



HBAJ NEWS

Official E-Publication of the
Home Builders Assoc. of Jackson



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Office Hours:
Mon.-Fri. 8AM to 4:30 PM**

December Dates to Remember

- 13 Last Day to bring donations to HBAJ office for TOYS for TOTS.
- 14 Board of Directors Meeting at HBAJ office -- 12:00PM.
(Exec. Board At 11AM, Lunch at 11:30, Meeting starts at Noon)
- 14 Home Expo 2012 Committee Meeting at HBAJ office — 1:00PM.
- 15 HBAJ office will be closed for staff to attend an E.O. meeting.
- 16 Deadline for January Newsletter.
- 22-27 Christmas Holiday and Vacation — HBAJ office will be closed.
- 30 New Year Holiday — HBAJ office will be closed (also January 2nd).

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Looking Ahead to the New Year...

GENERAL MEMBERSHIP MEETING TUESDAY ~ JANUARY 10, 2012 AT STEAKS EATERY

Please note this meeting is one week later than usual due to busy holiday schedules and because Steaks is closed for the first full week of January.

* * * * *



As we have for the last couple of years, the HBAJ office is serving as a collection site for this great cause to benefit local kids — help fill our big box by Tuesday, December 13th.

Thanks to those who have already donated either at our office or by dropping off at other sites!

BOARD of DIRECTORS

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Michael McKay	536-4300
Ken Moe	531-3830
Joy Rampy	788-9209
Karl Schelling	750-1580
Loren Swanson	784-9125
Ted Wray	787-0077

This is an official publication of the Home Builders Association of Jackson, Inc. and is distributed to the members as a portion of their dues. Deadline for submission of articles or information to be published is the 10th of the month prior to publication.



PRESIDENT'S MESSAGE

GETTING OUT OF LIFE WHAT YOU PUT INTO IT



The holidays give us all the opportunity to reflect on the past year, and to look forward. I've been thinking about the essence of life lately – how important it is to love, laugh, and lead a life of service.

Family is my top priority – it's that simple. They should be – if I came back each night to an empty house, it certainly wouldn't qualify as "home" to me. Like all of you, I strive to find the right balance of hours away from work to spend with them, enjoying the time we have together and making the most of it.

My work is also very important to me. It provides my means of support, but it's a source of pride, too. This profession allows me to provide an important commodity to others; a home giving shelter and protection for a family. Big or small, I've had a hand in building or remodeling hundreds of homes for decades.

Through my work, I've been fortunate that my skills have helped me to serve my community and the world at-large. Whether it's working on a Habitat home or another Builders Care project through the HBAJ, or traveling with my church to do a mission project, I have found deep fulfillment in these opportunities to serve others.

I have found fulfillment in my service in the association, too. I have forged many personal friendships and good business relationships with fellow members over the course of the last twenty-five years. There have been highs and lows in the industry, and the last few years have been especially challenging for all of us. As a builder, I strive to support those businesses that are members of the association.

I recently had a conversation with a supplier who has supported HBAJ events through his participation, but did not see any interest from fellow members as a result. Consequently, he was trying to decide if his dues and time investment should be spent elsewhere. As we look to the New Year, I would ask all of you (builders and associates alike) to please make a renewed effort to support your fellow members. Whether it's through seeking bids, making product purchases, or referring each another, we need to make we all get a return on what we put into the HBAJ.

Ken Moe

**HOLIDAY BLESSINGS TO YOU,
YOUR FAMILIES, AND YOUR EMPLOYEES...**

MISSION STATEMENT

Established in 1955, the Home Builders Association of Jackson (HBAJ) is the voice of the building industry, dedicated to preserving and protecting the American Dream of Home Ownership. The HBAJ promotes professionalism while providing education and membership support.

COMMITTEE and COUNCIL CHAIRS

ASSOCIATES COUNCIL:	
BUILDERS CARE PROJECT:	Steve Baldwin
BYLAWS:	Loren Swanson
EDUCATION/PROGRAM:	
EXPO/HOME SHOW:	Steve Baldwin
FINANCIAL PLANNING:	
LEGISLATIVE / FOH:	Aaron Baker
MEMBERSHIP / SPIKE:	Ernie Wahtola
NON-DUES REVENUE:	Dawn Craft
PUBLIC RELATIONS.MARKETING:	Jen Duncan
PARADE OF HOMES:	Aaron Baker
PAST PRESIDENTS COUNCIL:	Jim Heinowski
REMODELERS COUNCIL:	Loren Swanson



New Website Development & Remodel

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David E. Jones - Owner & Web Designer

E-mail: david@j1sweb.com

Internet: www.j1sweb.com

Phone: (517) 745-1579

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Serving Jackson Co. since 1983

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- ▶ Residential and Commercial Recycling
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- ▶ Hazardous Waste Consulting



Call HBAJ Member *Bill Thomas*

517-787-3699

www.nwrefuse.com

"LET IT SNOW, LET IT SNOW, LET IT SNOW..."



It's a nice, catchy tune for the month of December, but I'd be lying if I said I sang it loudly. I'm not a person who looks forward to the first snowfall of the season. As far as I'm concerned, it could snow enough to have a White Christmas, and that's it. But here in Michigan, Mother Nature decided that this year's first snow needed to show she meant business!

After a short power outage, I made it down to the office in one piece, thankful that President Moe had plowed the lot and even shoveled the walkways for me — extra nice of him! As the day progressed, the weather shaped up and I knew the ride back north would be no problem.

When I got home that night, two neighbor kids (who had been home enjoying a snow day from school) were busy building anything they could out of those white piles. Even I could appreciate that it was perfect packing snow. I asked if they'd had fun and the little boy (a kindergartener) said, "We've been playing outside all day. It's even more fun than riding bikes in summertime! And now we know that Santa can come in his sleigh."

OH, THE WISDOM OF YOUTH. In the space of five seconds, one child had managed to turn something I could find nothing to do but complain about, into not one, but two positive things. I'm just hoping that we end up with a White Christmas, otherwise the smart kid might worry that Santa can't come after all!

I've heard it said and I'll say it here — ATTITUDE IS EVERYTHING. When I get up in the morning, I can choose to be positive or I can choose to be negative. Some days it's easier to be the latter, but when I feel that way, I need to do one thing. I need to think about what it would be like to be a 5 year-old again, with a whole day to do nothing but play in the snow.

My wish for you during this special season is simple — may you find joy in the simple pleasures in life and take the time to enjoy them with the people who matter most to you.

Jean Bement



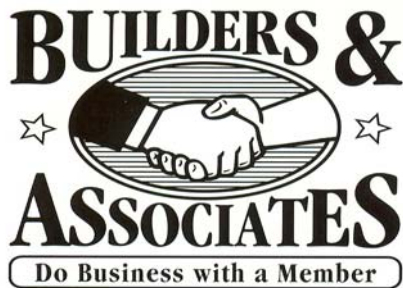
Please note that the HBAJ office will be closed Thursday-Tuesday, December 22-27 for vacation and the Christmas holiday. We will also be closed Friday, December 30th and Monday, January 2nd for the long New Year holiday weekend.

CONGRATULATIONS to BILL BENEDETTO!

Bill was unanimously elected to the Senior Officer position of Secretary of the Michigan Association of Home Builders at the Fall Board of Directors Meeting. We're proud to support him!

**— WANTED —
NEW MEMBERS!!**

If you do business with someone who isn't a member of the HBAJ and should be, please encourage him/her to join the HBAJ!



As members, you are entitled to many discounts made possible through the group buying power of NAHB.

Click on the ad below to find out more about what's available to you!



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MEMBERSHIP REPORT

CHAIRMAN: ERNIE WAHTOLA

People call the office to get referrals...

They search the web...

They pick up a hard copy at the Home Show, from a township office, or a supplier...



The annual Membership Directory and Buyer's Guide is a marketing tool for your business. All members will soon receive a special mailing with an ATTENTION!! ATTENTION!! neon sticker on the front of the envelope. Don't throw this in your junk mail pile!

Please complete the white Information Form and return it by December 28th so we can be sure and have the correct information listed for you in the book and on our website. Submitting this form is also the ONLY way to ensure that you will be included in the BUYER'S GUIDE SECTION of the book and in the soon-to-be added "SEARCH BY TRADE/PRODUCT/SERVICE" section on the website. You get to choose TWO CATEGORIES as a MEMBER BENEFIT. If you wish to be listed under more than two search categories, there is a minimal charge — please see the form.

Also included with the information form is an Advertising Contract — due back in early January. Placing an ad in the paper version of the Membership Directory helps us continue publishing this resource. We distribute 1,500 of them over the course of the year to your fellow members, but mostly to the public. THANK YOU for considering advertising support of this publication.

HOME EXPO 2012 * MARCH 23-24-25

CHAIRMAN STEVE BALDWIN and VICE-CHAIR COREY VINCENT

HBAJ Members who participated in EXPO 2011 had the first

opportunity to reserve booths early. They reserved 36 of our 90 spaces, or 40% of available booths. Contracts have gone out via email or regular mail to any other companies interested. If you did not receive one but are interested in being a part of the show, please don't hesitate! Call Jean at 783-4800 or email hbaj@sbcglobal.net and she'll be sure to get you the information.

Our committee reviewed surveys returned from 2011 exhibitors and made several changes to reflect the comments made by these exhibitors. Since we moved back to the Fairgrounds, our attendance has increased 15% each year, and those attending are qualified customers.

PARADE OF HOMES: CHAIRMAN: AARON BAKER

We are hoping to build on the success of this year's event and have more homes in next year. As a supplier, if you are interested in offering discounts/special incentives to con-

tractors for using your product/service in their 2012 entries, let us know at the HBA office so we can include that on a list to give out to potential Parade participants! Call Jean at 783-4800 or email hbaj@sbcglobal.net and she'll be sure to get you on that list of discounts. We have not set a date yet, but hope to soon. Please keep an eye out in this newsletter for more information.

REMODELERS COUNCIL: CHAIRMAN: LOREN SWANSON

Thanks to Michael Ianni and Pella Windows and Doors for sponsoring our October meeting, and to Greater Jackson Habitat for Hu-

manity for hosting us at their ReStore in November. We take a break in December from meeting so keep an eye out for an email on our next meeting in the New Year. If you aren't on that email list but want to be, please send a quick email to Jean at hbaj@sbcglobal.net and she'll add you to it.

GET THE LATEST INFORMATION on EPA LEAD PAINT RULE ENFORCEMENT AND COMPLIANCE

Register Now for the Lead Paint Webinar on December 14th

Join NAHB Remodelers for a free-to-members webinar that will provide the latest Environmental Protection Agency enforcement and compliance information for remodelers and other contractors doing work in homes built before 1978. "[Working With Lead Paint: An Update on EPA Regs](#)" is a part of NAHB's Webinar Wednesday series.

Webinar: Working With Lead Paint, An Update on EPA Regs **Wednesday, Dec. 14 * 2:00-3:00 p.m. EST**

... NAHB and EPA staff from the Office of Enforcement and Compliance Assurance will discuss the Lead Paint: Renovation, Repair and Painting rule and how remodelers and other contractors are meeting compliance requirements.

... The webinar will provide participants with the tools and information they need to help their clients understand their rights and responsibilities. NAHB staff members will answer participants' questions about the association's recent advocacy efforts.

... Registered participants will be able to download updates, a work checklist and other materials to help them prepare for the webinar.

... This webinar counts as one hour of continuing education credit for NAHB professional designations.

To [register](#), visit the [registration page](#) on the NAHB web site.

The webinar is free to NAHB Remodelers and NAHB members. The fee for non-members is \$44.95

LEGISLATIVE COMMITTEE / FRIENDS OF HOUSING: CHAIRMAN / TRUSTEE: AARON BAKER

Our committee will not meet in December, as we're taking a holiday break. We are sending out an email survey to committee members about plans for the New Year. In the meantime, here is the latest issue (Dec. 2nd) of CAPITOL UPDATE, courtesy of MAHB Lobbyist and Political Affairs Director, Dawn Crandall. If you have any questions or want send Dawn an email, Crandall.Dawn@mahb.com

Things were moving at light speed in Lansing this past week with three major pieces of legislation involving the MAHB moving forward.

At the top of the list was House passage on Thursday of HB 4561, the Flexible Code Cycle bill introduced by State Representative Joe Haveman, by a bipartisan vote of 68 to 39. The bill was opposed by a formidable national coalition that included makers of insulation products who gain every time a more stringent and expensive energy code is adopted, fire sprinkler manufacturers and fire officials who demand residential sprinklers in all homes, the electrical manufacturers backing arc-fault interrupters, and the private companies that create the code and profit every time a new edition is published. The bill now goes to the Senate where we start everything all over again. For more details on HBA 4561, please see this week's edition of MAHB Newswire.

Next up was House Bill 5011, introduced by State Rep. Mark Ouimet, which gives local units of government the ability to use private companies to perform selected services for a local building department. Although the MAHB initially had strong concerns about this bill, Rep. Ouimet was gracious enough to work with use to put those concerns to rest.

As it passed the House, the measure increases the number of options available to building departments to help local governments to control costs. Private companies are not given either police powers or governmental immunity in this bill. Building officials have to be the direct employee of the local enforcing agency but can also be employed in a different position by the private company.

The House Local Government Committee unanimously reported House Bill 5046 to the floor. Another bill introduced by Representative Haveman (the former E.O. of the Holland HBA), this measure would amend the Condominium Act to specify that a condominium association's documents could be amended, without the consent of the co-owners, in order to extend from six years to ten years the time during which a developer could expand, contract, or convert units or common elements.

Final, the Office of Regulatory Reforms new Inspection and Permitting Advisory Rules Committee held its first meeting this week. This committee is charged with examining the state's existing construction inspections and permitting process with an eye toward changes and must complete its work within 120 days. Lee Schwartz is representing the MAHB on this committee.

Friends of Housing is the political action arm of the Michigan Association of Home Builders. It is YOUR VOICE in the political process.

When Friends of Housing is successful politically, it lays the foundation for a successful legislative session. Friends of Housing can only be successful politically when it has the funds to support those legislators and/or candidates who are your friends. Whether they are running as Republicans or Democrats, Friends of Housing supports those people who support you and your right to do business.

Friends of Housing is strongest when you voluntarily contribute in the form of a personal check or charge card. Those "hard dollars" can be used to contribute directly to candidates. Corporate checks (including those of you who contribute \$20 via dues check-off when you renew your HBA membership) are "soft dollars" and can be used for various political programs that involve member communication. Whatever your contribution, be assured it will be used effectively.

Please help elect pro-home building, pro-business candidates by making a voluntary contribution to Friends of Housing. Envelopes are always available from the HBAJ office and at our General Membership Meetings. If you have any questions about Friends of Housing, please email MAHB Political Affairs Director Dawn Crandall at Crandall.Dawn@MAHB.com



New Exhibits, Latest Education Tracks to be Unveiled at International Builders' Show

November 21, 2011 - Excitement is building for the National Association of Home Builders' 2012 International Builders' Show (IBS) Feb. 8-11 as planners report pre-registration figures up nearly a quarter over this time last year and dozens of exhibitors have snapped up remaining booths in the last two weeks.

The Orange County Convention Center in Orlando, Fla., will be packed with IBS events featuring expert speakers, opportunities for networking and entertainment, nearly 175 outstanding education sessions, home tours and more than 700 exhibitors with the products and services that make it the largest light commercial construction show in the world. Home builders, remodelers, designers, architects and developers will fill the classrooms and trade show floor to learn about and examine the latest energy-efficient appliances and insulation products, technical improvement and innovation in roofing, decking and other building supplies, new design trends for the kitchen, bath and outdoor living areas—and everything in between.

"I do about 10 shows a year, but if you said to me I could only do one, it would be this one," said Brian Stowell, president of Crown Point Cabinetry in Claremont, N.H. The company is exhibiting at the International Builders' Show for the third year in a row. In a still struggling housing market, "unless you are there, you are not going to be in front of the people who are doing the jobs," he said.

They will also gain a better understanding of the country's economic outlook at a special presentation by Federal Reserve Chair Ben Bernanke open to all credentialed attendees on Feb. 10. Thirteen tracks of education—from "Remodeling" and "Green Building and Sustainability" to "Business Opportunities and New Markets"—offer a wealth of information to professionals in all segments of the industry. Sessions detail tools for innovative project financing in a tough lending market, social media tactics specific to new home buyers and other effective marketing tactics, advanced framing techniques, consumer preference surveys for the 50+ buyer—and more.

"Outstanding networking opportunities, special displays and product information for niche markets such as universal design and custom building, and the signature educational events that only NAHB can provide—each of those is reason enough to make plans to attend the International Builders' Show," said NAHB Chairman Bob Nielsen, a home builder from Reno, Nev.

Highlights of the opening ceremonies include appearances by hiker Aron Ralston, who survived a harrowing trip through a remote Utah canyon that is retold in the movie 127 Hours, and magicians Penn & Teller.

"I encourage all my home building industry colleagues to visit the Show website at <http://www.buildersshow.com/> for registration information and a preview of the many activities and events we have planned—and I hope to see you at the International Builders' Show," he said.

Early Registration Deadline is January 6, 2012 – www.buildersshow.com

New Home Sales Rise 1.3 Percent in October

November 28, 2011 - Sales of newly built, single-family homes inched up 1.3 percent to a seasonally adjusted annual rate of 307,000 units in October, according to newly released data from the U.S. Commerce Department. The gain is from a downwardly revised rate in the previous month, and marks the best pace of new-home sales activity since this May. "Builders have been seeing some marginal improvement in sales activity over the past few months, particularly in select markets where consumer confidence is higher due to improved economic conditions," said Bob Nielsen, chairman of the National Association of Home Builders (NAHB) from Reno, Nev. "While this trend is encouraging, overall sales activity is still well below normal due to the effects of overly tight credit conditions for builders and buyers, the continued flow of distressed properties on the market, and inaccurate appraisal values on new homes."

"Today's report is right in line with our forecast for modest and gradual improvement in sales activity through the remainder of the year," said NAHB Chief Economist David Crowe. "Particularly encouraging is the fact that builders continue to hold down their inventories to match the current sales rate, with the number of new homes for sale now down to a sustainable, 6.3-month supply."

Regionally, new-home sales held unchanged in the Northeast and gained 22.2 percent in the Midwest and 14.9 percent in the West in October. The South was the only region to post a decline, of 9.5 percent. Meanwhile, the nationwide inventory of new homes for sale held at an all-time record low of just 162,000 units in October, which is a 6.3-month supply at the current sales pace.



MAHB Helps Win Major Property Rights Court Decision

Property owners along the Great Lakes have won a major victory in the Michigan Supreme Court in what is arguably the most significant land use/property rights/regulatory case of the term, *Burleson v DEQ*. The MAHB participated in this case through its legal action fund. The outcome in this case affects the

ability of every owner of property along Michigan’s Great Lakes to build on the property they own and will impact any future taking cases where the department denies the owners permits.

The facts in the case were relatively simple. Bobby Burleson wanted to build a home on property he owns on Lake Michigan. The property is located in a Critical Dunes area so he needed a critical dunes permit before he could build. When he applied for his critical dunes permit, the Department of Environmental Quality refused to process his application. Instead, they demanded Burleson first apply for and receive a permit under the Great Lakes and Submerged Lands Act. This act gives the DEQ jurisdiction over the sale, lease, or use of lands “below and lakeward of the natural ordinary high water mark.”

The Legislature set the ordinary high water mark used for Lake Michigan in this act at 579.8 feet above sea-level. Burleson’s proposed home would be built at 585 feet above sea-level. For the past 40 years, Burleson would have been able to build his home without a permit.

The DEQ claimed they did not need to follow the statutorily set ordinary high water marks. Instead, they said a previous case, *Glass v Goeckel*, dealing with land below the ordinary high water mark being in public trust for purposes of walking on the beach, allowed them to determine the ordinary high water mark on a case-by-case basis on every individual lot bordering one of the Great Lakes.

If the DEQ had been allowed to arbitrarily set the ordinary high water mark wherever they wanted, any land below that mark would have been subject to the public trust and would not be considered private property. If it’s not private property, there is no taking issue if the DEQ says you can’t build on it. And decades worth of property rights roll out with the tides.

The Michigan Court of Appeals rejected the DEQ’s claim they were not bound by the statutorily set ordinary high water marks and said they could not set their own standards. In a one sentence order, the Supreme Court denied the Department of Environmental Quality the right to appeal the Court of Appeals decision in *Burleson v DEQ*. This left the Court of Appeals opinion as the law of the land. This is a major victory for private property rights in Michigan and the MAHB played a major role in achieving it.

Mt. Pleasant Builder to Lead MAHB in 2012

Colin Herren of Mt. Pleasant has been elected President of the Michigan Association of Home Builders. MAHB Officers that will serve a one-year term starting December 1, 2011 are:

- President – Colin Herren – Home Builders Association of Central Michigan
- First Vice President – Clyde Alcox – Greater Lansing Home Builders & Remodelers Association
- Treasurer – Rich Kogelschatz – Home & Building Association of Greater Grand Rapids
- Secretary – Bill Benedetto – Home Builders Association of Jackson
- Associate Senior Officer – Anthony Bosco – Home Builders Association of Saginaw
- Immediate Past President – Dan MacLeish – Building Industry Association of Southeastern Michigan

West Michigan Home & Building Summit to be Held in Grand Rapids

On January 31, 2012, the West Michigan Home & Building Summit will be a full-day event for home builders, remodelers, designers, homeowners and other home and building industry professionals. Covering the same topic areas as the International Builders Show, the summit will offer exceptional learning opportunities, exclusive networking, and even an industry expo with the latest and greatest home and building products.

For more information and to register, go to

<http://www.hbaqgr.com/events/west-michigan-home-and-building-summit.html>

MAHBR REMODELERS Annual Workshop

10th Annual ~ January 26-27, 2012
Comfort Inn & Suites * Mt. Pleasant

The Remodelers Workshop offers seminars on risk reduction, energy efficiency upgrades, utility rebates and fall protection, along with an exhibit area of products and information.

There are several registration options to choose from – for a complete schedule and registration form, go to the MAHB website at www.buildingmichigan.org and click on the link on the right-hand side. The “Early Bird” registration deadline is January 4th. If you have further questions, contact MAHB’s Pam Frankenberger, Director of Affiliated Enterprises at 517-646-2572.

MICHIGAN HOUSING & REMODELING INDEX SURVEY

Your input matters and MAHB is asking you to take less than 2 minutes to help your association get your confidential perspective on the state of the housing industry in your region. Your answers to our monthly survey, and those of others across the state go, into the formulation of Michigan Association of Home Builders (MAHB’s) Michigan Housing Index. *The [Michigan Housing Index](http://www.buildingmichigan.org) is available on the MAHB website at www.buildingmichigan.org.*



The MAHB’s Michigan Housing Index is reported quarterly and shared with media and policy leaders across the state. The report has been featured in dozens of local print media reports and has been featured on the Michigan Radio Network and other outlets. Please fill out both surveys if your company is engaged in both new home construction and remodeling. Click on the links below to begin.

New Home Construction Index Activity Survey - <http://www.surveymonkey.com/s/LF6HFH5>

Remodelers Index Activity Survey - <http://www.surveymonkey.com/s/LF5WWV6>

Money-\$aving Member Benefits



HOLIDAY SHOPPING? Don’t forget to use your Meijer savings card on general merchandise, to save \$5 EVERY TIME to spend \$25 or more. If you did not receive a card in the mail, please send a quick email to the hbaj@sbcglobal.net and Jean will forward a request to MAHB for another card. Using the card multiple times during the year adds up to BIG BUCKS!

ARE YOU GETTING PART OF \$30,000? You could be if you sign up for the free MAHB Member Rebate Program. Members participating in the program for 2010 averaged a rebate of \$662 and some received thousands. This one program on average could cover your dues for the year. For more information, a list of participating manufacturers and online registration, go to www.hbarebates.com/mahb.html



SuperFleet MANAGEMENT and GAS DISCOUNT New enrollees get an initial 10 cents per gallon discount (5 cents after promotional period) along with a fleet management system that helps you monitor/restrict employee purchases. 2011 average savings = \$460 per enrolled member. Contact Tom Farnham at tcfarnham@superfleet.net or (989) 615-2736.





CALENDAR of EVENTS DECEMBER 2011

SUN.	MON.	TUES.	WED.	THURS.	FRI.	SAT.
				1	2	3
4	5	6	7	8	9	10
11 	12	13 LAST DAY TO BRING TOY DONATIONS To HBAJ OFFICE!	14 12:00pm Board of Directors 1:00pm EXPO Comm. Meeting at HBA office	15 HBAJ office will be closed for staff to attend E.O. meeting	16 DEADLINE for JANUARY NEWSLETTER	17
18	19	20	21	22 <i>Holiday Vacation HBA office is closed.</i>	23 <i>Happy Holidays! HBA office is closed.</i>	24 <i>Santa's Busy Night!</i>
25 <i>Merry Christ- mas!</i>	26 <i>Happy Holidays! HBA office is closed.</i>	27 <i>Holiday Vacation HBA office is closed.</i>	28	29	30 <i>Happy New Year HBA office is closed.</i>	31

HAPPY HOLIDAYS to ALL!

NEXT GENERAL MEMBERSHIP MEETING is 1/10/12 !

STEAKS EATERY at 5:30pm