepts that tap into the latest trends, tailoring those designs to individual needs and budgets. The design team crafts renderings that enable easier visualization, refinements and decision making, working in partnership to facilitate homeowner product selections at one of KSI's ten design centers. The KSI team also coordinates the order-to-delivery process, including warehouse storage, scheduling and just-in-time product delivery.

KSI has been an HBA of SE Michigan member since 2013. "Our team is incredibly honored to be recognized with this award," said Dave Karras, senior director of Marketing. "KSI has been a staunch supporter of HBAs in the markets we serve, and our team members gain valuable insights into the industry by participating in Association meetings and events." KSI director of retail sales Mark Renn is on the HBA of SE Michigan board and KSI senior designer Kelsey Powell serves on the board of the Professional Women in Building Council. Design and sales manager Lisa Huckabaa is active with the HBA of Greater Toledo, where she has worked to educate students about design and building trades as career options. "Receiving this honor is very validating to the team that we are doing things right, providing skilled design expertise and great service to our builder and remodeler partners and their clients," said Dave.

With a goal of delivering even greater value to customers, the company has grown through the development of its subsidiary Cabinets Express and acquisitions of Paramount Fence, Henderson Glass and Riemer Floors. "With these acquisitions we can provide even more services to homeowners and the trades," said Dave. "Each member company of the KSI Family of Brands is dedicated to providing exceptional experiences with focused expertise in the services they provide." ■

THOMAS RICKETTS AWARD TO THE REGION'S OUTSTANDING BUILDING OFFICIAL

Michael Viazanko

Building Official, City of Rochester Hills



Michael Viazanko was recognized by the HBA with the Distinguished Service in Government honors in 2020 for his team's innovative ideas on how to finish ready-to-close homes during the pandemic. As building official for the City of Sterling Heights, Mike's team was the first in the state to make the process operational. He shared the process with other building departments statewide through weekly conference calls which were initiated by Scott Cope with the City of Rochester Hills. With input from other building officials, the process was refined, safely and responsibly re-starting the building industry across the state.

Being versatile and adapting to new ideas is a vital element of the credo that Mike embraces. "I am always looking to be better today than yesterday," said Mike. In June 2021, Mike took on a new challenge as the inspection manager with the City of Rochester Hills Building Department. "I was a bit nervous to make the career change but having worked with the Director on many projects I admired his leadership and felt ready for the challenges ahead. From the mayor on down, the leadership in the City of Rochester Hills has been outstanding."

Scott announced his retirement in March 2022. Just 10 months after taking the position in Rochester Hills, Mike was chosen as the next building official and director of the Building Department for the City. With continuous improvement always a goal, Mike set out to determine what enhancements could be made. "I had ideas but it's important to hear from your customers about what needs to be changed," said Mike. Last summer, Mike organized a meeting with the HBA and any members that wanted to discuss their experiences with the Building Department. Then, in May 2023 the Department hosted a "coffee with the inspectors" at the Rochester Hills auditorium. Builders and contractors could meet one-on-one with the various trade inspectors to discuss experiences and ask questions. "We were able to listen to the ideas and recommendations from our customers at both of those events," said Mike. "It was very enlightening and resulted in changes," said Mike. "The Department is now 100 percent electronic. We've also expanded our virtual inspections and consolidated some of the inspections. Our plan reviews and permit turnaround time has improved by 30 percent in just a year with all permitting and scheduling accessible online 24 hours a day. I believe we have succeeded in showing to our customers that we are committed to a partnership with residents, builders and contractors."

Mike has been married to his wife, Tina, for 33 years. The couple has two grown children, a son Nicholas, and a daughter Allison. Mike loves spending time with his family as well as hunting and fishing. ■

PROFESSIONAL SERVICES TO THE BUILDING INDUSTRY

Cathy McLeod

The Huttenlocher Group, LLC.



Cathy McLeod's roots in the insurance industry go back to her high school days. Allstate Insurance was looking for students who were competent with computers to take their paper files and input the data into their new computer system. With her skills and can-do attitude Cathy was a natural for this summer job.

After graduating from college with a business degree in 1983 she went to work for Peterson Knecht Insurance. Pat Knecht was a neighbor and asked Cathy to fill in for a receptionist on maternity leave. "I really kind of fell into the insurance industry," said Cathy. Pat saw Cathy's potential and eventually was so confident in her abilities he put her on the Builders Association account, for which his agency was an endorsed agent.

In 1993, Cathy took a position with The Huttenlocher Group. The Huttenlocher Group is one of the five HBA endorsed agents which provide property, general liability, workers' compensation and builders risk insurance. Cathy McLeod works with Dave Oates to provide HBA members with these services. "Both Dave and I function more like consultants than sales people, using our experience to assess where our clients may be exposing themselves to risk and liability," said Cathy. "We work pretty hands-on. I spend a lot of time reviewing contracts. I am not a lawyer, but I am a problem-solver. Based on my experience, I often advise clients to run things I see in contracts by their lawyers to make sure they aren't exposing themselves to risk unnecessarily. Builders and subcontractors are never afraid to talk with me about issues and challenges, as they know I will do my best to help them." The wealth of experience and knowledge that Cathy has acquired throughout her career has served the building community well over the years.

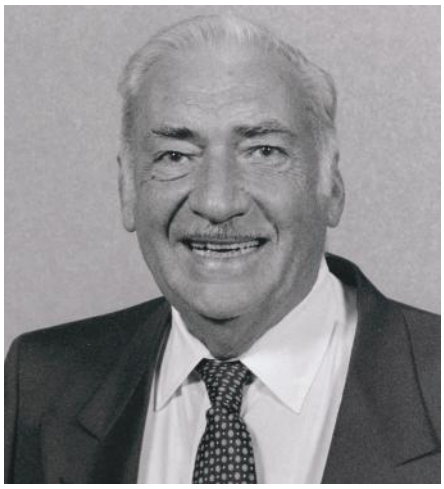
Cathy is a member of the HBA Professional Women in Building Council. She has also served on the HBA Membership Committee and the Associates Council, was involved in the annual golf outings and frequently attends the Remodelers Council meetings. "If you want to get the most out of your Association membership, you have to be involved," said Cathy. "Developing relationships is important and you only do that through people getting to know and trust you. A lot of my business has been through client referrals and I consider that the best compliment."

Cathy and her husband of 36 years, Dave, have two grown sons, Michael and Andrew. She and her husband love to travel and have visited many European countries. Cathy also loves the outdoors. ■

DISTINGUISHED SERVICE AWARD TO HBA'S CHARITABLE & EDUCATIONAL FOUNDATION

Steve Slavik

Slavik Building & Development



Slavik Builders was founded in 1955 by brothers Stephan F. Slavik, Sr. and Joseph Slavik. The company began by building single-family homes in Wayne, Ann Arbor, Troy, Livonia and Rochester, and then moved into the multifamily market. They were at the forefront of innovation in the apartment industry and of the revitalization of Detroit. Joseph Slavik served as the HBA president in 1961 and was inducted into the HBA Hall of Fame in 1985 and Stephan F. Slavik received HBA Distinguished Service to the Apartment Industry honors in 1998.

The Slavik Companies were co-developers of several high-rise senior apartment buildings along the East Riverfront in the 1970s. More recently, Slavik Building was involved in the redevelopment of the former Jeffries Homes public housing projects in partnership with the Detroit Housing Commission. The company tore down 250 units of dilapidated apartments at the corner of the Lodge Freeway and Martin Luther King Boulevard in Detroit and successfully created 180 affordable, but magnificent townhomes. "Cornerstone Estates is a beautiful project and we were proud to be a partner in seeing the rebirth of that community," said Steve Slavik, the son of Stephan F. Slavik and the current CEO of Slavik Enterprises. The company also partnered in the revitalization of the Woodbridge Estates neighborhood, where the former Jeffries public housing project was turned into a vibrant mixed-income community with over 600 homes. "We have done a lot of redevelopment work in the City of Detroit, Flint and other communities," said Steve. "We are still building in Detroit in collaboration with the Detroit Housing Commission. It is gratifying to see that those homes don't just transform neighborhoods, they transform lives."

In 2000 Stephan F. Slavik, Sr., passed away at age 80. "My father was proud to have a hand in rebuilding Detroit," said Steve. "He was always a hard worker, even in his later years when he would spend two weeks at his Florida home and then return to Michigan and be in the office every day for several weeks at a time. He was one of those old school tough guys." Steve reformed Slavik Building and Development after his father passed away. Since the early 1960s, Slavik has developed almost 3,000 affordable senior apartment units and over 1,200 low-income or mixed-income multifamily rental units. "We currently have a portfolio of 2,000 units which we own and manage," said Steve.

The Slaviks continue the company's legacy of transforming lives by generously donating to the HBA's Charitable Foundation. "As trustee of my father's charitable trust, I know my father would be pleased that the fruits of his hard work are going toward funding educational scholarships for a new generation of building trades people," said Steve. (Stephan F. Slavik, Sr. is pictured above.) ■

DISTINGUISHED SERVICE IN ARCHITECTURE

Dawn Zuber, FAIA

Studio Z Architecture, LLC



When Dawn Zuber was eleven, she went house hunting with her grandmother. Dawn would gather up the floor plans at the model homes they toured and re-design them. With an artist mother and an electrician father, Dawn inherited traits that would serve her well as an architect – a creative side balanced by a practical and analytical side.

Dawn credits her high school art teacher with encouraging her to follow her dream of pursuing architecture as a career. "Back in her day, women's career choices were more limited," said Dawn. "She wanted to be an architect but was encouraged to study nursing or education. She became a teacher and taught her students about vernacular architecture. She encouraged me to get my degree in architecture." Dawn is also one of a select three percent of American Institute of Architects (AIA) members to be awarded Fellow (FAIA) status for her contributions to the profession.

Dawn started Studio Z Architecture in 1997. From their office in Plymouth, Dawn and her team work for clients all over southeast Michigan. Studio Z designs custom homes, major home remodels and additions and provides professional interior design services. In 2015, Scripps Networks hired Studio Z to design HGTV Urban Oasis 2016, a home that was later given away in a sweepstakes. The firm transformed a 900-square-foot 1925 Craftsman-style bungalow the network had purchased in Ann Arbor into a modern, livable 1,500-square-foot home. "They gave us a free hand in designing the home," said Dawn. "We did all the space planning and worked closely with their interior designer. It was a lot of fun." In 2020, Studio Z received a 2nd place design award from Detroit Home Magazine for the project. The Z team, including designer Dayna Tooman and executive assistant Karin Creekmore, has been awarded Best of Houzz Service and Best of Houzz Design numerous times and several design awards from the AIA Huron Valley chapter.

When not designing homes, Dawn creates jewelry, with some designs featuring construction materials. In the past, she was the lead singer in the Bitter Regrets, a cover band formed with her husband of 30 years, Gil. The band played venues around Ann Arbor, winning applause but not awards. Dawn is grateful Studio Z is being recognized by the HBA. "My team is amazing, and we are so proud to be honored with this award," said Dawn. ■

ASSOCIATE OF THE YEAR

Paula Badalamente and Mike Trego

IMAGIO™ Glass Design

Perseverance, a strong professional bond, and an innovative product idea are key to the success of IMAGIO Glass Design. Paula Badalamente and Mike Trego, co-founders of the company, took a 35-year friendship and successfully transformed it into a solid business partnership.

Together they have pioneered a unique process to print any image on glass. The process was launched to create stunning kitchen backsplashes but has now expanded to include a host of products including fireplace and shower surrounds, decorative murals and wall panels, cabinet glass inserts, designer windows, and much more.

Paula and Mike first worked together to market a client's interchangeable backsplash product to the kitchen and bath industry. Driven to enhance the product with their print-to-glass process, IMAGIO Glass Design was launched in 2011 and led them to their present day innovative and stunning products. "Because of the print-to-glass technology we've developed, we can use any art, photography, patterns, natural stone or other designs and image them to glass," said Mike. "Areas where people would put frosted glass, such as behind a freestanding tub or in entry door sidelights, can now be visually enhanced with our decorative designer windows. With current labor force issues, finding tile installers can be challenging. We can do a beautiful shower surround in glass in five hours or less. Our tempered glass is sanitary, grout-free, and easily cleaned with water. It all revolves around the client and what unique style they want in their home."

IMAGIO also works in the commercial space. "We did a 180 ft. backlit wall display at the University of Michigan," said Paula. "We have also produced a glass art wall partition in Henry Ford Hospital as well as a variety of feature walls for medical spas. We are currently working on an exciting project as part of the display of relics at the Cathedral of the Most Blessed Sacrament in Detroit."

The company's growth and creative ideas are



a team effort. "At IMAGIO, we work together as one big family," said Paula. "Our conference room wall sign says it all – It takes a team to make the dream!" With their amazing team, enthusiastic clients, and unwavering support of the HBA, IMAGIO continues to push the unlimited design possibilities of their product, designing for the future. "We are profoundly grateful for this award of recognition and thank the entire association and its members," said Paula. ■

CONGRATULATIONS

Paula Badalamente & Mike Trego
IMAGIO Glass Design

ASSOCIATE OF THE YEAR

IMAGIO

James V. Clark
Robertson Homes

DISTINGUISHED SERVICE AWARD FOR URBAN HOME BUILDING

RB ROBERTSON HOMES

Anthony Lombardo
Lombardo Homes

DEVELOPER OF THE YEAR

Lombardo HOMES

It is great partnering with you!
From Marty, Eric, and the LMCU Team

LMCU™

SUBCONTRACTOR OF THE YEAR

Andrea Rokicsak

AND THE AV IMAGINED TEAM

When a skilled and talented group of entrepreneurs comes together with an idea to re-imagine and simplify the complex and ever-changing home integration process, with a focus on creating a stellar customer experience, good things can happen. The four-member Audio/Video Imagined leadership team has done that in just two short years after founding the company in September 2021. Each with their respective area of expertise contributes to this well-run and highly regarded company.

AV Imagined is a full-service residential smart home technology integrator. From designing immersive home theatre experiences to amped up outdoor entertainment systems, AV Imagined designs, installs and supports systems using best-in-class brand partners and relying on extensive industry experience and training. Andrea Rokicsak co-owns AV Imagined with Lawrence Walters. Lawrence is the company CEO with expertise in sales and marketing and Andrea is the CFO with responsibility for the administrative side of business, as well as business and human resource development. Corey Chall, a partner in the company, is the COO, overseeing all operations and managing the technical work force. Andy Todd, also a partner, is the Design Engineer and technical advisor, who is also responsible for research and development. "Between Lawrence, Corey and Andy, they collectively have been in the integration industry for over 60 years," said Andrea. "Combining that with my background in business management, we have put together a group of talented individuals, with skill sets that complement and enhance each other."

A working mother of two young travel soccer players, Andrea still manages to be involved in the HBA, attending as many events as possible, serving on the board of the Professional Women in Building Council and assisting with the Council's social media activities and events. Having previously served as the CFO of the Information Center and The Children's Center and facing the challenges of hiring technical personnel, Andrea is committed to workforce development initiatives. She is on the Workforce Development Task Force for CEDIA, the association for Smart Home professionals and works closely with the Department of Labor and Michigan Works!



Andrea met her business partners while working with a home automation integrator. "I found my home in the industry," said Andrea. "It is an emerging industry and always changing. I find the technology fascinating and exciting and I love to continually learn new things, so this industry was a great fit for me. To be recognized by the HBA is extremely flattering for our company. We are very grateful for all the support we have received from the HBA and its members." ■

DISTINGUISHED SERVICE TO THE PROFESSIONAL WOMEN IN BUILDING COUNCIL

Michelle Connon

Mont Surfaces by Mont Granite, Inc.

Michelle Connon is a senior account representative with Mont Surfaces by Mont Granite, working out of the Farmington Hills location. She has been with Mont since 2003 and is passionate about helping customers to select those amazing surface products that become the focal point of their homes.

With a lifelong passion for interior design, Michelle worked in residential and commercial interior design early in her career. "I have always walked an equal line between design and sales and it has helped me so much with what I do on a daily basis," said Michelle. "I am a natural stone person. What nature has given us is just so beautiful. Every time stone comes off the delivery truck and goes into our warehouse I am in awe. That's how I know that picking out that one 'right' stone or other surface product is hard for most customers. I work on helping customers see their decision by pointing out all the cool attributes of each slab. Solid surfaces aren't changed frequently so homeowners need to feel confident they have made the right selection."

Mont Surfaces by Mont Granite was honored in 2022 as HBA's Associate of the Year. Mont is a family-owned company founded over 33 years ago in Ohio. The company currently serves eight markets throughout the Midwest, which includes the Grand Rapids Division and the Detroit Division in Farmington Hills. The Farmington Hills location includes a Design Center and an indoor slab selection warehouse. Mont offers an exceptional selection of over 400 surface varieties including natural stone, engineered quartz, porcelain and Mont's newest offering Mont Synthesis™. "We are really excited about Mont Synthesis™, a modular porcelain shower surround system that can be installed in a day and comes in ten polished and three matte finish colors," said Michelle.

Michelle attends as many HBA meetings and events as possible and is an active member of the HBA's Professional Women in Building Council. "When I joined, the Council members were so incredibly welcoming," said Michelle. "They went beyond the call of duty in helping to introduce me and Mont to new builder and remodeler clients. I am truly lucky to be part of this group. They have been my biggest cheerleaders. The positive energy and support members give to each other is a blessing. The members of the Council feel like family to me."



Michelle and her husband, Steve, have a 17-year-old son, Alex, who keeps them busy attending his hockey and lacrosse events. In between those sporting events, the family enjoys boating and watching the sun set from their lakeside home. ■

DON MAILLHO MEMORIAL AWARD IN BANKING

Marty Peltier

Lake Michigan Credit Union



As the Senior Vice President and Chief Business Development Officer, he is the liaison between LMCU and all 18 local HBAs in Michigan, as well as the State HBA. Marty also coordinates all the HBA relationships in the Florida market for LMCU. He brings over 30 years of banking experience with his expertise in serving builders and homeowners and is backed by the strength of LMCU's industry leading home lending products, services, and people. From the Parade of Homes to HBA Home Shows, to individual builder's events, you will find Marty planning personalized programs and finding creative ways to support HBA members, connecting them to the right people, products, and resources to grow their businesses.

LMCU has 585,000 members, reports over $12 billion in assets, and is the largest credit union in Michigan. They are a committed corporate neighbor giving back over $1 million annually to the communities they serve. LMCU is an outstanding member and supporter of the HBA of SE Michigan. "Don Maillho taught us the importance of good relationships, especially with the builders and associations that support them," said Marty. "If he was alive today, I know he would be very proud of what our team has been able to achieve. Both our LMCU sales and operations teams provide outstanding service. We have exceptional leadership with Eric Burgoon, our Senior Vice President of Mortgage Lending, who has done an awesome job building and mentoring our team over the years to focus on giving world class service to our builder partners. Even with major challenges, such as interest rate hikes and supply chain issues, our builder partners will tell you that the LMCU team will always come through for them. I believe finding solutions to challenges is one of our biggest strengths at LMCU." ■



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MEMBERSHIP CONNECTION
Norm Finkelstein
Norwood Homes



MEMBERSHIP COUNCIL
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Ron Jedwab
Lincorp/Borchert



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

2023 Sales & Design Achievement Competition

NEW HOME SALES PROFESSIONAL OF THE YEAR - GOLD



BROOKS BELHART
TOLL BROTHERS

Gold Winner

Brooks Belhart started his career with Toll Brothers in January of 2019 and from the day he was hired, Brooks has been an integral part of our Michigan Divisions sales success. He has worked in the Real Estate Industry working for mostly for local builders throughout his 9 year career.

One of the biggest challenges Brooks faced included opening a brand-new community in November of 2022 with new floor plans and no model or product to show potential buyers, simply selling from paper. All while being responsible for managing backlog and sales in two other communities. This was also at the same time the real estate market took a big downturn due to rising interest rates, fear of inflation, and the ultimate unknown. Brooks was able to overcome buyers fears by creating urgency and having a solid sales plan in place which resulted in $55,000,000 sales volume.

NEW HOME SALES PROFESSIONAL OF THE YEAR - SILVER



JANE BUCKLEY
LOMBARDO HOMES

Silver Winner

Jane Buckley started her New Home Sales career with Lombardo Homes in 2018. Prior to starting with Lombardo Homes, she spent most of career as a successful business owner of one of the top staging companies in Michigan. Jane exemplifies the core values of Lombardo Homes, from her commitment and passion as a New Home Sales Counselor – which has made her our top performer for 2022/2023 with over $38 million in sales – to her integrity and devotion to friends and family.

Every day, Jane comes to work with a smile and positive attitude. She is known to surprise her coworkers with flowers for no reason, and her love of kids is evident as she's the biggest supporter of all her team members' kids' events. She makes the people around her the main priority and is the first to celebrate birthdays or other special days of those in her world. Jane's warm demeanor and upbeat attitude is understandably why her customers and team members love working alongside of her. Jane always makes time for everyone and will go out of her way to make sure you know she is thinking of you.

NEW HOME DESIGN CATEGORIES

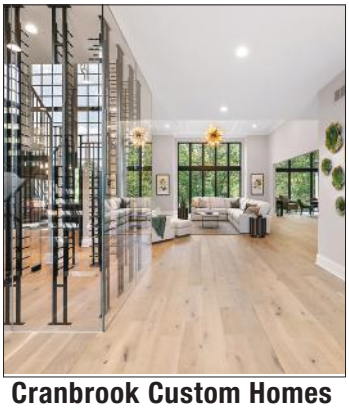
ARCHITECTURAL DESIGN PROJECT OF THE YEAR



TR Design Group
GOLD AWARD



TK Design & Associates
with Mike Miller Building
SILVER AWARD



Cranbrook Custom Homes
BRONZE AWARD

Sales & Design Achievement Competition
HBA
HOME BUILDERS ASSOCIATION OF SOUTHEASTERN MICHIGAN
2023 Winner

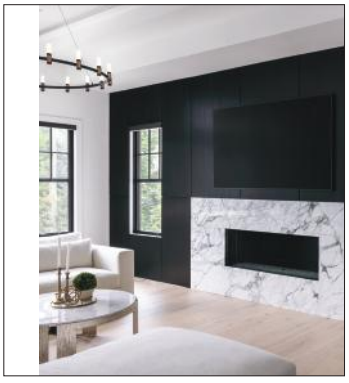
INTERIOR DESIGN PROJECT OF THE YEAR



Sapphire Luxury Homes
GOLD AWARD



Kirkshire Design Group
Martini Samartino Design Group
SILVER AWARD



KSI Kitchen & Bath
Kelsey Powell with
SLS Designs
BRONZE AWARD



Robertson Homes
BRONZE AWARD

2023 Sales & Design Achievement Competition

REMODELED HOME CATEGORIES

WHOLE HOUSE - GOLD
Over 2,000 Sq. Feet



Templeton Building Co.
GOLD AWARD

WHOLE HOUSE - SILVER
Over 2,000 Sq. Feet



Uniland Corporation
SILVER AWARD

WHOLE HOUSE - GOLD
Up to 2,000 Sq. Feet



Uniland Corporation
GOLD AWARD

REMODELED SPECIALTY ROOM - GOLD



Cole Wagner Cabinetry
GOLD AWARD

BASEMENT REMODEL-GOLD



Basements Plus
GOLD AWARD

BATHROOM REMODEL-GOLD



KSI Kitchen & Bath
Christina Fukumoto
GOLD AWARD

BATHROOM REMODEL-SILVER



Cole Wagner Cabinetry
SILVER AWARD

BATHROOM REMODEL-BRONZE



Renovation By Design
BRONZE AWARD

KITCHEN REMODEL-GOLD



Renovation By Design
GOLD AWARD

KITCHEN REMODEL- SILVER



KSI Kitchen & Bath
Christina Fukumoto
SILVER AWARD

Thank You 2023 Sales & Design COMPETITION JUDGES



Michael J. Gordon, RA
Moiseev/Gordon Associates



Barbara Burnham
B.J. Burnham & Associates



Tim Capaldi
Capaldi Building Company

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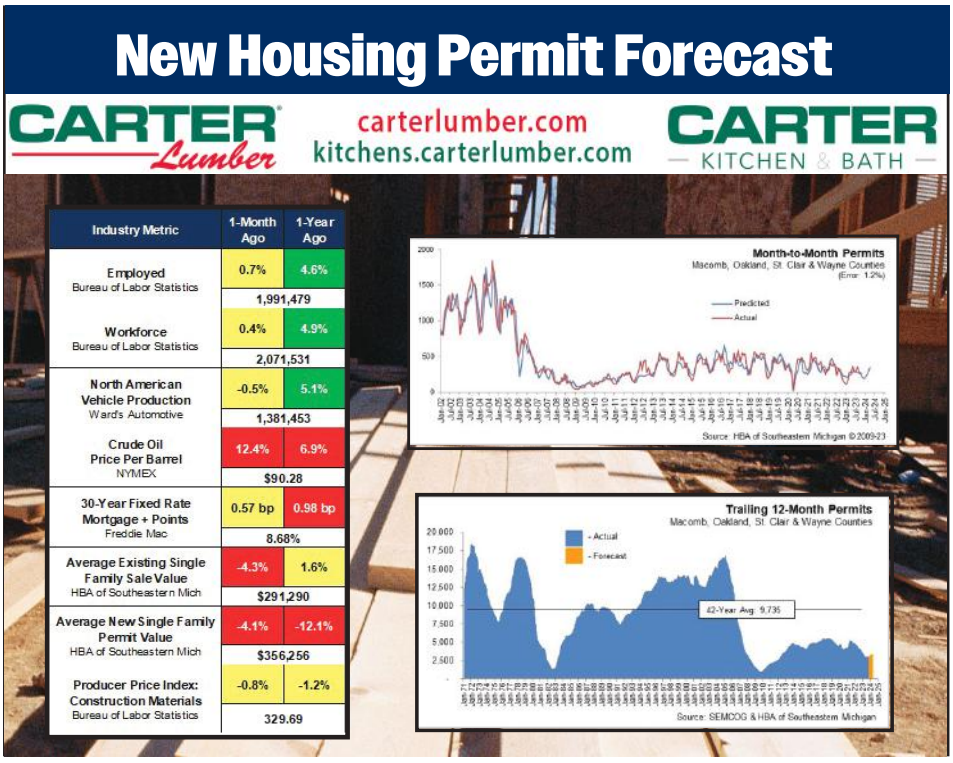
Gallo Companies – Michigan Middle Market Client
KSI Kitchen & Bath – Michigan Middle Market Client
James V. Clarke with Robertson Homes – Michigan Real Estate Client.



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October Permits Start Seasonal Decline Amid Continuing Mixed Economic Data

MICHAEL C. STOSKOPF



Industry Metric	1-Month Ago	1-Year Ago
Employed Bureau of Labor Statistics	0.7%	4.6%
	1,991,479	
Workforce Bureau of Labor Statistics	0.4%	4.9%
	2,071,531	
North American Vehicle Production Ward's Automotive	-0.5%	5.1%
	1,381,453	
Crude Oil Price Per Barrel NYMEX	12.4%	6.9%
	$90.28	
30-Year Fixed Rate Mortgage + Points Freddie Mac	0.57 bp	0.98 bp
	8.68%	
Average Existing Single Family Sale Value HBA of Southeastern Mich	-4.3%	1.6%
	$291,290	
Average New Single Family Permit Value HBA of Southeastern Mich	-4.1%	-12.1%
	$356,256	
Producer Price Index: Construction Materials Bureau of Labor Statistics	-0.8%	-1.2%
	329.69	

HBA HOME BUILDERS ASSOCIATION OF SOUTHEASTERN MICHIGAN

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

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

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

PROPERTY • GENERAL LIABILITY
WORKERS' COMPENSATION • BUILDERS RISK



Based on residential permit data compiled by the Home Builders Association of Southeastern Michigan (HBA) and reported in the ***HBA/Carter Lumber Southeastern Michigan Residential Building Activity Report™*** a total of **250 single-family home (SFH) permits were issued** in Macomb, Oakland, St. Clair and Wayne counties in October 2023. The monthly total was down 11 percent from September's revised total (282) but was up nearly 5 percent from October 2022 (239).

Multi-family for rent permits continued rebounding with 152 permits issued in October but activity year-to-date and year-over-year continue to be down significantly when compared to 2022.

The surge in southeastern Michigan employment and workforce levels unexpectedly accelerated, growing respectfully by 4.6 and 4.9 percent, year-over-year. Even with a mild uptick in initial jobless claims in October, it appears that the UAW strike strategy is having only a minimal impact on Michigan's labor metrics. With recent contract votes, it is expected that a significant downturn has likely been avoided.

In October, North American vehicle production (NAVP) expectedly slowed due to strike impacts with 1.38 million units produced, down 0.5 percent from September but still up over 5 percent compared to October 2022 (1.31 million). Going back over the past decade (absent the pandemic) October production typically increases by 6 to 7 percent month-over-month, so the UAW strike likely impacted results in 2023. The Trailing 12-month total of 15.62 million units is up 6.5 percent year-over-year and at its highest level since March 2020 (15.96 million).

The recent rise in crude oil prices also accelerated in October to $90.28, up 7 percent year-over-year ($84.45) and at its highest level since August 2022 ($102.26). The rate for a 30-year fixed mortgage continued climbing and now stands at 8.68 percent, including points.

The US Construction Materials Producer Price Index (PPI) seasonally fell in October and is down 1.2 percent compared to last year.

In October, the average single-family home permit size fell to 2,255 square feet, down 3.2 percent compared to September 2023 (2,330 sf) and down 11 percent from October 2022 (2,534 sf). ■

2024 Multifamily Rental Market Outlook

FIND MORE EVENT PHOTOS:
www.builders.org/2023-aam-market-outlook.php

FIND THE OUTLOOK PRESENTATIONS BY REALPAGE AND BERKADIA AT:
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Brian Portelli (left) of Amber Properties Co., Jeffrey Kaftan of Kaftan Enterprises and Jerry Amber of Amber Properties Co.



Leslie Lewiston-Etterbeek (left) E.J. Wujek and Elizabeth Etterbeek, all of LR Management and Joshua Yellen of Belfor Real Estate.



AAM Past President Warren Rose (left) of Edward Rose and Sons, David Wilkins of Walker & Dunlop and Patty Meadows Smith of First American Title. Warren is holding the engraved crystal gavel given to him in honor of his outstanding service as President.



Mel Belovic of 550 Parkview, LLC. receiving his Apartment Worker's Comp Fund dividend check from Kate Peabody of Peabody Insurance Agency.



AAM President Andrew Kuhn (left) of Sunrise Communities and Keynote Speaker Jay Parsons of RealPage addressed the group of 168 members and guests.

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Advocacy Update

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



New Set of Rental Housing Regulations Introduced

Another wave of bills proposing new rental housing regulations have been introduced in the Michigan House of Representatives. The bills were all introduced on October 25, and are proposals which are a part of the "Renter's Bill of Rights" outlined earlier this year. The bills are:

HB 5235 – First Come, First Served Applications

This bill requires a rental property owner to note the date and time an application is received, screen applications in chronological order, and offer the unit to the first applicant who meets the screening criteria. It then requires the owner to hold the unit for that applicant for 3 days.

HB 5236 – Tenant's Rights Notification

This bill requires the State Court Administrative Office to create a form containing a summary of renter rights under the law, a list of legal resources, and information on the 211 system. It requires rental property owners to attach the form as an addendum to a lease agreement.

HB 5237 – Right to Counsel

This bill requires district courts to establish a program to provide legal services at public expense for tenants and landlords, broken into two thresholds. The first threshold provides full legal representation for tenants whose annual gross income is up to 200% of federal poverty level. The second threshold provides brief legal assistance for all other tenants or landlords.

HB 5238 – Eviction Expungement

This bill allows court expungement of eviction records under certain circumstances.

HB 5239 – Relocation Assistance

This bill requires rental property owners/management companies to pay tenant relocation assistance of 3 times monthly rent if health/safety/dangerous building issues exist as determined by an enforcing agency and it is fault of owner/manager. Assistance must be paid 7 days after enforcing agency order and regardless of whether tenant is current on rent or other charges.

HB 5240 – Right of First Refusal

This bill mandates that before a rental property owner can offer a property for sale, the tenants shall be given an opportunity to purchase.

AAM Membership & The Importance Of Your PAC Contribution

We need your help to maintain our strong voice for the multifamily rental property industry. It starts with membership. Membership supports our staffing and lobbying efforts, as well as communications, education, and member benefits. For just $1.80 per unit (minimum dues $250), multifamily rental property owners can support the organization that tells your story in Lansing. Associate members (suppliers or service organizations) can join for $495 annually. If you are not currently a member, we strongly urge you to join today online at www.apartments.org. If you have questions about member benefits, contact AAM at 248-737-4477.

Just as important as membership, the Apartment Association of Michigan Political Action Committee (AAM-PAC) needs your support. AAM-PAC accepts contributions from members and aggregates them into one fund, which then financially supports those elected officials who understand the important role of rental housing in Michigan's economy.

You must be an AAM or HBA Member to contribute to the fund, which has a fundraising goal of $150,000 for 2023. Remember, an AAM-PAC contribution must be made via personal, partnership, LLP, or LLC check or credit card. Members: make your PAC Contribution online at www.apartments.org. ■

2023 AAM Officers



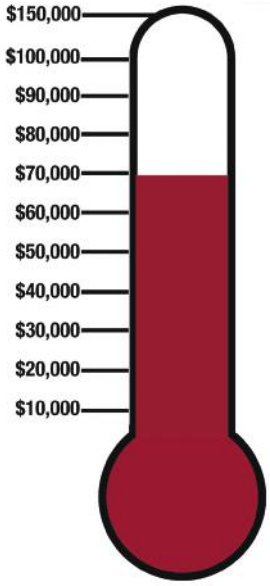
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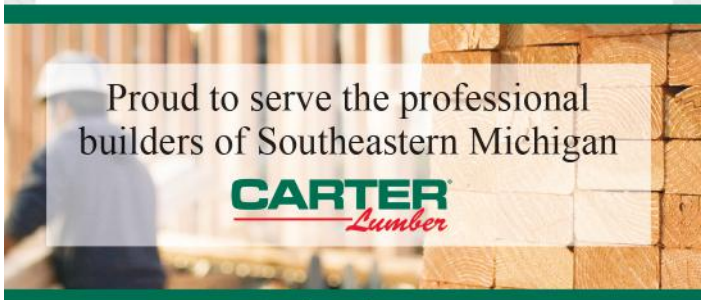
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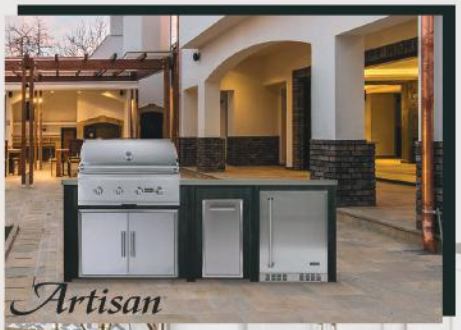
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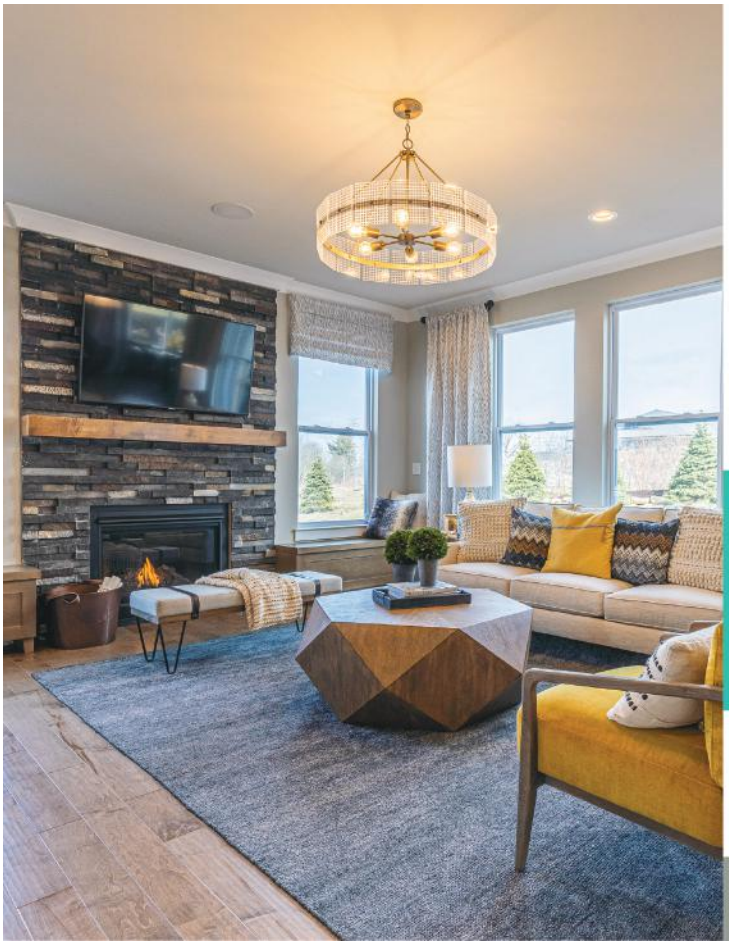
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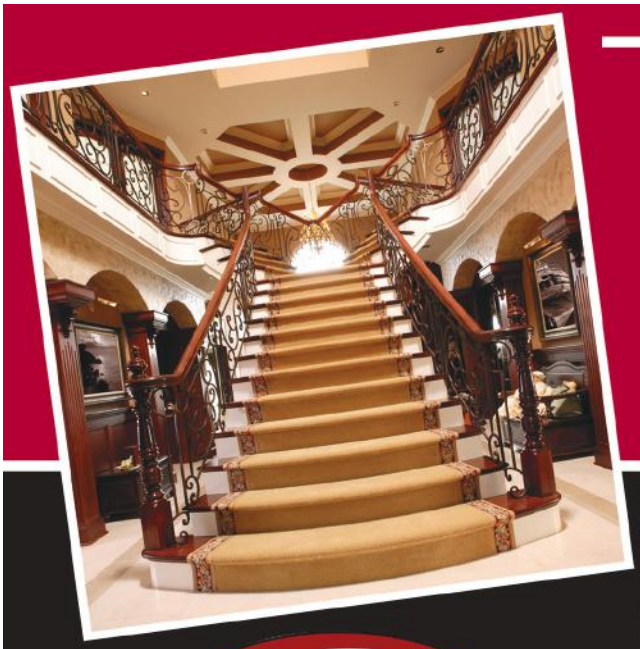
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HBA's Charitable & Educational Foundation was created to give our members the opportunity to give back to **a charity that is uniquely aligned with their profession**. The Foundation's success and ability to fulfill its mission are dependent primarily on contributions from HBA members. Gifts to the Foundation are used to improve housing affordability for the families of our area.

The Foundation also houses the HBA Skilled Trades Scholarship Fund. This 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 **HBA Past President Paul C. and Cheryl Robertson**. The first Robertson Honorary scholarship was awarded in 2021, two were awarded in 2022 and three have been awarded this year.

Additionally, one **Compo Family Memorial Scholarship** was awarded in 2021, in memory of HBA's 2020 President David S. Compo, his wife Michele and their son Dawson. Two Compo Family Memorial Scholarships were awarded in 2022 and another two this year. Funding for the Compo scholarships is made possible through donations made in memory of the family following their January 2021 plane crash, along with generous contributions from the **Irvin H. and June G. Yackness/National Housing Endowment Fund, donations from the Slavik Family and Lake Michigan Credit Union**.

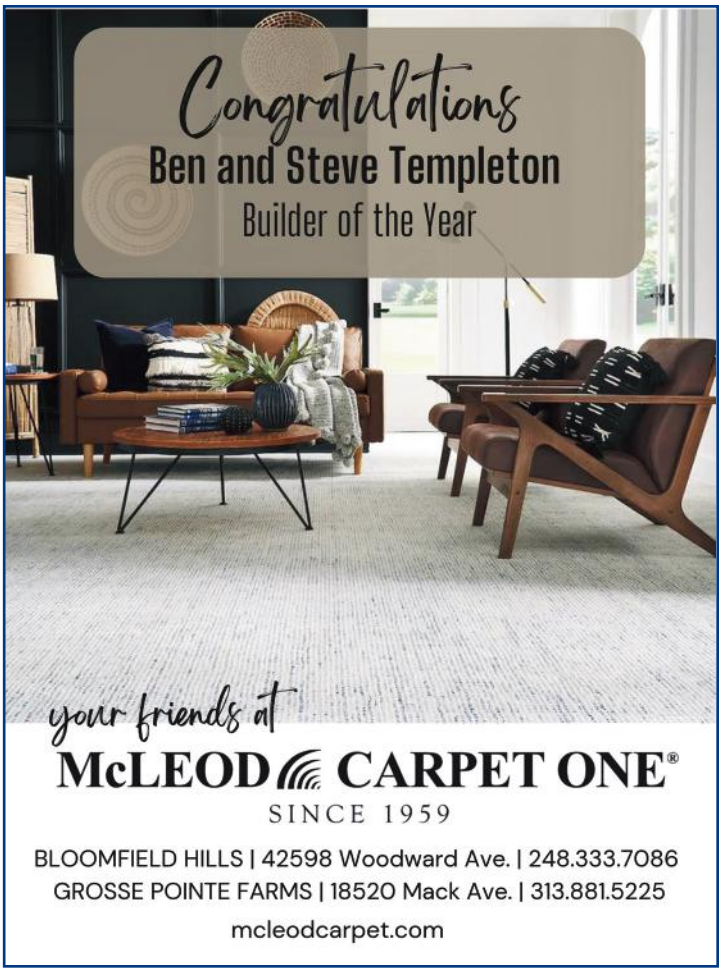
In December 2021, the **Walter R. Stoskopf Memorial Scholarship was established when HBA's now retired CEO Michael Stoskopf donated $21,450 in memory of his father who passed away in October 2021**. That donation, has been combined with an additional donation made by Michael Stoskopf and others made in memory of Walter R. Stoskopf. In 2022, the first scholarship was made from that fund. Two scholarships have been awarded this year.

The selection committee for the 2023 scholarships includes **Paul C. and Cheryl Robertson, Chris and Lisa Compo, HBA Past President William E. Phillips, 2022 HBA Past President Ben Templeton, Michael C. Stoskopf, serving as a Foundation Board Member following his retirement from serving as CEO of HBA, and Forrest M. Wall, CEO.** Applications for the 2024 Skilled Trades scholarships are being accepted now through June 14, 2024, online at: www.builders.org/foundation/skilled-trades-scholarship.

We are asking you, as an HBA Member, to make a donation to the HBA Charitable& Educational Foundation. The easiest way to donate is online at https://www.builders.org/foundation/donate/

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- General Donation to promote and improve the availability of affordable housing opportunities
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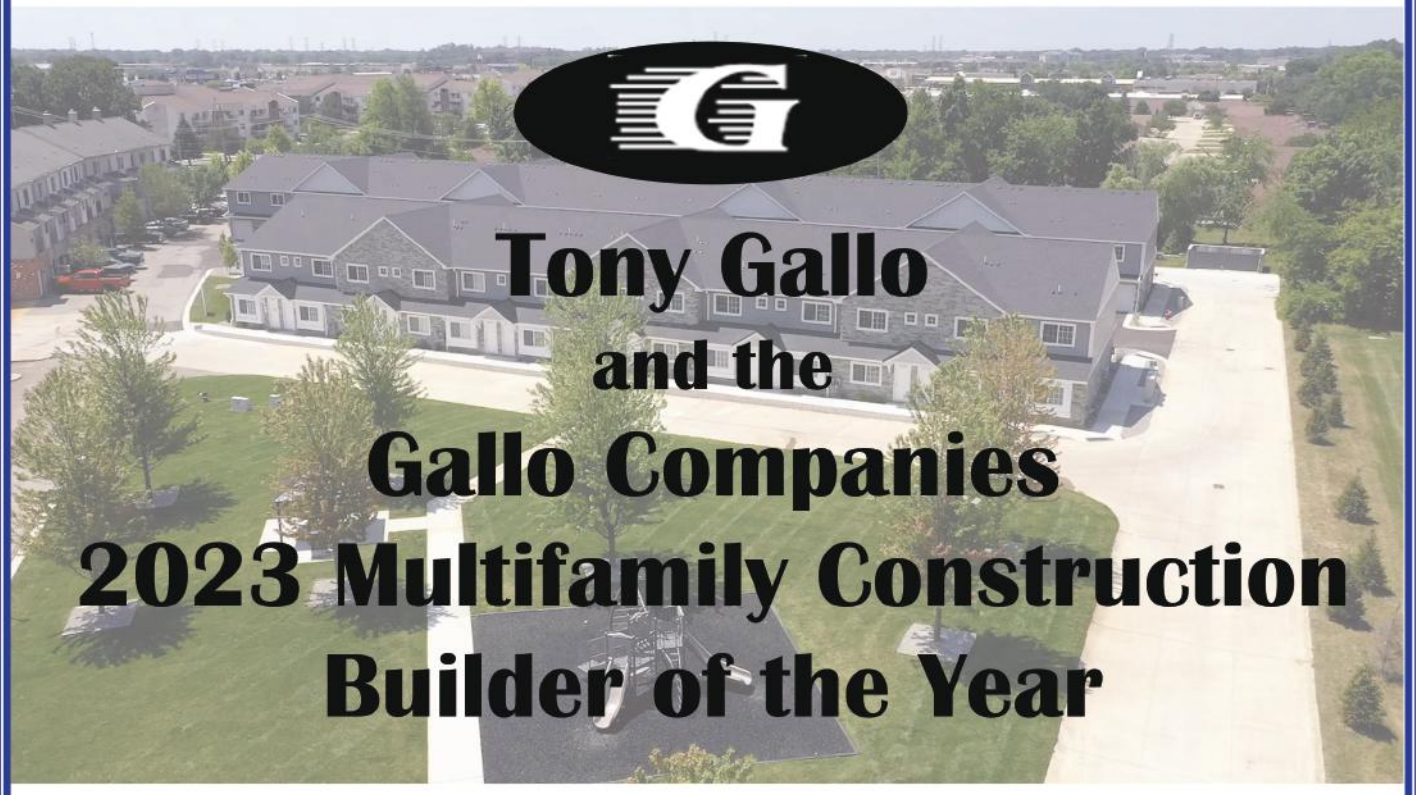
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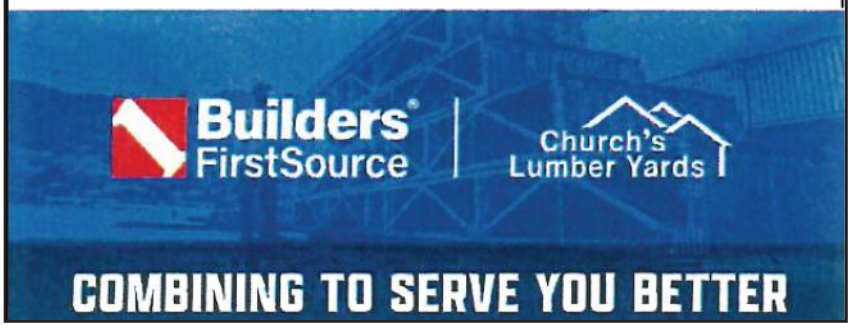
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Dana Kropke, VP of Commercial Sales, expressed the company's excitement, stating, "We are thrilled to welcome Bradley Walworth and Stu Kinney to the Virginia Tile family. Their wealth of experience and unwavering commitment to customer satisfaction align seamlessly with our mission to provide top-quality tile solutions to our commercial clientele. We are confident that Bradley and Stu will be instrumental in propelling our commercial division to greater success and exceeding our customers' expectations."

Monsma Marketing Corporation and Hansen Marketing & Services have announced a beneficial mutual transaction to combine their companies. By joining forces, the newly united companies will be able to drive further growth and innovation into the marketplace, and create more value for their employees, customers and vendor and industry partners. Each company will continue to operate separately as they work to identify strengths, create synergies and ultimately provide increased value to the markets we serve. Both companies will operate under the Monsma Marketing umbrella.

Their primary goal is making this a seamless transition for all their industry partners.

Remaining family-owned, their combined strengths enhance virtually every element of their business of delivering quality branded products and customer service to the tri-state area. The collective companies will now offer:

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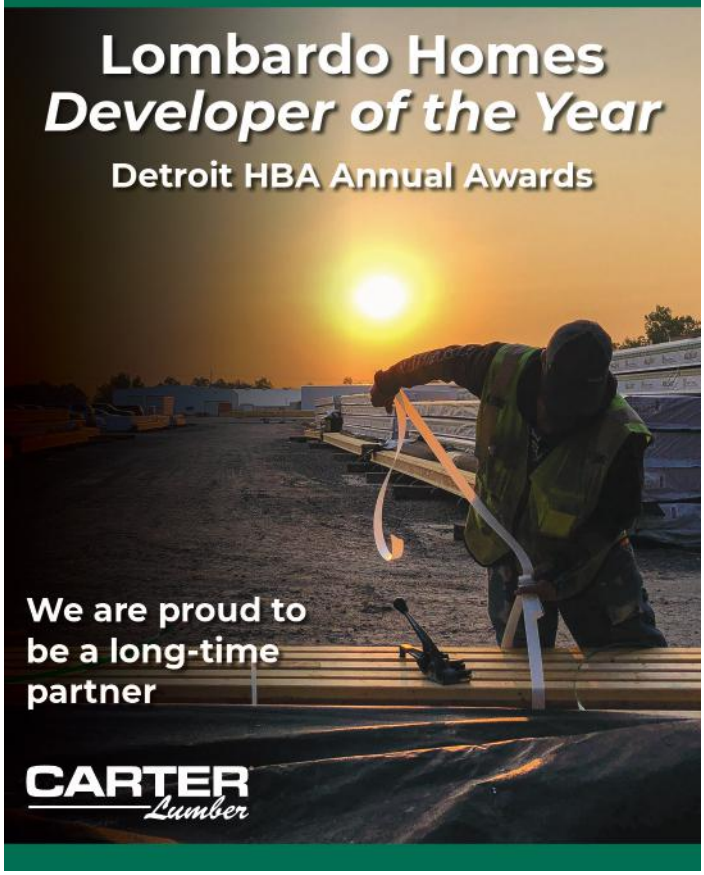
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Valued Advertisers

COMPANY	PAGE
84 Lumber	57
Acorn Kitchen & Bath	44
Andersen Windows & Doors	28
Antcliff Windows & Doors	Inside Front
D.A. Alexander & Company	51
Apel Building Products, Inc.	48
ASA Building Products	32
AV Imagined	53
Bank of Ann Arbor	56
Big George's Home Appliance Mart	28
Bill & Rod's Appliance, Inc.	25
Boji Development Inc.	52
Bolyard Lumber	27
Al Bourdeau Insurance Agency, Inc.	17
Builders FirstSource	40
BWE	45
Carter Lumber	17. 22, 48, 54
Chirco Title Agency, Inc.	45
Church's Lumber Yards	40
Cole Wagner Cabinetry	35
Couzens Lansky	53
Dawda Mann	34
Duro Construction Co., Inc.	47
First American Title	21
First Centennial Title Agency, Inc.	54
First Independent Agency	17
First State Bank	52
Flagstar Bank	16
George B. Ford Agency	17
Gallo Companies	41
Giffels Webster	48
Giamarco, Mullins & Horton P.C.	36
Great Oaks Landscape & Maintenance	24
Gutherie Lumber	24, 50-
Habitat For Humanity ReStore	18
The Huttenlocher Group - Acrisure	17, 20
Iannuzzi Manetta CPAs & Advisors	37
iCare of Michigan	30
KDK Sales Associates	30
Kennedy Nemier Insurance Services	17
Kirk, Huth, Lange & Badalamenti	40
KSI Kitchen & Bath	31
Lake Michigan Credit Union	10, 12

Valued Advertisers

COMPANY	PAGE
Land Design Studio	58
LaFata Cabinets	59
Carol & Herb Lawson, Windham Devt.	52
Lombardo Homes	23, 30, 35, 46, 51, 55
Peter J. Lucido, Macomb County	45
Lucido & Manzella, P.C.	46
Cheryl Luckoff and Howard Luckoff	49
MAD Home Design	47
Made in America	Inside Back
MANS Lumber & Home	55
MBM Check Cashing, Larry & Dena Hurst	46
McLeod Carpet One	33
Meadowbrook Electric	26
Metropolitan Concrete	47
Michigan Window and Door	26
Milford Singer & Co.	39
Moceri Companies	22
Modern Drywall, Inc.	49
Mortgage Right	35
Multi Drywall & Partition, LLC	13
Norco Contracting, Inc.	46
P & B Building Co.	52
PEA Group	50
Pine Tree Furniture & Lighting	43
Quality Heating & Cooling	26, 57
Reid Glass	32
Riemer Floors	29. Outside Back
RJR Services	51
Seiber Keast Lehner	56
J. Simon & Sons Electrical Contractors	58
Smiths Hardwood & Construction	48
Solomon Plumbing & Fire Protection	38
Specialties Appliances & Plumbing	56
Stellar Hardwood	32
Styles Services	32
Sun Heating & Coolling	48
Superior Excavating, Inc.	42
TK Design & Associates	23
TLA Interiors	22
Trost Irrigation	53
Verus Development Group	43
Victory Lawnscape, Inc.	43
Witbeck Home Appliance Mart	28





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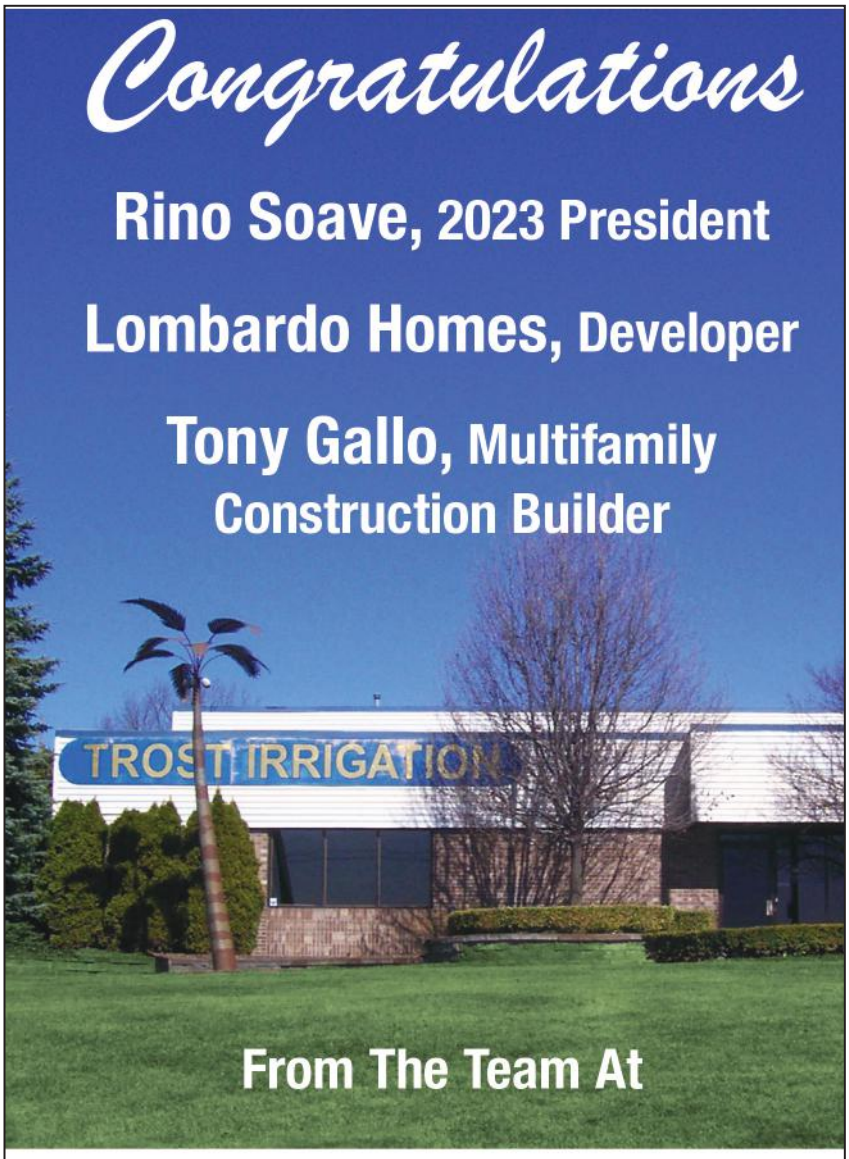
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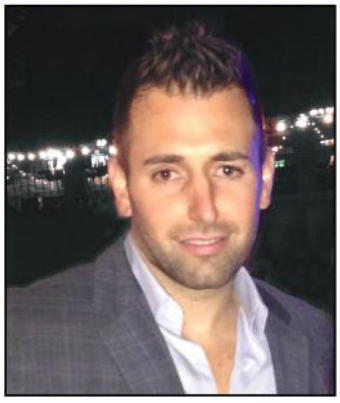
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