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Home Builders Association of Michigan returns to Mission Point Resort in August



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PRESIDENT'S MESSAGE

ADD YOUR VOICE TO THE HOUSING INDUSTRY'S CALL FOR CHANGE



Dear Michigan Builder Readers,

As you review this edition of your state association's quarterly magazine, the one word that will keep jumping out at you is housing "attainability." The fact is the American dream, owning a home, is becoming harder and harder for the citizens of Michigan.

We build homes - homes that fill a need for the clients we work for, in the communities we serve. We create jobs. We create tax base. We impact thousands of lives during our careers. Today, that is under attack. As I scan through today's headlines, I read: "Housing Market at Inflection Point," and "Building Materials Prices Start 2022 With 8% Increase," and "Annual Inflation Hits 40 Year High." All of the headlines we're reading these days point to a couple of major concerns for us. Is homeownership becoming nothing more than a pipe dream for millions of Americans? Are we headed for another housing bubble burst to rival that of 2008? While economists forecast that we are not in imminent danger of the latter, the former is becoming a reality every day for more and more Michiganders that just want to acquire a better home for themselves and their families—but can't.

I urge you to find ways to engage in the politics of influencing those who can impact policies affecting our industry. We have some upcoming opportunities for you to engage. Your state association will be hosting an event on June 10th to hear from each of the candidates seeking to occupy the Governor's office. If you are unable to attend in person, we will also be using Zoom to live feed the event. We are also working on an opportunity to hear from Governor Whitmer at our summer convention. This is a pivotal election year, one that will weigh heavily on policy for years to come. Add your voice to the call for change, whether through a PAC donation or signing your name to the various calls-to-action your association sends you.

Our federal government has seen fit to throw an exorbitant amount of money into the air and let the states and local municipalities figure out where and how to spend it. I believe that it is imperative that we have a say on the spending that will, nonetheless, happen.

HBAM (that's us and our 5,000 members) has a seat at that table to help influence how housing policies may change in the years ahead and how federal dollars will be spent. Whether it is through the Housing Michigan or ARP Coalition you will read about in this issue, or our engagement in the code process that impacts every home that gets built, we're in there fighting for you and need your help. There are plenty of opportunities. Now, get involved! If you're not sure how, then call our staff at HBAM and they can point you in the right direction. Let's not let the American dream die. Let's get to work!

Jeremy W. Morgan
2022 HBAM President

"Coming together is a beginning; keeping together is progress; working together is success"



BE A LEADER OF THE PAC

FRIENDS OF HOUSING

The Friends of Housing Political Action Committee (FOH-PAC) is YOUR voice in the political arena. We pool donations from members like you, in order to support candidates and legislators who support pro-housing policies. As you can imagine, with so many offices on the ballot in 2022, there will be many legislators and candidates seeking our support. We want to make sure we have the tools necessary to help elect those who either have been, or will be, supportive of residential

construction and all of the issues that impact your industry and business.

So, what does 2022 look like by the numbers? Candidates seeking office had to file either their petitions or their filing fees by 4:00 p.m. April 19th, and had until Friday, April 22 to withdraw. At the time of Michigan Builders publication, this is what we knew:

Governor: Candidates seeking to run for governor had to file a maximum of 30,000 signatures, 15,000 are required to be valid,

by 4 p.m. April 19. After the April 19th deadline, other campaigns have seven days to challenge a candidate's petition signatures. People who sign the nominating petitions must be registered voters, they must provide all of the required information, and they aren't supposed to sign multiple candidates' petitions. There have been challenges to several candidate's signatures and the State Board of Canvassers must complete its canvass of the petitions by May 31 in order for candidates to be on the August primary ballot.

Here is the breakdown of who filed petitions (and the amount of signatures obtained)

Democratic	Gretchen Whitmer (seeking re-election)	30,000 petition signatures
Republican	Donna Brandenburg	19,500 petition signatures
Republican	Michael Brown	21,837 petition signatures
Republican	James Craig	21,000 petition signatures
Republican	Ryan Kelley	20,100 petition signatures
Republican	Michael Jay Markey, Jr.	21,862 petition signatures
Republican	Ralph Rebandt	16,342 petition signatures
Republican	Kevin Rinke	21,000 petition signatures
Republican	Garrett Soldano	20,200 petition signatures

Your Friends of Housing Political Action Committee can contribute \$71,500.00 to any candidate running for statewide elected office: think governor, attorney general, secretary of state, and state supreme court.

The offices of Attorney General, Secretary of State and State Supreme Court are up for election in 2022. These races will not be on the August ballot, but will be on the November general election ballot. Each political party nominates their candidates to run, which is why you won't see them on the August primary ballot.

Also, on the August primary ballot there will be 110 state house seats and

38 state senate seats up for grabs. Because redistricting took place after the 2020 census, legislators and candidates running will most likely be in new districts. There were 388 individuals (republicans and democrats) who had filed to run in those 110 state house seats. Your Friends of Housing Political Action Committee can contribute \$10,500.00 to any candidate running for state house. There were 116 individuals (republicans and democrats) who had filed to run in the aforementioned 38 state senate seats. Your Friends of Housing Political Action Committee can give \$21,000.00 to any candidate running for the state senate.

If you want to know more about the individuals running to be your voice in Lansing, make sure you sign up to receive the FOH-PAC newsletter. By signing up you will receive information on who is running, who has been endorsed by the FOH-PAC, and a little bit of "insider" information you might not hear in the mainstream media. You can sign up by scanning this QR code.



Your Friends of Housing Political Action Committee has set a goal of getting at least 420 member donors at the following club levels and we have some work to do:

C-Note Club (\$100.00)	Goal: 200 donors at \$100.00	Members to Date: 10
Executive Club (\$200.00)	Goal: 150 donors at \$200.00	Members to Date: 12
Inner Circle Club (\$500.00)	Goal: 50 donors at \$500.00	Members to Date: 5
Millennial Club (\$1000.00)	Goal: 20 donors at \$1000.00	Members to Date: 6

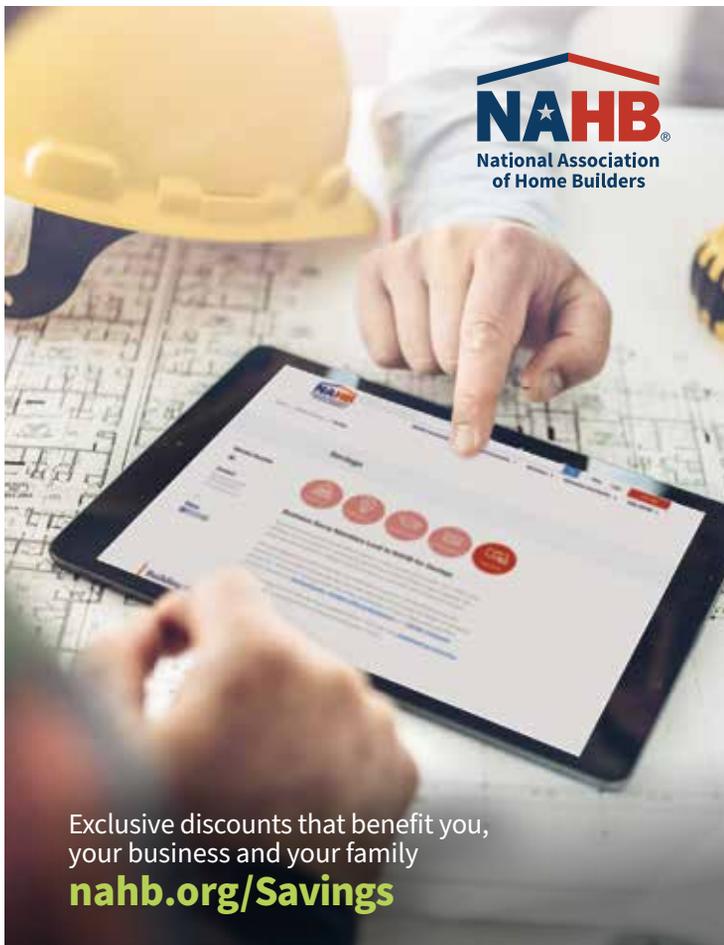
Continued on page 11

HBA Fight on Housing Attainability Extends to Proposed Michigan Energy Code Changes

The State of Michigan is considering the adoption of a new energy code that would add several thousand dollars of additional cost to newly constructed homes. Changes that would require R-60 ceiling insulation, among other things, are part of the package of proposed changes now under consideration. Your state association is opposed to several of the proposed changes. Why? To balance improvements in energy efficiency and housing affordability, a number of years ago your state association was involved in the passage of Michigan law that requires any energy code change to have a payback period of no more than seven years. Several of the proposed changes do NOT meet this test.

The State heard public comment on their proposed changes earlier this spring and are expected to move proposed changes forward by July. As part of this

public input, your state association submitted the letter below from its legal counsel, along with several studies pointing to concern about price escalations in housing. "Now, more than ever, is not the time to add yet another layer of cost to home construction in our state," said HBAM CEO Bob Filka during the final day of public comment. "According to a recent study, for every thousand-dollar increase in the cost of a house in Michigan, more than 5,400 households are priced out of being able to afford such a home. The proposed changes to our State's energy code, if adopted, will add several thousand dollars in cost to each new house. The irony of these proposed changes is that they are being branded as what is needed to help our state reduce housing's carbon footprint. To the contrary, these changes will result in fewer new, more energy efficient



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March 15, 2022

VIA EMAIL

GAIL A. ANDERSON
DAVID E. PIORSON
MELISSA A. HAZEN
GREGORY L. MCCLELLAND
(1950-2018)

Department of Licensing and Regulatory Affairs
Bureau of Construction Codes
2407 N. Grand River Ave
Lansing, MI 48906

Re: 2021 Michigan Uniform Energy Code; Administrative Rules Part 10

Ladies and Gentlemen:

I am writing on behalf of the Home Builders Association of Michigan concerning the proposed adoption of the residential provisions of the International Energy Conservation Code, 2021 Edition.

The provisions of the governing statute, the Stille-DeRossett-Hale Construction Code Act, MCL 125.1504(3), for energy conservation, direct that the code effectuate specific standards:

- (f) To provide standards and requirements for cost-effective energy efficiency that will be effective April 1, 1997.
- (g) Upon periodic review, to continue to seek ever-improving, cost-effective energy efficiencies.
- (h) To develop a voluntary consumer information system relating to energy efficiencies.

The term "cost-effective" is defined in section 2a, MCL 125.1502a:

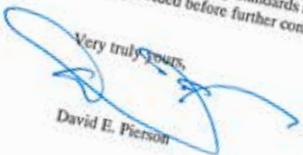
(p) "Cost-effective", in reference to section 4(3)(f) and (g), means, using the existing energy efficiency standards and requirements as the base of comparison, the economic benefits will exceed the economic costs of the requirements of the proposed rules based upon an incremental multiyear analysis that meets all of the following requirements:

March 15, 2022
Page 2

- (i) Considers the perspective of a typical first-time home buyer.
- (ii) Considers benefits and costs over a 7-year time period, assumed general rate of inflation.
- (iii) Does not assume fuel price increases in excess of the assumed general rate of inflation.
- (iv) Ensures that the buyer of a home who would qualify to purchase the home before the addition of the energy efficient standards will still qualify to purchase the same home after the additional cost of the energy-saving construction features.
- (v) Ensures that the costs of principal, interest, taxes, insurance, and utilities will not be greater after the inclusion of the proposed cost of the additional energy-saving construction features required by the proposed energy efficiency rules than under the provisions of the existing energy efficiency rules.

In other words, for a new code to be adopted, it must be shown to be "cost-effective" as that term is defined in the statute. As published online, the record provided by the Department to date includes only the Request for Rulemaking ("RFR") and a copy of "2021-48 LR Part 10, Michigan Uniform Energy Code (Strike & Bold)," is nothing more than the adoption by reference of the 2021 IECC.

HBAM and its members believe that whether the statutory standards are met is critical to Michigan housing. That information should be provided before further consideration of the adoption of the 2021 IECC.

Very truly yours,

David E. Pierson

DEP/caj

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homes being built and purchased. Families will be forced into older less energy efficient housing options," noted Filka. There are more than 4.6 million existing homes in our state that, on average, are more than 50 years old. Conversely, there are about 16,000 new homes built each year and current code requirements make these homes extremely energy efficient. "If our state wants to do something to really reduce housing's impact on the environment, our focus should be on creating incentives to update people's existing homes, not making it harder and more costly to increase new housing production." |

June 10th Governor Candidate Forum— ALL HBA MEMBERS INVITED (Free)

Your state association will be having a day-long forum on June 10th to hear from candidates running for Governor. There are a record 10 gubernatorial candidates running in the August Republican Primary. At the time this publication went to print, 7 of these 10 candidates had confirmed their participation in this HBA-ONLY event. **Registration is required.** Go to HBAofMichigan.Com to sign up.

Registration is limited to the first 150 members who sign up. Candidates will be speaking separately

throughout the day and attendees will have an opportunity to ask questions. This day-long event includes lunch, so we are asking attendees for a voluntary contribution to our Home Builders Who Care issues fund.

Our candidate forum will take place at the MSU Henry Center in Lansing starting at 9:30AM. Should you have any questions or need help registering, please send an email to Diana@hbaofmichigan.com or call your state association office at 517-322-0224. |



International Builders Show Recap

Nearly 500 Michiganders and some 42,000 professionals from the residential building industry attended the 2022 International Builders Show (IBS) in Orlando, February 8-10. And while many weren't sure what to expect with the return of such a large-scale, in-person event, the energy, excitement and packed aisles at the show demonstrated that our industry is still very much hands-on. Learning, networking and seeing new products in person and interacting with supplier representatives still matters! Exhibit space for IBS totaled 425,000 net square feet, where more than 800 exhibitors displayed the latest in building products and technology, organizers said. IBS also featured education—more than 110 sessions led by experts on a wide range of industry topics—awards, events, home builder trends and more.

“The attendance at this year's show exceeded our expectations and reflects the enthusiasm of the home building industry to collaborate and discover the latest products and technology solutions for their customers,”

said Geoff Cassidy, NAHB SVP of exhibitions and meetings. “Our top priority remained the safety of attendees and exhibitors throughout the show. We implemented a series of health measures [including on-site COVID-19 testing] that helped to ensure a safe and productive show.”

HBAM President Jeremy Morgan and Crew



Continued on page 10



While you're busy building communities, we're busy protecting them, and you.

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A big thank you to **DTE Energy** and the **Michigan Propane Gas Association** for sponsoring a unique and fun Michigan reception at the Chocolate Factory. Attendees got to sample numerous goodies and learn about the chocolate making process. The HBA of Michigan joined with Indiana and Illinois HBAs in hosting this awesome networking opportunity.

2022 Best of IBS Category Winners

- **Best Energy Efficient Product** - SPAN Gen 2 Smart Panel by SPAN
- **Best Home Technology Product** - SPAN Gen 2 Smart Panel by SPAN
- **Best Indoor Product** - Flush Pantry Door by Murphy Door
- **Best Kitchen & Bath Product** - Swidget 20/40/60 Control Switch by Swidget
- **Best Outdoor Product** - Decorative Screen Panels by Barrette Outdoor Living
- **Best Window & Door Product** - Panolock Multi-Point Lock by Endura Products
- **Most Innovative Building Material Product** - Evolve Stone by Evolve Stone
- **Most Innovative Construction Tool** - Timberline Solar Energy Shingles by GAF Energy |



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MICHIGAN PROPANE GAS ASSOCIATION



Continued from page 5

Please consider joining these members in being a Leader of your FOH-PAC (as of 4/25/2022):

Millennial Club Leaders of the FOH-PAC

- Tom Barber
- John Bitely
- Stan Sterk
- Dan Hibma
- Mathew Thomas
- L.R. Swadley

Inner Circle Club Leaders of the FOH-PAC

- John Bitely
- Michael Tobin
- Joseph Newman
- Chris Starr
- Matthew Lyster

Executive Club Leaders of the FOH-PAC

- Brett Cohen
- Joy Watts
- Bruce Heys
- Stuart Michaelson
- Stuart Michaelson (*your eyesight is fine, he donated twice!*)
- Jeff Grantham
- Jon Goldman
- Jeff Gale
- Todd Hallett
- Tim Banfield
- Tom Jaenicke
- Troy Cuvelier

C-NOTE Leaders of the FOH-PAC

- Richard Kaplan
- Jack Campbell
- Michael Kozuch (Kozuch) Properties, LLC
- Franklin Ridge Homes, LLC
- Carole Jones
- Karen Schroeder
- Norm Finkelstein
- Bernie Mein
- Aaron Hovestadt
- Michael Flory

You can make your voluntary personal donation in the form of a personal check, or a check from a company that is formed as an LLC, and mail it to: Friends of Housing Political Action Committee, 6427 Centurion, Ste 100, Lansing, MI 48917. Questions? Reach out to Dawn Crandall dawn@hbaofmichigan.com or call 517-322-0224. |

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HBA Statewide Gathering Returns to Mackinac Island

Remember when people's faces weren't hidden behind masks? Remember when the only "zooms" you heard happening were your child or grandchild playing with race cars near you? Remember when you gathered in person with other professionals in your industry to network and learn about industry trends and best practices? Remember when you could combine a business trip to Mackinac Island and a fun getaway with your spouse and/or family? The world has definitely changed and while some things may never be the same again, a face-to-face gathering among your HBA peers from around the state is back in 2022. The HBA of Michigan's Annual Meeting and Summer Convention will take place August 10-12 at Mackinac Island's Mission Point Resort.

This event is open to any and all. Registration is FREE for HBA members who are first time attendees. In addition to receptions, a luncheon and a spectacular dinner overlooking the straits of Mackinac, come learn more about what your state association is doing and hear from a great line-up of speakers that includes building industry expert Al Trellis, Sheriff Chris

Swanson, Governor Whitmer (invited) and others. With discounted ferry tickets, a litany of activities for your guests and a group room rate for the summer prime time season, why not make plans to come to the island. Make a connection, pick up an idea or two to make your business better and enjoy one of our state's most popular summer destinations.

Registration is now open. Go to HBAofMichigan.Com to register and learn more about our event details. One important warning related to making your lodging reservations: If you are planning to come or even if you think you will want to attend but aren't sure yet, **make a hotel reservation now. Don't get stuck without a place to stay.** The post-pandemic demand for rooms all across the island is extremely high. Many hotels are already filling up and our cut-off date for reserving a room at Mission Point is June 27th. Should you have any questions about this event, contact Diana Dixon at diana@hbaofmichigan.com or call our office at 517-322-0224.

We hope to see you and your HBA colleagues from around the state on the island later this summer! |



2022 HBAM Summer Convention

August 10 – 12, 2022 • Mission Point Resort • Mackinac Island



Christopher R. Swanson • Genesee County Sheriff

Opening Ceremonies • Sponsored by DTE

Thursday, August 11, 2022 • 9:00 am

Sheriff Christopher R. Swanson is a career police officer with experience spanning nearly three decades and oversees the fifth largest sheriff's office in the State of Michigan. During a time of volatile protest across the nation in response to the killing of George Floyd, Sheriff Swanson brought protesters and officers together. Those actions lead to a viral message of hope for the nation and the world. "They said march with us, so he did", David Muir, Anchor ABC World News.



Governor Gretchen Whitmer • Invited Speaker

Keynote Luncheon • Sponsored by MSHDA

Thursday, August 11, 2022 • 12:00 pm

Governor Gretchen Whitmer is a lifelong Michigander who is focused on getting things done that will make a difference in people's lives. She's an attorney, an educator, former prosecutor, state representative and senator. Governor Whitmer has remained focused on doing the right things: acting decisively, following science, and listening to the experts. Her leadership helped get the once in a century pandemic under control and laid ground work to rebuild Michigan's economy back stronger than ever.



Al Trellis • Home Builders Network

Meeting of the Members & Leadership Council Meeting

Sponsored by the Michigan Propane Gas Association

Friday, August 12, 2022 • 9:00 am

Al Trellis has 49 years of experience as a custom home builder and consultant for the home building industry. Trellis co-founded Home Builders Network which provides management consulting, marketing, residential design, and land planning for small to mid-sized home builders. He is the author of many books on residential construction including his most recent book, "Building with an Attitude". Trellis has consistently rated as one of the country's leading speakers at the NAHB International Builders Show.

REGISTER

www.hbaofmichigan.com

QUESTIONS

diana@hbaofmichigan.com • (517) 582-0972

Government Relations is About Building Coalitions – This One is About More Than Housing

A little over a year ago, the Housing Michigan Coalition launched its agenda on the steps of the state Capitol. Republicans and democrats from the House and Senate, joined the HBA of Michigan, the Grand Rapids Chamber of Commerce, the Michigan Municipal League, and Housing North to speak with one voice on the lack of workforce housing in the state of Michigan.

The lack of workforce housing impacts everyone in the state of Michigan. Our coalition consists of community, business and government organizations whose efforts support increasing housing supply and attainability. Why? As Senators Moss and Schmidt note in their op ed in this issue of Michigan Builder, enhancing the accessibility and affordability of homes strengthens communities, supports economic and job growth, and improves outcomes for ALL Michigan families. For the last year our Coalition’s focus has been driving consensus policy changes and discussions that can lead to positive outcomes.

Our voice has become louder and stronger as additional groups continue to join the Housing Michigan Coalition. Since our formation in April of 2021, we now have close to 100 groups and organizations that have joined our ranks. The Coalition has been actively pushing for adoption of an initial set of bills that would create new and/or expanded tools for local government to help attract needed missing middle housing.

All of the introduced legislation has common principals. The first is local control and that local units of government will be able to decide many of the terms of these housing initiatives, including affordability requirements, length of any credits and where they can be applied. This allows flexibility in decision making, allowing affordability targets up to 120% of the area median income (AMI) and the term length. All communities are not the same, and this allows these tools to be applied based on the local conditions and need. And finally, these tools will provide the most opportunities to support projects for residents who have difficulty obtaining market-rate housing, but have more income than would qualify for “affordable housing.” Our coalition’s goal is to increase the supply of housing where the demand is the highest and gaps have been identified.

So, how are we doing? Our legislative package

moved out of the senate with overwhelming bi-partisan support. Just within the past few weeks the following bills were heard in the House Committee on Local Government and Municipal Finance:

Senate Bill 362, which was introduced by Senator Winnie Brinks (D-Grand Rapids), allows a local government to negotiate on a 50% tax credit on real property tax. The applicant must meet affordability goals set by the local unit of government (up to 120% AMI, minimum of 30% of the units must be income restricted). There must be a minimum investment of \$5000, and the focus is on 4 residential units or less per parcel (a district can include multiple parcels). The applicant must conduct an annual income verification, and this is a tool for rentals only. Senate Bill 362 passed out of the senate with a vote of 28 to 7 with one excused vote. State Representative Terry Sabo (D-Muskegon) introduced **House Bill 4647**, which is the mirror image of SB 362.

Senate Bill 422, which was introduced by Senator Ken Horn (R-Frankenmuth), allows a local government to negotiate a 50% tax credit on real property tax. The applicant must meet affordability goals set by the local unit of up to 120% AMI, and there must be a minimum investment of \$50,000.00. The development must include 5+ residential units per parcel and it can include mix-used development. Senate Bill 422 passed out of the senate with a vote of 28-7 with one excused.

Michigan Household Income Distribution for 2022			
Income Range:		Households	Cumulative
\$0	to \$10,842	246,536	246,536
\$10,843	to \$16,264	163,482	410,017
\$16,265	to \$21,685	166,393	576,410
\$21,686	to \$27,107	192,364	768,774
\$27,108	to \$32,528	191,932	960,706
\$32,529	to \$37,950	198,768	1,159,474
\$37,951	to \$43,371	184,553	1,344,027
\$43,372	to \$48,793	183,777	1,527,804
\$48,794	to \$54,214	164,847	1,692,650
\$54,215	to \$65,057	321,386	2,014,036
\$65,058	to \$81,322	422,908	2,436,944
\$81,323	to \$108,429	525,851	2,962,795
\$108,430	to \$135,537	352,339	3,315,134
\$135,538	to \$162,644	227,474	3,542,608
\$162,645	to \$216,860	235,527	3,778,134
\$216,861	to More	229,222	4,007,356

State Representative John Roth (R-Traverse City) introduced similar legislation, **HB 4827**, in the State House.

Senate Bill 432, which was introduced by Senator Wayne Schmidt (R-Traverse City), allows a local government to negotiate a payment-in-lieu-of-taxes agreement for an affordable housing development. Again, the applicant must meet the affordability goals set by the local unit of government of up to 120%

AMI. And, the important part of this legislation is that the applicant is not required to have a state or federal funding component. Senate Bill 432 passed out of the senate with a vote of 29-6 with one excused vote.

Senate Bill 364, which was introduced by Senator Jeremy Moss (D-Southfield), expands the ability to use enterprise neighborhood zones to all cities, townships and villages. The local government would set a district where the tax

rate is equal to ½ the prior year for 6-15 years. The district can include homes, condos and mixed-use. Language was added to promote infill development and prevent this being used to unintentionally incentivize sprawl. An eligible district must encourage compact development and contain 5+ units an acre. It also must be adjacent to existing development, utilizing existing infrastructure and have access to sewer and water service. Senate Bill 364 passed out of the

Continued on page 16

Michigan Households Priced Out of the Market by an Increase in Interest Rates, 2022

Mortgage Rate	Median New House Price	Monthly Mortgage Payment	Taxes and Insurance	Minimum Income Needed	Households That Can Afford House	Change in Households	Cumulative Change
1.50%	\$350,069	\$1,201	\$528	\$74,094	1,758,383		
1.75%	\$350,069	\$1,242	\$528	\$75,829	1,713,250	-45,133	-45,133
2.00%	\$350,069	\$1,283	\$528	\$77,598	1,667,254	-45,996	-91,129
2.25%	\$350,069	\$1,325	\$528	\$79,400	1,620,406	-46,848	-137,977
2.50%	\$350,069	\$1,368	\$528	\$81,234	1,572,716	-47,690	-185,667
2.75%	\$350,069	\$1,411	\$528	\$83,100	1,535,933	-36,783	-222,450
3.00%	\$350,069	\$1,456	\$528	\$84,998	1,499,124	-36,809	-259,259
3.25%	\$350,069	\$1,501	\$528	\$86,926	1,461,716	-37,408	-296,667
3.50%	\$350,069	\$1,546	\$528	\$88,885	1,423,718	-37,998	-334,665
3.75%	\$350,069	\$1,593	\$528	\$90,873	1,385,141	-38,577	-373,242
4.00%	\$350,069	\$1,640	\$528	\$92,891	1,345,995	-39,146	-412,388
4.25%	\$350,069	\$1,687	\$528	\$94,938	1,306,293	-39,702	-452,090
4.50%	\$350,069	\$1,736	\$528	\$97,013	1,266,045	-40,248	-492,338
4.75%	\$350,069	\$1,785	\$528	\$99,115	1,225,264	-40,781	-533,119
5.00%	\$350,069	\$1,835	\$528	\$101,244	1,183,962	-41,302	-574,421
5.25%	\$350,069	\$1,885	\$528	\$103,400	1,142,151	-41,811	-616,232
5.50%	\$350,069	\$1,936	\$528	\$105,580	1,099,844	-42,307	-658,539
5.75%	\$350,069	\$1,987	\$528	\$107,786	1,057,054	-42,790	-701,329
6.00%	\$350,069	\$2,039	\$528	\$110,016	1,023,946	-33,108	-734,437
6.25%	\$350,069	\$2,092	\$528	\$112,270	994,653	-29,293	-763,730
6.50%	\$350,069	\$2,145	\$528	\$114,547	965,062	-29,591	-793,321
6.75%	\$350,069	\$2,199	\$528	\$116,846	935,182	-29,880	-823,201
7.00%	\$350,069	\$2,253	\$528	\$119,166	905,021	-30,161	-853,362
7.25%	\$350,069	\$2,307	\$528	\$121,507	874,588	-30,433	-883,795
7.50%	\$350,069	\$2,363	\$528	\$123,869	843,892	-30,696	-914,491
7.75%	\$350,069	\$2,418	\$528	\$126,250	812,941	-30,951	-945,442
8.00%	\$350,069	\$2,474	\$528	\$128,650	781,743	-31,198	-976,640
8.25%	\$350,069	\$2,531	\$528	\$131,069	750,308	-31,435	-1,008,075
8.50%	\$350,069	\$2,587	\$528	\$133,505	718,642	-31,666	-1,039,741
8.75%	\$350,069	\$2,645	\$528	\$135,959	688,692	-29,950	-1,069,691
9.00%	\$350,069	\$2,702	\$528	\$138,428	667,968	-20,724	-1,090,415
9.25%	\$350,069	\$2,760	\$528	\$140,914	647,110	-20,858	-1,111,273
9.50%	\$350,069	\$2,819	\$528	\$143,415	626,124	-20,986	-1,132,259



senate with a vote of 29-6 with one excused vote. State Representative Kyra Bolden (D- Southfield) introduced similar legislation **HB 4646** in the State House.

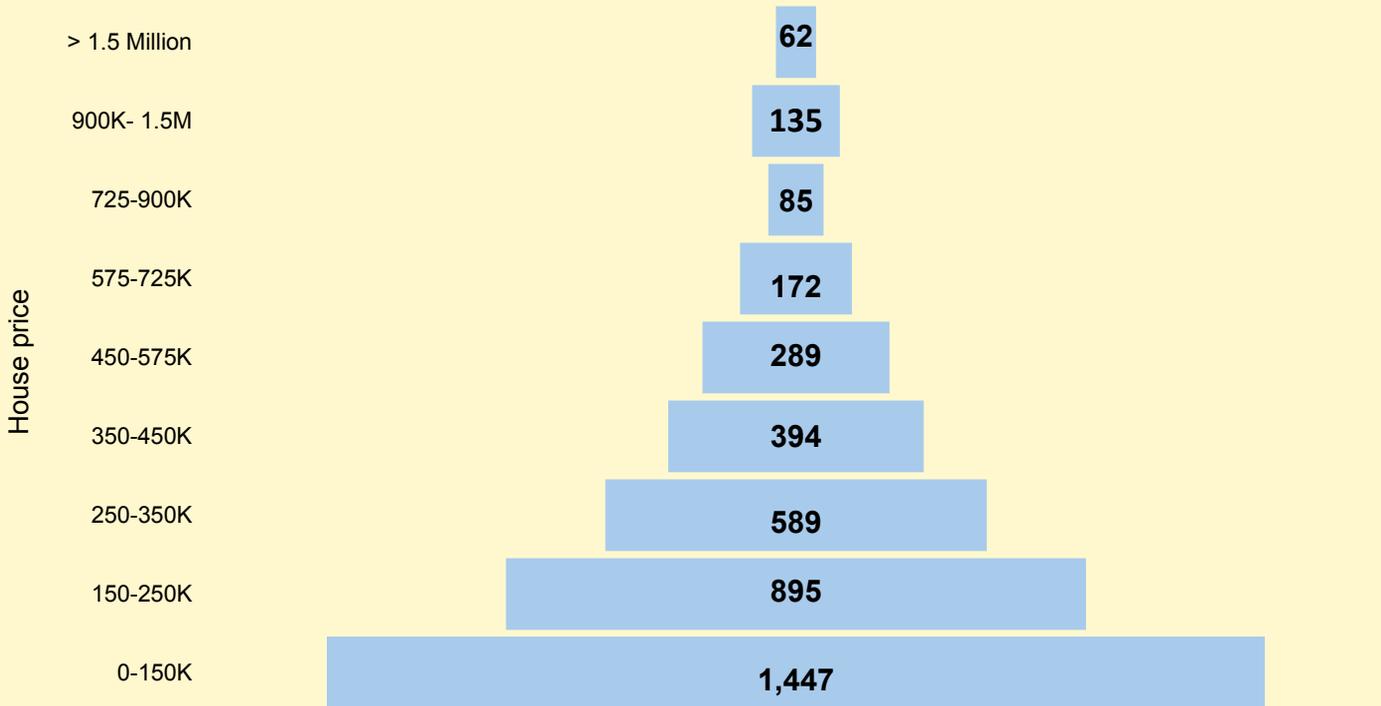
These bills are being heard in the Committee of Local Government and Municipal Finance in the House. A hearing was held on April 27, and a vote out of committee

is anticipated in early May with a subsequent vote of the full House. Once these bills pass the House, they will need to go back to the Senate for a concurrence vote before being sent to Governor Whitmer.

This will not mean an end to our Coalition's work. There are more bills to move and the Coalition

is also working on having funds appropriated that would support employers who want to help provide housing assistance to their employees, as well as directing funds to more rental and down payment assistance for first-time homebuyers. Stay tuned. The Coalitions work will continue to snowball. |

Michigan Households (in Thousands) by Highest Priced Home They Can Afford Based on Income: 2022



Source: Calculations by the National Association of Homebuilders Housing Policy Department, based on income data from the 2019 American Community Survey, U.S. Census Bureau





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Senators: Michigan Legislature Must Deliver on Attainable Housing

Sen. Jeremy Moss and Sen. Wayne Schmidt

Housing stability impacts all of us — working families seeking affordable homes, local employers looking to recruit new talent, and Michigan communities trying to maintain strong and safe neighborhoods.

But more than half of Michigan households, or nearly 2.1 million families, cannot afford a home priced above \$250,000.

This affects all regions of Michigan: from the northern Lower Peninsula — which needs more than 15,000 units — up to the tip of the Upper Peninsula, down to Kent and Ottawa counties in West Michigan — seeking more than 37,000 additional units — and back across to Southeast Michigan, where Detroit and its inner-ring suburbs are in dire need of housing renewal.

Unfortunately, it is estimated that fewer than 20,000 single-family homes will be built this year and that there will not be enough rental and other types of units constructed to meet the need for affordable housing. And, when those who cannot find housing in their desired price range are forced to look elsewhere for something less costly, bidding wars drive up the value of units within the desired range. This effect snowballs, and eventually those Michigan households with the least resources are left with no acceptable options.

After a hard day's work, every Michigander should be able to return to a safe place that they can call home.

In addition to the personal and family benefits of having a secured living space, adequate housing is an economic and community development asset that provides quality of life to residents and fosters healthier communities.

It also has far-reaching effects like boosting student achievement, increasing access to employment, improving equitable outcomes and more.

The creation of more housing opportunities at all price points is essential to supporting the expansion and attraction of better-paying jobs in Michigan.



Workforce housing is one strategy that can be harnessed to strengthen the relationship between businesses and their employees in a meaningful way, and that can also yield important returns on investment for the state's economic health in the process.

This is an important issue for all Michigan communities and it's why we, along with a number of our colleagues from both sides of the aisle, joined the Housing Michigan Coalition.

This group of community, business and government organizations is focused on increasing housing supply and affordability, including "workforce housing" — priced between 60 percent and 120 percent of area median income — through locally controlled and flexible tools.

Our bipartisan package of bills amplifies existing programs or incentives, like the Neighborhood Enterprise Zone Act or payment in lieu of taxes (PILOT), and creates new programs, such as the Attainable Housing Facilities Act, to provide local governments with a toolbox to incentivize the creation and retention of attainable housing.

This will make it easier for builders to partner with communities to provide housing to meet local needs, giving residents the security that comes with having a dignified place to live.

We agree: our housing crisis is big. It's complicated. It will be solved one step at a time, but we must make progress because Michigan residents deserve affordable housing options and secure places to live.

The legislation we introduced promotes essential and innovative programs that address the area of greatest need and provide the adaptability local governments and businesses seek.

We urge our colleagues to join us in prioritizing these housing solutions.

Sen. Jeremy Moss, D-Southfield, represents the 11th District in southern Oakland County. Sen. Wayne Schmidt, R- Traverse City, represents the 37th District, which includes the northern Michigan counties of Antrim, Charlevoix, Cheboygan, Chippewa, Emmet, Grand Traverse, Luce and Mackinac. |



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- ✓ **Creating a Marketing Plan**
- ✓ **Creating a Sales Plan & Process**
- ✓ **Recruiting & Maximizing Team Engagement**
- ✓ **Increasing Gross Profits, Cashflow, & Margins**
- ✓ **Understanding & creating KPIs (Key Performance Indicators) + a Company Dashboard**
- ✓ **Creating & Documenting Overall Company Systems + Processes**

Through their six step Business Diagnostic & Plan of Actions (BPA), the SBGP Team identifies what is working, notes what is not, asks you a litany of questions, disseminate and fully documents everything that is discovered. Finally, they conduct DISC Profile and Motivational Assessments with you and up to 5 members of your management team (including a team "scatter chart") and blend the results into your BPA. These assessments are also compliments of the Michigan Builders Association, to truly personalize your plan.





See why more and more Michigan builders are warming up to propane water heaters

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