



Home Builders Association of Western Michigan
5700 West Michigan Avenue
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www.kalamazoohomepage.com

The Home Builders Association of Western Michigan (HBA) presents the Kalamazoo Attainable Homes (KAHP) Partnership in partnership with Kalamazoo Neighborhood Housing Services (KNHS) and LISC (Local Partnerships Support Corporation), building quality attainable homes in underserved neighborhoods on Kalamazoo

Program information:

The HBA of Western Michigan is proud to partner with KNHS and LISC to build 8-12 new homes per year for the next 10 years in underserved areas of Kalamazoo. All HBA members will have the opportunity to engage in the KAHP project.

For more information about how the KAHP program formed, see the attached informational PowerPoint deck.

KAHP program workflow:

- LISC provides funding for each KAHP project home.
- KNHS in cooperation with LISC, Kalamazoo County Land Bank (KCLB) and HBA identify the best available lots for KAHP construction.
- KNHS purchases KCLB lots with project funding from LISC flowing through KNHS.
- HBA builders will be selected to construct the home on KNHS owned lots
 - All HBA builders can apply to build a KAHP home
 - HBA provides plans and budgets for the KAHP homes with consultation from LISC and KNHS.
 - When appropriate, local neighborhood associations will have the opportunity to provide input on the plans and designs of the home(s).
 - Selected HBA builders must use home plans provided and use HBA member contractors and suppliers whenever possible.
 - Selection of member contractors and member suppliers is up to the builder unless specific KAHP program partners, products or services are specified.
 - All design and product specs must be adhered to.
 - Builders will enter into a contract with KNHS to build the specified KAHP home and floorplan using the standard HBA of Western Michigan construction and warranty templates.
 - Builders will be paid \$15,000 for each KAHP home constructed.
- KNHS is ultimately responsible for the sale of the home and any carry costs, but HBA and other partners will assist.
- LISC will provide resources for homebuyers with appraisal gap coverage

Mission Statement

The Home Builders Association of Western Michigan exists so that members of the residential construction industry can conduct their business ethically and efficiently to provide our communities with safe, quality, attainable housing, and to promote home ownership



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Why is the HBA doing this?

First and foremost, it's the right thing to do. The Partnership aligns with our mission and expands our reach into neighborhoods where the HBA hasn't been engaged in many years. We can change lives and have a positive long-term impact in these neighborhoods.

Secondly, it's an opportunity for the HBA to become a well-known, significant partner in the revitalization and economic growth of Kalamazoo neighborhoods. The HBA will work with local media and service organizations to ensure the Partnership gets widespread and consistent coverage. This high-level of exposure should increase the number of homeowners in Kalamazoo that "Think HBA First" when they're looking to maintain, upgrade, remodel or build a new home.

The HBA also plans to tie in our workforce development programs. KAHP homes can provide a 'living lab' for students and individuals looking to enter the skilled trades and residential construction. From our Minority Contractors licensing program with the City of Kalamazoo and the Foundation for Excellence, to local CTE students, MCTI pre-apprentice certificate students and other programs, the KAHP project can provide valuable hands on experience.

What's in it for the Member?

Most obviously for the builder is \$15,000. This isn't as much as builders typically net from a home, but this project is primarily about giving back. The extensive marketing and communications for the KAHP project will provide exposure that's hard to come by and would be extremely expensive. HBA builder members, sub-contractors and suppliers will be the star of the KAHP show, headlining and speaking on behalf of the project. A participating member could expect greater name recognition in the community and increased goodwill throughout Western Michigan as a result of participating.

For associate members, it's an opportunity to do what they do best – quality contracting, services and products for KAHP homes. HBA members of all kinds will be given preference for every aspect of KAHP home construction.

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KAHP Project Builder Application Process

1. Attend a KAHP informational meeting
2. Carefully consider the requirements and expectations of all KAHP partners
3. Complete the HBA KAHP Application Form
4. Independent representatives from the HBA and KAHP Partners (KNHS and LISC) will review applications and finalize the selection process and selected builders. It is important to the HBA that this process is conducted with the utmost fairness and transparency. It is expected that all interested and qualified builders will be able to participate.
5. Throughout the build process and afterward's, all participating builders are required to be an active member in the continuous improvement process in building KAHP homes. The questions on the application below address these expectations.

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KAHP Project Application Form

Builder Company Name: _____

Primary contact(s) name: _____

Preferred KAHP contact information:

Office Telephone: _____ Mobile: _____

Email: _____

Please answer the following questions to the best of your ability. For yes/no questions, please feel free to offer any comments or additional information to your answer.

- **Why are you interested in building a KAHP home?**

- **In general, would you be able to complete a KAHP home within 120 days – contract signing to completion? If not, what would cause greater time (other than weather or other complications beyond a builder’s control)?**

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- Even though you may have non-member subcontractors and suppliers that you routinely work with, *it is expected KAHP builders will use HBA members or encourage your typical providers to join the HBA prior to working on a KAHP home. Are willing to meet this expectation?*

- With the goal being to construct QUALITY, ATTAINABLE homes, it is expected that KAHP builders, contractors and suppliers will constantly look for opportunities to increase quality without increasing costs, or lower costs without decreasing quality. **Do you agree to be very diligent in supporting this continuous improvement effort, and if so, how do you anticipate you would do so?**

- **Are you comfortable working with a pre-set budget for each element of a KAHP home and when applicable, using pre-determined materials, products or services from KAHP program partners when requested?**

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- **Will you be willing to be a spokesperson and representative of the KAHP project, and actively and openly support the need for investment in underserved neighborhoods and quality attainable housing overall?**

- All HBA builder members are very busy people. **How would you manage to integrate a KAHP home into your already busy production schedule?**

- Final draws will be released following a mandatory review meeting at which time the builder is expected to report on any possible area for improvement and fully disclose and report all financial details. Providing this detailed information is critical to the long-term viability of the Partnership. **Are you willing to fully disclose and share all details relating to the build for the purpose of further refinement and improvement of building KAHP homes?**

- **Is there anything else you'd like to share about your ability and qualifications to be a KAHP builder?**

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