

Doug Carr

From: Doug Carr [lacey@glhba.ccsend.com] on behalf of Doug Carr
Sent: Monday, May 11, 2009 10:14 AM
To: Doug Carr
Subject: The Tool Box From GLHB&RA

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The Tool Box

A Weekly Publication for Members & Friends
 May 11, 2009

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Dear Lacey,

Governor begins to get serious about budget cuts...



Governor Granholm is finally getting serious about making some cuts to the state budget. Last week she issued [an executive order](#) with some \$349 Million in reductions. The legislature signed off on it. At first glance, it appeared as though there weren't too many favorites. The cuts affected most departments, local government, community health and prisons. State workers will be asked to take six days off without pay. One state worker was quoted in the Lansing State Journal saying that she didn't understand why. "Wouldn't it make sense to raise taxes instead?" she asked. NO! It does not make sense. If there is a \$1.3 Billion deficit it does not make sense to raise taxes! It is time to make cuts. Now we just have another billion to go before October.



State Budget Issue Likely To Delay Housing Fix

Because the looming state budget issue is so pressing, it is likely to consume most of the legislature's time through the summer. There will be lots of haggling over which areas can be cut further and which ones should be allowed to stay intact. That means a "fix" for housing like any type of tax incentive toward a purchase, etc. will likely get pushed to the back burner for the next several months.

Appraisal Problem May Hang Around Awhile

I recently heard from three different builders about deals that fell through on new construction because the appraisal came back way less than the cost to build. Differences from \$30,000 to \$100,000 are the norm. After lots of discussions with banks, appraisers and others, the conclusion is that the rules and guidelines are established by the investors. They

Featured Member
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**Golfers:
Save The
Date!
July 14**



Hawk Hollow!

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information!
323-3254

are largely an unidentifiable group known commonly as "Wall Street." They establish guidelines under which they will purchase mortgages that the banks in turn must follow. Until their guidelines change we will be stuck with appraisals that are based on the undervalued foreclosure down the street or until the inventory works its way down and values come back in line with some measure of realism.

[Email me your thoughts](#) anytime!

Doug

CEO, GLHB&RA

Dates & Events To Remember:

May 13 [RC Mtg: Rycus Flooring & The Kitchen Shop](#)

May 20 GLHB&RA Board Meeting

May 25 GLHB&RA Office Closed: Happy Memorial Day!

May 27 Parade Builder Breakfast 8:30 - 10:00 AM

May 30-31 First Weekend Parade Homes Open

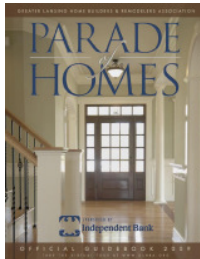
Jun 4-7 Second Weekend Parade Homes Open

Jun 9 RC Summer Outing: Lansing Lugnuts \$8/person

Jun 11-14 Third Weekend Parade Homes AND Remodeled
Projects Open

Jul 14 [GLHB&RA Golf Outing](#), Hawk Hollow

**Attention Parade Builders: Pick-Up Day
With Breakfast Wed May 27th!**



All Parade Builders should plan to stop in to the GLHB&RA office on the morning of Wednesday May 27th between 8:30 - 10:00 AM. This day has been set aside for you to pick up your Parade guidebooks, signs and tickets for your Parade Home. This is the only scheduled time to pick up! Some delightful breakfast snacks will be on hand for you and your employees. Be sure to stop

in that morning! The office is at 6240 W. Mt Hope Hwy.

**Thank You to Independent Bank For
Sponsoring the 2009 Parade of Homes!**



Independent Bank

**Remodeler Council Summer Outing:
Lansing Lugnuts June 9th**

The Remodeler Council has plans to launch into the summer with a fun outing to a Lansing Lugnuts game. Bring your crew, bring your family!

Join your RC friends for a fun night of

\$1 hot dogs to cheer the Lugnuts on when they play the West Michigan Whitecaps! GLHB&RA will reserve a block of seats.

The cost is just \$8 per person. The [ticket order form](#) is on the





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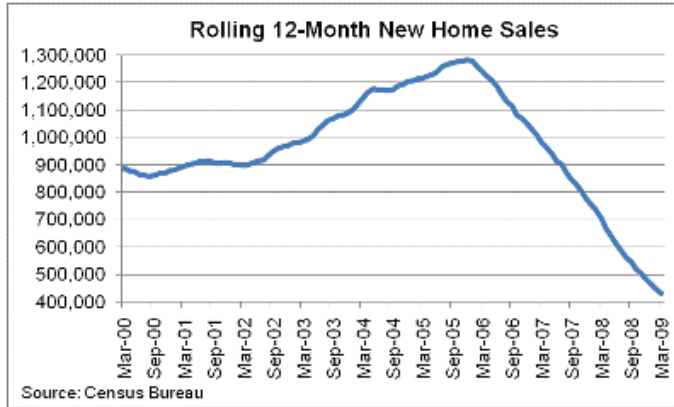
Earn Safety Credits
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Call The GLHB&RA
Office for the
names of endorsed

[GLHB&RA website](#). Payment must accompany the order form and be in to the GLHB&RA Office by May 29th. Call Doug for more information, 323-3254.

Home Sale Headlines Can Be Misleading

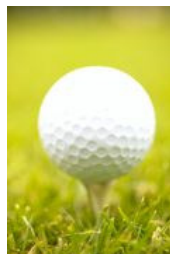


According to Real Estate Consulting Expert John Burns, headlines can be misleading. The reason is reporters don't always take the time to do an in-depth analysis. According to Burns, home sales should be analyzed on a 12 month rolling basis. On [his website](#) he is reporting that sales volumes have not bottomed out yet, contrary to national reports to that effect. The chart above illustrates this.



GLHB&RA Golf Tee'd Up & Set to Go!

Our economic situation may be a little slow, but that's not going to stop GLHB&RA members from having fun for one day at the annual golf outing! It's set to happen on Tuesday, July 14 at Hawk Hollow in Bath. Now is the time to [send in your reservation](#). Member rates are \$400 for a foursome or \$100/single. Non-members are \$480 for a foursome or \$120/single. The cost includes 18 holes of golf, lunch and dinner.



Thank you to the following Associate Members who have already signed up to sponsor a hole: Commercial Blueprint, Eaton Federal Savings Bank, Greenstone Farm Credit Service, Paul Davis Restoration & Remodeling, Rural Gas & Appliance and The Kitchen Shop. If you would like to sponsor a hole, [download the attached form](#). Fill it out and fax back to the GLHB&RA Office. Or call Lacey at 323-3254.

Partial sponsorships are also available for the entire event. For more information: [click here](#).

GLHB&RA And LCN Offer Special Rates for Parade Advertising Insert


agents near you!
517-323-3254

Save 22% With Verizon



One very good reason to be a member of the Greater Lansing Home Builders And Remodelers Association! Call **Corey Fulton** for Details 517-927-0500

Webinar Of the Week:
"How To Build Rapport BEFORE You Build The Home!"



Melinda Brody
Six Time Marketing Award Winner

How To: Build Instant Rapport; Have a



The Lansing Community News is offering low cost ad rates on a Special Edition Insert to help GLHB&RA promote the 2009 Parade of Homes. The insert will be published in all 13 editions of the May 31st Lansing Community Newspapers. It reaches nearly 150,000 households. The insert will include a listing of all the Parade Homes as well as general information about the Parade of Homes.

GLHB&RA members can advertise in the insert for as low as \$165. For more information about placing an ad in the insert contact Anna Trudell at 517-377-1167.

DeWitt Township Combines Planning & Building Departments

DeWitt Township recently consolidated their Building and Planning Departments into one Community Development Department. The reorganized Department is headed up by newly hired Rich Trent. According to Trent the reorganization helps reduce costs for DeWitt Township. Builders and remodelers should not see any change in the level of service.



Energy Rebates Coming Soon From Consumers Power for Upgrades

Back in the fall of 2008 the Michigan legislature passed a law that required Michigan utilities to develop a [comprehensive plan](#) that assured the optimization of energy in the state. Consumers Energy has been ironing out details with the Michigan Public Service Commission. Both are getting ready to announce the plan. It will be good news for both home owners who are ready to remodel an home buyers that add upgrades.



For new homes, high Energy Star ratings will qualify for cash rebates of \$500 to \$1000. On remodel projects, upgrades on everything from light bulbs, to water heaters, furnaces, insulation, doors, windows and more will bring back cash incentives. Consumers Energy is even considering working with local banks to provide low-interest financing to encourage these upgrades. This is a very significant program to keep an eye on. Once it is announced later this summer, it will be a big boost for the remodeling industry!

Want to Help Recruit New Members? Learn More & Attend This Training!

Want to have fun and help the Home Builders at the same time? Helping GLHB&RA recruit new members is one way to do that. It's a great way to network, meet new people and have a great time. The GLHB&RA Membership TEAM will be attending a training day hosted by the National Association of



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Results;
Ask the Single Up-
front Question that's
A Must!

**Listen & Learn For
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**Wednesday
May 13
2:00 PM**

**You Must Register
Over The Web
With GLHB&RA's
Business Partner
by clicking here:
[Builder Radio](#)**

Home Builders on May 12th. Anyone interested in joining the Membership Committee and learning how to recruit is invited. The event will be held in the Lansing area. Want to attend? Mark your calendar: 9-4 PM. Location: South Lansing Church of Christ, 6300 Aurelius Rd. Call Cindy at 323-3254 for more information.

Carpenters Needed

Local Builder/Remodeler is looking for carpenters to hire. Only experienced should apply. Inquire by phone at 517-881-9871 ask for Mike, or by e-mail to: michael@cbdecks.com.



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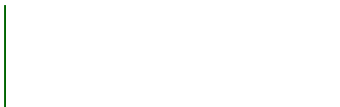


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