

The Indiana Bildor™



Official Publication Produced for Members of the Indiana Builders Association, Inc.
The Only Statewide News Coverage of Residential/Light Commercial Construction



February, 2007



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Convention Photos, Pages 12-13

Volume 43, No. 2

IBA Hosts Lieutenant Governor and Legislators



Rick Wajda, Indiana Builders Association's (IBA's) CEO, thanks Lieutenant Governor Becky Skillman for speaking to the IBA Board of Directors. Lt. Governor Skillman discussed several new initiatives being proposed by the current administration.

With the Indiana General Assembly in full-swing, the Indiana Builders Association (IBA) leadership welcomed Lieutenant Governor Becky Skillman to address the IBA Board of Directors at their first meeting of the year.

In conjunction with IBA's Board of Directors Meeting, IBA also hosted a Legislative Reception for Indiana's state senators and state representatives in the exhibit hall of Indiana's Midwest Builders Convention, which drew nearly 600 building profession-



als from around Indiana and the Midwest.

Indiana's lawmakers are back in Indianapolis for the long budget-writing session of the Indiana General Assembly. The Indiana General Assembly will run through the end of April. Lawmakers will pour through over 1,400 pieces of legislation and numerous amendments to bills, in addition to crafting a new two-year budget for the state of Indiana.

IBA is tracking several bills that could impact the affordability of housing in Indiana. For a detailed list of



Herb Delagrane (right), IBA Past State President, welcomes the President Pro Tempore of the Indiana Senate, Senator David Long (R-Ft. Wayne), to Indiana's Midwest Builders Convention.

these bills, see Rick Wajda's CEO report beginning on page 5.

Indiana Kicks Off Designation Courses in Conjunction with National Designation Month

In conjunction with the NAHB University of Housing, the IBA Housing University celebrates the 5th annual National Designation Month. National Designation Month celebrates achievements, rewards accomplishments, emphasizes public awareness, and encourages education participants to complete requirements in NAHB's designation programs.

"The chief thing that a designation does is give you a huge boost in self-confidence," said Mike Weiss, CGR, CGB, GMB, CAPS, of Weiss RCMI, who holds four designations and speaks from experience. "It's an emblem that signifies that you have completed an element of study and puts you 'a cut above' not just because of what you have learned, but because you have taken the initiative to improve yourself."

In 2006, nearly 2,400 members completed their professional designation course work during National Designation Month. These courses enabled them to stay well ahead of the curve and gave them an edge over their competition.

National Designation Month runs from February 15th to March 15th with nearly 30 courses being offered in Indiana during 2007.

Indiana to Host RCS Designation Classes

The IBA Housing University is proud to announce the debut of the Residential Construction Superintendent (RCS) designation courses in northern and southern Indiana. RCS courses teach individuals how to be successful performing field superintendent duties. Someone in every company performs "field superintendent" duties and

these courses will teach that person how to excel in accomplishing these responsibilities. Upon successful completion of 8 four-hour courses a RCS designation is awarded. Each course is four hours long, and IBA is holding two per day.

The "General Project Management" and the "Planning and Scheduling" courses offered on February 20th at the Jasper Convention Center in Jasper, Indiana, will be instructed by Mike Weiss, CGR, CGB, GMB, CAPS, WeissRCMI. The "Budget Management and Cost Control" and the "Customer Service and Homeowner Relations" course will be offered on February 27th in Elkhart, Indiana. The courses continue in Jasper on March 8th with the "Safety and Security & Codes" and the "Quality Control" courses and finish in Elkhart on March 15th with the "Hiring, Training and Supervision" course and the "Office and Trade Contractor Relations" course.

For more information on the RCS designation program see the registration form on page 15, visit www.BuildIndiana.org, e-mail Carlie@BuildIndiana.org, or contact the IBA Housing University at (800)377-6334.

Can You Answer This Question?

Which of the following is LEAST likely to be included in a contract with a subcontractor? A. The company that is responsible for clean-up and trash removal; B. The names of the trades persons performing the work; C. The payment schedule for the subcontractor; or D. Allowance and description of materials.

The correct answer is B.



Indiana State Representative Sheila Klinker (second from right), (D-Lafayette), joined in the festivities at Indiana's Midwest Builders Convention. Pictured are (left to right): Mike Sievers, President, Vincennes Area Builders Association; Stephen Robinson, GMB, CGB, CGR, CAPS, IBA President; Andy Place, Sr., IBA Secretary; Milton Petersen, Nilo Corporation; Klinker; and Ken Phillips, CGR, CAPS, Lawrence County HBA President.

This is just one example of the kind of question you will find on the Builder Assessment Review (BAR) and Professional Remodeler Experience Profile (PREP) exams. Completion of these exams is the first step toward earning a Certified Graduate Builder (CGB) or Certified Graduate Remodeler™ (CGR) professional designation.

The BAR, which begins the process of obtaining a CGB designation, is a three-hour, 120-question multiple-choice assessment that measures your knowledge in the four core areas of building business and project management.

The PREP, which begins the process of obtaining a CGR designation, is a three-hour, 130-question, multiple-choice assessment that measures your knowledge and experience in the five core areas of remodeling business management.

For more information on the BAR/PREP designation program, exam dates, and locations, see the registration form on page 10, visit www.BuildIndiana.org, e-mail

Designation Courses (see page 2)

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Salutations everyone! Every month this year I have the responsibility and privilege of writing an article in this publication to our membership.

This article is being written the morning after the Greatest Football Game in history. Yes, I am talking about the AFC Championship Game between my beloved Colts and our arch nemesis the New England Patriots. I've gotta tell you it was great to be there and cheer on my team! The best part was watching a team that everyone had written off, fighting from behind, keeping their cool, and despite bad calls, rulings, and a formidable opponent, they were able to come through to victory. They achieved this through perseverance, determination, knowledge, planning and team work.

There is a lot to be learned from this game. We in our industry are faced, this year and last, with tremendous difficulty: Slower sales, greater competition, unusual weather, consumer confidence, regulatory nightmares, etc.

Like the Colts we have the opportunity to survive and win a great victory over what appears to be overwhelming odds. We can accomplish this from our own dogged determination, the need to win, a vast depth of knowledge, of personal experience and the combined experience and resources of our membership base.

The Colts achieve this by constantly learning their opponent's trends and tactics, planning the next move, studying and

Designation Courses

(from page 1)



Carlie@BuildIndiana.org, or contact the IBA Housing University at (800)377-6334.

CGB, CGR, and CGA Courses Being Offered in Indiana in February and March

If you are working toward a CGB, CGR, or CGA designation or if you want to learn more about successful estimating practices, proven customer service techniques, scheduling processes, or green building, then take advantage of upcoming courses offered in February and March in Indiana.

The IBA Housing University will offer the following courses in Indianapolis, Indiana: "Estimating for Builders and Remodelers" on February 22, 2007; "Customer Service" on March 1, 2007; "Scheduling" on March 7, 2007; and "Green Building for Building Professionals" on March 14, 2007.



For more information on the courses and designations, see pages 9-11, 15-16, visit www.BuildIndiana.org, e-mail Carlie@BuildIndiana.org, or contact the IBA Housing University at (800)377-6334.

What it Takes to Win



President's Message

By Stephen

Robinson,

GMB, CGB, CGR, CAPS,

New Castle

President,

Indiana Builders Association

honing their skills, and remaining adaptable to changes thrown in at unexpected times. Wow, does this sound at all like the challenges that we face every day?

You might wonder, "Stephen, How do we possibly make this happen in our businesses? We don't have the kind of resources that a NFL team has." Well, the answer may be much simpler than you can imagine.

You have the vast resources of your local builders association, the Indiana Builders Association (IBA), and the National Association of Home Builders (NAHB). Just a few weeks ago, IBA hosted Indiana's Midwest Builders Convention. This event showcased industry suppliers with answers to many of the challenges that we face. We had multiple seminars with a variety of topics ranging from investment planning to energy efficiency. We had world class speakers, a visit from local legislators, and a visit from our Lt. Governor. We had discussions on Mechanics Lien legislation and an Issues briefing on Impact Fees.

Besides all of this learning going on, we also had a great time! We had tons of door prizes, a race track in the exhibit hall, the first ever Designations Tailgate area, good food, and as always outstanding networking opportunities.

A person must recharge their batteries and find balance. On one such networking opportunity in the evening hours, I was able to get two leads from a fellow member. They were being pressured from one of their customers to do a job that was outside of their area of expertise, but inside of mine. Networking pays — not only in real dollars, but in future contacts and sources of information.

Individually we may be weak; however in numbers nearly 6,000 strong we are mighty. Like the defensive line for the Colts, we win the day by helping one another.

For the 564 individuals that attended IBA's show and the 90 plus exhibitors on hand, I congratulate you on the foresight to stay in the game. To the rest of you reading this I might ask the question "why weren't you?"

IBA will offer many additional opportunities for education and networking this year to continue to hone your skills. I strongly encourage you to prepare yourself by participating. If you are prepared enough, you can figure out how to continue to win the game.

May the LORD continue to bless You and Yours.

- Sincerely, Stephen



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Complying with the CERCLA Rules

Written by Matthew A. Griffith, Esq., a partner in the Indianapolis law firm of Thrasher Buschmann Griffith & Voelkel, P.C. and Senior Vice President of Blue Marble Consulting Group, LLC.

There are new environmental rules, mandated by Congress some time ago, that concern amendments to a federal law commonly called Superfund or CERCLA - Comprehensive Environmental Response, Compensation and Liability Act. This law regulates the release of hazardous substances and the cleanup of sites where hazardous materials have been disposed. CERCLA imposes "strict liability" for cleaning up hazardous materials on persons (individuals and companies) that either currently own or operate, or owned or operated real property at the time the hazardous materials were disposed. Strict liability, under CERCLA, means that a responsible person can be held liable for the environmental contamination based solely on the ownership of the property without regard to fault or negligence. Obviously, if you regularly own or regularly perform business functions with regard to real estate, it is important for you to understand and protect yourself against strict liability under CERCLA.

CERCLA is not a new law, but it has been recently amended, with the new rules going into effect on November 1, 2006. CERCLA was first enacted in 1980, and has enjoyed limited success in its first 27 years.

Some Superfund sites have been cleaned up under state and federal programs, and private companies have been forced to clean up or pay for the remediation of hazardous materials from properties. However, CERCLA has had other unintended and adverse consequences. The principle downfall of CERCLA has been its draconian imposition of strict liability on a property owner. As a result, it has become difficult to sell contaminated property that would be regulated under CERCLA, because no person wants to own property and be held strictly liable for the contamination caused by a prior or adjoining owner. As a result, there are hundreds of thousands of acres across the country that have been abandoned or are underutilized. The amount of that acreage increases each year. Partly in response to this growing problem, Congress has begun to modify CERCLA's strict liability scheme. Over the past several years, Congress has amended CERCLA to provide property owners with certain defenses. Those defenses are generally described as the following: 1) Innocent Landowner Defense; 2) Bona Fide Purchaser Defense; and 3) Contiguous Property Owner Defense.

In this article, these three defenses are collectively called the "AAI Owner" defense. Under the revised CERCLA liability scheme, AAI Owners will not be held strictly liable for hazardous materials left by a prior owner or other person, as long as they sat-

Comply (see page 4)

IBA to Host Statewide Membership Drive April 25th & 26th

Drive April 25th & 26th

- Training Day Sessions to be Held March 13th and 14th -

Local associations across the state are opting into participating in a statewide membership drive being organized by the Indiana Builders Association (IBA). The drive will take place April 25th and 26th throughout the state.

The IBA partnered with The Oliver Group, a Seattle, Washington-based company who has held membership drives across the country with over 20 percent increases in membership achieved during the two-day drives.

Fourteen of IBA's local associations have already signed up to participate including: Indianapolis, Southwestern, Terre Haute, Ft. Wayne, Madison Co., Southern Indiana, St. Joseph Valley, Marshall Co., Lafayette, Howard Co., Porter Co., Elkhart Co., Kosciusko-Fulton Counties, and Muncie. Several additional local associations are seriously considering joining the group.

The DIRECTdrive membership drive is a two-day, team based, intense, competitive and fun process designed to attract a maximum number of new members in a short period of time. The Oliver Group will present the techniques necessary to be suc-

cessful at recruiting new members during training day sessions to be held in Indianapolis on March 13th and 14th. Interested persons from the participating local associations will attend either of the training day sessions to learn how to successfully recruit new members. The Oliver Group will also work with each local association to manage the drive and create all materials, handouts, web development and collateral associated with the project.

The team based membership drive process requires approximately two hours of participation by team members and board members in addition to attendance at a one-hour kick-off party. The local associations will host kick-off parties on April 24th, the drive will take place at local associations across the state on April 25th and 26th.

The IBA has agreed to partner with all local associations who opt in to the membership drive and to pay 50 percent of The Oliver Group fees.

IBA staff is available to discuss the drive in detail with local Board of Directors and membership. For more details, call the IBA office at (800)377-6334.



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Register Today for voterVoice

The Indiana General Assembly's session is underway. The success of maintaining housing affordability in the state of Indiana is a cooperative effort between IBA's Governmental Affairs Department and grassroots support from members.

IBA provides a quick and easy way for the Governmental Affairs Department to keep members updated on pending legislation - voterVoice. Members who register for voterVoice, IBA's political communications service, can utilize the program as a tool to contact local officials and state legislators, receive pertinent alerts, track issues, and find candidates that support growth.

Registered voterVoice members also receive IBA's weekly legislative reports. These reports are a great way to stay connected to all that is happening in and around state government.

Register today for voterVoice to stay informed and help make a difference for affordable housing in Indiana either on-line at www.BuildIndiana.org/VoterVoice.htm, by completing the form below, or by calling the IBA office at (800)377-6334.

Comply *(from page 3)*

isfy certain requirements. Those new requirements are specific and technical in nature and are not listed here. The "AAI" references the general requirement that an AAI make all appropriate inquiry (you might be too bored by those requirements to finish this article), as to the property's environmental condition in order to avail themselves of these new "AAI Owner" defenses. However, it is important for a landowner to comply with all of the new standards and practices rules in order to qualify as an AAI Owner. These rules are important for another very practical reason, which concerns the ability of a developer or builder to obtain financing. Banks that lend to developers and builders are becoming increasingly more sophisticated about CERCLA and the new revised liability scheme, and are requiring strict compliance with the new rules. For all these and other obvious reasons, builders and developers should familiarize themselves with the new CERCLA standards and practices rules.

If you are buying commercial or industrial real estate or undeveloped land for the purpose of building or developing, you should not limit your inquiry to the new environmental standards and practices rules. Your inquiry should be much broader and include other due diligence considerations. For example, if you were purchasing prop-

erty for a commercial or industrial use, there are a number of non-environmental considerations such as site selection, fair market value, financing, zoning, taxes and title. The new standards and practices rules do not address, for example, certain other environmental risks, such as petroleum, lead, and asbestos, just to name a few. Thus, an important step that must be taken before purchasing real estate is to evaluate a property for both environmental contamination, non-environmental issues, and an assessment of potential liability or loss of use arising from the property's condition.

Environmental due diligence should include an evaluation of the subject real estate's overall compliance with other governmental regulations, which would include permits, disposal practices, reporting requirements, and other such matters. All of these considerations should be made before closing, and all these considerations should be conditions of purchase. In the end, a perspective purchaser of real property should seriously consider whether it is appropriate to take advantage of the new limited CERCLA liability protections, and also consider whether it would be appropriate to transfer additional environmental risk to an insurer or the seller.

Indiana has largely adopted the federal statutory scheme. There are special programs, created in 2005, with regard to the Indiana Brownfields Program. Keep in mind, however, that if your purchase or sale of real property concerns Indiana Brownfields, you should make separate inquiry whether the Indiana Brownfields Program and its rules might aid the closing of the sale.

Many of the new requirements may be familiar to you if you have ever read a Phase 1 environmental report. Although you may have witnessed many of these provisions in an old ASTM environmental report, many of these components were actually not required under the old rules. The new AAI requirements are more precise and specific.

What does all this mean to you as a developer or builder? These new requirements are clearly intended to change the manner in which environmental reporting is conducted. Basic Phase 1 reports will probably cost anywhere from \$500 to \$1,000 more than under the old ASTM scheme, and it will take anywhere from one to two additional weeks for the Environmental Professional to complete a Phase 1 report. Under

the old ASTM system, many persons posing as professionals were conducting Phase 1 reports. Under the AAI system, those conducting Phase 1 environmental reports must actually qualify as an "Environmental Professional" under the new law. Clearly, Congress and the EPA intended for these new rules to make Phase 1 reporting less of a commodity sold by non-professionals and more complex, detailed, comprehensive and professional. Competition has driven down the cost of a Phase 1 environmental reports in recent years, but the quality of those reports have also been driven down in many instances. This new scheme will make environmental reports more costly and slower to obtain, but they should, in many ways, be more reliable.

There is something to be said about the old ASTM rules. In a few ways, the old ASTM rules were superior. Again without getting into great detail, the new (ASTM 1527-05) is very similar to the AAI rules but the new ASTM is slightly broader in scope. Specifically, the new ASTM rules include an inquiry of petroleum products, where AAI does not specifically list petroleum products as a potential hazardous substance.

What is the significance of including petroleum products in the ASTM rules and not the AAI rules? Developers, builders and banks need to make inquiry as to the purpose of an environmental report before ordering the report. In other words, if you order a Phase 1 environmental report, and you have concerns about petroleum products, you may wish to order a new ASTM report rather than an AAI. An AAI report might be inappropriate because it excludes petroleum products. Also, if you are involved in a Brownfields grant process, then you would probably want to use the new ASTM report, because petroleum must be considered in order to obtain a Brownfields grant. As you can see, understanding the purpose of the report is important in determining what report to order.

If you are unfamiliar with these rules, you should obtain legal counsel to ensure that you pick the correct environmental report, and that the report you receive complies with the appropriate standards, whether that is the AAI rules or the new ASTM rules.

For a longer version of this article with a general description of the new rules and brief references to the old rules, please email Griffith@indiana-attorneys.com.



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Over 1,400 Bills Introduced into Legislative Session

The Indiana General Assembly is in full swing and IBA's Governmental Affairs Team is pouring through the over 1,400 bills that are expected to be introduced in this session of the Legislature. Below is a partial list of the bills that impact the home building industry and a brief description of each piece of legislation.

IBA will continue to monitor all pieces of legislation introduced and take appropriate positions on bills that positively or negatively impact housing affordability in the state of Indiana.

If you would like a full copy of any piece of legislation or have specific questions or concerns regarding a bill, please call the IBA office at (800)377-6334 or via e-mail at Rick@BuildIndiana.org.

HB1024 Employee's right to work.

(Torr, R-Carmel)

Makes it a Class A misdemeanor for an employer to require an individual to: (1) become or remain a member of a labor organization; (2) pay dues, fees, or other charges to a labor organization; or (3) pay to a charity or another third party an amount that represents dues, fees, or other charges required of members of a labor organization; as a condition of employment or continuation of employment. Establishes a private right of action for violations or threatened violations.

HB1050 Time zone public question.

(Crooks, D-Washington)

Requires a public question to be placed on the 2008 general election ballot asking voters whether, if the entire state could be placed in the same time zone, the entire state should be located in the Central Time Zone or the Eastern Time Zone.

HB1071 Time zone referendum.

Requires a public question to be placed on the 2008 general election ballot asking voters whether, if the entire state could be placed in the same time zone, the entire state should be located in the Central Time Zone or the Eastern Time Zone.

HB1101 Flood control.

(Micon, D-West Lafayette)

Requires the natural resources commission to direct the department of natural resources to prepare a statewide flood risk and flood damage assessment. Places a limit on the maximum amount of fill material that may be placed in a floodway, subject to certain exceptions. Makes violation of the limit a Class B infraction. Specifies the standards of review for an application for a permit for certain obstructing activities in a floodway. Allows summary denial of a permit application in certain circumstances. Prohibits a person from placing certain materials in a floodway as fill or for bank stabilization. Places restrictions on the use of flood conveyance channels.

HB1163 Subcontractor liens.

(Orentlicher, D-Indianapolis)

Provides that a contractor must pay all subcontractors within five business days after receiving payment from a homeowner or builder. Provides that a builder must dis-



Inside the Issue

By Rick Wajda

Chief Executive Officer

Indiana Builders Association



State Representative Tom Saunders (left), (R-Lewisville), stopped by IBA's Midwest Builders Convention to congratulate Stephen Robinson, GMB, CGB, CGR, CAPS, New Castle, on his election to serve the IBA as President in 2007. Representative Saunders represents Robinson's district at the Statehouse.

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Bills *(from page 5)*

close to a purchaser all subcontractors used in new home construction. Requires a contractor to provide notice to all subcontractors when the contractor has been paid by a homeowner or builder. Prohibits a subcontractor from filing a lien against a property if the primary contractor has received full payment for the contract. Allows a subcontractor to file an action against a prime contractor to recover any unpaid claims due under a contract between the prime contractor and the subcontractor.

HB1178 Growth and development study committee. *(Dvorak, D-South Bend)*

Establishes a two year growth and development interim study committee made up of members of the general assembly. Directs the committee to examine incentives for growth and development and to study the impact of growth and development on taxes, transportation funding, energy policy, and the environment.



Roger Stephens, IBA's Local Gov. Affairs Specialist, catches up with his own State Senator Connie Lawson, (R-Danville), at IBA's Legislative Reception.



IBA Past President David Kovich, GMB, CAPS, greets his State Rep. Sheila Klinker, (D-Lafayette), at the "Party in the Paddock" at Indiana's Midwest Builders Convention.

HB1189 Daylight saving time. *(Herrell, D-Kokomo)*

Provides that the part of Indiana located in the Eastern Time Zone is exempt from observing daylight saving time. Repeals a statute providing that the state supports the county executive of any county that seeks to change the time zone in which the county is located.

HB1214 Landlord-tenant law.

(Pierce, D-Bloomington)

Specifies circumstances in which a landlord may enter a tenant's dwelling unit.

HB1253 Employment of illegal aliens. *(Tincher, D-Terre Haute)*

Provides that: (1) a person who hires or employs an individual shall verify the individual's Social Security number using the Social Security Number Verification System; and (2) a person who hires an individual shall not continue to employ the individual after learning that the individual is an illegal alien. Allows certain persons to bring civil actions against a person who hires illegal aliens. Provides that a public services contract is void if the contractor providing the services hires or employs illegal aliens unless the state or political subdivision determines that voiding the contract would be detrimental to the public interest or public property. Provides that a person who has hired an illegal alien in the previous five years is not eligible for any state or local economic development incentives.



Bill Carson (center), IBA Chairman Emeritus to the Board and recently retired lobbyist for housing, discusses the legislative process with newly elected State Representatives Tom Dermody (left), (R-LaPorte), and Ed Soliday (R-Valparaiso).

HB1324 Valuable metal dealers. *(Crooks, D-Washington)*

Requires valuable metal dealers to make and retain copies of government issued photographic identification used to verify the identity of persons from whom the dealers purchase valuable metal.

HB1325 Homeowners associations. *(Grubb, D-Covington)*

Applies the following to a homeowners association (association) established after June 30, 2007: (1) Requires an association to maintain a current roster of all members of the association (members). (2) Requires an association to prepare an annual budget. (3) Requires the board of directors of an association (board) to address an item of business if more than 50% of the members petition the board to address the item. (4) Prohibits a board from entering into certain contracts. (5) Provides that the governing documents of an association must include grievance resolution procedures that provide for the final and binding arbitra-

tion of disputes. (6) Provides that the governing documents of an association must the termination of the association if at least 70% of the members agree to the termination. (7) Specifies that a penalty imposed by an association against a member is not enforceable as a lien against any real property owned by the member. (8) Prohibits an association from suspending the voting rights of a member for nonpayment of annual assessments unless the assessments are delinquent for more than two years. (9) Provides certain defenses to a member if the association brings a civil action against the member involving an act in furtherance of the member's right of petition or free speech. Allows an association established before July 1, 2007, to elect to be governed by this statute.

HB1351 Affordable housing and community development fund.

(Bardon, D-Indianapolis)

Establishes a fee of: (1) \$10 for the first page; and (2) \$2 for each additional page; of each document recorded by the county recorder. Provides that proceeds of the fee are to be deposited in the affordable housing and community development fund.



HBA of Howard County's past president Jeff Hodges, CGB, (left), and President Heath VanNatter (right), welcome State Rep. Jim Buck, (R-Kokomo), to the State Convention.

HB1438 Mechanic's liens. *(Foley, R-Martinsville)*

Establishes an optional prelien notice process that may be used in commercial construction projects. Provides that, as a prerequisite for acquiring lien rights, a contractor who provides labor or material in a commercial construction project must notify the owner of the property not more than 30 days after the provision of labor or materials. Requires a property owner who intends to use the prelien notice process to provide notice by: (1) posting the prelien notice process on the worksite; (2) including a reference to the prelien notice process on bid documents; and (3) if applicable, describing the prelien notice process on a relevant website maintained by the property owner or principal contractor.

HB1511 School construction standards. *(Whetstone, R-Brownsburg)*

Requires the department of education to develop and make available to school corporations standardized plans for new school facilities that are ready to be bid for construction. Requires a school corporation proposing to build a new facility to determine whether a standardized plan meets the needs of the school corporation and, if it determines a nonstandardized facility is necessary, to give notice of the determination and, upon petition by registered voters, submit the question of the facility's construction to a referendum.

HB1525 Mortgage loans. *(Murphy, R-Indianapolis)*

Prohibits the housing and community development authority or a mortgage lender from authorizing, approving, or making a mortgage loan that is financed from funding through the authority to a first time home buyer unless the home buyer has completed eight hours of home ownership education. Requires the creditor that holds a home loan secured by a mortgage on the home of an at risk home purchaser: (1) during the first year of the home loan, to collect, as an additional amount with each monthly payment, an amount sufficient to pay what the at risk home purchaser will owe for property taxes and private mortgage insurance during the second year of the home loan, and to put that amount in an escrow account; and (2) during the second year of the home loan, to pay what the at risk home purchaser owes for property taxes and private mortgage insurance from the escrow account.

HB1603 Fees for new construction. *(Cherry, R-Greenfield)*

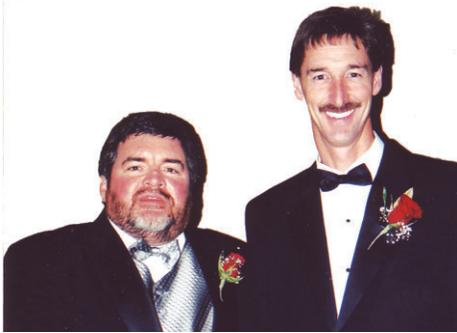
Imposes an interim property fee on a newly constructed homestead as of the time the

Bills *(see page 15)*



Mike Sievers (center), Vincennes Area BA President, discusses legislative issues with State Representative Kreg Battles (left), (D-Vincennes), and Roger Stephens, IBA's Local Governmental Affairs Specialist, at IBA's Legislative Reception during the Convention.

News from Around the State



IBA President Stephen Robinson, GMB, CGB, CGR, CAPS (left), congratulates Carl McIntyre on being elected President of the BA of Greater Indianapolis.



Showing their support of the Indianapolis Colts, leaders of the HBA of Howard County posed for a picture at the recent meeting (left to right): John Cardwell, 2nd Vice President; Ric Miller, First Vice President; Chad Bowley, Treasurer; and Heath VanNatter, President.



IBA President Stephen Robinson, GMB, CGB, CGR, CAPS, swears in HBA of St. Joseph Valley President Linda Rogers.



IBA President Stephen Robinson, GMB, CGB, CGR, CAPS (right) and Tim Chesna, Porter County BA (PCBA) President, review the list of pledges made by PCBA members for the "Pounds for PAC". Chesna committed to lose 60 pounds by October 2007 and the members of the Valparaiso based local pledged various amounts per pound of his loss with the proceeds to benefit B-PAC, the local's political action fund. Members pledged dollars per pounds lost by their president with monthly weigh-in's through September.



IBA's 2006 President Mike Hannigan, Jr. spoke to a packed house at the Marshall County BA membership meeting in December. Leaders in attendance included (back row, left to right): Dave Van Vector, VanVector Construction, Board Member; Alan Eisenhour, GMB, CGR, CAPS, Eisenhour Home Improvements, Past President and Board Member; Mike Geiger, Carter Lumber, Board Member and Golf Chairman; Michael Strang, Strang & Associates, Board Member; Dave Lewallen, Marshall County R.E.M.C., Board Member/Treasurer; (front row, left to right): Hannigan; Cindy Carter, Bennett Contracting, 2006 Board Member/Treasurer; Eric Secrist, Purofirst Disaster Services, Board Member/President; Steve Ulery, Live Oak Electric, Board Member/Secretary; and Tom Atkins, Rose Brick & Materials, Board Member.



Cheryl and Ray Wasmer, Phisz Design, proudly showcase their design for the HBA of St. Joseph Valley's new logo. The logo incorporates the quality "Q" demonstrating the local's commitment to the Indiana Quality Assurance Builder Standards program. For details on how to participate in the Standards program, call IBA at (800)377-6334.

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State Board Meets at Builders Convention

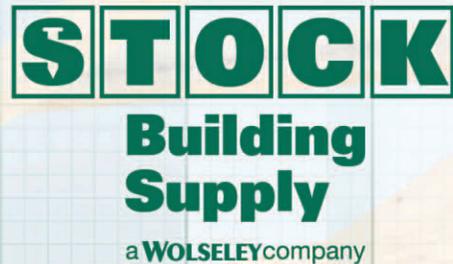


IBA President Stephen Robinson, GMB, CGB, CGR, CAPS (second from left), New Castle, and IBA's State Representative to NAHB Tom Mullen, MIRM (right), welcome Loren Swanson (left), NAHB Area 9 Vice President, Michigan, and Robert Jones, Candidate for NAHB Vice President/Secretary, to Indiana for the state Board meeting and annual convention.



IBA Past President and Indiana Builders Charitable Foundation (IBCF) Board Member Rick Jenkins (center), presents a check to Vincennes University's (VU) Construction Technology Program from the IBCF. Accepting the check are Mike Sievers (left), VU Board member and President of the Vincennes Area BA, and Brian Lindsey, VU Professor. The funds were matched by an Eli Lilly grant program.

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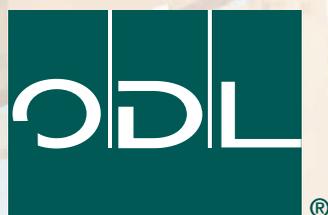
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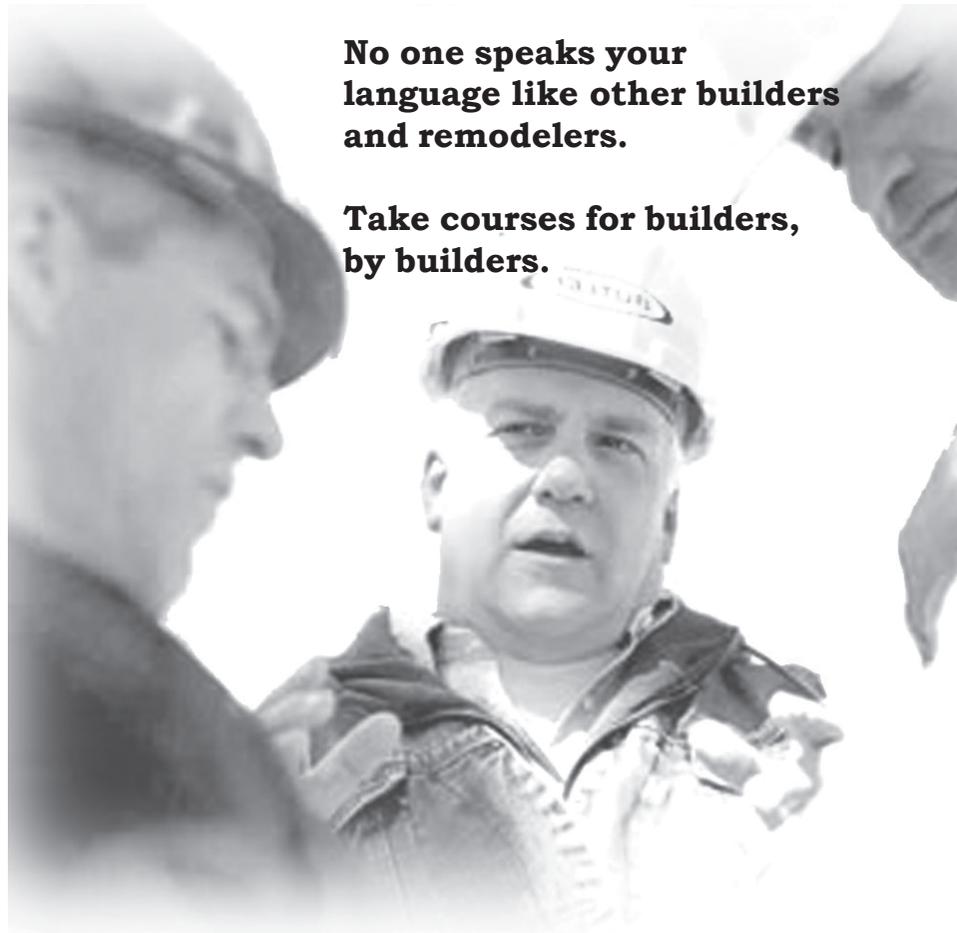
IBA President Stephen Robinson, GMB, CGB, CGR, CAPS (right), presents Life Director status to Terrell Taylor for attending his 40th state Board meeting as a voting director.



Doug Dillion (left), founder of Best U Foundation and Tech Town USA, is all smiles as Rick Jenkins, IBA Past President and Board member of the Indiana Builders Charitable Foundation (IBCF), presents him with a donation to his foundation from the IBCF. Dillion created the foundation to further the interests of construction technology programs.



Gretchen Helman (left), Executive Officer of the BA of Elkhart County, receives a service award from Marsha Doan, Executive Officers Council Chairperson, at the recent IBA Board Meeting. Helman has the longest tenure of any local association executive officer, with 25 years of experience. With the help of her Board of Directors and Committee Chairpersons, she has grown the BA of Elkhart County to over 360 members, making it the 6th largest local builders association in the state.



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Increase Credibility.
Broaden Networking Opportunities.*

Get your **CGR** designation today.
(Certified Graduate Remodeler™)

Become a Certified Graduate Builder Today (**CGB**).

What is CGB?

Certified Graduate Builder (CGB) is an exclusive professional designation designed to emphasize business and project management skills as the key to a professional building operation.

Getting Started

Once you have completed the CGB candidate application, your next step is to take the Builder Assessment Review (BAR). This three-hour, 120-question multiple-choice assessment measures your knowledge in the four core areas of building business and project management.

What is CGR?

The CGR program is designed to increase a remodeler's professional credibility by identifying those who demonstrate exceptional business integrity, competence, and a solid track record of consumer satisfaction.

Getting Started

Once you have completed the CGR candidate application, your next step is to take the Professional Remodeler Experience Profile (PREP). This three-hour, 130-question multiple-choice assessment measures your knowledge in the 5 core areas of remodeling business management.

Each year Americans spend more than \$200 billion improving their homes. With an estimated 200,000 residential remodeling firms nationwide, how are you going to catch the consumer's eye?

Benefits of the CGB & CGR Designations

- Referrals to customers in your area via NAHB's website at www.nahb.org/designationdirectory.
- Consumer brochures that explain the advantages of working with a CGB or a CGR.
- The right to use the CGB or CGR designation on all letterhead, business cards, and professional materials.
- Invitation to attend the annual CGB or CGR Graduation Reception at the International Builders' Show.
- Graduation kit with an official framed graduation certificate; CGB or CGR lapel pin; CGB or CGR logo sheet; gold promotional seals for drawings, plans, and contracts; press releases for distribution to media sources in your market area; Code of Ethics; and, official graduate corporate seal (optional).

BAR/PREP Assessment Dates & Locations:

March 5; Southwestern Ind.
March 6; Southern Ind.
March 7; Ft. Wayne
March 8; Indianapolis
March 9; Northwest Ind.
May 1; Indianapolis
August 21; TBD
November 13; Indianapolis

*For more for BAR/PREP info, see page 10.
To register for BAR/PREP & all other courses, see page 11.*

CGB/CGR Dates & Locations:

February 22; Indianapolis
March 1; Indianapolis
March 7; Indianapolis
CGB Only: March 14; Indianapolis
CGB Only: April 16; Indianapolis
April 20; Evansville
April 24; Indianapolis
CGB Only: June 27; Indianapolis
November 2; Indianapolis
CGR Only: December 5; Indianapolis
CGR Only: December 6; Indianapolis



Administered by the Indiana Builders Association in conjunction with the NAHB University of Housing.

Certified Graduate Builder (CGB) Courses to be Offered in Indiana
Estimating for Builders & Remodelers, Feb. 22

Topics covered include insurance and profit, quantity takeoff for various materials, labor and equipment productivity issues, and subcontractor bid considerations.

Customer Service, March 1

This course teaches you how to manage every phase of customer interaction from the initial contact through construction, the warranty period, and beyond.

Scheduling, March 7

Get comfortable with the latest tools for information and time management. Discover the most effective responses to unexpected problems.

Green Building for Building Professionals, March 14

This course for building professionals discusses strategies for incorporating green-building principles into homes without driving up the cost of construction.

Sales & Marketing, April 16

Covering four essential topics, this course will help you turn your business into a profitable, market-driven enterprise.

Business Management for Building Professionals, April 20 & Nov. 2

This course discusses: the components of a business plan; defining and staffing your business; and performance tools for managing and monitoring administration, sales, and production.

Design/Build, April 24

When well managed, a full-service building or remodeling business can pocket more profits while maximizing customer satisfaction.

Off-Site Project Management, June 20

This course covers all three phases of a successful venture: planning, implementation, and evaluation.

Building Technology Structures & Exterior Finishes, June 27

This course covers information on finishing systems that builders use at three stages of new construction: foundation, framing and exterior finishing.

Certified Graduate Remodelor™ (CGR) Courses to be Offered in Indiana

Estimating for Builders & Remodelers, Feb. 22

Customer Service, March 1

Scheduling, March 7

Business Management for Building Professionals, April 20 & Nov. 2

Design/Build, April 24

Off-Site Project Management, June 20

Negotiating Skills, Dec. 5

Builders negotiate daily with customers, employees, subcontractors, suppliers, and government officials. Negotiation skills often spell the difference between profit and loss, stress and success. This course teaches strategies for specific negotiating situations, and builds confidence in the achievement of mutually satisfactory results.

Risk Management & Insurance for Building Professionals, Dec. 6

Today builders face a liability insurance crisis. To survive the current crisis, builders must use comprehensive risk management strategies to reduce construction risks and other exposures.

Please see pages 12-14 for more designation details.

BAR & PREP

What is the BAR?

The Builder Assessment Review (BAR) is your first step towards obtaining the Certified Graduate Builder (CGB) designation. This comprehensive, 3-hour, 120 multiple-choice question assessment will measure your expertise in the four key areas of the building industry: Building Technology, Business and Finance, Project Management, and Sales and Marketing. Your results will show you the areas where your knowledge is strongest, where it is weakest, and will determine the courses required for you to obtain your CGB.

What is the PREP?

The Professional Remodeler Experience Profile (PREP) is the required first step in the process of becoming a Certified Graduate Remodelor™ (CGR). It is a 3-hour 130 multiple-choice question assessment that measures a candidate's knowledge in five core areas of remodeling business management: - Marketing and Sales - Business Administration - Design, Estimating and Job Costing - Contracts, Liability and Risk Management - Project Management. Candidates do not pass or fail the PREP. Results determine the course of study for CGR candidates.

Blitz Week

March 5-9, 2007

Sign Me Up!

****You must circle BAR or PREP****

BAR/PREP, 8 a.m. to 5 p.m.

Monday, March 5, Southwestern IN
2175 N. Cullen Ave., Evansville, 47715

BAR/PREP, 8 a.m. to 5 p.m.

Tuesday, March 6, Southern IN
1601 Greentree Court, Clarksville, 47129

BAR/PREP, 8 a.m. to 5 p.m.

Wednesday, March 7, Ft. Wayne, IN
305 W. Main St., Ft. Wayne, 46802

BAR/PREP, 8 a.m. to 5 p.m.

Thursday, March 8, Indianapolis, IN
1011 Dr. Martin Luther King Jr., Dr., Indpls., 46202

BAR/PREP, 8 a.m. to 5 p.m.

Friday, March 9, Northwest IN
1356 W. Lincolnway, Valparaiso, 46385

Other BAR/PREP Test Dates

(Please circle BAR or PREP)

BAR/PREP, 8 a.m. to 5 p.m.

May 1, 2007, HH Gregg Conference Center
4161 E. 96th Street, Indianapolis, 46240

BAR/PREP, 8 a.m. to 5 p.m.

Aug. 21, 2007, TBD

BAR/PREP, 8 a.m. to 5 p.m.

Nov. 13, 2007, TBD

Registration Fees & Payment Information

___x \$195 for HBA member

___x \$25 Fee if Registered Less than 10 Business Days before Exam

___x \$245 for Non-HBA Member

Amount Due: \$ _____ ****You MUST Register & Pay 10 Business Days Before Exam****
(NON-HBA MEMBERS MUST PREPAY WITH CHECK OR MC/VISA)

Payment Method: ___ Check Enclosed ___ Invoice ___ MasterCard (MC)/Visa
MC/Visa Acct. # _____

Exp. Date _____ V Code (last 3 digits located in signature line) _____

Signature _____

Questions: Contact Carlie Hopper at
(800) 377-6334 ext. 106 or Carlie@BuildIndiana.org

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The first steps to your CGB & CGR designation



Registration Information

NAME COMPANY

PHONE FAX

E-MAIL ADDRESS LOCAL HBA

ADDRESS

CITY STATE ZIP

SOCIAL SECURITY# (required to order exam)

Cancellations made 10 or more business days prior to the course date will receive a refund less 30% administration fee. If a cancellation is made less than 10 business days in advance, a 50% cancellation fee will be charged. Registrants who fail to attend a course without prior notification to IBA are liable for the entire fee.

Administered by the Indiana Builders Association in conjunction with the NAHB University of Housing.



Register Today!

Students Graduate from IBA Housing University, Enjoy Tailgate Area



Above Picture

Bryce Pickering, CGB, CAPS, CSP (left), Pickering Homes, and Debra Beals, CAPS, Basic Home Improvements, proudly display their certificates acknowledging their obtainment of a national professional designation. Mike Bell, GMB, CGB, CGR, CAPS, IBA's Professional Designation Chairman presented the certificates at the recent Indiana Builders Association Board meeting.

Middle Picture

Mike Bell, GMB, CGB, CGR, CAPS (second from right), Professional Designation Committee Chairman, presents certificates and lapel pins to IBA's recent professional designation graduates Don Smessaert, GMB, CGB, CAPS (left), Smessaert Custom Homes; Brandon Maust, CGR, CAPS (second from left), Dalin Remodeling; and Alan Eisenhour, GMB, CGR, CAPS, Eisenhour Home Improvements.

Right Picture

Indiana Builders Association members holding NAHB professional designations relax and network in the Designation Tailgate Area at Indiana's Midwest Builders Convention. Graduates enjoy a beverage and snack, while networking with other designation holders from around Indiana.

Register Today!

IBA Housing University Designation Classes

Sign Me Up! (2007 Classes)

Register 30 Days in Advance, Save \$20!

Certified Aging-In-Place Specialist (CAPS)

- ___ April 18 Working with & Marketing to Older Adults, Evansville
 - ___ April 19 Home Modifications, Evansville
 - ___ April 20 Business Management for Building Professionals, Evansville
 - ___ October 31 Working with & Marketing to Older Adults, Indianapolis
 - ___ November 1 Home Modifications, Indianapolis
 - ___ November 2 Business Management for Bldg. Prof., Indpls.
- HBA Members - \$195/course**
Non-HBA Members - \$245/course

Certified Graduate Remodeler™ (CGR)

- ___ Feb. 22 Estimating for Builders & Remodelers, Indpls.
 - ___ March 1 Customer Service, Indpls.
 - ___ March 7 Scheduling, Indpls.
 - ___ April 20 Business Management for Bldg. Prof., Evansville
 - ___ April 24 Design/Build, Indpls.
 - ___ June 20 Off-Site Project Management, Indpls.
 - ___ Nov. 2 Business Management for Bldg. Prof., Indpls.
 - ___ Dec. 5 Negotiating Skills, Indpls.
 - ___ Dec. 6 Risk Management & Insurance for Bldg. Prof., Indpls.
- HBA Members - \$195/course**
Non-HBA Members - \$245/course

Certified Graduate Builder (CGB)

- ___ Feb. 22 Estimating for Builders & Remodelers, Indpls.
 - ___ March 1 Customer Service, Indpls.
 - ___ March 7 Scheduling, Indpls.
 - ___ March 14 Green Building for Building Professionals, Indpls.
 - ___ April 16 Sales & Marketing, Indpls.
 - ___ April 20 Business Management for Bldg. Prof., Evansville
 - ___ April 24 Design/Build, Indpls.
 - ___ June 20 Off-Site Project Management, Indpls.
 - ___ June 27 Building Tech. Structures & Exterior Finishes, Indpls.
 - ___ November 2 Business Management for Bldg. Prof., Indpls.
- HBA Members - \$195/course**
Non-HBA Members - \$245/course

Graduate Master Builder (GMB)

- ___ Dec. 5 Negotiating Skills, Indpls.
 - ___ Dec. 6 Risk Management & Insurance for Building Profs, Indpls.
 - ___ Dec. 7 Financial Management, Indpls.
- HBA Members - \$195/course**
Non-HBA Members - \$245/course

Certified Graduate Associate (CGA)

- ___ Feb. 22 Estimating for Builders & Remodelers, Indpls.
 - ___ March 1 Customer Service, Indpls.
 - ___ March 7 Scheduling, Indpls.
 - ___ March 14 Green Building for Bldg. Prof., Indpls.
 - ___ April 16 Sales & Marketing, Indpls.
 - ___ April 20 Business Management for Bldg. Prof., Evansville
 - ___ April 24 Design/Build, Indpls.
 - ___ June 20 Off-Site Project Management, Indpls.
 - ___ June 27 Building Tech. Structures & Exterior Finishes, Indpls.
 - ___ November 2 Business Management for Bldg. Prof., Indpls.
- HBA Members - \$195/course**
Non-HBA Members - \$245/course

Residential Construction Superintendent (RCS)

- ___ Feb. 20 General Project Management, South Central IN, 8 am - 12 noon
 - ___ Feb. 20 Planning & Scheduling, South Central IN, 1 pm - 5 pm
 - ___ Feb. 27 Budget Management & Cost Control, Elkhart, 8 am - 5 pm
 - ___ Feb. 27 Customer Service & Homeowner Relations, Elkhart, 1 pm - 5 pm
 - ___ March 8 Safety & Security, South Central IN, 8 am - 12 noon
 - ___ March 8 Codes & Quality Control, South Central IN, 1 pm - 5 pm
 - ___ March 15 Hiring, Training & Supervision, Elkhart, 8 am - 12 noon
 - ___ March 15 Office & Subcontractor Relations, Elkhart, 1 pm - 5 pm
- HBA Members - \$150/course** **Non-HBA Members - \$200/course**

Cancellation Policy: Cancellations made 10 or more business days prior to the date of the course will receive a refund less 30% administration fee. If a cancellation is made less than 10 business days in advance, a 50% cancellation fee will be charged. Registrants who fail to attend a course without prior notification to IBA are liable for the entire fee. IBA reserves the right to cancel a course due to insufficient enrollment. Notification of course cancellation will be sent at least 10 business days prior to the program.

Costs & Payment

- ___ x \$195 CAPS, CGR, CGA, CGB, GMB course
- ___ x \$585 CSP (all three courses)
- ___ x \$150 RCS course
- ___ x \$20 Discount if registered 30 days in advance
- ___ x \$50 Discount for every 3 registered courses
- ___ x Non-Members must pay non-member fee per course

Amount Due: \$ _____ (NON-HBA MEMBERS MUST PREPAY WITH CHECK OR MC/VISA)

Payment Method: ___ Check Enclosed ___ Invoice

___ MasterCard (MC)/Visa

MC/Visa Acct. # _____

Exp. Date _____

V Code (last 3 digits located in signature line) _____

Signature _____

Questions: Contact Carlie Hopper at (800) 377-6334 or Carlie@BuildIndiana.org

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Registration Information (one form per attendee)

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Marsh Building Products

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Bills (from page 6)

homestead is complete and before it is subject to property tax. Distributes revenue from the interim property fee in the manner that property taxes are distributed, but reduces property tax levies by the amount of the fees. Imposes an education impact fee on newly constructed homesteads and newly constructed multifamily residential buildings to be paid by the purchaser at the time of transfer of title. Requires deposit of impact fee revenue in the school capital projects fund.

HB1612 Mechanic's liens.
(Elrod, R-Indianapolis)

Provides that a mechanic's lien has priority over a mortgage or a lien for the development, construction, alteration, or repair of certain property.

HB1669 School property taxes and an exemption for seniors.

(Behning, R-Indianapolis)

Authorizes a school corporation to impose a school option income tax. Eliminates the power of a school corporation to impose a property tax levy for the school corporation's general fund or a charter school after 2007. Provides a property tax credit payable from the property tax replacement fund to a homestead owner who is at least 65 years of age and whose adjusted gross income is less than \$70,000.

HB1671 Regional water, sewage, and solid waste districts. (Lehe, R-Brookston)

Prohibits a regional sewage district from requiring the owner of a property to connect to the district's sewer system if the property is already connected to a sewer system that was approved by a state governmental

entity. Provides that if the board of trustees of a regional water, sewage, or solid waste district consists of one or more appointed members, the board must obtain the written approval of the appointing authority before adopting an ordinance to establish rates or charges for use of the district's works.

SB01 Indiana Commerce Connector and Illiana Expressway. (Wyss, R-Ft. Wayne)

For purposes of the statute concerning tollways, permits the designation of the Indiana Commerce Connector, the Illiana Expressway, or both (instead of a part of Interstate Highway 69) as a tollway. For purposes of the statute governing public-private agreements concerning toll roads, deletes the prohibition against a public-private agreement (without legislative authorization) that would permit an operator to impose tolls for the operation of motor ve-

hicles. For purposes of the statute governing public-private agreements by the department of transportation: (1) authorizes public-private agreements for the Indiana Commerce Connector, the Illiana Expressway, or both (instead of a part of Interstate Highway 69); and (2) deletes the current authority for offerors that submit a proposal on a project that consists in whole or in part of a tollway to submit alternative proposals based upon the assumption that a different part or none of the project will consist of a tollway. For purposes of the statute governing the designation of state highways as tollways, permits the designation of the Indiana Commerce Connector, the Illiana Expressway, or both (instead of a part of Interstate Highway 69) as a tollway without legislative authorization.

Bills (see page 16)



Attend all 8 classes, receive your RCS designation!



Administered by the Indiana Builders Association in conjunction with the NAHB University of Housing.

The courses provided an opportunity to network with fellow professionals - a priceless commodity to a small businessman.

- Mike Bell, GMB, CGB, CGR, CAPS



The Residential Construction Superintendent Designation series is geared toward promising builder members who perform field superintendent duties, field superintendents, administrative personnel, associate members, trade foremen, and anyone else wishing to excel in this position. The designation's eight courses cover issues and subjects identified by National Association of Homebuilder members as critical to a field supervisory job.

General Project Management, Feb. 20, South Central IN, 8 am-12 noon

Learn the multiple and varied role of the superintendent. Topics include managing production operations through the planning, action and review (PAR) method as well as understanding estimates. This course is designed to provide an overview of the many facets of being a superintendent. **Sign me up!** _____

Planning and Scheduling, Feb. 20, South Central IN, 1 pm - 5 pm

Improve planning and scheduling skills to increase profits, effectiveness and on-time deliveries. Learn five fundamental scheduling methods necessary for the successful management of a project. **Sign me up!** _____

Budget Management and Cost Control, Feb. 27, Elkhart, IN, 8 am - 12 noon

How does the superintendent impact the profitability of the company? Learn the importance of the superintendent's role regarding profitability, as well as how to control the critical elements of job costs. Includes tips on identifying the costs to everyone when a job is not done right the first time. **Sign me up!** _____

Customer Service & Homeowner Relations, Feb. 27, Elkhart, IN, 1 pm - 5 pm

Understand the human and business needs of customers. Learn how to meet and exceed expectations by avoiding the "seven deadly sins" of customer service. In addition, learn how to effectively deal with the difficult customer. **Sign me up!** _____

Safety and Security, March 8, South Central IN, 8 am - 12 noon

Protect the job site by learning the essential components of a safety program. Examine the most common OSHA citations and how to prepare for an OSHA inspection. Review a superintendent's responsibilities to adequately protect the job site. **Sign me up!** _____

Codes and Quality Control, March 8, South Central IN, 1 pm - 5 pm

Define quality within your company by identifying five essential quality components. Learn to set performance expectations based on this quality foundation. This course outlines a superintendent's responsibilities regarding codes and provides tips on how to enforce code compliance on the job site. **Sign me up!** _____

Hiring, Training and Supervision, March 15, Elkhart, IN, 8 am - 12 noon

This course examines the common mistakes that are made in the interview process and provides the necessary steps to ensure that each subcontractor and/or employee is the right fit for the company. In addition, tips and tools for setting and measuring performance expectations are explored. **Sign me up!** _____

Office and Subcontractor Relations, March 15, Elkhart, IN, 1 pm - 5 pm

Learn to spot promising characteristics in jobsite workers as well as how to recruit successful subcontractors for the job. This course also offers tips for creating a win/win partnership with internal customers and provides a proven strategy for dealing with conflict. **Sign me up!** _____

Registration Information

NAME			COMPANY		
PHONE			FAX		
E-MAIL ADDRESS					
ADDRESS					
CITY		STATE		ZIP	

Cancellations made 10 or more business days prior to the course date will receive a refund less 30% administration fee. If a cancellation is made less than 10 business days in advance, a 50% cancellation fee will be charged. Registrants who fail to attend a course without prior notification to IBA are liable for the entire fee. IBA reserves the right to cancel a course due to insufficient enrollment. Notification of course cancellation will be sent at least 10 business days prior to the program.

Costs & Payment

____ x \$150/course for HBA Member ____ x \$20 EarlyBird Discount: Register 30 days in advance of course
 ____ x \$200/course for Non-HBA Member

Amount Due: \$ _____
 (NON-HBA MEMBERS MUST PREPAY WITH CHECK OR MC/VISA)
Payment Method: ____ Check Enclosed ____ Invoice ____ MasterCard (MC)/Visa
 MC/Visa Acct. # _____
 Exp. Date _____ V Code (last 3 digits located in signature line) _____
 Signature _____

Questions: Contact Carlie Hopper at (800) 377-6334 ext. 106 or Carlie@BuildIndiana.org
Return Completed Form: IBA, P.O. Box 44670 Indianapolis, IN 46244-0670 FAX (317) 236-6342



Know the Importance of Servicing Your Homes...

As a builder, it is easy to fall into the trap of letting a real problem homeowner influence your long term service goals. Every so often, we deal with a homeowner who will never be happy, even with a perfect home. We should always remember, however, this type of homeowner is in the minority. To guarantee your homeowners are always satisfied, make sure you have every detail covered when it comes to servicing the homes.

One of your main goals should be to ensure the owner is proud of their home and therefore they will spread the word to friends and family about the good decision they made by buying one of your homes. When a builder takes responsibility for service work, it is amazing how homeowners will



go out of their way to recommend you to other homebuyers.

The following are a few examples of questions you should ask yourself when looking over your service standards:

- * Does your contract with the homeowner detail all the expectations of both parties?
- * Is your service plan on the home in writ-

ing, clearly defining the responsibilities of both parties?

* If you have a written warranty between both parties, is it properly signed at the time the contract is accepted? Remember, a document signed by only one side will typically not be valid.

* When you are servicing a home, make sure your schedule isn't so tight that you cannot keep your commitment. Many homeowners become dismayed by builders who fail to meet a schedule.

As a builder, you spend hundreds and even thousands of dollars a year to sell homes. In many cases, a few hundred dollars in service will generate many more sales - making them the easiest sales you will ever have.

Take the time to review your service policies and see where you can improve. Always make sure that you build a percentage for service into the construction cost. Hav-

ing the reserve to properly service your homes is a win-win situation for both the builder and the homeowner.

Written by Lori Lewis, Residential Warranty Company, LLC. Lewis can be reached at (269)751-6575.

Bills (from page 15)

SB08 Daylight saving time. (Heinold, R-Kouts)

Requires the governor to petition the United States Department of Transportation to initiate proceedings under the Uniform Time Act to locate all of Indiana in the Central Time Zone.

SB115 Zoning for land uses adjacent to airports. (Drozda, R-Westfield)

Allows an airport authority board, after consulting with the local zoning authority, to adopt an ordinance establishing an overlay zoning district for a noise sensitive area: (1) to promote aviation safety; or (2) to provide for land uses within the noise sensitive area that are compatible with and support airport operations.

SB174 Smoke detectors. (Jackman, R-Milroy)

Provides that a person other than a landlord who fails to install or properly maintain a functional smoke detector in a dwelling commits a Class D infraction. Provides that a landlord who fails to install or properly maintain a functional smoke detector in a dwelling commits: (1) a Class A infraction; or (2) a Class D felony if bodily injury or death occurs.

SB176 Growth related projects and land conservation. (Mrvan, D-Hammond)

Prohibits various state agencies from funding growth related projects in certain areas. Provides a tax credit for job creation in certain municipal areas. Establishes the Hoosier legacy fund to fund eligible projects under the United States Department of Agriculture's farmland preservation and forest legacy programs. Authorizes the land resources council to identify priority funding areas and perform certain other tasks. Requires the department of local government finance to give priority to school construction projects that: (1) renovate or expand existing school buildings; (2) are located in existing neighborhoods; (3) do not contribute to the conversion of farm lands; and (4) do not require new water or sewer infrastructure.

SB274 Sewage disposal service in rural areas. (Sipes, D-New Albany)

Provides that before the utility regulatory commission may issue a certificate of territorial authority to a sewage disposal company (company) that provides or will provide sewage disposal service to less than 500 customers, the commission must determine that the company is the most appropriate provider of sewage disposal services for the rural area covered by the certificate of territorial authority. Provides that the issuance of a certificate of territorial authority to a company is subject to review and approval by the department of environmental management.

Additional photographs of members and legislators are on page 23.



Become a CGA today.

(Certified Graduate Associate)

**Network.
Learn.
Improve.
Establish yourself.**



WHAT IS CGA?

The Certified Graduate Associate (CGA) is a professional designation offered by the National Association of Home Builders for its associate members. The classes cover a variety of home building industry subjects. Whether you have years of experience working in the building industry or you're new to your job, the CGA program provides you the opportunity to learn the home building business from the best resource possible-builders and remodelers themselves. The CGA classes are the same that builders and remodelers take for their designation programs, so while you learn about the industry, you can also build relationships with potential customers and network with professional peers.

To register, see page 11.

CGA Designation Benefits

- Get a leg up on the competition by increasing your knowledge of the building industry.
- Learn the challenges builders face. Understand how builders really do business and make business decisions.
- Network with builders as you learn. You'll have the opportunity to develop relationships with potential customers in a classroom setting.
- The right to use the CGA designation on all letterhead, business cards, & professional materials.
- Listing in NAHB's on-line Directory of Professional Designates at www.nahb.org/designationdirectory.

Candidates for the Certified Graduate Associate program must complete 6 courses: (3 required and 3 electives)

3 Required Courses are:

- Business Management for Building Professionals
- Customer Service
- Sales and Marketing/Sales and Marketing for Remodelers

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- ✓ Earns your company recognition as a leader committed to professional growth.
- ✓ Earns your company continual recognition in "The Indiana Bildor" newspaper.

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University Founders' Circle	\$750
University Scholars' Circle	\$500
University Supporters' Circle	\$250

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Student Designation Scholarship:	\$1,950
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Meet Indiana's 2007 Local Builders Association Presidents

Jerry Breeck, Vectren Energy located in Noblesville, will lead the Madison County HBA. Breeck is the commercial, residential sales representative for Vectren and has been in the housing industry for 19 years. This is his second year serving as a State Director. His goal for this year is to grow membership, strengthen affordable housing initiatives, and host a local home show.



Breeck

tween \$140,000 to \$650,000. He is a Life Spike with 27.5 credits. He has been Porter County's "Member of the Year" twice and served as PAC Chairman. His goals include growing membership, achieving close to a 100% membership reten-



Chesna



Happe

tion, building a stronger PAC, and improving the associations image to the public. "Local government and the building industry must work together to keep housing attainable to our younger buyers," states Chesna.

Jeff Happe, President of Happe and Sons Construction, based in Evansville, will lead the Southwestern Indiana BA (SIBA). Happe is a remodeler, and has worked in the housing industry for over 20 years. His remodeling work includes masonry, concrete, excavating, carpentry, general contracting and plumbing. He also is active in commercial construction and commercial investment properties. He was the "Remodeler of the Year" for SIBA in 2001. He has served as a National and State Director for one year. He is a Life Spike with 26 credits. His plans for 2007 are to offer more educational programs to members.

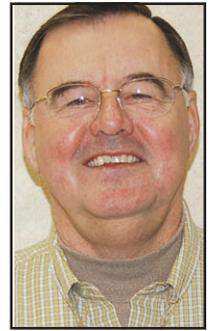


Hopper

Alan Hopper, President and Owner of Hopper Roofing and Siding Supply in Lowell, will lead the Jasper County

HBA. He has been in the industry for over 29 years, supplying and installing roofing and siding. His primary goals are to increase the benefits of the association, grow the association, and to build the communities image of the association.

David Howald, Owner of David L. Howald Construction in Terre Haute, will lead the BA of Greater Terre Haute. Howald has worked in the building industry for over 41 years. He builds around three new homes per year with over 150 in his lifetime. His plans for his year as president will be to increase and retain membership, increase codes awareness, and strengthen the Indiana Quality Assurance Builder Standards program.



Howald

Indiana Builders Association

2007 State Builder Area Vice Presidents



Area 1

Marge Frame, CAPS
MB Builders
P.O. Box 1235
Valparaiso, IN 46384
(219) 405-8322
FAX (219) 766-0663
marge@mbbuilders.net



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PO Box 196
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FAX (765) 563-6364
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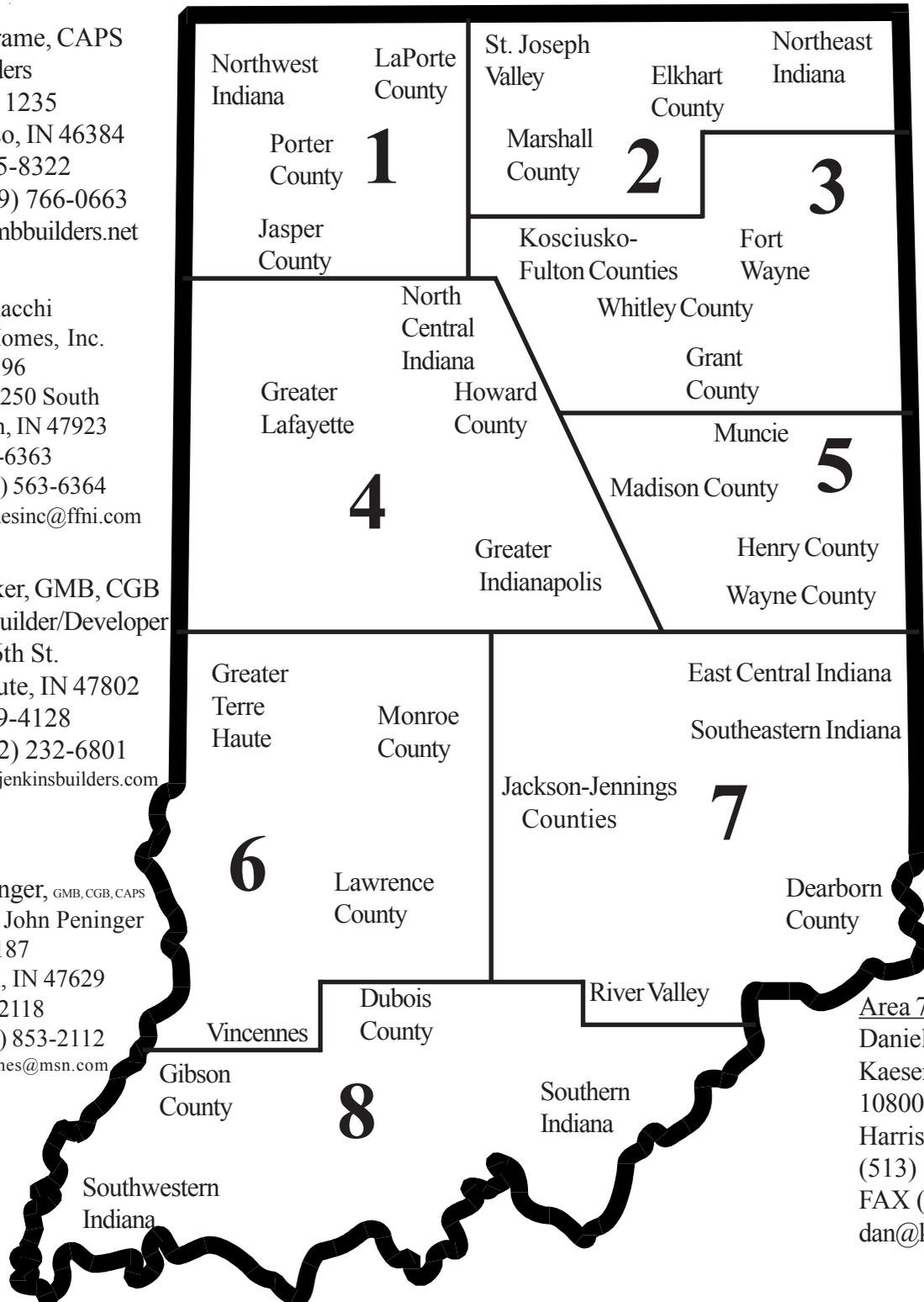
Area 6

Ryan Baker, GMB, CGB
Jenkins Builder/Developer
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Terre Haute, IN 47802
(812) 299-4128
FAX (812) 232-6801
ryanb@rickjenkinsbuilders.com



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Homes by John Peninger
P.O. Box 187
Newburgh, IN 47629
(812) 853-2118
FAX (812) 853-2112
sovereignhomes@msn.com



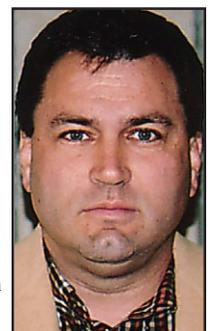
Area 2

Doug Miller
D.L. Miller Construction Co.
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Elkhart, IN 46514
(574) 264-0644
FAX (574) 264-2334
doug@dlmillerconstruction.com



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James R. Klotz, Builders
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(574) 457-2406
jrklotz@mchsi.com



Area 5

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H&R Developments
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Fax (765) 966-6730
Terry@FredHarveyBuilders.com



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Kaeser-Losekamp Construction
10800 Blackburn Rd.
Harrison, OH 45030
(513) 367-5495
FAX (513) 367-0018
dan@klcbuilders.com



G. Miller

Gene Miller, President of GM Homes based in Goshen, will lead the Elkhart County BA. Miller has worked in the housing industry for ten years on new home construction and room additions. He builds around 20 homes per year with prices ranging from \$140,000 to \$1.5 million. He is a Blue Spike with nine credits. His plans for 2007 are to retain members and provide educational opportunities to members. "With the slowing times, we need to work a little smarter and harder to keep everything going well," states Miller.

Wendell Miller, President of Renewal Homes, will be lead the BA of Kosciusko-Fulton Counties. He has worked in the building industry for over 17 years. He is a custom home builder, building an average of five homes per year with prices ranging from \$250,000 to \$700,000. He won the Peoples Choice Parade award. His plans



W. Miller

for 2007 are to encourage involvement in the association and to encourage continuing education.

Brad Persohn, Central Concrete Supply in Jasper, will be leading the BA of Dubois County. He has worked in the housing industry for 15 years as a ready-mix producer. Persohn has served as Vice

President and as the President the past three years. He is also serving his 6th year as a State Director for Dubois County. He won the "Associate of the Year" from Dubois County and is a Life Spike with 44 Spikes.

Kenneth Phillips, CGR, CAPS, President of Premier Remodeling based



Persohn



Phillip

in Springville, will lead the Lawrence County HBA. Phillips has been in the building industry for 20 years, remodeling and building residential and light commercial homes. He builds around 15 to 40 units per year with prices ranging from \$5,000 to \$300,000. He is serving his second year as a State

Director. His plans for 2007 are to increase membership, maintain membership, and make his local association more visible in the community.

Linda Rogers, Nugent Builders based in Granger, will lead the HBA of St. Joseph Valley in 2007. Rogers is the President of Nugent Builders and has



Rogers



VanNatter

worked in the building industry for over 20 years. She builds an average of 10 custom homes per year with prices ranging from \$350,000 to \$2 million. She was the 2004 President and is a board member of the Indiana Golf Course Owners Association. She is a Blue Spike with 24 credits. Her goals for 2007 are to increase membership involvement and to improve member services.

Heath VanNatter, VanNatter Construction in Kokomo, will lead the HBA of Howard County. He has been in the building industry for over 13 years, building new homes, remodeling, and doing light commercial work. He builds an average of four homes per year with prices ranging from \$200,000 to \$400,000. He is a Life Spike with 27.5 credits. He was awarded the "Top Member Recruiter" for Howard County. He was appointed to the position of Precinct Committeeman.

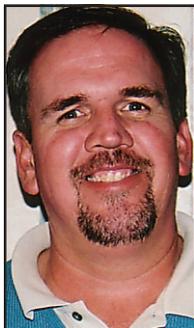
Indiana Builders Association

2007 State Associate Area Vice Presidents



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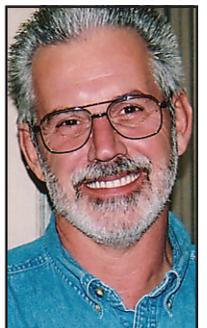
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dwd@vigoschools.org



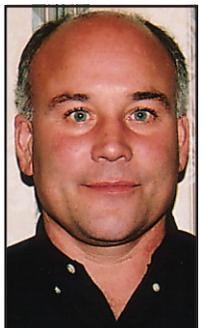
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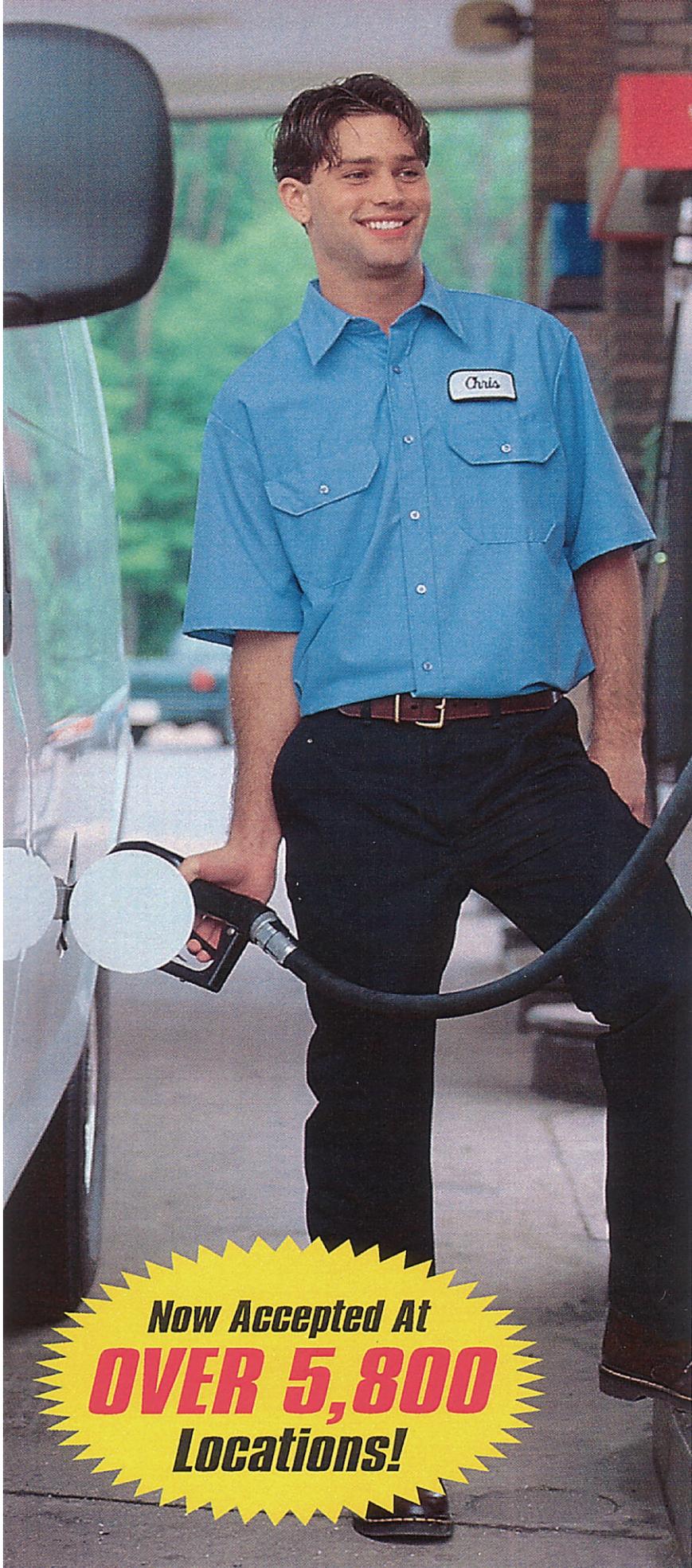
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IBA's Member Recruiters & New Members

Each month, this section will list the member recruiters and their new members. This month's report includes all members recruited in the month of November. When you recruit a new member, please forward a photograph of yourself and the new member to us at Info@BuildIndiana.org and we will publish them as space allows.

BA of Dubois County

Roger Cox, Dubois Co Block & Brick, welcomes **Paul Knies**, WBDC-FM Radio Station.

Ron Smith, CGB, Smith Homes, welcomes **Luke & Denni Helms**, Helms Contracting LLC.

BA of Elkhart County

Rocky Enfield, State Farm Insurance, welcomes **Deb Adams**, D Squared Promotions.

Dave Mark, Dave Mark Construction, welcomes **John Curcio**, Curcio, **Randy Johnson**, Johnson Construction & Associates, and **Tim Nusbaum**, Countrywide Home Loans.

North Central Indiana BA

Dan Kline, Kline Construction, welcomes **Rick Galloway**, Galloway Appraisal Service.

Kim Reid, Security Federal Savings Bank, welcomes **Mike Platt**, Jim Kitchel Agency.

John Smith, Shepler Construction, welcomes **Marcus Goodrich**, Goodrich Quality Mechanical.

Southwestern Indiana BA

Alan Bosma, GMB, CGB, CGR, Bosma Construction, welcomes **Michael Gourley**, Michael Gourley & Sons Concrete.

Todd Chamberlain, Allied Waste Services of Evansville, welcomes **Jim Post**, Home Court Advantage.

Steven Heidorn, CGB, CGR, CAPS, Heidorn Construction, welcomes **Sue Morrison**, Sunburst Stained Glass Co.

Michael Martyn, Martyn Homes of Evansville, welcomes **Jeff Dickman**, Jedi Renovations, and **Tom Kough**, TriState Satellite & Home Theater/Tech Direct.

Jennifer Mitchell, Windows of Evansville, welcomes **Bill Buck**, W.V. Buck Construction.

Sandy Smith Jones, Sandy Smith Builder, welcomes **Chuck Young**, Banterra Bank.

HBA of Fort Wayne

Jim Klotz, James R. Klotz Builder, welcomes **Joseph Weigand**, Weigand Mortgage.

BA of LaPorte County

James Pressel, Jr., Pressel Enterprises, welcomes **Mike Belzowski**, Belzowski Custom Carpentry Company.

BA of Southeastern Indiana welcomes **Ben Harvey**, Union Savings & Loan Association.

BIA of Northwest Indiana

Christine Neal, Builder Architect Magazine, welcomes **Mike Young**, Indiana Spray Foam LLC.

BA of Kosciusko-Fulton Counties

Daniel Schlatter, CGB, Inglenook LLC, welcomes **John Helton**, Helton Plumbing.

BA of Greater Indianapolis

Ralph Akard, Ralph Akard Construction, welcomes **Alicia Jaworski**, Marble Uniques.

Tim Eckert, Weber Concrete Construction, welcomes **Arian Saghafi**, Indianapolis Concrete.

Pete Gray, Executive Homes Construction, welcomes **Pamela Zagar**, Fall Creek Township Assessor.

Kurt Kyler, Kyler Bros Service, welcomes **Michael Castleman, Jr.**, Metrostudy.

Carl McIntyre, Carrington Homes, welcomes **Kevin Kessler**, Huber Engineered Woods.

Gary Ogle, Contract Lumber, welcomes **Sam Lasiter**, Indiana Hardwood Mills.

Kurt Schmadeke, Kurt Schmadeke Construction, welcomes **Deborah Farrar**, Architectural Stone Company of Indiana.

George Sherman, GMB, CGB, George M Sherman, welcomes **Brent Kuhn**, Circle City Contractors.

William Shumaker, Globe Asphalt Paving Co., welcomes **Jim Sapp**, Access Garage Door LLC.

Doug Wagner, Precedent Residential Development Division, welcomes **Bo Wilfong**, Wilfong Land Companies.

Roger Ward, Jr., Roger Ward Engineering, welcomes **Thomas Stoughton**, Guilford Real Estate Partners.

BA of Greater Lafayette

Kim Thonn, GMB, CGB, CAPS, Kalan Homes, welcomes **Deb Keyes**, Paints Inc.

Beth Winstead, Winstead Enterprises, welcomes **Adam Reigch**, Vulcan Materials.

Jasper County HBA welcomes **Jeff White**, Marsh Building Products, and **David Hupperthal**, Integrity Development.

Vincennes Area BA

Kevin Becher, Sievers Construction Co., welcomes **Stephen York**, Airtech Heating & Cooling.

Porter County BA

Timothy Chesna, TEC Construction, welcomes **Bruce Weiler**, State Farm Insurance, and **Barbara Young**, Aberdeen LTD Partnership.

Skip Egolf, Egolf Lighting, welcomes **Jay Devereaux**, Sunshine Homes.

Christine Neal, Builder Architect Magazine, welcomes **Lawrence Blaschke**, Independence Sound & Security.

James Tudor, Tudor Services, welcomes **Brian Gerike**, Environmental Solutions Group.

HBA of Southern Indiana

Kevin Dupont, L & D Properties, welcomes **Chris Cunningham**, Metro Materials.

Elmer Knable, Wind Dance Farm, welcomes **Charles Knable**, Floor Solutions.

Mike Libs, Libs Custom Homes, welcomes **Rob Greenrose**, Suburban Steel of Kentucky.

Stephen Oliver, Oliver Construction, welcomes **Greg Siegrist**, River Valley Financial Bank.

Kenneth Smith, Overview Builders, welcomes **Steven Smith**, CGB, Overview Builders LLC.

Wayne County BA welcomes **Jeff Kettler**, L M Kettler Inc.

John Dickenson, Dickenson Construction, welcomes **Kyle Turner**, Turner Insurance.

Terry Robinson, H & R Investments, welcomes **Gordon Moore**, Beals Surveying Corp.

Ralph Wiwi, Wiwi Builders, welcomes **Dick Tinkle**, Overhead Door.

Jackson-Jennings BA



Monthly New Member Drawing

Winners Earn a \$100 Credit at Sears

Month	Winner
October	Tony LaVallie, Visionary Builders, LLC, Terre Haute
November	David Hupperthal, Integrity Development, DeMotte



Indiana Builders Association Membership

(as of November 30, 2006)



Local Builders Association	Members	New	Cancelled
BA of Greater Indianapolis	1144	199	188
HBA of Fort Wayne	452	53	72
HBA of Southern Indiana	427	72	92
Southwestern Indiana BA	383	44	67
BIA of Northwest Indiana	378	53	66
BA of Elkhart County	365	34	40
Porter County BA	321	54	75
HBA of St. Joseph Valley	275	35	8
HBA of Greater Terre Haute	272	43	28
BA of Greater Lafayette	214	61	38
BA of Dubois County	178	24	19
BA of Kosciusko-Fulton Counties	164	31	25
HBA of Howard County	150	18	23
Monroe County Building Association	122	21	20
Muncie HBA	120	15	28
BA of Northeast Indiana	104	14	13
HBA of LaPorte County	81	24	15
Wayne County BA	74	23	18
Jasper County HBA	53	12	23
Madison County HBA	52	6	8
Dearborn County HBA	52	8	45
HBA of Lawrence County	50	11	8
Marshall County HBA	48	8	14
Vincennes Area BA	46	8	3
Jackson-Jennings BA	41	6	7
Whitley County BA	30	5	10
BA of Southeastern Indiana	26	9	10
North Central Indiana Chapter	24	9	13
Henry County BA	24	3	8
Grant County BA	21	1	3
Gibson County BA	20	3	3
BA of River Valley	18	14	11
HBA of East Central Indiana	14	7	1
Indiana BA - At Large Members	5	2	0
Indiana	5748	930	1002

2007 Build-PAC Tournament of Champions Set for May 22nd

The Indiana Builders Association's (IBA's) 2007 Build-PAC Tournament of Champions is set for May 22nd at the Battleground Golf Course in Lafayette, Indiana. The event is held to raise funds for the NAHB Build-PAC, the political action fund for the National Association of Home Builders (NAHB), and the Indiana Builders Association.

"Thanks to the incredible generosity of John Scheumann who is donating the course for the cause," comments Stephen Robinson, CGB, CGR, GMB, CAPS, President of the IBA, "we are able to raise even more funds to support affordable housing at the federal level."

The NAHB Build-PAC supports campaigns of legislators seeking federal office who support affordable housing and small business initiatives.

"We're asking each member to get in-

involved in proactive political action and to participate as a golfer, a sponsor, or as a Build-PAC contributor," states IBA Golf Committee Chairman Mike Crabb, Pillar Group, Indianapolis. "We are designing a first-class, fun event for everyone. Marvin Windows is our major sponsor and will provide each golfer with a gift." SuperFleet SuperAmerica has committed to support the tournament as a Gold Sponsor.

This year we are at a new location, with two new contests, you can "Beat the CEO", Rick Wajda and "Beat the COO", Cindy Bussell.

This event is not just for golfers, but for a major cause. IBA is asking each member to make a contribution.

Members may join the elite NAHB Build-PAC Clubs by writing a personal check or using a personal credit card for the Dollar-A-Day Club (\$365), the Gold Key Club (\$1,000), the Platinum Club (\$2,500) or the Capitol Club (\$5,000).

"There are already a host of members



Gene B. Glick Endowed Construction Scholarship Applications Available

Applications are available for the Gene B. Glick Endowed Construction Technology Scholarship. The scholarship is based on a combination of merit and need. Applicants must be enrolled in the Construction Technology program at the Purdue School of Engineering and Technology at IUPUI. The application deadline is

February 28, 2007.

The scholarship was established to commemorate the 50th anniversary of the Gene B. Glick Company, as well as the 50th wedding anniversary of Eugene and Marilyn Glick, founders of the company.

Apply to: Purdue School of Engineering and Technology, IUPUI, 799 W. Michigan Street, Indianapolis, IN 46202.

who support NAHB Build-PAC, however it is vital that every member support maintaining affordable housing," comments IBA CEO Rick Wajda. "Every donation, regardless of size, is important."

It is important that all members participate in this event so that we meet our national PAC quota. Anyone donating that does not register for golf, will be listed as one of our sponsors. If you're making a donation to NAHB Build-PAC, it must be a personal check or a personal credit card.

Additional sponsors include Battle-

ground Golf Course, John Scheumann, Course Sponsors; Redirections Sign & Design, Official Sign Sponsor; Pillar Group, Hole Contest Sponsor; SuperFleet SuperAmerica, Hole Sponsor and Cart Item Sponsor; and Indiana Builders Association, and Marvin Windows, Door Prize Sponsors.

This event will sell out, so register immediately as all foursomes will be served on a first-come, first-served basis. For details and to register see the form below or call the IBA office at (800) 377-6334.

2007 Build-PAC Tournament of Champions

Major Sponsor

Made for you.*

Tuesday, May 22, 2007

Battle Ground Golf Club
Lafayette, Indiana

10:30 a.m. Registration, Driving Range, Lunch, & Putting Contest
12:00 p.m. Shotgun Start
5:00 p.m. Dinner & Awards

"Take a Swing at Politics"

The Indiana Builders Association is hosting a first-class golf tournament and reception to raise funds for the IBA and for the NAHB Build-PAC.

Why Support Build-PAC?

* Protect housing interests on the federal level. * Stop anti-growth legislation. * Support "pro-business" & "pro-housing" candidates for elective office is critical to the success of maintaining housing affordability. *

<h3 style="color: #00a0e3; margin: 0;">Participation & Sponsorship Form</h3> <h4 style="color: #00a0e3; margin: 0;">Golfer Registration</h4> <p style="font-size: 0.8em; margin: 0;">(Includes green fees, cart rental, refreshments, lunch, favors, dinner, & awards)</p> <p style="margin: 0;">___ \$600 foursome ___ \$160 one golfer (includes string and door prize ticket)</p> <p style="margin: 0;">___ \$60 (includes strings / skins / door prize ticket for team)</p> <p style="margin: 0;">Players _____</p> <p style="margin: 0;">Team/Company _____</p> <p style="margin: 0;">Contact Name _____</p> <p style="margin: 0;">Address _____</p> <p style="margin: 0;">City, State, Zip _____</p> <p style="margin: 0;">Phone _____ FAX _____</p> <p style="font-size: 0.7em; margin: 0;">All golf registrations on a first-come, first-served basis, and only guaranteed with payment. No refunds for inclement weather. 50% cancellation fee. No refunds within 10 days of event.</p> <h4 style="color: #00a0e3; margin: 0;">Gold Key PAC Sponsor</h4> <p style="margin: 0;">___ \$2,000 (Gold Key Club, Bronze Sponsor, Foursome - \$1,000 must be paid by personal check)</p> <p style="margin: 0; font-weight: bold;">Please complete & return to: Indiana Builders Association, Inc., P.O. Box 44670, Indianapolis, IN 46244</p> <p style="margin: 0; font-size: 0.8em;">Questions? Call Brooke at (800) 377-6334 ext. 107 * In Indianapolis 236-6334 * FAX (317) 236-6342 * Brooke@BuildIndiana.org</p>	<h3 style="color: #00a0e3; margin: 0;">Tournament Sponsors</h3> <p style="font-size: 0.8em; margin: 0;">(Contributions as Sponsors include recognition and signage at the event, recognition in "The Indiana Bildor" newspaper, lunch, and admittance to the dinner, but do not include golf)</p> <p style="margin: 0;">___ Gold Sponsor \$1,000</p> <p style="margin: 0;">___ Silver Sponsor \$750</p> <p style="margin: 0;">___ Bronze Sponsor \$500</p> <p style="margin: 0;">___ Putting Contest Sponsor \$500</p> <p style="margin: 0;">___ Beverage Cart Sponsor \$300</p> <p style="margin: 0;">___ Hole Sponsor \$250</p> <p style="margin: 0;">___ Cart Item Sponsor \$150 each</p> <p style="margin: 0;">___ Door Prize Sponsor</p> <p style="margin: 0;">___ Other \$ _____</p>	<h3 style="color: #00a0e3; margin: 0;">NAHB Build-PAC Clubs</h3> <p style="font-size: 0.8em; margin: 0;">(Contributions to NAHB Build-PAC Clubs include recognition and signage at the event, recognition in "The Indiana Bildor" newspaper, and admittance to the dinner, but does not include golf)</p> <p style="margin: 0;">___ Capitol Club ___ \$5,000 Annually</p> <p style="margin: 0;">___ Platinum Club ___ \$2,500 Annually</p> <p style="margin: 0;">___ Gold Key ___ \$1,000 Annually</p> <p style="margin: 0;">___ Dollar-A-Day ___ \$365 Annually</p> <p style="margin: 0;">___ The Hundreds Club ___ \$100</p> <p style="margin: 0;">___ \$ _____ Other</p> <p style="margin: 0;">___ Indiana's Champions Club ___ \$20</p> <p style="margin: 0;">___ \$ _____ Other</p> <h3 style="color: #00a0e3; margin: 0;">Payment Options</h3> <p style="color: #00a0e3; font-weight: bold; margin: 0;">Corporate checks make payable to IBA. Personal checks make payable to NAHB Build-PAC.</p> <p style="margin: 0;">___ Enclosed is my corporate check made payable to IBA.</p> <p style="margin: 0;">___ Enclosed is my personal or non-corporate check made payable to BUILD-PAC.</p> <p style="margin: 0;">___ Please charge my credit card for \$ _____. (circle one)</p> <p style="margin: 0; font-size: 0.8em;">___ Personal - VISA MasterCard American Express</p> <p style="margin: 0; font-size: 0.8em;">___ Corporate - VISA MasterCard</p> <p style="margin: 0;">Card Number: _____ Signature: _____</p> <p style="margin: 0;">Exp: _____ Security Code: _____</p>
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State Representative Tim Neese (center), (R-Elkhart), discusses housing issues with Gretchen Helman (right) BA of Elkhart County Executive Officer, and Linda Rogers, President of the HBA of St. Joseph Valley.



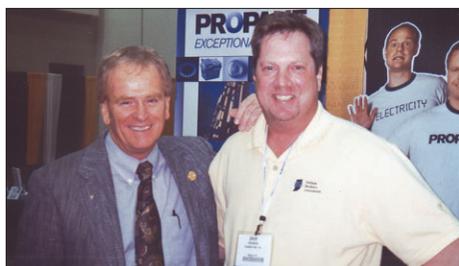
Bill Carson (left), IBA's Chairman Emeritus to the Board, catches up with Sen. Jim Lewis (D-Charlestown) and his wife at a legislative reception during the Builders Convention.



IBA leadership and members gather with State Representative Randy Borrer (R-Ft. Wayne) at Indiana's Midwest Builders Convention. Pictured are (left to right): Dennis Spidel, GMB, CGB, CGR, IBA Treasurer; Craig Yoder, IBA State Director; Borrer; Rick Wajda, IBA CEO; Jim Klotz, IBA Builder Area Vice President; and Herb Delagrang, IBA Past President.



IBA CEO Rick Wajda (right), welcomes State Representative Bruce Borders, (R-Jasonville), to Indiana's Midwest Builders Convention.



State Representative Dennis Tyler (left), (D-Muncie), catches up with Dave Donahue, Donahue Gas, at the Legislative Reception at IBA's Midwest Builders Convention.

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News From Around the State



Pat Smith (left), IBA Associate Area Vice President, gave a brief presentation at a recent Muncie HBA meeting on IBA's State Convention and other IBA events. Welcoming Smith to the meeting is Bill Stevens, Muncie HBA President.

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