

## Gearing up For National Membership Day

**May 23rd, 2005** is National Membership Day. As an Association, we have pledged to bring in **30 new members** from May 1st to May 23rd for National Membership Day. **But we need your help!** We will be holding a phone-a-thon at the HBAWC to encourage prospects to join during the month of May. Bring your list of business associates, and work from a list we already have compiled, and help us reach our membership goal! Incentives will be offered to encourage prospects to join during the phone-a-thon. If you are interested in volunteering and assisting us in reaching our pledge, please contact Kristin Fish at [kfish@hbawc.com](mailto:kfish@hbawc.com) or 734.996.0100.



*Future Generation of HBA Members. WHBA Foundation Chair with 2005 HBA Scholarship winners. See page 8 for information on the winners.*



## Showcase of Homes Features the Best June 11- 19, 2005

The HBAWC will celebrate the 21st Annual Showcase of Homes, Washtenaw County's premiere new-home event. From June 11-19, the doors of over 22 projects will be opened to the thousands of patrons interested in seeing the finest in Washtenaw County construction, architecture,

interior design and much more.

Homes are open from noon to 8 p.m. on Saturday, Sunday and Wednesday and 5 - 8 p.m. on Monday, Tuesday, Thursday and Friday.

Tickets are \$10. HBAWC members can purchase discount tickets for \$5 by contacting the HBA offices @ 734.996.0100.

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## May Means Ice Cream

Come join us for the HBA's Annual Ice Cream Social & BBQ at our office on May 4, 2005 at 5:30pm. Bring your employees, family members or even a prospective member to enjoy dinner catered by Sister Act Catering featuring: Hamburgers, Hot Dogs, BBQ Chicken, Grilled Salmon, Vegetable Tray, Salads and Baked Beans, followed by Ice Cream novelties. Please RSVP to Andrea Sullivan @ 734.996.0100, by e-mail [asullivan@hbawc.com](mailto:asullivan@hbawc.com) or sign up on the web at [www.HBAWC.com](http://www.HBAWC.com).

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# President's Message - David Rhoads

david@hsa-remodel.com

Over the last 50 years, our industry has made numerous positive contributions in our community. We have had the privilege of providing housing for countless number of families. We have worked, lived and raised our families here, while many of us have given of our time, money and other talents to worthwhile causes to make this a better place to live.

Next year, the HBA will recognize these accomplishments with the celebration of the 50<sup>th</sup> Anniversary of the HBA of Washtenaw County. As part of this celebration, we will be undertaking an extraordinary challenge: to build a House of Dreams.

The House of Dreams is a unique and a first of a kind effort in Washtenaw County. The WHBA Foundation will oversee the construction and sale of a home with the net proceeds donated to charities. The charities will be partners with the HBA in promoting the house with the funds raised designated for a specific project or initiative.

This is where we need your help. We need your support to assist in the construction of the House of Dreams. We need materials, labor and dollars to maximize the amount

of money we are able to give. This is a great way for you and your company to showcase your products and help support a worthwhile community service project.

The House of Dreams will be promoted through the HBA and our partnering charities, and will be part of the 2006 Showcase of Homes. We will recognize all of our partnering member companies throughout the construction process and in all of the marketing of the house that is done.

The House of Dreams is a great opportunity for all of us to demonstrate the important role we play in the community and how our communities have impacted our businesses. I look forward to your help and support on this endeavor.

To donate to the House of Dreams, contact Jeff Fisher (jfisher@hbawc.com) @ the HBA or you can contact me directly @ 944-3337,

or by email.



*David Rhoads*

david@hsa-remodel.com

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*kfish@hbawc.com*  
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*asullivan@hbawc.com*

## Important Phone Numbers

NAHB....800/368-5242  
MAHB...800/748-0432  
MCIM....800/262-4743

## Home Builders Win Injunction Against State

The Michigan Association of Home Builders was successful in their request for a preliminary injunction against the State Department of Labor and Economic Growth. The injunction blocks costly energy regulations from taking effect on February 28<sup>th</sup> that would have cost jobs and priced thousands of first-time homebuyers out of the market. The legal grounds for the lawsuit focused on a current state energy code statute that requires any changes must provide a seven year payback in order to be enacted. MAHB contracted with an independent research firm which calculated the payback for the proposed changes under the MUEC prescriptive method, would take 17 years to reach a simple payback to the homeowner in energy savings.

This victory does not mean that we, as an association, are against energy conservation. In fact, the Green Building Committee of the HBA will soon be rolling out a new program that will promote preservation of resources, including energy. The nucleus of this initiative will be the Energy Star Program, which can be an effective marketing tool to promote energy efficiency and savings to prospective homebuyers. Numerous HBA builders utilize the designation for that specific purpose. Look for more information on Green Building and ways to have your houses certified *Green Built*.



## "Use a Member"

All members should have received the **2005 Guide to Builders, Remodelers and Services**. The HBA Guide is a widely used publication, by our association members, as well as the general public. I urge you to use association members whenever possible. If you are contracting services or purchasing products from nonmember companies, sign them up as a new member so they, too, can benefit from the many services provided through the Association.

## 1000 Members in 2006

In celebration of our 50<sup>th</sup> Anniversary, the Membership Committee has set a lofty goal of reaching 1000 members by the end of 2006. We need every member to get involved if we are to hit this target. Call Kristin Fish at the HBA office and she will provide you with the necessary marketing materials to assist with your recruiting efforts.

*Maureen Sloan*

msloan@hbawc.com

### Our Mission...

The Home Builders Association of Washtenaw County, chartered in 1956, represents more than 800 member firms, encompassing over 15,000 individuals. Our members are committed to high standards for the housing industry. The HBAWC is affiliated with the Michigan and the National Association of Home Builders.

We serve our members and community by providing information, education and resources. As the voice of the housing industry, we strongly promote home ownership, private property rights and the free enterprise system.

### Our Goals...

- i To be the representative for builders, remodelers, trade contractors, suppliers & service providers.
- ii To be the champion of innovation in housing & community design.
- iii To be an indispensable business resource for members.
- iv To be the source of education and information for and about the building industry.
- v To be a successful and respected advocate for home ownership.
- vi To be a partner in developing viable, creative and responsible solutions to the housing needs of the community.
- vii To serve, support and contribute to our community.

*Building a Better Washtenaw*

## ROUND ONE GOES TO....

The Michigan Association of Home Builders (MAHB) was successful in their effort to block the implementation of the proposed changes to the Michigan Uniform Energy Code (MUEC). The Ingham County Circuit Court not only put the injunction in place but very strongly indicated in the ruling that MAHB's case had a strong potential of being successful. So how did we get to this point and where do we go from here?

In 2001, MAHB, other trade associations, manufacturers, the Michigan Department of Labor and Economic Growth, environmentalists, and others met to develop changes to the MUEC. After numerous meetings, the group developed a "consensus code" which brought important changes to the MUEC while maintaining the cost effectiveness of the code. However, the administration ultimately determined that the "consensus code" was incorrect and illegally substituted the Chapter 11 of the Internal Residential Code.

## So what did the state do wrong?

According to the case filed by MAHB, MAHB contends the state violated 2 key sections of state law:

1. Any changes to the code must be cost-effective and have a payback period of 7 years. (NAHB Research Center did a study of the changes indicating a payback period of 17 years).
2. Michigan must write its own unique energy code. In this case, the state simply substituted Chapter 11 of the International Residential Code and changed the name. This is an important point because in the future will the state may attempt to bypass state law

and impose a code (energy, residential, etc.) that it does not have the authority to do so.

## So why are we so opposed to conserving energy?

Builders are not opposed to conserving energy or energy efficiency. Many of our builders, remodelers, homeowners already exceed the current energy code standards. And do so by their choice. But codes are meant to be minimum standards. Homes that are built and remodeled today are significantly more energy efficient than the homes built 10-15 years ago, let alone 30-40 years ago. MAHB worked with the administration on developing a new "consensus code" which balances improved energy efficiency with the cost.

## So what happens next?

There several different directions in which the case may now proceed.

- The case can advance through the court system until all appeals are exhausted by the State of Michigan and MAHB, with a verdict in favor of either party.
- The State could pull the code and re-write a new code.
- The case can be settled with an agreement on the content on the energy code.

However, rest assured the injunction will remain in place until the court case is resolved.

The importance of this ruling is that this law was changed in 2000 with the creation of the State Construction Code Act. This demonstrates how our state political agenda has a direct impact on your business and how MAHB protects our industry from these types of actions. This is why we need to support legislative candidates who will work with our industry.

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## New Discount Program Saves You Time and Money

The new discount schedule affords you the opportunity to advertise in several HBA publications and save up to 20%! If you have not received this brochure, contact Sue Willis (swillis@hbawc.com) at the HBA office or use the form below.

### DISCOUNTS

- 2 ads = 5% off
- 3 ads = 10% off
- 4 ads = 15% off
- 5 ads = 20% off

### AD SIZES

- 1/8 page: 3 11/16 x 2 3/8
- 1/4 page: 3 11/16 x 4 7/8
- 1/2 page (H): 7 1/2 x 4 7/8
- 1/2 page (V): 3 11/16 x 9 7/8
- Full page: 7 1/2 x 9 7/8

### RATES

- Back Cover (color) \$2900
- Inside Front or Back (color) \$2500
- Full page (color) \$2150
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## 2005 Home Show.... one of the best ever!

Thank you to all those that participated in and volunteered to help at this year's Builders Home and Improvement Show. It was a sell-out event with lots of new participants, as well as exhibitors that come back each year!



If you missed this year's show, be sure to watch your mail in August, 2005 for the 2006 contract!

This year's Remodelers®

Home Tour will be

**September 23rd-25th.** For

those thinking about

participating, the contracts will

be in the mail during the first

part of April. The "early bird"

deadline will be May 6, 2005; regular deadline will be May

27 and the final deadline is June 3, 2005. Contact Sue Willis

for further information.



## 2005 Showcase of Homes

Be sure to mark your calendar – the dates for this year's Showcase are June 11 – 19th. The Showcase Preview Party will be Friday, June 10th.

As in the past, you will be able to obtain Showcase tickets for \$5.00 for adults and \$2.50 for children – that's a 50% savings. Contact Sue Willis at the HBA office for your tickets.

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## Built Green Program Launched

The HBA of Washtenaw County is pleased to announce our new Certified Built Green program. This program allows builders to have their homes certified as “Built Green” through a simple certification process. The Certified Built Green program has selected the EPA Energy Star® rating system as its base. A home must receive a minimum of 120

points to qualify for the Certified Built Green home status. 80 to 100 of those points can come from meeting the requirements of an Energy Star home. The additional points can be earned through the use of a variety of building materials, building techniques, and appliances.

Energy Star qualified homes are independently verified to be more energy efficient than the Michigan Uniform Energy Code. These savings are typically achieved through a combination of high performance windows, upgraded heating and air conditioning systems, tight duct systems, upgraded water-heating equipment and building envelope upgrades.

For more information on this innovative program, please contact Christine (cfinkbeiner@hbwac.com) @ the HBAWC office to receive your Built Green certification and information packet.



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# Professional Education - Christine Finkbeiner

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## Post your Positions On-Line

Looking for talented employees? The HBAWC website may be your best recruiting value. Members may post any open positions for 60 days at [www.hbawc.com](http://www.hbawc.com) at no charge. All potential candidates who call the HBA office are directed to this site. Go to the Member Resource page of the website, scroll to the Education and Jobs section, and click on 'post job opportunities'. It's that easy. Perhaps your perfect candidate is watching our website now!

## Job Candidate List Now Available

Many job candidates attended the HBAWC Job Fair on April 19. HBA members who attended were pleased with the number and quality of candidates seeking employment. For members who were unable to attend that event, we can provide a list of the attendees' names, phone #s, and what type of work they are seeking. We also have resumes available. Please contact Christine Finkbeiner ([cfinkbeiner@hbawc.com](mailto:cfinkbeiner@hbawc.com)) @ the HBAWC office.

## Student Chapter Formed at EMU

The Eastern Michigan University Construction Management program recently formed a NAHB Student Chapter in partnership with the HBAWC. These construction management students call their chapter the Eastern Constructors and boast a membership of 78 students who are interested in learning more about careers in residential construction. We are pleased to welcome these future leaders into our industry and will be providing them with mentoring opportunities, additional education, and field trips to projects in our area.

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## HBA Scholarship Winners Announced

Seven local students will be attending college next year with help from the HBAWC and WHBA Foundation.

Jesse Fuchs of Dexter (*son of HBA member Jim Fuchs of Fuchs Construction*), and April Moore of Ypsilanti each received \$1,500 scholarships. Jesse plans to study construction management at Purdue or Pre-Architecture at Calvin College, while April will attend Michigan State University in Construction Management.

Matt Weber of Saline, Matt Solomon of Ann Arbor, and Chris Schubert of Willis, each received \$750 scholarships. Matt Weber plans to study architecture at Lawrence Technological University, while both Matt Solomon and Chris Schubert will attend WCC in the residential construction program. In addition, Andy Kuhn of Ann Arbor and Steven Renodin of Belleville received tuition grants for their first construction class at WCC.

## Attention HBA Builders & Remodelers!

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OF WASHTENAW COUNTY

## The Growing HBAWC Membership

The 2005/2006 Membership Contest is well on its way. I would like to thank those that have already contributed to the contest assisting the HBAWC in bringing in **35 New Members** so far this year! Thank you for your continued efforts in supporting your industry. Please continue to recruit new members and assist us in our 50th Anniversary goal of **1000 by 2006!**

### Renew Your Membership Dues Online

You can now quickly and easily renew online at [www.HBAWC.com](http://www.HBAWC.com) through our Member Resource section. Choose 'Renew Your Membership' from the drop-down menu and complete the form and pay by Visa or Mastercard. It is safe, secure and easy.

If you prefer, invoices include options to pay by credit card - either in full or the Quarterly Easy Pay Plan and can be mailed or faxed to the HBA.

### Membership Contest Rules

- **Sponsor\* 5 or More** and be eligible for the **Grand Prize of \$2500**. For every additional new member after the 5th, the recruiter will receive an additional entry.
- **Sponsor\* 3 or 4** and be eligible for the **Second Prize of \$1000**. After the third new member, you will receive an additional entry for the additional new member you sponsor.
- **Sponsor\* 2** and be eligible for the four, **Third Prize drawings of \$200**.
- The Grand prize winner will **not** be eligible for the secondary drawing as well as the Grand and Second prize winners are **not** eligible for the third prize drawings.

*\*Please note, your name must appear on the application as the sponsor in order to receive credit\**

## 2005 HBAWC Golf Outing

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**Questions? Contact Zaidee Yates**  
**734/996-0100**  
**zyates@hbawc.com**

### Sponsorship Opportunities:

- Hole Sponsor** - \$150, includes sign
- Tee Sponsor** - \$300 includes sign on tee, one sponsor per hole
- Beverage Cart** - \$500 per beverage cart
- Registration Table Sponsorship** - Please provide approx. 144 registration table gifts  
**Please have delivered to the HBAWC by July 25:**

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Please return with check to the HBAWC, 179 Little Lake Dr., Ann Arbor, 48103, or fax with credit card information to 734/996-1008:

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# Council News & Notes

## Washtenaw Remodelors® Council - Dennis Boychuck, Chair



Next meeting – May 11 at 4:30 at Fingerle Lumber. Come join your fellow WRC members at this great social event, do some networking, and find out about the services and products that our host Fingerle Lumber Co. can provide to you.



**Upcoming Meetings**  
**May 11: 4:30pm @ Fingerle Lumber Co.**

## Associates Council - Glenn Stockdale, Chair



**Associates Council brings you:**  
**“Doing Business with a Builder”**

Join the Associates Council in 2005 along with Home Builders Association builder volunteers, showcasing how to do business with a builder! Networking events are held at the Home Builders Association on the Lower Level. Please watch your faxes and emails for details and response sheets. Feel free to contact Kristin Fish or Andrea Sullivan at 734.996.0100 with questions.

In support of **NATIONAL MEMBERSHIP DAY**, the Associates Council encourages all members to bring a guest to the May Associates Networking Extravaganza!

*Thank you to all of our Egg Hunt volunteers. We appreciate your continued dedication in making this HBAWC event a success.*

**Upcoming Networking Extravaganzas**  
**May 18: Noon @ HBAWC**  
Sponsored by Steve's Custom Signs

## Sales & Marketing Council - Gordie Northrup, Chair



### Check out this book!

Have you read The Official Handbook for New Homes Salespeople yet? Maybe you should. It is the most widely read and utilized book ever on new home sales. This book, by Bob Schultz, America's foremost New Homes Sales & Management expert is now available at the HBAWC Resource

Center. Check it out now!

### SMC Hosts Showcase of Homes Afterglow

Don't miss our Showcase of Homes Afterglow, scheduled for June 22<sup>nd</sup> from 11:00 am – 1:00 pm. We will discuss the various homes on the tour and hopefully hear from some of the builders who built these spectacular homes. If you aren't able to see all homes on the tour June 11-19, join us at this great event to learn more about the Showcase quality homes available in our area. Details will follow.

### Welcome New SMC members:

Chris Elder  
R. Cook Properties

Rene Hughes  
R. Cook Properties

Nancy Jenkins  
R. Cook Properties

Karen Morrison  
R. Cook Properties

Mark VanBogelen  
Real Estate One

Genell Fries  
Wexford Homes

## Custom Builders Council - Pat Durston, Chair

### Check out this book!

If you are interested in understanding Green Building techniques better, and how you can meet the demand for low-energy, resource efficient homes, check out Green Building Guidelines, now available in the HBAWC Resource Center.



This comprehensive book was produced by the Sustainable Building Energy Council, with support from the U.S. Department of Energy's Office of Building Technology, and features a variety of techniques and products to help you build more efficient homes for your clients.



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### **Diane Swanson**

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734.975.2743

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## **Eastern Michigan University**

### **Dr. James Stein**

206 J Roosevelt Hall, Ypsilanti, MI 48197  
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Student Building Chapter

## **Elite Business Advantage, LLC**

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# Calendar of Events

## May 2005

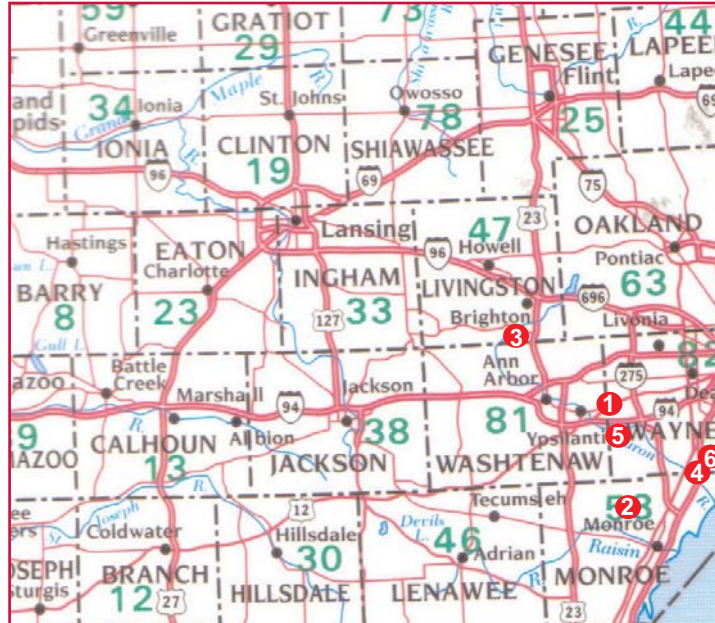
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4 Ice Cream Social @ 5:30pm, HBA Building	5	6	7
8	9	10 Built Green Washtenaw, 12:00pm	11 WRC @ Fingerle Lumber, 4:30pm	12	13	14
15	16	17 MAHB Lunch on the Lawn	18 Membership Committee, 11 am Associates Council, 12:00pm	19	20	21
22	23 National Membership Day	24	25 Legal Action Committee, 12:00pm	26 Land Development Council, 12:00pm	27	28
29	30	31				

*PrintTech*

## June 2005

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1 HBA Board of Directors, 4pm @ HBAWC	2	3 Remodelors Home Tour Participant Final Deadline	4
5	6	7 B-PAC Golf Outing @ Hawk Hollow, Lansing	8	9	10 Showcase Preview Party	11 Showcase of Homes
12 Showcase of Homes	13 Showcase of Homes	14 Showcase of Homes	15 Showcase of Homes	16 Showcase of Homes	17 Showcase of Homes	18 Showcase of Homes
19 Showcase of Homes	20	21 MAHB Legislative Committee, 9 am Built Green Washtenaw, Noon	22 Sales & Marketing Council, Showcase of Home Afterglow, 11am - 1 pm	23 Land Development Council, Noon	24	25
25	26	27	28	29	30	

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