

# Condo developers told to develop good timing

Proper timing, thorough research and knowledge of applicable regulations are among the most crucial considerations for owners or developers involved in apartment-to-condominium conversions.

The information was offered by three experts — two real estate attorneys and a condominium developer — at a recent seminar sponsored by the Farmington Hills-based Apartment Association of Michigan. Edgar Fenton, AAM president and developer of many apartment communities, said condo conversions can be one of the most difficult real estate ventures for owners and developers because of the number of factors involved. "Anyone considering such an investment should take a good, hard look at what's involved," he advised. "It pays to do your homework."

Price, location and building design are among considerations that were cited by Peter Cubba, president of Michigan Condominium Corp. of St. Clair Shores. He added that developers should carefully consider condition, design and location of apartments before deciding on conversion.

**MOST IN** demand are units with two bedrooms and two baths, Cubba said. And 60 percent of sales are to "empty nesters" in the 45- to 55 age group. "These are people who want the equity and security of owning a dwelling, but not the maintenance worries," Gerald Rowin, attorney and partner in the law firm

of Rowin & Sparrow in Bloomfield Hills, suggested developers make a full-scale commitment to the condo conversion project once the proper groundwork is in place. Certain improvements such as curbs, landscaping and general appearance of buildings should be made before offering units for sale. "A fully decorated model also is necessary," Rowin said. "In other words, you should be able to say 'What you see is what you get.'"

He also noted that it pays to go out of your way to ensure that early buyers are satisfied, as prospective customers are likely to talk with current residents before making a decision to purchase.

**ATTORNEY WILLIAM** Myers of Detroit-based Dykema, Gossett, Spencer, Goodnow & Trigg noted that Michigan statutes relating to condo conversions are complex. Developers must notify seven public agencies before creating any project. And current apartment tenants have specific rights concerning notification of the intention to convert.

Developers also should be sure to comply with Fannie Mae and Freddie Mac regulations, he said, so that financing will not be a problem.

The optimal size complex for a conversion project is 40-50 units, the panel said. And attempting conversion of a complex with more than 100 units is especially difficult.

# Motivation, networking noted

This month, Metrovision's cable TV show, "Chamber Perspectives," will discuss two topics of interest to those who are serious about achieving personal and professional success.

The first program is titled "Networking for Success" and features Key Britten, owner of Key Britten Associates; Andrea Harris, president of the National Association of Women Business Owners; and Charlene Manoul, president of Success Development Corp.

Britten is a well-known consultant, speaker and corporate trainer on the topics of communication and presentation skills building. She will share the "do's and don'ts" associated with making the most of oneself as part of the networking advocates. She will discuss their experiences relative to building one's "network."

Program two features Mike Wickert, Detroit's own "Mr. Motivation," Daron Powers and Don Tocco. They will discuss "Growth Through Goals." All will share their personal experiences and how their personal relationships with one another provided the support needed to make their dreams a reality.

We encourage you to write us, in care of this column, with your com-

## chamber perspectives

ments and suggestions regarding the "Chamber Perspectives" series.

### PROGRAM SCHEDULE

#### CHANNEL 12

- June 14 - 7:30 p.m., "Networking Through Goals."
- June 16 - 2 p.m., "Networking Through Goals."
- June 21 - 7:30 p.m., "Growth Through Goals."
- June 23 - 2 p.m., "Growth Through Goals."

- June 28 - 7:30 p.m., "Networking Through Goals."
- June 30 - 2 p.m., "Networking Through Goals."
- July 5 - 7:30 p.m., "Growth Through Goals."
- July 7 - 2 p.m., "Growth Through Goals."
- July 12 - 7:30 p.m., "Networking Through Goals."
- July 14 - 2 p.m., "Networking Through Goals."



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## C'ville to start day care

By Kevin Brown  
staff writer

groups at Grandview Elementary, beginning Sept. 1.

Day care service in the Clarenceville School District will begin this fall, as the Board of Education approved the program June 2.

"What we're basically looking at is providing a service to the community," Superintendent Michael Shilber said.

The district, which includes southeast Farmington Hills, aims to break even on the operation, he said.

**PLANS ARE** to accommodate 40 children, including those age 3-5 and "atchiky" youngsters, at Botsford Elementary, and 20 from both

the latchkey program — for working parents of young, school-age children — will be offered in conjunction with the school schedule.

Priority will be given to children who live in the Clarenceville district, and to district staff, Shilber said.

**PUBLIC NOTICE**  
CITY OF FARMINGTON  
ANNUAL BUDGET OPEN FOR INSPECTION

On Monday, June 6, 1988, the Farmington City Council enacted the City's Budget for the Fiscal Year 1988-89. A Summary of the enacted budget, showing information supporting the budget actions taken by the Council, is available for public inspection in the Office of the City Clerk, Farmington Municipal Building, 23600 Liberty Street, Farmington, Michigan, Monday through Friday, 9:00 a.m. to 4:30 p.m.

JOSEPHINE M. BUSHEY,  
City Clerk

Published June 14, 1988

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**CITY OF FARMINGTON HILLS**  
SUMMARY OF PROCEEDINGS  
REGULAR CITY COUNCIL MEETING  
JUNE 13, 1988

Mayor Soronen opened the regular meeting of the Farmington Hills City Council on June 13, 1988 at 7:30 p.m. Members present: Mayor Soronen, Mayor Pro-Tem Steve Altabach, Polan, For, Marks, and Vagstad. Others present: City Manager Costik, City Clerk Reynolds, Assistant City Manager Call, Director of Department of Public Services Biasoli, and City Attorney Bibeau.

Council approved the agenda, as amended.

Mayor Soronen proclaimed June 14, 1988 as Flag Day in Farmington Hills. Council accepted Attorney's Report concerning pending litigation and zoning matter.

Council approved demolition of 28500 Herndonwood, pursuant to Section 20.140 of the City Code.

Council enacted and authorized summary publication of Ordinance C-20-88 to add a Historical Site to Chapter 3, Article IV, of the City Code (Historical Site No. 16 - Mark Arnold House, 28490 Drake Road).

Council enacted and authorized summary publication of Ordinance C-21-88, an amendment to the House Moving Ordinance.

Council enacted and authorized summary publication of Ordinance C-22-88, an amendment to the Uniform Traffic Code (school buses loading and unloading).

Council adopted Fiscal 1988-89 General Fund, Special Revenue Funds, Debt Service Funds, Building Authority and Capital Improvement Fund Budgets and agreed to set the Fiscal 1988-89 tax rate at \$2,4000 mills.

Council approved request of Allocated, Incorporated, for issuance of a new Class C License and Sunday Sales permit to be located at 39205 East River, Farmington Hills (Pepper Square Shopping Center).

Council agreed to continue its participation in the Senior/Handicapped Transportation Program.

Council authorized City Manager to issue a purchase order to All-Type Truck Body Repair of Ferndale, Michigan in the amount of \$6,348.00 for repair and painting of the city's snowmobile.

Council agreed to preliminary designation of Halsted between 12 and 13 Mile Roads, Halsted between 13 and 14 Mile Roads, and 13 Mile Road between Drake and Halsted Roads as Natural Beauty Roads.

Council approved contract documents Federal Project IDR 696-8(159) Contract No. 88-0478 for planned improvements to 6969.

Council awarded contract to P & R Contracting, Incorporated, for paving of Drake Road from Eleven Mile to I-696 in the amount of \$1,775,14.00.

Council awarded contract in the amount of \$773,391.40 for the Nine Mile and Farmington Road and Ten Mile and Research Drive Intersection Improvement Program to Tiseo Paving Company.

Council approved payback for Rock Ridge Lane Sanitary Sewer Extension.

Council approved employment of the following persons to the Special Services Department, pursuant to Article X, Section 10.01.A of the City Charter:

Jacquelyn Dyer, Dan Kelly, and Scott Drobot

Council re-approved request of Nippon Kai West, Incorporated, for issuance of a new Class C License with Sunday Sales to be located at 32443 North-western Highway, Farmington Hills.

Council approved the minutes of May 23, 1988, as amended.

Council agreed to hold executive session to discuss property acquisition immediately following the meeting.

Meeting adjourned at 11:17 p.m.

Published June 18, 1988

JODY SORONEN, Mayor  
JOAN REYNOLDS, City Clerk

**CITY OF FARMINGTON**  
COUNCIL PROCEEDINGS  
(Summary)

A regular meeting of the Farmington City Council was called to order by Mayor Tupper at 8:00 p.m. on June 6, 1988, in Council Chambers, 23600 Liberty Street, Farmington, Michigan.

PRESENT: Campbell, Hartsock, Richardson, Tupper, Yoder.

OTHERS PRESENT: City Manager Despain, Director Billing, Director Lauboff, Adm. Asst. Schultz, City Clerk Bushey.

Minutes of the previous meeting of May 16, 1988, were approved as written. Council authorized the following resolutions:

Council granted the requested force variances to Richard Kristofel, 23245 Maple. Council denied the request of March Tire Company for an outside sale at 33014 Grand River.

Council authorized the closing of Salsawasse and Raphael Streets for the Kids Day celebration on July 12, 1988.

Council denied the request for outside sales at the Dress Barn, 30025 Grand River.

Council approved the requested outdoor seating for Sweet Cravings, a new business to open soon at 23310 Farmington.

Council adopted a resolution amending the General Fund, Water and Sewer Fund and Highway Fund revenues and expenditures for the fiscal year 1987-88.

Council adopted resolutions approving the 1988-89 General Fund, Water and Sewer and Highway Fund Budgets, and approving the 1988-89 Property Tax Rate of 10.65 mills and Debt Service Tax Rate of .94 mill.

Council agreed to take no further action relative to the dangerous structure at 33130 Salsawasse for a period of 180 days.

Council authorized payment of \$85,864.37 to Boco Services, Inc. for work completed on Thomas, Warner, Oakland Streets and Parking Lot Improvements.

Council authorized the City of Farmington Hills to accept the low bid of Tiseo Paving Company for the improvement of Nine Mile Road; further authorized the funding of the project and the City of Farmington Hills to administer Farmington's portion of the construction; also payment of Farmington's project cost to the City of Farmington Hills.

Council authorized the continued use of Municipal Credit funds for senior transportation services.

Council appointed Councilwoman Richardson to the Study Committee for a Senior Activities Center.

Public comments were heard.

Council made the following appointments to Boards and Commissions:

Planning Commission — Nancy Lawson and J. Lee Raliff, a 3-year term to expire June 15, 1991.

Farmington Employees' Retirement System, Board of Trustees — Harry Lapham, a 3-year term to expire June 15, 1991.

Board of Zoning Appeals — JoAnne McShane, a 3-year term to expire June 15, 1991.

Farmington Area Commission on Aging — Carole Hurd, a 3-year term to expire June 15, 1991.

Farmington Area Arts Commission — Evanthia Samra, a 3-year term to expire August, 1991.

Farmington Beautification Committee — Carol Kurth and Elizabeth Meredith, a 3-year term to expire June 15, 1990.

Council received the General Fund and the 47th District Council financial reports for the ten months ended April 30, 1988.

Monthly bills were approved for payment.

Meeting adjourned at 9:18 p.m.

Published June 18, 1988

RICHARD L. TUPPER, Mayor  
JOSEPHINE M. BUSHEY, City Clerk