

BUILDING

December 2014



Business & Apartment Management

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

Awards & Leadership Recognition *Commemorative Issue*

**HONORING 2014 PRESIDENT
Paul Aragona**

& The Distinguished Award Honorees
READ THEIR PROFILES ON PAGES 2 – 14



From upper left:

**JOHN SCACCIA • FRANK MOCERI
DOMINIC J. MOCERI • DENNIS P. DICKSTEIN
U.S. REPRESENTATIVE CANDICE MILLER
NORM HYMAN • TIM O'BRIEN
FRANK MUNACO • BARB BAKER
MORE INSIDE!**

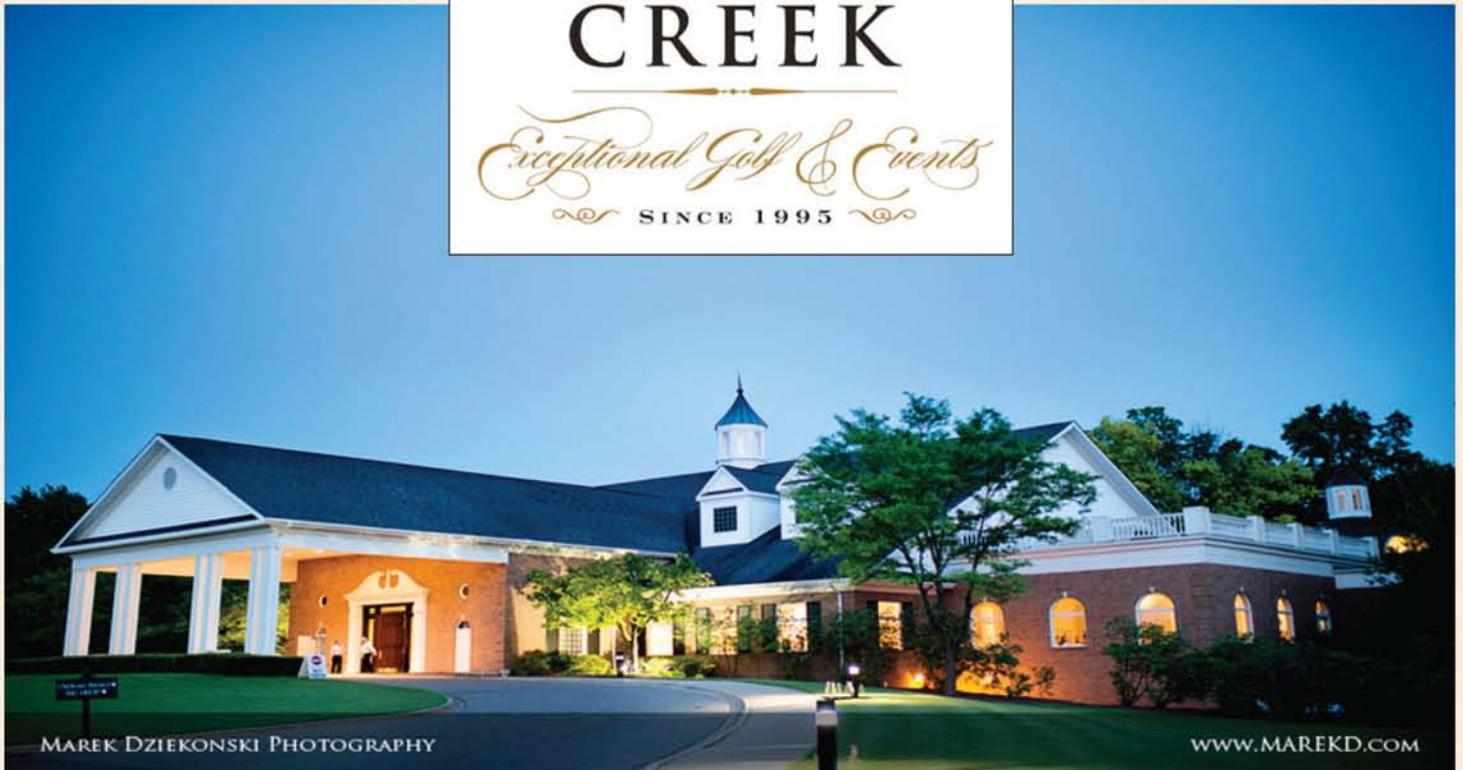
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JOHN SCACCIA
on his lifetime achievement
and induction into the
Home Builders Association
of Southeastern Michigan
HALL OF FAME.



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Well Deserved!**



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Paul Aragona

in recognition of his
achievement
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with the
HBA President Award
for his service to the
residential home building industry.

– Ken Hale and Patricia Perez

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PUBLICATION CREDITS

PUBLISHER
Home Builders Association of Southeastern Michigan

EDITOR
Susan Adler Shanteau

CONTRIBUTING WRITERS
Nancy Rozum
Gary Smith
Taylor Wizner

ADVERTISING SALES
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Paul Aragona Aragona Properties

Paul Aragona of Aragona Properties is completing his term as President of the Home Builders Association of Southeastern Michigan and his fourteenth year serving on the organization's Board of Directors. When he began his presidency, among his primary goals were working with CEO Michael Stoskopf to assure that every benefit, outreach and program of the Association provided value to current members, others throughout the building community and to the next generation of builders, remodelers and developers.

Under his watch, the Association saw an increase in its membership of over 20 percent during the first eight months alone. Paul led the Association in providing benefits to this expanded membership and he had a unique opportunity to promote the value of HBA to both the industry and the public with the Ultimate Homearama® 2014.

This event was the first Homearama held by HBA in over a decade. Careful planning of the event took over a year. Its reach was extensive, involving one developer, four builders, hundreds of suppliers and over 25,000 visitors during the 21 day run of the event. The results? Publicity in every medium – print, radio, television, billboards, mobile billboards, social media – and an increased awareness by the public of the value of home ownership, the endless possibilities for home remodeling and the benefits of new home construction.

In addition to involving a large segment of industry professionals in the program, HBA donated over \$112,000 to charities from the event's proceeds. The organizations that received these donations include Habitat for Humanity of Oakland County, Rainbow Connection, Oakland Christian Church, HBA's Charitable & Educational Foundation and HomeAid® Southeast Michigan. "It was my honor to work with and support Michael Stoskopf in performing this extraordinary service to our membership and to the community," remarked Paul. "We have set a high bar for future events of this kind in our area and across the country."

Paul, a second generation builder and land

developer, learned the art of land development at an early age, mentored by his father, Frank, who started his own career in the cabinet business. Branching out, he began building houses, condos, apartments and shopping centers, putting Paul in charge of a Sterling Heights subdivision when he was just 16. Long before becoming president of HBA, Paul was named Developer of the Year in 2005.

Paul's 39 years' developing home communities, condos, shopping centers and apartments in southeastern Michigan have brought both professional success and personal satisfaction. Much of the success, he says, happens because his family development and management company stays focused on what they do best, and sub-contract other areas as needed.

Aragona Properties is a family office, which includes his brother Frank, sister Annette Moran, his son Francis and nephew Dominic. "We multitask, love what we do and are never bored. No two days are alike in this business and that keeps it interesting"

Paul continues to see growing potential in infill, midrise, mixed use and amenity-rich development. "There has become a great blur between home and work, leisure, dining and service shopping for a good part of the population," Paul says. "We, as builders and developers, need to better provide the brick and mortar to physically accommodate this."

For leisure activities, Paul enjoys traveling, motorsports and the family's summer home on Higgins Lake. He is married to his best friend Lori and has another son Arin, daughter Alisa, daughters-in-law Erika and Emily and recently became grandfather to Charles. ■



Hall of Fame

John Scaccia

Scaccia Building Company

Brick is one of the longest lasting and strongest building materials. Hardened by fire, brick is solid and elegant, yet always reflects a connection to its humble beginnings of sand, clay and other natural materials. In 1963, when he was just 20 years old, John Scaccia, co-founder of Scaccia Building Company, began his career as a brick mason. Like the bricks he laid during his early career, John has built a legacy as a solid, dependable home builder over the past 41 years. The HBA of Southeastern Michigan is proud to welcome John into the elite group of residential home builders whose outstanding career achievements have warranted their inclusion in the Hall of Fame.

John estimates that his companies have built over 2,000 homes in southeast Michigan. His first subdivision was Meadowbrook Estates in the city of Troy, which he and then partner, Vic Polsinelli, built under Summit Homes. "Construction was our life," says John as he reflects on those early years which eventually led to his ownership in Scaccia Building Company along with his sons Anthony and

David. John has been an HBA member since the early 70s, and he has been active as a Homearama® Committee chair over the years, starting in 1984 when he built two homes for the Homearama in Farmington Hills. This year, he co-chaired the event with Fred Capaldi. "The builders that built the six Homearama homes did a superb job under some of the worst weather conditions our generation has seen," says John.

He served on the Board of Directors of the HBA for a time, a post he first held in 1987, and then in 1988 he was awarded Builder of the Year. "Over the years, we were very active in the Association and attended local, state and national association meetings," says John. "My wife, Lucy, who passed away 10 years ago, served as president of the women's forum and was a fundraiser for the various charities supported by the HBA."

Today, John and Lucy's sons, Anthony and David, are continuing to build on their father's legacy of providing quality custom homes which exceed their customers' expectations. "They have been in the construction business since they



were very young and they also pride themselves on being excellent client focused builders," says John. His family also includes his daughter, Cynthia, two daughters-in-laws, as well as six granddaughters and a great-granddaughter.

These days, John is able to spend more time on the golf course and fishing. He enjoys his winters in Florida, but he still keeps close tabs on his family and his business. "Building has always been very rewarding to me," says John. "It's great seeing the smiles on people's faces when they see their new home. We do what people want, and deliver what we promise. As long as our customers are happy, that's all that matters." ■

Builder of the Year

Frank Mocerì

Mocerì Custom Homes

Frank Mocerì is a Master Builder with more than 25 years of experience directing nearly every type of residential and commercial construction project. He leads the fourth generation of Mocerì Homes, which is continuing to shape some of the finest residences in the region. For more than two decades, Frank has directed the design and construction of hundreds of luxury homes and condominiums in Oakland Township, Northville, Bloomfield, Orion Township, Macomb, South Lyon and other prime locations.

Frank is carrying on his family's legacy, spanning more than 55 years. Over these decades, the Mocerì family has built a long-standing reputation for innovative design and quality craftsmanship, while reshaping the face of southeastern Michigan's real estate market.

Frank is personally involved in all preliminary architectural design concepts, value engineering, budgeting, scheduling and supervision of each construction project. He

obtained a BBA from Northwood University in Business Management and Marketing in 1987, and is known for his design innovation, environmental sensitivity and green building techniques; including pioneering energy-efficient geothermal technologies over 20 years ago. Frank is widely recognized for his unwavering attention to detail and the ease with which he has built relationships with the company's long-term suppliers, craftsmen, skilled tradesmen and service providers who are considered the finest in the industry.

Frank's responsibilities include everything from overall design and direction, site preparation and building construction to specialties like millwork, electrical, plumbing, air conditioning and heating. He works closely with owners, design professionals and subcontractors to orchestrate the progress and completion of each project, and is known as a consummate professional who delivers



exceptional results.

Frank has continued to grow the company's success by building some of the largest neighborhoods in Michigan. In 1989, Mocerì Homes announced a foresighted master plan for The Oaklands, which would stretch along both sides of Adams Road, between Silverbell and Dutton. Now in its final stages of development with the opening of the spectacular new Pinnacle, The Oaklands has become the preferred neighborhood where people aspire to live. ■

YOUNG BUILDER OF THE YEAR

Eric Konieczny

Clearview Homes

The face behind Clearview Homes, LLC is that of Eric Konieczny, young entrepreneur, builder and family man. Eric, began his career in the home building industry in warranty service and working as an assistant superintendent for a couple of local builders. He worked his way through the ranks to eventually oversee the construction staff for a division of a national builder. Like many others in the industry, Eric had a tough time when the market crashed in 2009, and he found himself out of job with scarce building opportunities. In order to survive, he moved back to southeast Michigan and began flipping foreclosed homes. Shortly after, he opened Clearview Homes in Sterling Heights and has worked to grow the business ever since.

Eric says Clearview Homes treats every project “as if it was our own and you will make the right decision 98 percent of the time.” In

order to accomplish this, he makes buying a home an enjoyable experience, adding a personalized touch from his own experience as a young homeowner as the company presents to potential buyers. Eric and the sales team at Clearview Homes make sure all customers, from new buyers to seasoned homeowners, understand the process, time and costs that go into each property.

His favorite aspect of working in home building is being able to help deliver dream homes, and seeing that expression on home buyers’ faces as they sign the papers to their newly built home. “Buying a home is one of the most exciting things that a family will ever do together. The fact that we are able to be a part of this experience and create a personal connection with our clients is unbelievable,” Eric said.

Eric said the Home Builders Association of Southeastern Michigan has been a very useful



resource for his work. He continues to be an active member because of the great people involved who are all striving to improve and accomplish things. His advice for fellow home builders is to “focus on every home, every day.”

Even with the achievements of a thriving home building business, Eric is most proud of his family, which he says is his greatest accomplishment. He spends all his time outside of work with his wife and three children, who motivate him to work his best every day. ■

DISTINGUISHED SERVICE TO GOVERNMENT

U.S. Representative Candice Miller

Representative Candice Miller’s career in public service reflects a long history of efficiency and cost effectiveness – from her early roots on the Harrison Township Board of Trustees, to her current responsibilities representing Michigan’s 10th Congressional District in the U.S. House of Representatives.

Representative Miller is currently serving her sixth term after first being elected to office in November 2002. In addition to representing the views of Michigan’s 10th Congressional District in the Halls of Congress, Representative Miller serves as Chairman of the Committee on House Administration; currently serving as the only woman chair of a committee in the U.S. House of Representatives. She serves as Vice Chair of the House Committee on Homeland Security, as well as Chairman of the Homeland Security Subcommittee on Border and Maritime Security; and is a member of the Committee on Transportation and Infrastructure. Representative Miller is also a member of the Deputy Whip Team. In Congress, Representative Miller has been a leader on protecting the Great Lakes and promoting Michigan industry.

Prior to her election to Congress, Representative Miller served two successful terms as Michigan’s Secretary of State. Miller

made dramatically improving customer service the hallmark of her administration and her work was recognized by the voters in 1998 when she was overwhelmingly re-elected, winning every county in the state and becoming the first statewide elected official to achieve a margin of victory of over 1,000,000 votes. Her leadership not only led to improved services in Secretary of State Branch Offices, but also in the administration of elections. Following the disputed 2000 election, the Ford – Carter Commission on National Election Reform cited Michigan’s Qualified Voter File, pioneered by Miller, as a national model, and also began the process of implementing a statewide uniform voting system. All of her election reforms helped to reinforce Michigan’s reputation for free, fair, and open elections.

Representative Miller’s career in public service began when she was elected to the Harrison Township Board of Trustees in 1979. Only one year later, she was elected Harrison Township Supervisor, becoming the youngest Supervisor in her township’s history, the first Republican since the Great Depression, and the first woman ever elected to the post. During her 12 years as Supervisor, Harrison Township experienced explosive growth as she held the



line on taxes and streamlining government to allow for job creation; all the while being hailed for doing so in an environmentally sensible manner. In 1992 she was elected Macomb County Treasurer becoming the first Republican to win a countywide office in Macomb County in more than 60 years.

She and her husband, Retired Macomb County Circuit Court Judge Donald Miller, continue to reside in Harrison Township. Judge Miller formerly served as Colonel in the Air National Guard. He flew missions in Vietnam and was the base commander at Selfridge Air National Guard Base. They have one daughter.

Developer of the Year

Dominic J. Mocerì

Mocerì Companies

The Mocerì Companies and its highly esteemed design team devoted thousands of hours in shaping the Crown Jewel of The Oaklands, its collection of luxury communities which are frequently referred to by journalists as Michigan's "Billion Dollar Mile." Pinnacle, the site of the Ultimate Homearama® 2014, is unprecedented in its quest to provide an executive sanctuary, a place to relax and revitalize, a place to share memories with family and friends, and above all, a place to enjoy the finest that life has to offer.

Dominic J. Mocerì heads the company's Development Division, which is the recognized leader in luxury residential real estate and one of the largest developers in the Midwest. Through boom times and challenging times, the company has persevered – consistently providing industry benchmarks. Doing the "heavy lifting" by developing award

winning, master planned communities and creating residences that have exceeded the expectations of 55,000 Michigan families, Mocerì has made excellence its legacy. The foremost concern of Mocerì's master planned communities is to provide housing for all generational needs and affordability levels.

Each of Mocerì's residential and commercial developments reflects an abiding commitment to excellence and a highly entrepreneurial approach, from innovative land planning to creative techniques in refined design and artistry. ■

Doing the "heavy lifting" by developing award winning, master planned communities and creating residences that have exceeded the expectations of 55,000 Michigan families, Mocerì has made excellence its legacy.



Development of the Year

Pinnacle

Mocerì Companies

Pinnacle is a luxury estate home community developed by Mocerì, located off the north side of Silverbell Road, east of Adams Road in Oakland Township. Pinnacle is majestic in every detail, from its grand entry walls, to its original sculptures, to its amazing water features and iron work. No detail has been overlooked.

Six residential masterpieces were featured at Pinnacle for the 2014 Ultimate Homearama held there from August 27 - September 21. The homes were built by Arteva Homes, Cranbook Custom Homes, MJC Companies, and Mocerì Homes, and all lavishly decorated and landscaped by some of the nation's top professionals. The event gave over 25,000 visitors the opportunity to see all the one-of-a-kind concepts found in the \$2.8 - \$4 million custom homes. The event also generated over \$112,000 donated to local charities.

Pinnacle not only features multi-million dollar luxury estates, but also includes four prominent art installations – the majestic promenade at the

entrance of the community, the grand rotunda, as well as two sculptures inspired by Newton's cradle and an armillary sphere.

Twelve steel arch-topped stone columns, impressive fire bowls and a dazzling water feature form the community's promenade. The spectacle informs those arriving at the community's hand-laid stone entrance that they are entering a one-of-a-kind neighborhood – a place of elegance and charm.

The theme of family is fundamental to Pinnacle. The center rotunda showcases a limestone sculpture "Eternal Love" depicting a couple standing back-to-back in the center of a circle of stone columns which are capped with an open-air iron dome.

"The immense talent and creativity of the entire artistic team at Pinnacle, ensured that the outcome would be truly world-class," said developer Dominic J. Mocerì. "Once again, the highly skilled local talent from Michigan has come together to highlight the best that this great state has to offer." ■

SAMUEL KREIS ANNUAL AWARD FOR DISTINGUISHED SERVICE TO THE BUILDING INDUSTRY

Dennis P. Dickstein

Associate Broker, Real Estate One

Dennis P. Dickstein and Sam Kreis were friends. When Sam died, the Association chose to recognize his legacy of service by naming an award in his honor. It is truly fitting, that Dennis, a man who subscribes to the belief that "we make a living by what we get, but we make a life by what we give," is the 2014 recipient of the Sam Kreis Distinguished Service to the Building Industry award.

Currently an Associate Broker with Real Estate One in West Bloomfield, Dennis has capably served in many leadership roles over his career. A graduate of Wayne State University, he taught real estate law and construction mathematics for 10 years. He is also a third generation builder and general contractor who has developed, built and sold more than 2,000 single family homes, 50 condominium complexes, as well as office buildings, restaurants, and commercial properties in southeast Michigan. He is the Chairman of the Board and President and CEO of Ralph Manuel Associates-Central, Inc.

As a real estate salesperson he has sold more than 6,000 homes throughout his career.

He is a Graduate of the Realtor Institute (GRI); an accredited buyer representative (ABR); a Certified Residential Specialist (CRS); and a realtor alumnus of the University of Michigan (RAM). He is also Quality Service Certified (QSC) by an independent third party agency which surveys customers and verifies that a REALTOR is meeting the highest standards of service excellence.

HBA has greatly benefitted from Dennis' expertise. Dennis has been on the Board of Directors since 1971, and served as the Association's president in 1987. He was honored as Salesperson of the Year in 1983, Manager of the Year in 1990, and Outstanding Real Estate Broker in 1999. He has served on numerous Homearama Committees and has recruited over 280 new members to the Association, earning him the Spike 200 Award in 1987. He has also received many real estate awards including recognition from *The Wall Street Journal* for being in the top 250 REALTORS in the nation for successful closed transactions.

Dennis actively supported the Michigan Chapter of the National Multiple Sclerosis



Society as a director and trustee for over 30 years. He received the MS Hope Award in 1999 for being the most effective volunteer in the state and making a positive difference in the lives of others.

Like Sam Kreis, Dennis has a talent for networking. "Networking within the Association keeps me going," says Dennis. "I am committed to learning something new each day. I learn any way I can, whether it's through a class or by listening to others about their experiences. You just have to keep learning." As Dennis is continually learning, he is also teaching and role modeling what service to customers, and service to others, is all about. ■

DISTINGUISHED SERVICE TO THE HOUSING INDUSTRY

Arthur Szliter

In Memoriam, Arteva Homes

Arthur Szliter's graduation from Wayne State University in 1962 with a Bachelor of Arts in marketing launched a career journey that was destined to establish Arteva Homes. He began his career at H.J. Oldenkamp, a distributor of specialty building products. Since 1946, H.J. Oldenkamp has ranked among the nation's largest distributors of specialty home building products including Formica and Corian. Arthur Szliter joined H.J. Oldenkamp in 1962, where he quickly rose to become the president and sole owner for nearly three decades. In 1991, he sold his interest to his loyal employees to focus on residential development and home building.

Art went on to form Arteva Homes with Vito Terracciano and his son Brian Szliter, where under his leadership the partners used their collective industry experience, long-term supplier relationships, and creative drive to build lifestyle centered developments with cutting-

edge custom homes and condominiums.

Arthur passed away on January 9, 2014 at the age of 74. By using the guiding principles Art instilled upon them, Brian and Vito are continuing Art's legacy of excellence by focusing on the customer and constructing high quality homes through artistry and innovation. ■

Art went on to form Arteva Homes with Vito Terracciano and his son Brian Szliter, where under his leadership the partners used their collective industry experience, long-term supplier relationships, and creative drive to build lifestyle centered developments with cutting-edge custom homes and condominiums.



THOMAS RICKETTS AWARD TO THE REGION'S OUTSTANDING BUILDING OFFICIAL

Thomas M. Walsh

City of Novi

Picture a grown man, sitting on an upended paint bucket at a table made out of a door, surrounded by children with plastic hardhats and hammers. The children and the man are intent on nailing together the wood pieces of birdhouses. In the process, the young builders visit another table to get inspection stickers and certificates of occupancy for the finished birdhouses. The goal is for the children, and their parents, to understand a municipal building department's residential construction permit process. This was the scene of the Community Development Department's activity at Fall for Novi, a community Open House and Health Fair. This activity illustrates the innovative thinking and customer focus that Tom Walsh has brought to the department in the short year he has been the Building Official.

Another character trait Tom possesses is that he shuns the credit for his work in favor of what his team accomplished. "I borrowed the idea from the firefighters," says Tom. "They are really good at educating kids by doing fun

activities with them." Acknowledging that he spent several weekends cutting the pieces for the 75 wood birdhouses, he also credits his team for working with the children to put the houses together and his Dad for helping engineer a device so the children would not smash fingers with the hammers. Tom knows a bit about children, as he has four grown children – Erica, Brent, Mitch and Ashley. Tom met Sally Walsh, his wife of 13 years, when he was working for West Bloomfield, most recently as the Building Official/Community Development Director. Sally, who formerly worked with the Planning Department, is currently the Water and Sewer billing supervisor.

When Tom accepted the position as Building Official in Novi, he was gratified to find that the Department had implemented a Guest Services Guarantee. Tom had developed the concept in West Bloomfield and discussed it at a best practices meeting of Oakland County Building Officials. His predecessor in Novi had implemented his idea. "The Guarantee was actually up on the wall when I started my new



position in Novi last September," says Tom. "I've always been big on process improvement. I want feedback on how we're doing and how we can improve our services."

Tom is an ICC Certified Commercial Building Inspector and Plans Examiner, as well as an Act 54 Code Official, Inspector and Plan Reviewer. He has served on the boards of the Huron Valley Area Code Officials, Oakland County Building Officials Association as president in 2009, and the Southeast Michigan Building Officials and Inspectors Association. In his spare time he likes golfing, working out, fishing, boating and reading. He is also starting to build birdhouse kits for the 2015 Fall for Novi event. ■

DISTINGUISHED SERVICE FOR URBAN HOME BUILDING

Tim O'Brien

O'Brien Construction

Tim O'Brien has carried his family's legacy since working as a summer laborer at the family-run company, O'Brien Construction. It was during those summer months that Tim discovered his interest in construction. He developed his passion in college, where he majored in civil engineering at Michigan State University and graduated with a degree in construction engineering from Lawrence Technological University. Tim continued to work his way up in his father's company, filling a number of positions until becoming president of the company and also becoming a Professional Engineer.

O'Brien Construction is celebrating its 50th anniversary as a privately-owned construction firm specializing in multi-family apartments. Tim says the company's main goal is to continue its strong commitment to the owners and to the area they work in. The company hires local subcontractors and trades, and facilitates the

trades becoming involved with the community in the process.

O'Brien Construction has been connected with the Home Builders Association of Southeastern Michigan for 10 years, and Tim serves on the board of directors. Tim thanks Bill Phillips, who was instrumental in getting the company to join HBA, and showing them the ropes.

Tim is optimistic about the future of home building, which he says appears to be improving every year. He has seen a flood of people from the coasts coming to live in Detroit and the surrounding area, increasing business. During the Great Recession, Tim used his education and work savvy to keep the company moving forward. Tim's advice is to, "Learn everything you can learn about your industry before you are 40," as it is essential to have a background of construction knowledge to fall back on as the business advances. He also suggests that home builders save their money early on; during tough



times that cash will be necessary to succeed.

Tim has been married to Debbie for 27 years and they enjoy travelling together. He also likes to run and bike in his free time. ■

O'Brien Construction is celebrating its 50th anniversary as a privately-owned construction firm specializing in multi-family apartments.

DON MAILLHO MEMORIAL AWARD IN BANKING

Wells Fargo Home Mortgage

Stacy Brazier, Area Sales Manager

Charity Moreland, Regional Builder Sales Manager

Building solid relationships isn't easy and it isn't done overnight. It takes hard work and commitment. In the two years that Wells Fargo Home Mortgage has been an HBA of SE Michigan member, Stacy Brazier, area sales manager, and Charity Moreland, regional builder sales manager, have established a growing reputation of outstanding support for residential home builders and remodelers in southeastern Michigan.

For the past 12 years, Wells Fargo Home Mortgage has been the top lender in the nation for buyers of newly constructed homes. The company has a National Builder Division that includes a network of regional builder sales managers who are supported by dedicated loan processing teams. "We love builders," says Charity. Wells Fargo has over 50 loan officers just in southeast Michigan. "Our loan officers are dedicated to a specific builder so they can provide customized support to that builder," she continues. "We manage the entire mortgage

process for builders, allowing them to do what they do best, build and sell homes."

For new construction, Wells Fargo offers an industry leading long term rate lock program that allows buyers to lock in an interest rate for up to 2 years. "This is a very popular, builder-friendly product," says Stacy. "We also have a strong array of renovation products. We generally can meet most customers' needs." Stacy, who has been with Wells Fargo for 18 years, currently serves on the Board of Directors of the HBA of SE Michigan.

On a national level, Wells Fargo Home Mortgage has been a leadership sponsor for 12 years, partnering on the NAHB-Wells Fargo Housing Market Index and Housing Opportunity Index, as well as numerous webinars. Charity, who has been with Wells Fargo for 13 years, was active in the NAHB Professional Women in Building Council, and is currently on the NAHB Green Building Committee. In May 2013, she shared her expertise as one of three keynote



speakers at an HBA of SE Michigan educational presentation, "The Brave New World of Condos: Financing, Management & More."

Wells Fargo has generously sponsored numerous events including the Detroit Tigers Outings, the Mid-Year Economic Forecast and State-of-the-Industry luncheons, Homearama®, and the Annual Awards Recognition & Holiday Celebrations, to name just a few. The company has also donated over 100 homes to non-profits in SE Michigan. Once renovated, many of these homes are earmarked for wounded veterans. If there is a way they can help, whether serving builders, remodelers, the HBA, or people in need in SE Michigan, Wells Fargo can be counted on to generously respond. ■

PROFESSIONAL SERVICES TO THE BUILDING INDUSTRY

Norman Hyman

Strobl & Sharp, PC

Often our lives are enriched by people who work in the background, diligently fighting for our rights and our freedoms. Norman Hyman, an attorney with Strobl & Sharp, P.C., is one of those people. Those who know Norm are aware that he is passionate about affordable housing and has been working for decades to ensure that people of all income levels can find housing that meets their needs. His willingness to share his knowledge with the HBA at the state and local levels, and with Association members, makes him a worthy recipient of this award.

Married to Carole for 44 years, and the father of grown children, Nicole, Matt, Eli and Mara, Norm has never forgotten his Dad's advice to never settle for anything less than your best, and to never forget where you came from. "This award recognition is very gratifying," says Norm. "I do what I do because I have a strong belief in affordable housing. Too often municipality zoning ordinances do not permit a full range of types of housing. "I have been trying to get

three different pieces of legislation on this issue enacted since 1978." While he perseveres on the affordable housing legislation, his work has impacted other legislation. He successfully represented the interests of the building industry in getting the Michigan legislature to amend the Wetlands Act over 12 years ago. "I can't tell you how many trips I made to Lansing," says Norm. He has also represented The Home Builders Association in several zoning matters, including in a suit in which he obtained a judgment invalidating a township's woodlands ordinance. "It was a big victory in invalidating a woodlands ordinance that was hurtful to the industry," says Norm.

Norm has served for many years on the HBA of SE Michigan Board of Directors and is a member of the Legislative Affairs Committee. He also serves on the Litigation Committee of the Michigan HBA. A graduate of Harvard Law School, in his law practice Norm represents a broad spectrum of developer and user clients in matters of zoning and land use planning, and has participated in numerous environmental



and zoning cases in Michigan courts, including several cases before the Michigan Supreme Court. He has been listed numerous times in the *Best Lawyers in America* and as a *Michigan Super Lawyer*, and is again recognized as both for 2015 for his expertise in land use and zoning law. A man who values the saying, "you can't go higher than you reach," Norm Hyman has spent a career reaching out and extending his considerable knowledge and influence to fight for affordable housing for all. ■

SUBCONTRACTOR OF THE YEAR

Riemer Floors

Keith, Dennis and Paul Riemer

Riemer Floors has been in business since 1946. Their continued quality service for high quality vinyl, hardwood and carpeting installation has earned them the award for subcontractor of the year. Led by Dennis Riemer and his two brothers, Keith and Paul, the family business is in its second generation, following in the footsteps of their father.



According to Dennis, the company's secret to success is in its relationships. The employees know their clients socially by a first name basis. Paul said being a family business also helps set the company apart, "We treat our customers like family and our employees like family. It's a little different in that it's not just dollars and cents. I think that's why we have some very loyal employees that do go the extra mile for our customers."

The company has been a member of the Home Builders Association of Southeastern Michigan for over 50 years. Dennis said the HBA has given the company a growth pattern

that's sustained them during the rough times. The company has tried to establish itself as a provider that not only supplies a good prices but also has service on hand. Dennis' advice is to, "Be prepared, know your product, be sincere and honest. The most important thing is to make sure that your word is always good."

Dennis, Keith and Paul enjoy spending time with their grandchildren. Keith likes to travel and fulfill his hobby of landscape photography. Paul likes to have fun by doing the quintessential Michigan sports: golf and skiing. And, Dennis likes to golf and go running.

Keith noted Riemer Floors employees: Steve McNamara, Manager of Hard Service Operations; Kimberley Riemer, builder accounts manager; and Mark Roberts, builder accounts manager are also crucial to the team, and a large part of the company's success.

Keith expressed the honor the team feels for being awarded for their achievements. Dennis said it just shows that everyone at Riemer Floors is passionate about their work, "We like doing business with home builders. They've been very good to us for 50 years and I think vice versa." ■

ASSOCIATE OF THE YEAR

Mary Olk

Designer Interiors

Mary has always had a passion for crafting unique designs, but it wasn't until she became the sole breadwinner for her family in 1973 that she decided to venture out and open her own company, Designer Interiors by Mary Olk.

Since then, Mary has tailored her designs to each client's interests and tastes. Mary's projects include model homes for home builders and interiors for private clients. Detail, space planning, and architectural development are important parts of Mary's interior design process.

To enhance her projects Mary attends High Point North Carolina Furniture market in October and April. There she is able to find the unique furniture and accessory pieces she uses in her interior designs.

Mary values her membership in the Home

Builders Association of Southeastern Michigan. Her membership has been an asset in growing her business as well as keeping her up to date with all the latest available products in the home building industry. She networks with other members and uses the educational opportunities available to her.

Mary is optimistic that home building in Michigan will continue to improve because of the builders' awareness of varying trends. "I think that the builders in Michigan are doing a great job of keeping up with lifestyle changes to keep their homes and apartments user friendly for their home buyers and renters," she says.

In her leisure time, Mary likes to stay active, riding her bike during the summer and skiing in the winter. She takes classes in art and art history and loves going on architectural tours in Detroit and Chicago. ■



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REMODELER OF THE YEAR

Tim Capaldi, CGR

Capaldi Building

Watching his father's and grandfather's construction business while he was growing up, Tim slowly moved from tagging along on weekends and cleaning up construction sites during the summer, to developing a serious passion for home building.

Capaldi Building Company has been in business since 1945 and specializes in residential remodeling. The company's aim is to bring quality construction and compassion to each job, no matter the size. The group uses all the knowledge and experience they've pooled together over the years to deliver a top quality experience to every client.

Tim says being active in the association has been extremely helpful on both a business and personal level. Capaldi Building has received a number of awards from HBA over the years, including Tim's award for the Builder of the Year in 2011. Tim finds the member-to-member

connection provided by the Association invaluable. He believes it is a great resource if you are looking for feedback, or the opportunity to call someone with a couple of questions on a job or just to bounce around some ideas. "The fact that the network is so strong is comforting. It's great to have that to fall back on."

Tim sees the green building movement as something that will soon be more visible in the industry, with recycled products and energy efficient products moving to the forefront. Social networking websites are also shaping the home building experience, and are likely to grow.

Tim has been married to Allison for 10 years. They have two children, Leo, who is five, and Eleanor, who is three. Tim's current hobby is renovating his own home, an old sheep farm. He also likes to play hockey, and take on CrossFit training in his spare time. ■



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DISTINGUISHED SERVICE TO THE REMODELING INDUSTRY

Kyle Hunt

Remodel Your Marketing

When he was working for a local remodeler, Kyle Hunt noticed many companies lacked marketing strategies that could grow their businesses. To fix that, in 2008 he opened Remodel Your Marketing in Brighton, to work with remodelers and builders on implementing proven and practical marketing and sales systems into their businesses. Kyle has traveled across the state and country, offering advice and coaching to help remodelers generate more quality leads and to help them turn more of their leads into paying projects. He said he chose to focus specifically on remodelers because of his expertise and because of the quality people and business owners that are in that niche.

Kyle's been a member of the Home Builders Association of Southeastern Michigan for over three years, speaking to the group and helping lead meetings. He enjoys speaking at different

associations and conferences throughout the state, and sharing his ideas. He is thrilled to be honored for his service to the remodeling industry.

Kyle hopes to see a continued increase in the professionalism in the industry as a whole. His biggest piece of advice for industry professionals is to "give a remarkable experience to every client you serve." It is his belief that putting your focus, energy and time into continually improving the experience you give your clients is the key to generating more leads, referrals, and business. When you give them an outstanding remodeling experience, they can't help but share their story with family, friends and colleagues.

Kyle is married to Sarah and they have four children, Thomas (8), Piper (6), Calvin (3), and Annie (18 months old). He and his family are active in their church and Kyle enjoys Detroit



Tigers baseball and, in his limited spare time, playing golf. ■

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Barbara Baker, CAPS

Elder Living Construction/Transitions Remodeling

Barb Baker's career started at AT&T, where she worked in key leadership positions for 35 years. While still with AT&T, Barb provided in-home care and a safe environment for her husband and mother, who were both dependent on wheel chairs. The experience of caring for mobility challenged loved ones, and a conversation with Roger Burgdoff, began another career journey for Barb.

She understood the vision that Tim Saling and Roger had for his fledgling company. In 2012, after first working as a business consultant with them, Barb agreed to a full partnership, becoming president and CEO of Elder Living Construction LLC, which does business as Transitions Remodeling. The company's focus is on helping to meet the needs of an aging population committed to remaining safe and independent in their homes. "We do residential and commercial remodeling and build custom homes," says Barb. "We specialize in kitchen and bath remodeling with a focus on Universal Design principles."

The company is experiencing strong growth. "We started with 4 people and now have 15,

including a full-time occupational therapist," says Barb. In December 2012, Transitions opened a Universal Design Center in Farmington Hills, after soliciting input on functional products and design from a focus group of leaders from the medical and in-home care communities. The company has been nationally recognized for universal design expertise by *Qualified Remodeler Magazine* (June 2013) and *Kitchen and Bath News* (July 2014).

Barb holds the Certified Aging in Place (CAPS) designation from NAHB, as do several of her team members. "It has been a great way to network and connect with other professionals in the industry," says Barb. She also valued the networking opportunities provided by the Professional Women in Building (PWB) Council. In 2014, Barb became chair of the Council.

Under her leadership the Council continues to flourish in their networking, educational and charitable endeavors. "I want to build on the great work done by Katie Hallett and the other PWB leaders," says Barb. In the next several months, she hopes to expand on the Council's



scholarship program through collaboration with the American Society of Interior Designers.

Married to Brad Baker for 35 years, Barb is now a widow. Having juggled the roles of full-time executive, wife, and mother to the couple's children, Lauren and Christopher, Barb knows the demands that working women face. She has overcome many of them personally. Along the way she has exhibited an exceptional talent for melding her vast business knowledge and her practical family experience into a solid foundation for success in this next phase of her life. The PWB Council will be enriched by her capable stewardship through 2015. ■

DISTINGUISHED SERVICE TO THE PROFESSIONAL WOMEN IN BUILDING COUNCIL

Cindy Maxwell-Phillips

Lighting Resources of Michigan

Nine years ago Cindy Maxwell-Phillips left a successful corporate job to venture out into her own business . . . and she hasn't looked back since. The president of Lighting Resources of Michigan, Cindy is proud to offer quality lighting and unique personalized service.

The company specializes in life long industrial built products, specializing in light bulbs, but sell fixtures and other lighting products also. It is Cindy's personal mission to provide great service to clients including evaluating the customer's environment for its light and color. She said launching her own business has been exhilarating, but she has had to be flexible and nimble, and to persevere. Cindy says her business has grown because the company has established a reputation confirming that its products truly live up to their stated performance.

Cindy has been a member of the Home Builders Association of Southeastern Michigan for five years. She has found networking with other members to be beneficial and helpful in providing referrals to builders, remodelers and associates. She has relished her position on the executive committee for PWB. The Council, "brings together different businesses, enables sharing of experiences and challenges and provides opportunities for networking and support of each other," she says.

Cindy hopes HBA will continue to grow, as more members join and increase the Association's voice with government and in the legislative process. Her advice to others is to embrace learning about new applications and products that become available.

Cindy is touched to be recognized for her service on the Professional Women in Building



Council. "We all work hard, and to be recognized as a leader is very gratifying, especially in a field where there aren't a lot of women."

In her spare time, Cindy loves to go boating and traveling with her husband, John. ■

Cindy hopes HBA will continue to grow, as more members join and increase the Association's voice with government and in the legislative process.

Ernest Martyniuk

Consumers Energy

Ernest Martyniuk is a busy guy. As the Projects Team Leader for Consumers Energy, Ernie oversees the gas main extension design for new subdivisions, condominiums, apartments, and gas service design for new commercial/industrial buildings in Southeast Michigan. At any one time he and his team are working on approximately 100 new main extension projects. He believes there is nothing more rewarding than when he can deliver great customer service to builders and developers. That attitude and his dedication to his work are why he is being given this special recognition.

Ernie has been married to Kathy for 35 years, and the couple has three grown children – Brandon, Brendt and Sara. He has also worked at Consumers Energy for almost 35 years and has worked with builders since 1983. "I used to work with the parents of many of the builders," says Ernie. "Now I am working with the sons and daughters. Builders are a great group of people to work with, and they are some of the smartest people around. I admire them for their ability to successfully run their businesses."

Ernie, who holds a Bachelor of Business Administration degree from Wayne State University, understands the demands of business. "The 1990s were like the Roaring 20s for the building industry," says Ernie. "Then in the mid 2000's, things started to slow down. Last year, our work just exploded. We had a hard time keeping up. We needed additional staffing, but we were unsure whether the market was going to see sustained growth." That's where the HBA of SE Michigan came in. "Bob Veresan from DTE, who I once worked with at Consumers Energy, recommended that I join the Association," says Ernie. "Consumers Energy had not been a member in a long time, but I saw this as an opportunity to work together."

That vision has helped both the builders and Consumers Energy. "I met with Mike Stoskopf and Forrest Wall and they provided me with the New Housing Forecast that I took to the leadership at Consumers Energy. That data helped us to increase the resources we needed in the field and the office to meet demand for new requests.

Seeing improvement at work, and in his



personal life, is what keeps Ernie going. A long-time runner, he now competes in powerlifting competition at the Michigan Senior Olympics. "I like to exercise," says Ernie. "It's a great way to get rid of the day-to-day stress." His job is busy and he acknowledges that providing great customer service is not easy in a big company. "We are always striving to be more customer focused," says Ernie. "There is nothing more rewarding to me than getting a compliment from a satisfied builder or developer. It doesn't get any better than that." ■

Michael J. Gordon, RA

Moiseev/Gordon Associates

A new consciousness is sweeping America. In recent years, there has been a collective realization that our freedom doesn't come without a cost. That cost has always been borne by those who serve in the military and their loved ones. World War II ended in 1945. The soldiers came home. Factories were re-tooled. Life went on. Those who fought in World War II are now entering the final years of their lives. Because of the efforts of The Michigan WWII Legacy Memorial team, that war, and its heroes, will not be forgotten. Michael J. Gordon, a principal in the architectural firm of Moiseev/Gordon Associates, is being honored for the important role he played in designing the state of Michigan's officially recognized tribute to its contributions during the war, to be built in Royal Oak's Memorial Park.

The idea for a memorial started with Honor Flight Michigan, a group of volunteers who took over 1,400 of the state's WWII veterans to visit the National WWII Memorial in Washington D.C., at no cost to the veterans. The group wanted to further honor the men and women they had come to know

through the program, along with the men, women and children on the home front who played such an important role in winning the war.

Michael, whose own father served in the war, took the blank canvas of Royal Oak's Memorial Park and created an inspiring tribute to those who served. Elements of his design include a colonnade with pillars topped by a stainless steel representation of flight; bronze statues depicting the war front and the home front; a walkable map of Michigan showing Michigan's contributions to the war; a multi-purpose amphitheater; and a wall of stars representing Michigan lives lost. Funding for the \$4 million dollar project will come from individual and philanthropic donations, foundations, corporate sponsors and the sale of replica statues and brick pavers. The pavers will line the Walk of Honor that will welcome visitors to the memorial. "It is important to honor our veterans and to create a place of celebration so that this space has purpose into the future, because what they fought and died for was the freedom for us to enjoy the lives we have," said Michael.

A graduate of the University of Michigan with



a Masters of Architecture, Michael has served on the boards of the Royal Oak Chamber, the Ferndale Downtown Development Authority, and the HBA of Michigan. He was a past secretary and treasurer for the HBA of SE Michigan Remodelers Council and received the Distinguished Service in Architecture Award in 2005, and the Distinguished Service to the Remodeling Industry Award in 2005 and in 2009. He has served as a judge for the Parade of Homes and has received four design awards from Detroit Home Magazine. More information on this important project, in which Michael played such a vital role, can be found at www.michiganww2memorial.org. ■

NEW HOME SALES PROFESSIONAL OF THE YEAR

Grace Evola

MJC Companies™

When Grace Evola heard that MJC Companies™ was slated to participate in the first Homearama® in Southeastern Michigan in 11 years, she volunteered to serve as the sales representative for the Grand Versailles model in the Pinnacle at the Oaklands. That the home was more aptly termed a mansion didn't matter to Grace. That the \$2.5 million price was outside the range of most buyers didn't matter to Grace. That the amenities of this rustic, French country Tudor home included a world-class chef's kitchen, a walk-in butler pantry, a twenty-foot natural stone fireplace, and a boutique dressing room, to name just a few, didn't matter to Grace. She wasn't concerned about her ability to represent this grand place. Instead, she saw it as an exciting opportunity for MJC Companies™ to do what they do best. That is to work as a team to create a very special home for the family that would one day live there. It is this dedicated focus on her customers that has earned Grace the honor as New Home Sales

Professional of the Year.

While Grace has only worked with MJC Companies™ for a little over two years, she has been selling new construction for 24 years. She first worked with her father, Antonino (Tony) Biundo, at Biundo Building Company, and then as co-owner in Paragon Development with her husband, Marcello. The couple has three children: Nicola, age 17; Antonino (Nino), age 15; and Massimo, age 6. On days off, she prefers to spend time helping at Massimo's school. She also admits to catching up on work. "Those emails and phone calls don't disappear just because I have a day off," says Grace.

It is little wonder Grace juggles her home and work life balance. "In 2013, we were crazy busy," she says. A licensed builder and REALTOR, Grace closed 30 homes last year in her two major projects, Oakland Hunt and Wynstone, both in Oakland Township. She credits the trust she has in MJC Companies™ and its team with helping her sales. "They trust me, and I trust them, and that bond is there,"



says Grace "Working for MJC Companies™ is like working for family. I believe the bond our team shares helps my clients with the decision to move forward and buy a home. I have been very blessed to work with such great people and such a great company." This respect is mutually shared by MJC president, Michael A. Chirco. "Grace really gets to know her customers over the time it takes to get their home built," says Michael. "She's always honest with them, and they appreciate that. She treats her customers well. She does a great job." ■

NEW HOME SALES MANAGER OF THE YEAR

Frank Munaco

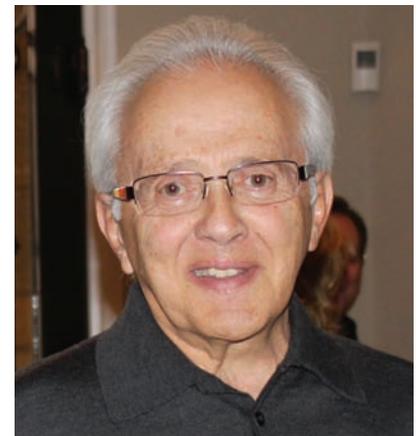
MJC Companies™

In January, Frank Munaco will have worked with MJC Companies™ and its owner, Michael A. Chirco, for 35 years. As cousins, the two men are family. As business leaders, they, along with MJC's dedicated staff, have navigated MJC Companies™ successfully through busy times, and well as years of economic upheaval. Together they have completed 101 projects, ranging from a 300-unit site condominium project to a 30-lot subdivision. As developers they have taken fields and turned them into neighborhoods. As builders they have taken innovative ideas and lumber and turned them into homes where families have grown and thrived. Frank's legacy of success in overseeing and managing MJC Companies™ sales team makes him a well-deserving recipient of the New Home Sales Manager of the Year Award.

Frank's role at MJC Companies™ does not just encompass management of the 15-person sales team. Frank is also responsible for pricing and budgets for all the product lines the

company builds. He works closely with Michael and the company's architects on new home designs, floor plans, elevations and options. "We have done well over 300 different floor plans over the years," says Frank. "We not only have to give people what they want, but we also have to be innovative in creating new concepts to enhance the marketability of our new homes. The challenge is to come up with the best total combination of features while staying within a certain price range."

His career started with a position as an appraiser and then as an underwriter and secondary market loan packager for National Bank of Detroit. "I felt that the move to MJC Companies™ would be a good opportunity for me to try something new," says Frank. At the time, the company had been around for six or seven years. "I lost track of how many homes we built together," says Michael. "Frank has been successful in everything he's done at MJC Companies™ over the years. I believe that the relationship that Frank has fostered with the lending institutions really



helps us. Banks are positive about us, even during tough economic times."

Frank, who was also Sales Manager of the Year in 2004, has been married almost 40 years. He and his wife, Luciana, have two grown sons, a daughter-in-law and two granddaughters, all living in Chicago.

Today, Frank is managing 27 projects simultaneously. "We're at our best when we're busy," says Frank. "You can manage a lot of projects with the right people. We have a solid, experienced staff." It also helps that Frank loves his work. "I love my job. I'm allowed to be creative. It's a pleasure to come to work each day." ■



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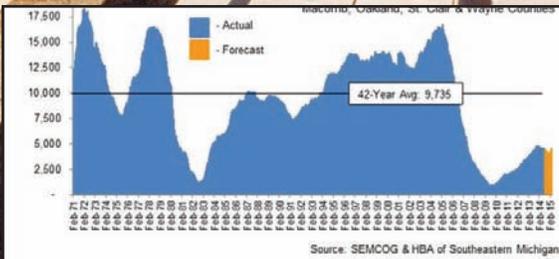
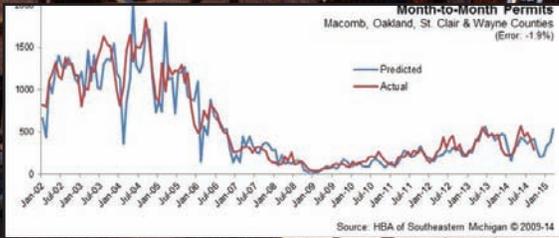
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	1,888,230	
North American Vehicle Production Ward's Automotive	14.8%	-0.8%
	1,521,649	
Crude Oil Price Per Barrel NYMEX	-3.1%	-2.8%
	\$96.07	
Reg. Average Single Family Home Sale Price REALCOMP	1.5%	9.7%
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Be Prepared to Prevent Slip and Fall Injuries

WRITTEN BY GARY SMITH, APARTMENT BUILDING MANAGEMENT WORKERS COMPENSATION SELF INSURED FUND

As another winter season fast approaches with its cold, wet and icy conditions, we need to focus our efforts on preventing slip and fall injuries. What exactly are we up against? Consider the following injury statistics.

The National Safety Council (NSC) estimates that **slip, trip and fall injuries send 9 million people to the hospital each year and are a leading cause of workers' compensation claims**, costing an average of \$20,000 per accident. NSC further estimates that workers' compensation and medical costs associated with employee slip and fall accidents are approximately \$70 billion per year.

In its 2013 Workplace Safety Index, Liberty Mutual indicates that slip and falls on the same level were the second leading cause of all workplace injuries in 2013, accounting for 13.6 percent of direct costs associated with such injuries. Nearly 30 percent of these same level falls resulted in more than 21 workdays lost.

So, where and how do we focus our prevention efforts? Let's get started with the following steps:

WALKWAY AUDITS. Walkway audits help to identify potential slip and fall hazards. They show your company is taking a proactive approach to slip and fall prevention and has the documentation to prove it.

TRAINING. Training procedures are needed for your employees, explaining items such as when and where to place de-icing agents and wet floor signs, how to respond to and clean up spills, the importance of reporting slips and falls or near-misses even when no injury has occurred, and a written protocol that all employees must follow. A signed statement showing employees understand and agree to your company's policy and procedures is also recommended.

SIGNS AND BARRIERS. A sufficient number of floor safety signs and barriers are needed to alert employees (also tenants and their guests) about slip and fall hazard, such as spills, wet floors due to inclement weather, and so forth. This means if the building has three entrances,

there should be a minimum of four to five wet floor signs available. This allows a wet floor sign for each entrance and two extra to be used in the event a spill occurs somewhere within the facility while the other signs are being used.

SAFETY-ENHANCING CLEANING PRODUCTS. Another tool that should be used in preventing slips and falls is the use of slip-resistant cleaners and degreasers. Safety-enhancing cleaners have proven to be very cost and performance effective, not only in maintaining and cleaning a facility's floors, but also in raising and maintaining a positive coefficient of friction. These products are designed to replace existing cleaners and degreasers, and most require no further maintenance than your existing cleaners.

MATTING. In most cases, the mats used in the entrances of buildings are the first line of defense against slips and falls. For suggestions on where and what type of floor matting may be best for your company, contact a floor safety consultant or inquire with the company that provides your mats.

SHOES! SHOES! SHOES! Not just any shoe, but slip-resistant shoes. While you have no control over what type of shoes your tenants and their guests wear, you do have control over the type of shoe you require your employees to wear. Slip-resistant shoes have proven to be effective in lowering employee slip and fall incidents when mandated and enforced. These shoes come in a variety of styles and sizes, which are also very comparable in price and comfort to ordinary shoes. Additionally, traction cleats (Google "traction cleats" for a list of popular brands) can be easily put on by employees performing outdoor work when icy conditions exist.

Focus your efforts now to enjoy a workplace free from slips and falls! ■

Should you need assistance with preventing slip and fall injuries in your workplace, please contact Gary Smith, CRM, at (517) 338-3367 or Gary.Smith@cmi-yorkrsg.com.



Oakland County Executive L. Brooks Patterson and Rainbow Connection Executive Director Mary Grace McCarter at the Charity Preview for the Ultimate Homearama 2014. Rainbow Connection and Habitat for Humanity of Oakland County each received \$29,700 proceeds from the event.

Advocacy Update

WRITTEN BY FORREST WALL, CAE
STAFF VICE PRESIDENT AND INDUSTRY RELATIONS



Cable Company Access Bill Introduced

Legislation affecting the property rights of every multifamily rental property owner has been introduced in the Michigan House of Representatives. House Bill 5896, sponsored by Rashida Talib (D- Detroit), creates the Multiple-Dwelling Complex Cable Access Act. If enacted as written, this act would provide the following:

- Grant cable operators access to multiple-dwelling complexes. Access is defined as entrance onto the premises and an easement for all functions in the construction and operation of a cable communications system.
- Grants alternative providers the right to use cable equipment to provide service to residents. Alternative providers include cable operators, antenna television systems, satellite systems, and multipoint distribution systems.
- Provides that if a rental property resident requests a cable operator's services to the dwelling, the property owner shall provide the cable operator access, and this access shall be perpetual and transferable from one cable operator to another.
- Allows a property owner to require a cable operator to submit plans for the placement of the cable system prior to installation or modification. However, the property owner must notify the cable operator of objections within 7 days of

receipt of the plans or the cable operator may implement the plans.

- Mandates that the cable operator shall indemnify a property owner for damage caused by the cable operator in the installation, operation, maintenance, or removal of equipment and compensate the owner for diminution in fair market value resulting from the installation of a nonexclusive cable system.
- Establish written notice protocol for cable operators to obtain access and a 45 day timeframe for property owner acceptance/refusal.
- Establish a procedure for the cable operator to file an action in circuit court when denied access by the property owner.
- Establishes a civil fine of not more than \$2,000 per day for interference with the installation, operation, inspection, maintenance, or removal of cable systems under the act.

AAM is opposing this legislation and will keep members apprised of its status.

Truth In Renting Act Legislation Introduced

Legislation was introduced in October to amend the section of the Truth In Renting Act that covers mandatory statements in a rental agreement. House Bill 5885 proposes to require

the following statement in all rental agreements: "Notice: Your personal property is not covered by the landlord's insurance policy. You may want to purchase renters insurance." The statement would need to be in at least 12-point type, or legible print with letters not smaller than 1/8 inch. ■

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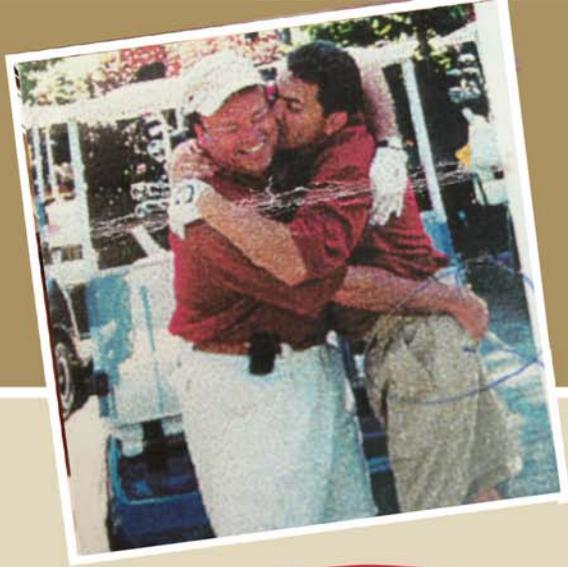
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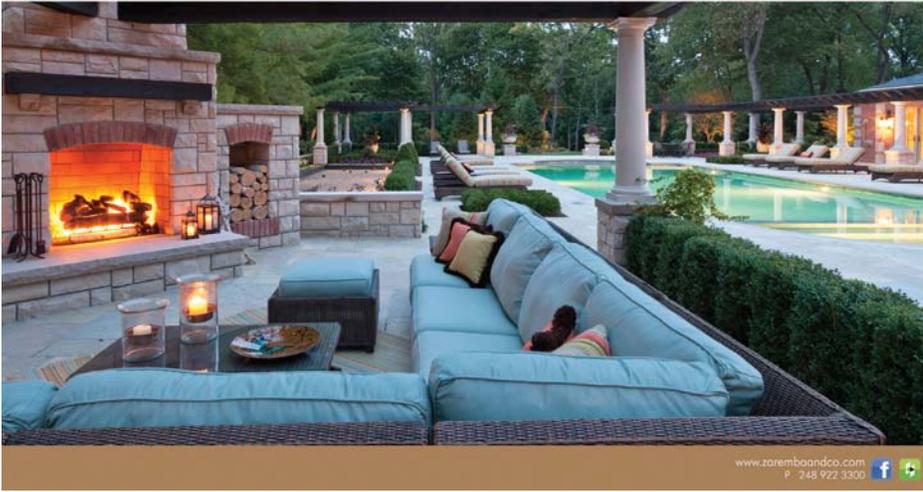


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Time: 8:30 a.m. - 4 p.m.

COST FOR EACH CLASS:

\$195/Member; \$225/Guest

TUESDAY, DECEMBER 9 - CAPS II

Design/Build Solutions for Aging & Accessibility

Most older adults would prefer to remain in their own homes. This course teaches remodelers how to help them achieve that goal. Teaches relevant codes and standards, depicts common barriers and demonstrates how to redesign living areas for safety and comfort.

Instructor:

Don Pratt, CAPS, CGB, CGR, CECS of MI

Time: 8:30 a.m. - 4 p.m.

COST FOR EACH CLASS:

\$195/Member; \$225/Guest

WEDNESDAY, DECEMBER 10

Business Management For Building Professionals

** Holders of the following designations are exempt from the Business Management class: CGR, CGB, CGA, CR, CKD, CBD, ASID, AID, GRI. Other exemptions determined on a case-by-case basis.*

Learn management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/ directing and controlling.

Instructor: Don Pratt, CAPS, CGB, CGR, CECS of MI

Time: 8:30 a.m. - 4 p.m.

COST FOR EACH CLASS:

\$195/Member; \$225/Guest

THURSDAY, DECEMBER 11

EPA RRP RECERTIFICATION

Did you obtain your Certified Renovator designation in 2010 as a part of the Environmental Protection Agency's (EPA) Lead RRP Rule? If so, to maintain your certification the EPA requires you to complete a 4 hour refresher course no more than 5 years from the date of certification. (Example: If you completed the 8 hour Certified Renovator course on February 20, 2010, you need to complete the 4 hour refresher before February 20, 2015.) This course will include everything you need to keep your certification current and maintain compliance with the law.

** This class counts toward continuing education credit for NAHB Designation Courses. (CGR, CAPS, CGB, etc.) and continuing competency credit for a Michigan Builder's or Maintenance & Alterations License.*

Instructor:

Edward Wenz, Contractors Training Institute

Time: 1 - 5 p.m.

Place: Association Offices

Cost: \$95/Member; \$110/Guest

Additional Dates:

January 20 from 1 - 5 p.m.

February 12 from 8:00 a.m. to Noon

March 10 from 1 - 5 p.m.

April 14 from 1 - 5 p.m.

January

WEDNESDAY, JANUARY 14

NAHBR: WORKING WITH ARCHITECTS

Panel discussion with local architects on the advantages to remodelers.

Time: Noon - 1:30 p.m.

Cost: \$10/Person including lunch

JANUARY 20 - 22

INTERNATIONAL BUILDERS' SHOW

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TUESDAY, JANUARY 20

EPA RRP RECERTIFICATION

SEE DESCRIPTION FOR DEC. 11 CLASS

Instructor:

Edward Wenz, Contractors Training Institute

Time: 1 - 5 p.m.

Cost: \$95/Member; \$110/Guest

JANUARY 23 - 25

HOME IMPROVEMENT SHOW

at Suburban Collection in Novi For hours and ticket prices, visit:

www.novihomeshow.com/

Download your free VIP members only ticket at builders.org after January 1. (Log in to the Members Only section of the website using your Member ID#)

WEDNESDAY, JANUARY 28

MEMBERSHIP COUNCIL

Time: 9:00 a.m.

WEDNESDAY, JANUARY 28

PWB Real Estate Connection

The Real Estate Connection to New Home Builders and Remodelers

Speaker: Rachel Chickensky, REALTOR®

Time: 11:45 a.m. - 2 p.m.

Cost: \$10/person Including Lunch

All HBA Members & Guests Invited

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- **International Window Coverings Expo**
January 20-22 Las Vegas Convention Ctr
- **The International Surface Event**
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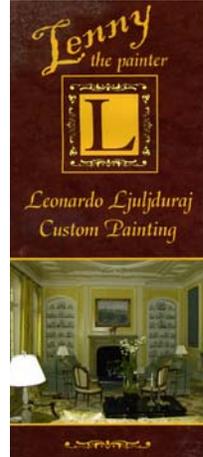


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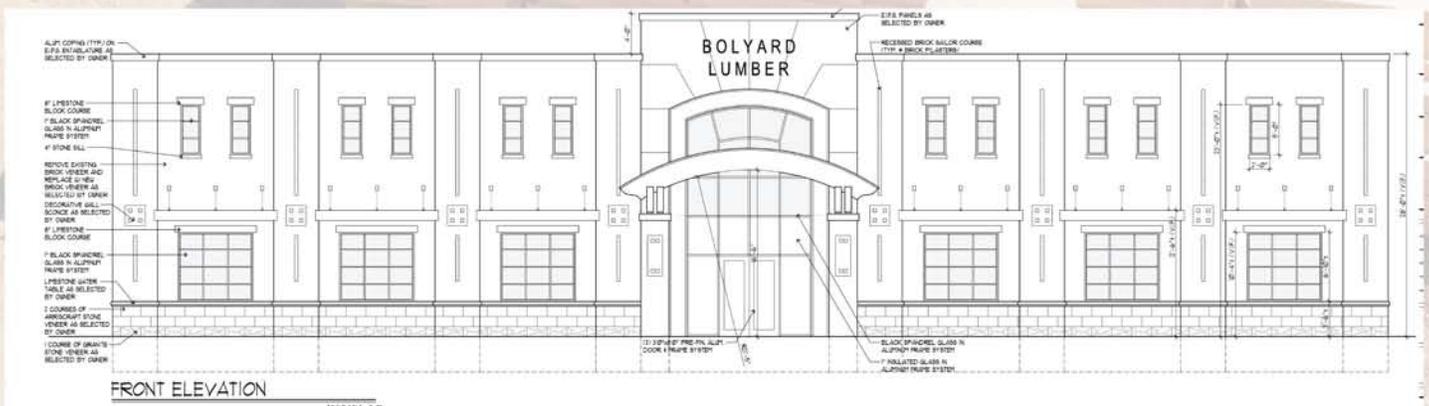
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