



HOME BUILDERS ASSOCIATION
OF MONROE COUNTY

2020

Board of Directors

- **PRESIDENT**
Dave Swartout
- **VICE PRESIDENT**
Mark Heller
- **SECRETARY**
Greg Kreps
- **TREASURE**
Howard Roberts
- **HONORARY LIFE MEMBER**
Bob Polk

■ DIRECTORS

Exp. 12-2020

- Bart Lydy
- Mark Heller

Exp. 12-2021

- Greg Kreps
- Bill Hassett
- Howard Roberts
- Karen Essary
- Bruce Hopkins

Exp. 12-2022

- Bill Mominee
- Douglas Mominee
- Mark Kohler
- Dave Swartout

■ CO-EXECUTIVE OFFICERS

- Bill Kipf
- Jeanine Bragg

MISSION STATEMENT

The Home Builders and Remodelers Association of Monroe County consists of Builder members regulated by the State of Michigan and Associated Members (suppliers, subcontractors, industries with the building industry.

From the E.O.

Well the 40th Home Show has come and gone, and Jeanine and I want to thank all those that volunteered at the show, the sponsors, the vendors, the fair Grounds for being so good to work with, and the attendees. The final accounting is not quite done yet but done enough to know we were successful. However, it won't be our best year for income. Attendance was down considerably from last year. A couple of vendors suggested it may be the virus. Looking back at this point, that may have some validity. Many locals were forced to cancel their shows, costing many of them thousands of dollars. One thing we do know, we need to make changes for next year to "refresh" our show. If you have any ideas, please share them with us.

The COVID 19 virus has had an effect on everyone. Local building departments are now different. Do not expect the building departments anywhere to be operating as they always have. Call them if you have a job in their jurisdiction before you go there. Expect delays in permits being issued and inspections being performed. If there is anything I can do let me know. If there something the HBAM can do, I will contact them. We are all in this together. Now is the time to help each other more than ever before.



All events and dates are tentative at this time.

**Thursday, April 16th
5:30 PM**

Legal Update program
with Bill Godfroy, Esq.
@Harbor Inn & Ale

Thursday, May 7th

5:30 PM

Student Design
Awards Banquet
@Monroe Golf & Country Club



Special COVID-19 HBA News

| SEE PAGES 3, 4, & 5 |

THANK YOU SPONSORS



**First Merchants
Bank**



**MICHIGAN
GAS UTILITIES®**

MARCH 2020 | PAGE 1



PO Box 1602 | Monroe 48161-6602
info@hbamonroe.com | 734-770-3529

FROM THE PRESIDENT

Hi Everyone,



I hope you are all doing well.

The preliminary numbers from the home show show it has been a great success.

A big thank you to Bill Kipf and Jeanine Bragg for putting it all together.

Thanks to all the volunteers and my Sea Cadet Grandson Evan for their support Manning our booth.

We are planning a licensing hour with Bill Godfrey in the near future.

Please remember we want your input and suggestions to better serve you all.

Thanks,

Dave

Shared from the HBAM E.O.

In these unprecedented times, we will be passing along an occasional bit of information, wisdom or thoughts that might aid you and your business. With this in mind, we wanted to share these words from Al Trellis of the Home Builders Network:

Several of our clients have reached out to us about our opinion regarding the Corona virus. Here are our thoughts:

1. The full impact of the Corona virus pandemic has yet to be determined. While the public's anxiety is sky high, the facts are far from clear. The percentage of people who will be infected, the true fatality rate, and even the actual length of the contagion period are all still uncertain. The best strategy for now is to listen to reliable information sources (CDC, WHO), and based on the facts, as they become clearer, create policies and procedures for your employees and trade partners regarding work conditions and personal safety (attached is an example of such a policy). It is important that senior company personnel set a good example and remain calm and objective. As much as we all want to "do something", at the moment we really need more clarity as the situation develops.

2. Do a fairly detailed analysis of your sold houses in backlog, and to the greatest extent possible, do whatever you can to assure that these houses get built as quickly and efficiently as possible. This study should consider such things as price protection on materials, firm commitments from trade partners, and the availability (and possible stockpiling) of materials which may be affected by supply chain disruptions. Protecting your existing sales should be a high priority.

3. Buyers may become more scarce and more skittish, but anxiety over the stock market and job security will be competing with low interest rates and potential purchasers who have a strong need to buy (changing health or family conditions, etc).
4. If you do decide to encourage or require work from home, make sure you have discussions with those employees about what they can accomplish while not in the office. For many, this may be an opportunity to do or learn something that has been on hold for years because they were "too busy" to get it done. Set a high bar, and let employees know that while they are getting paid, if they can't contribute in the way they normally do, then they can at least use some of this "extra available time" to enhance their value to the company by becoming better or accomplishing some long neglected task or project.
5. If you have significant capital expenditures coming up in the next 45 days or so, evaluate their importance from both a short term perspective (cash required for example) and a longer term perspective (I will need these lots in 15 months). Guard against operating out of fear and anxiety. Good decisions are all about looking at the situation from multiple points of view and objectively evaluating all of the available alternatives.
6. Click here for an example business message/policy for your employees by Al Trellis of the Home Builders Network.

**Bob Filka, CEO
HBA of Michigan
517.230.2735**

Put Your NAHB Membership to Work Now. Money-saving discounts that benefit you, your business, and your family. nahb.org/MA

Logos include: Chevrolet, UPS, GEICO, Houzz, Louis's Provisions, Delta, Hertz, Office DEPOT, YRC, Avis, APP, TSYS, Windham, Budget, and many more.

Earn more \$\$\$\$ in 2020

How many of our builder members are taking advantage of the various rebate programs offered? The answer is not enough. **Visit www.nahb.org/MA to learn more about the programs available. DON'T LEAVE MONEY ON THE TABLE!!!** When you file your rebate claims, our local association also gets a small rebate.

Special COVID-19 HBA News

**MARK YOUR CALENDAR FOR
HBA TOWNHALL MEETING
Tuesday, March 31, 2020
11:00 am
watch for link to join**

March 26, 2020

Many of you may have heard the Governor announce today that home building is not an “essential industry” in Michigan. **This is despite the fact twenty-three states, including Minnesota, Wisconsin, Illinois, Indiana and Ohio, have exempted all residential construction from their stay-at-home/shelter-in-place orders.** While we are very disappointed at her decision, we expect all HBAM members to follow the requirements of the Executive Order (EO) *as we have stated all along.*

To help protect public health and stop the spread of the virus, we also sent every member a link to the Construction Industry Safety Coalition Recommendations: COVID-19 Exposure Prevention, Preparedness and Response Plan put together by 17 construction agencies using the best advice from the Center for Disease Control and the U. S. Occupational Health and Safety Administration.

Some of you have disagreed with our on-going attempts to get clarity from the Governor’s office and what construction is and isn’t permitted under the Executive Order. **We want you to clearly understand what requests we made and why.** While the EO gave clear outlines of permissible activity to restaurants (no table service, take-out and delivery only) it did not do so for residential construction.

As an example, one legislator who reached out to the Governor’s office received this response back: *“We don’t want anyone to be without a home or for in-progress projects to deteriorate. Hopefully we can issue further guidance but what I’ve been pointing folks towards is the first line of the EO: This order must be construed broadly to prohibit in-person work that is not necessary to sustain or protect life. But also that we’ll need folks to use their best judgement. They’re still working on all of this, and that’s as good as it can get for now.”*

While we appreciate the tremendous pressure the Governor is under; that statement does not give the clarity you as our members are demanding.

Working through department directors and the governor’s office we repeatedly asked for the clear and understandable guidance on these issues:

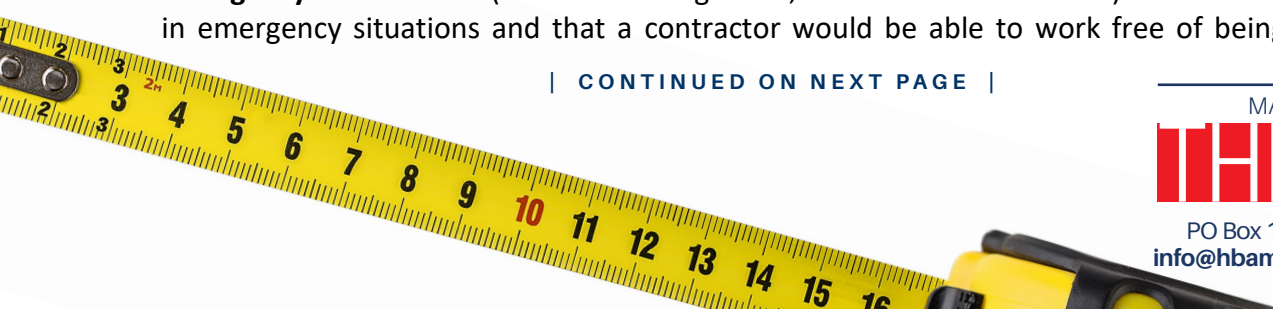
Emergency construction (tree falls through roof; need new water heater) We believe we are covered in emergency situations and that a contractor would be able to work free of being fined in those

| CONTINUED ON NEXT PAGE |

MARCH 2020 | PAGE 3

THE RULER

PO Box 1602 | Monroe 48161-6602
info@hbamonroe.com | 734-770-3529



New Builds in Progress & Remodel Projects If builders don't finish jobs, or at least get them "buttoned up", it could result in damage from weather, from mold, from trusses that collapse, etc. a represent a serious threat to public health and safety. Is construction on these projects allowed to reach a point where they are secure, and enclosed under the EO? Are projects that in process which need to be completed for health and safety purposes. For instance, a bathroom or kitchen that is in mid remodel. Or other projects that involves roofs, siding projects that were started, and have now come to a halt.

Closings We have heard examples of closings are on the line. Are those projects allowed to move forward and be completed. Some of our members are in need of clarification on whether closings are allowed to take place – what if that is the home they are moving into, and don't have a place where they can stay?

New Permits: The City of Detroit has their interpretation of the Governor's EO on their website and it declares ALL residential construction including new builds as essential infrastructure. We asked if this was correct and how new permits would be treated under the EO.

We requested of the Governor's administration that works in process could be as long as workers take the recommended health and safety precautions. Including those where closing dates are on the line and that emergency construction activities may proceed, again, with necessary health and safety precautions.

When we were unable to get any response to our questions and requests from the administration, we asked our members to email the four legislative leaders to give them real world examples of these issues and to ask for their help in getting dependable responses from the administration.

Yes, we would have liked to see all residential construction considered as essential infrastructure under the EO. Particularly since only Michigan, Washington State and Pennsylvania failed to do so, with Pennsylvania issuing individual exemptions to residential construction companies.

Many times during either the building of a new home, or a remodel project, there are minimal workers on site. In the case of a new home, in the early stages most of the work (foundation, framing, and roofing for example) are done outside, with "social distancing" occurring naturally.

We intend to continue to press the Governor's administration for the clarifications we noted above.

In the meantime, we do have two additional pieces of information to pass on to you. Several of you asked for some sort of letter or memo to show to law enforcement if you are stopped or your ability to conduct the work is challenged. This appeared on the state's COVID-19 website this morning.

Q: Do I need to carry credentials or any paperwork that indicates I've been designated a critical infrastructure employee or to travel to and from my home or residence?

A: No, there is not a requirement under Executive Order 2020-21 to carry credentials or paperwork with you under any circumstance.

| CONTINUED ON NEXT PAGE |

MARCH 2020 | PAGE 4

THE RULER

PO Box 1602 | Monroe 48161-6602
info@hbamonroe.com | 734-770-3529



Additionally, the Governor requested that President Trump issue a Major Disaster Declaration so that Individual Assistance and Disaster Unemployment Assistance through FEMA may be made available to additional Michiganders affected by the COVID-19 pandemic. Self-employed workers and independent contractors who traditionally do not have access to unemployment insurance.

