Indiana Builder News

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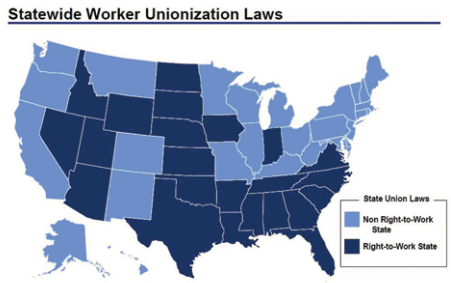
May / June, 2012 Vol. 49, No. 3

Indiana housing starts pick up in first quarter of 2012

The U.S. Census Bureau released its figures on single family housing starts for the month of March recently and the state of Indiana may be showing signs of recovery. Single family housing starts totaled 2,210 for the first quarter of 2012 (458 in January; 760 in February; and 992 in March) compared to 1,682 for 2011. That is a 31 percent year over year increase for the first quarter of 2012.

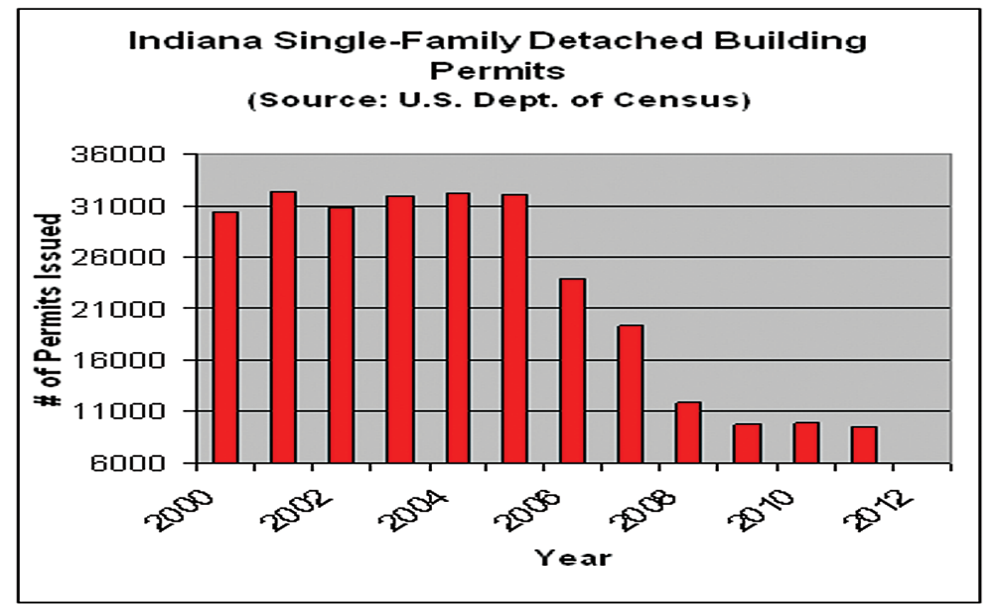


"These are all good signs that housing has turned the corner," comments Rick Wajda, IBA's Chief Executive Officer. "The second quarter will be a strong indicator on whether the uptick can be sustained or if the warm weather Indiana experienced in the first quarter allowed builders to dig holes earlier and got potential buyers out looking at homes earlier than expected."

"The 2,210 single family permits issued in the first quarter is a step in the right direction, but we have a long way to go from a historical perspective," comments Will Wright, IBA President. "From 2000-2005 the state of Indiana routinely issued over 2,200 permits a month."

The state of Indiana finished 2011 with just over 9,500 single family building permits issued, according to the U.S. Census Bureau. That number was down 4 percent from 2010 when nearly 10,000 permits were issued. Compare that to 2003 and 2004 when over 32,000 single family permits were pulled each year. The industry has lost over two-thirds of its market.

On a positive note, Indiana continues to outpace its neighbors in the Midwest, as Indiana pulled more building permits than Ohio, Wisconsin, Illinois, Michigan and Kentucky in March.



Recently passed legislation making Indiana the only Right to Work state in the Midwest will also assist in a strong recovery for the state.

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IBA board and committees to convene June 18th

- Save Time, Money and Energy with the Performance Path Workshop -

The Indiana Builders Association Board of Directors will convene for their summer session on Monday, June 18, 2012 at the Fishers Banquet Center on the northeast side of Indianapolis. The Board meeting will begin at 4:15 pm with State Building Commissioner Dean Illingworth addressing the Board.

State Building Commissioner Dean Illingworth

Illingworth grew up in Lafayette and received a Bachelor of Architecture from Ball State, before joining Schmidt Associates as an architect on several courthouses and schools. After 28 years with Schmidt, he was the Executive Director of Habitat for Humanity of Greater Indianapolis for 12 years.

He will update the IBA Board on happenings in the state building department.

Several committees are meeting in conjunction with the Board meeting and are open to all members.

In conjunction, IBA is hosting an energy code workshop. Attendees will learn why the performance path is the most cost effective, flexible approach to complying with the new residential energy efficiency requirements. Speaker Matthew Brown of Energy Diagnostics will demonstrate how builders can save time, money and ENERGY through the use of computer modeling tools.

Cost of the energy code workshop is $30 for members and $75 for non-members and reservations are required as space is limited. Green suppliers, energy auditors, and subcontractors are invited to be table top sponsors (6' x 1 1/2' table) for $250 for members and $500 for non-members. There is no cost to attend the other meetings.

All meetings will be held at the Fishers Banquet Center, 9775 N. by Northeast Blvd., Fishers, IN 46037, located off of the I-69 and 96th Street intersection on the northeast side of Indianapolis.

There are several hotels within walking distance of the banquet center. AmericInn Hotel & Suites has a special rate of $72.80 plus tax if you call the hotel direct (317-578-9000) and mention your meeting is at the Fishers Banquet Center. Other hotels are Hilton Garden Inn Indianapolis Northeast/Fishers (317-577-5900) and Holiday Inn Express Indianapolis Northeast (317-578-2000). Hotel room rates and availability are not guaranteed.

RSVP by e-mail at Heather@BuildIndiana.org or by phone at 1-800-377-6334 ext. 207.

SCHEDULE

7:00 - 8:00 am - Senior Officers Mtg.
8:00 - 9:30 am - Executive Comm. Mtg.
9:30 - 10:30 am
Investment Committee
Local Presidents' Council & AVP's
Codes Committee
10:30 - 12:30 pm
Save Time, Money and *Energy* with the Performance Path
Energy Code Workshop
Speaker: Matthew Brown
12:30 - 1:30 pm
Lunch on your own with colleagues
1:30 - 3:00 pm
Land Use/Rural Wastewater
Remodelers'
Local Executive Officers' Council
3:00 - 4:00 pm
Housing Protection Fund Board
Membership & Associates
4:00 - 4:15 pm
Executive Committee
4:15 - 5:30 pm
Board of Directors' Meeting

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How do you vote – for or against?

President's Message

By Will Wright
Will Wright Building Corp., Carmel

President
Indiana Builders Association

In the early 70s I formed a group of concerned citizens to recruit good candidates to run for local political offices. Those offices included county commissioners, county councilmen, surveyors, mayors and city councilmen. We also were interested in recruiting good citizens to run for school boards. Our group began to meet and discuss those that we thought would serve the community well.

When we tried to put specifications and form a wish list of credentials, we soon learned that selecting the right candidate was a daunting task. We decided that we would pool some of our personal resources and hire a consultant to advise us on how to proceed. We chose a consultant whose business was to manage the campaign of rising political figures.

Our first meeting with our consultant was a real doozy. We were all trying to tell the consultant what we wanted in a candidate and how we were going to go about encouraging that person to run. He listened to us and finally raised his hands and said stop. You folks know nothing about getting elected to public office. We were paying a very expensive price for his time and immediately chose to listen rather than tell him what we were going to do.

He began by saying the process of getting elected is often about what you are against, not necessarily what you are for. The consultant chose myself and one of my long-time friends and stated that the two of you believe that you think alike on political issues. You would look for candidates that agreed with your points of view. He continued by saying that if he were to list 50 items that were of local interest on a single piece of paper and ask us to randomly select issues to discuss with each other, we would be in conflict with each other within three issues. We all laughed, but soon determined that he was probably right.

How do candidates get elected if that is the case?

The next hour was spent in him instructing us on the hundreds of simple things that he recommends a candidate do to get elected. He said that candidates cannot afford to offend or argue with voters. Debating with voters can cost votes that go to the other person. He stressed that being a good listener and being concerned about many issues was far better than being right on one.

He continued with emphasizing that a good candidate is relatively sympathetic to all issues and only takes a stand on issues that he is willing to stand on a beach and die for.

We all know that it is far more complex than the simple advice of the consultant.

Looking at it from this standpoint, how do you tend to vote – for or against?

Indiana Builders Association Committee & Board of Directors' Meetings

Monday, June 18, 2012

Fishers Banquet Center, Fishers, IN

(I-69 & 96th Street)

SuperFleet *Board Meeting Sponsor*

State Building Commissioner Dean Illingworth

State Building Commissioner Dean Illingworth to Speak

The Indiana Builders Association's Board of Directors will convene for a Board and committee session on Monday, June 18, 2012 at the Fishers Banquet Center on the northeast side of Indianapolis. The Board meeting will begin at 4:15 pm with State Building Commissioner Dean Illingworth addressing the Board.

Illingworth grew up in Lafayette and received a Bachelor of Architecture from Ball State, before joining Schmidt Associates as an architect on several courthouses and schools. After 28 years with Schmidt, he was the Executive Director of Habitat for Humanity of Greater Indianapolis for 12 years. He will update the IBA Board on happenings in the state building department.

'Save Time, Money and *Energy* with the Performance Path' Energy Code Workshop

10:30 am - 12:30 pm **- *Table Top Sponsorships Available* -**

Approved for 2 continuing education credits for NAHB's Professional Designations.

Learn why the performance path is the most cost effective, flexible approach to complying with the new residential energy efficiency requirements. Speaker Matthew Brown of Energy Diagnostics will demonstrate how builders can save time, money and ENERGY through the use of computer modeling tools. Cost is $30 for members and $75 for non-members and reservations are required as space is limited. Green suppliers, energy auditors, and subcontractors are invited to be table top sponsors (6' x 1 1/2' table) for $250 for members and $500 for non-members. RSVP by e-mailing Carlie@BuildIndiana.org or by phone at 1-800-377-6334 ext. 206.

Committee Meetings

All members are invited to attend the committee meetings of their choice.

Meeting Location & Hotel Accommodations

Fishers Banquet Center, 9775 N. by Northeast Blvd., Fishers, IN 46037

All meetings will be held at the Fishers Banquet Center, located off of the I-69 and 96th Street intersection on the northeast side of Indianapolis. There are several hotels within walking distance of the banquet center. AmericInn Hotel & Suites has a special rate of $72.80 plus tax if you call the hotel direct (317-578-9000) and mention your meeting is at the Fishers Banquet Center. Other hotels are Hilton Garden Inn Indianapolis Northeast/Fishers (317-577-5900) and Holiday Inn Express Indianapolis Northeast (317-578-2000). Hotel room rates and availability are not guaranteed.

Schedule

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Local Presidents' Council & AVP's
Codes Committee
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Speaker: Matthew Brown
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1:30 - 3:00 pm
Land Use/Rural Wastewater
Remodelers'
Local Executive Officers' Council
3:00 - 4:00 pm
Housing Protection Fund Board
Membership & Associates
4:00 - 4:15 pm
Executive Committee
4:15 - 5:30 pm
Board of Directors' Meeting

RSVP & Costs

In order to minimize costs for attendees and IBA leaders this Board session is being held all in the same day and there are no meal functions.

Cost to attend the Energy Code Seminar is $30 for members and $75 for non-members and must be prepaid. Table top sponsorships are available for $250 for members and $500 for non-members.

There is no cost to attend the other meetings.

Reservations are required for the seminar and encouraged for the other meetings and may be made through e-mail at Heather@BuildIndiana.org or by phone at 1-800-377-6334 ext. 207.

Please identify which meetings you will be attending.

Survey says....

Inside the Issue

By Rick Wajda

Chief Executive Officer

Indiana Builders Association

I was flipping through the channels a couple of weeks ago and stumbled across one of my all-time favorite game shows growing up, Family Feud. I can remember it like it was yesterday. Richard Dawson belting out "survey says" as two families were pitted against each other for cash prizes. Game shows certainly don't dominate the airwaves like they used to. How else can a family embarrass themselves on national television? Survey says.... reality TV.

The Indiana Builders Association will be surveying the membership this summer on a very important issue to our industry. The Indiana Builders Association Board of Directors created a Task Force in 2011 to look at the issue of builder licensing and registration. The IBA has an official position that is updated annually that states "The Indiana Builders Association is neutral on the licensing of general contractors in the state of Indiana."

The Task Force met on numerous occasions, researched surrounding states, and held multiple conference calls, to gather and dissect information on the pros and cons of a government-run or privately-run builder licensing/registration program. Proponents and opponents alike serve on this Task Force, as I believe it is truly indicative of our membership as a whole. One thing the Task Force does agree with is the need to gather more information and attempt to gain a consensus from the membership as a whole.

Many local jurisdictions are looking at local licensing or registration of contractors and the Task Force is interested in your thoughts and opinions on contractor licensing before the issue gets too far down the road. This survey will go out to each individual member and we will also be working with our local associations to gather their input and comments as well.

Please take the time to answer the survey and encourage your peers to do the same. Our industry must be vigilant on issues that directly impact the affordability of housing in Indiana. Your association staff and leaders can only move the ship in the right direction if they are getting help from you, the member. Comments, feedback, and suggestions on the front end of an issue are much easier to entertain than trying to fix something after the fact.

Keep your eyes open over the next few months for a survey from the Indiana Builders Association on statewide builder/remodeler licensing. Bring it up for discussion at your local association meeting, at the local lumber yard and at your supply house. We need to know what is best for our industry, what is best for our customers, and what is best for the state of Indiana. Stay tuned and we will report back to the membership on the results of our survey. As Richard Dawson used to say "survey says...."

IBA members & state association receive green partner awards

The Indiana Builders Association, Real America, and Energy Diagnostics were recently awarded Green Partner Awards from the NAHB Research Center.

The Indiana Builders Association received recognition in the home builder association partner category for their leadership and commitment in promoting the National Green Building Standard throughout Indiana.

Chris Schwarzkopf, with Energy Diagnostics in Valparaiso, was recognized in the verifier partner category for his commitment and leadership working with builders, developers, and remodelers to have residential projects attain certification to the National Green Building Standard.

Real America, based in Carmel, was recognized in the builder partner category for certifying their projects to the National Green Building Standard.

Go Green!

Get your Indiana Builder News through e-mail

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www.buildindiana.org/IBNonline-signup.htm

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News from around the state

IBA President Will Wright (left) is welcomed to the BA of Southeastern Indiana membership meeting by local president Vince Smith. Wright expressed gratitude to the local's members who have persevered through the down economic times.

IBA Past State President and NAHB Convention Chairman Larry Swank congratulates Joni Truex, BA of Kosciusko Fulton Counties Executive Officer, for her having recorded over 100 hours of continuing education through NAHB.

IBA President Will Wright (2nd from left) recently visited with BA of Greater Lafayette members including (left to right): Associate Area Vice President Tim Eckert, Wright, Membership Chairperson Deb Plue, President Grant Giese, CGP, meeting sponsor Bob Corbin of Paul Davis Restoration and Executive Officer Linda Binford.

Leaders from the HBA of St. Joseph Valley welcomed IBA President Will Wright (4th from left) to their recent membership meeting. Wright installed the Board and officers at a meeting of over 100 members. Leaders pictured include (left to right): Adam DeVon, CGP, St. Joseph Valley President Andy Place, Jr., Secretary Stacy Vervynckt, Wright, Vice President Stephen Smith, CGP, and Scott Chase.

Representative Dave Cheatham (D-North Vernon) is holding a copy of the Indiana Bildor (May 1991 edition) where he is pictured on the cover (bottom right photo) for being instrumental in passing the state's impact fee legislation. Cheatham, who is not seeking re-election, has been a friend of the housing industry throughout his tenure in the Indiana General Assembly.

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Working Daily *With* You to Enhance Your Business

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Indiana General Assembly Looks to Address Housing Issues

IBA Hosts annual Legislative Day March 14th

Doug Miller to Lead the IBA in 2011

Indiana's 2010 Top Recruiter
David Kovich, GMB, CAPS, CGP
18 new members
Congratulations!

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Committee, Council, and Board involvement

Networking Opportunities

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Developers Discount
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Defeated Employee Classification

As of 5/2/2012

Benefits available to members of the Indiana Builders Association

NAHB International Builders' Show

Recruit for Rewards

Recruit a new member from January 1 to August 31, 2012 and receive an entry into a drawing for a chance to win a

Trip to the NAHB Convention
Jan. 22-24, 2013
Las Vegas, NV

Receive as many entries as members recruited.

IBA will provide a registration & reimburse winner up to $2,000 for additional expenses incurred to attend the NAHB Convention in Las Vegas in January 2013.

Sponsored by NAHB International Builders' Show

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Indiana Builders Association Membership

Assn No.	Co ID	Name	Bldrs	Assoc	Affl	March Total	Dec-11 Total
1500	650	Indiana BA	0	1	0	1	2
1504	34	Madison County Chapter	9	12	0	21	20
1508	22	Monroe County Building Association	33	77	0	110	109
1511	23	BA of Dubois County	54	90	0	144	145
1512	24	BA of Elkhart Co	59	225	0	284	293
1522	87	Dearborn Co HBA	7	25	0	32	38
1524	414	Southwestern Indiana Builders	79	196	0	275	289
1528	183	HBA of Fort Wayne	68	222	0	290	296
1530	512	Gibson Co Chapter	3	4	0	7	8
1532	184	HBA of Howard County Inc	15	54	0	69	70
1534	131	BA of Laporte County	24	39	0	63	64
1535	185	Lawrence County Chapter	7	13	0	20	19
1536	132	Southeastern Indiana chapter	8	5	0	13	16
1541	25	BA of Kosciusko-Fulton Counties	37	95	0	132	133
1544	134	BA of Greater Indianapolis	180	289	0	469	458
1548	26	BA of Greater Lafayette	36	100	0	136	129
1550	298	Jasper County HBA	6	11	1	18	19
1554	676	Marshall Co Chapter	8	20	0	28	27
1556	332	East Central Indiana Builders Association Inc	9	26	1	36	35
1563	457	Vincennes Area Chapter	10	33	0	43	44
1564	733	Home Builders Association of Northwest Indiana	56	209	13	278	268
1566	187	HBA of Southern Indiana	46	124	0	170	170
1570	483	Wayne County BA	9	17	0	26	25
1572	27	BA of Northeast IN	22	39	0	61	63
1574	549	Jackson-Jennings Builders Association	6	10	0	16	17
1576	539275	River Valley Chapter of NAHB	0	0	0	0	3
1578	188	HBA of St Joseph Valley	40	109	21	170	182
1582	189	HBA of Gtr Terre Haute	55	118	0	173	156
1588	967603	Mid North Indiana Chapter	10	16	0	26	0
1598	550	Henry County Chapter	0	1	0	1	6
Indiana		**Totals:**	**896**	**2,180**	**36**	**3,112**	**3,104**

National Purchasing Partners — npp

HBPP HOME BUILDER PURCHASING PROGRAM

DISCOUNT PRICING FOR IBA MEMBERS

National Purchasing Partners negotiates discounted rates on many products and services, and passes the savings to our members.

NPP membership is free. Here are some of the benefits you will receive:

Many HBPP members are already saving time and money through this program. Registering is free and easy.

HOW TO REGISTER

- Go to www.mynpp.com. Click "Join Now".
- Select "Construction" from the dropdown menu.
- Select "Residential" from the Category dropdown menu.
- Select "HBPP" from the Association dropdown menu.
- Complete the registration form.

For customer service, call **800.810.3909**, or e-mail **customerservice@mynpp.com**

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- Select Accessory Discount - 35% (corporate) and 25% (employee/family)
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- Variable discounts on phones

Verizon Eligibility Requirements: Each Member must be a construction company, heavy highway, concrete, remodeling company or other trade craftsman (e.g.: a subcontractor such as an electician or plumber whose primary trade is within the construction industry). Verizon Wireless also requires a five line minimum in order to obtain the discount pricing.

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Airgas

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SHERWIN-WILLIAMS

- 15% off list price at Sherwin-Williams stores for HBPP members and employees
- 20% to 50% discounts on paint coatings and supplies for HBPP members who are builders

Be a part of the legacy for affordable homes & a healthy building industry

Membership Minute

By
Mike Hannigan, Jr.,
The Hannigan Co.
Membership
Co-Chairman

There is incredible return on investment that you and your business receive from your participation in your local, state, and national builders' associations. The massive benefits, rebates, and discount programs are discussed throughout this special membership benefits section. Please put this publication in the "resources" section of your office and refer to it regularly to make sure you are taking advantage of every opportunity available.

I'd like to challenge all our members to consider the legacy that we have and pledge to build an even better future.

The Indiana Builders Association is in its 60th year and there have been legions of builders and associates that have banded together to create a healthy industry in our Hoosier state. Starting in 1952, a few visionary builders incorporated the IBA and one by one the 28 local associations we now have joined ranks and continue to work together.

The list of leaders in our locals and at the state level is way too long to try to cover in this publication. Throughout the years the founders and leaders of our associations show up prominently on the roster of Spikes and Spike Candidates. The entire list can be found in the Membership Benefits section of IBA's Web site, www.BuildIndiana.org. IBA has 737 Spikes and Spike Candidates. Spikes are members who have recruited at least six new members into the association. Spike Candidates are members who have recruited between one and six new members into the association.

The number one Spike in Indiana is Paul Shoopman, with 770 Spikes. The number one member recruiter for 2012 is Tim Eckert with Weber Concrete having recruited six new members in the first quarter of this year.

The legacy of our Spike leaders has been one of the most vital ingredients to the successes of our associations over the years. Visionary leaders all know that their legacy depends on the ability to build an organization that endures beyond their time.

The building industry is in a rebuilding mode and as the market recovers the (legacy) issues of the past will reemerge and we need to be strong and capable to deal with them. Local zoning issues, no growth movements, codes and building standards, affordability, and politics all require thoughtful responses from us. That means boots on the ground statewide.

We stand on the shoulders of the building industry leaders that have come before us and by focusing on membership we can someday have our children and grandchildren say, "Thanks for the legacy of affordable homes and a healthy building industry."

National Association of Home Builders Appraisal Guidance for Builders

What should the builder expect from the appraiser and appraisal process?

- Appraisers provide an opinion of market value.
- Open communication with the appraiser.
- Appraiser's client is the lender and the appraiser is not allowed to discuss values with builders. They can and should discuss market activity in the subject neighborhood and competing markets.

The appraiser selection criteria are based solely on lender guidelines.

- Builder should demand lenders select qualified appraisers.
- Your first concern should be the lender and their process of selecting appraisers.
- Interview the appraiser: how many other appraisals have they completed in the area? How long have they been appraising? Are they licensed or certified? Do they have access to MLS and other data sources? (If they have no access to MLS and data sources that is a red flag.)
- If an appraiser is selected who is not competent contact the lender immediately. Distance is not always the best indicator.

Comparable sales.

- Most lenders require one sale from the builder, one from a competing builder, and/or a re-sale from the subject's neighborhood.
- Lender could require having two to three sales within 90 days in addition to one pending sale and one listing.
- Appraiser needs to be aware of competing listings.
- Many new construction sales are not available through MLS. Refer the appraiser to other builders with competing product.
- Builders are encouraged to input sold houses in the MLS to assist appraisers.
- If the subject is within a developing subdivision, what is the absorption rate?
- How many sales were arms length vs distressed?
- What are the competing neighborhoods?

Use of AMCs is not required.

- Many local/regional bankers are managing the appraisal function in-house.
- Be proactive and understand lender's process in ordering appraisals and approving appraisers.
- Appraisers cannot be chosen by someone with a financial interest.
- There is no requirement that appraisers must be chosen randomly.
- The appraiser can be selected by the lender based on the appraiser's experience qualification.

Communication allowed (lenders & builders CAN communicate with appraisers)

- Builders should provide:
  * Market and absorption information.
  * Sales information,
  * All relevant data. Builder's biggest mistake is they hide data. Plans and specifications of the property. Information on how their product differs from their competitors. Details on what and why material was chosen.
  * Buyers' reactions to products selected.
  * HOA or condo documents as appropriate.

Fannie Mae specific appraisal guidance regarding new homes.

- Updates to the seller guide on June 30th from Fannie Mae provided more specific guidance in the valuation process.
  * New sources of comparable market data and comparable sales.
  * Allowable and desired communication.
  * Use of distressed sales.
  * Appraiser selection criteria.

What steps should a builder take?

- Start by helping the lender with candid discussions on project and market.
- Request the appropriate appraisers.
- Understand energy efficiency and green building values.
  * Provide any third party verification of green building and energy efficient features.
  * Encourage the use of the New Appraisal Institute addendum on Energy Efficiency.
- Communicate with the appraiser
  * Provide all appropriate comps.
  * Request on-site, face-to-face meetings.
- Develop a check list for builder staff on information to provide the appraiser.

Actions for builders if the appraisal was conducted improperly or contains errors?

- How should a builder challenge the use of an unqualified appraiser?
  * Best defense is to encourage borrower to select a lender who follows best policies in appraiser selection.
  * Nothing prohibits a lender from ordering a second appraisal if the first appraisal appears flawed.
  * Don't wait to file a complaint after the appraisal has been completed. If you do it leaves the appearance of attempting to influence the outcome.
- How should a builder challenge the use of inappropriate comps?
  * Provide best and all relevant sales/data before appraisal is completed.
  * Keep a record of data provided to appraiser (email, notes in calendar).
  * Communicate with appraiser first.
  * Understand appraiser's challenges so you can efficiently communicate.
  * Build a relationship with the appraiser and appraisal community.
  * Be willing to engage the appraiser to assist you in your efforts.
- How can the builder respond to unilateral adjustments of value by the lender?
  * Fannie Mae's new guidance states a lender cannot at its own discretion change an appraiser's value.
- How can the builder obtain corrections in factual appraisal errors?
  * Contact the lender with concerns.
  * Notify lender you will contact the appraiser about errors.
  * Appraiser is bound by their ethics to provide accurate information.
- Where should builder direct complaints on incompetent appraisers or inappropriate appraisal practices?
  * Most efficient process is to provide complaints to the lender using incompetent appraisers.
  * Communicate with the appraiser's professional affiliations.
  * All states are required to have an appraisal governing body and a complaint process. Expect the process to be slow.

Offense is the best defense.

Builders can engage their own appraiser but with the understanding that their appraisal may not be used for lending purposes. In today's environment it would be an inexpensive tool to properly market and sell new construction. A copy of that appraisal can be shared with the appraiser that the lender hires. Define the scope of work for the appraisers to include all relevant sales and listings for comparison. Depending on the complexity of your market and the subject property expect to pay between $350 and $1000.

Written by, reprinted with permission, and for more information contact NAHB's Single Family Finance Director, Steve Linville slinville@nahb.org or 800 368-5242 x8597.

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- 11" x 13" tabloid offset newspaper.
- Camera ready advertisements can be submitted on computer disk, cd, or e-mailed and must be a .tif file or a .pdf composite file.
- Full or spot color must be color separated CMYK (not RGB)- 200 dpi.
- Black and white - 600 dpi.
- Grayscale - 200 dpi.
- If mailed, please include a proof.

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1/8 Page	$200	$170	$130

- *Rates quoted are for black and white advertisement placement per issue for IBA members.*
- *Additional 40% for non-members.*
- *One Spot Color - $75 additional per issue.*
- *Full Process Color - $160 additional per issue.*
- *Inserts - $900 (company to provide 7,000 copies.)*

Call Cindy to reserve your space today
1-800-377-6334 ext. 203

43 IBA members receive $19,790.50 through IBA member rebates

IBA had 43 members who submitted claim forms for their completed projects last year and each of them received a portion of $19,790.50.

One check was as high as $3,200 while the lowest was $8. "Any dollar received is a dollar I didn't have yesterday," commented one member who signed up for the program as soon as he heard about it. That member is receiving a check for $461 this month which included claims for just 3 projects. His annual membership dues are $475 -- so after his next rebate check he will be cash flow positive.

The average check was around $200 and with IBA dues ranging from $300 to $500 – most builder and remodeler members who participate quarterly will receive more actual cash back than their annual dues payment.

IBA Membership Chairman Tim Eckert (left) and IBA Chief Operating Officer Cindy Bussell congratulate Paul (second from left) and John Lazaro, J.R. Lazaro Builders, for receiving part of the $19,790.50 in rebates returned to IBA members for last year.

Another member received $907 on just 4 projects and it took him less than 1 hour to complete the on-line claims process. "This is the most money I have made in one hour in my entire life," he commented.

There are 908 builder and remodeler members in Indiana who are members and qualify for this program. 43 of them took advantage of the program in its first offering and are reaping their share of the nearly $20,000 rebated.

Look at the manufacturers listed on the next page and if you use any of them, then sign up today.

Claiming is easy. Claims can be made quarterly either on-line or via paper fax. No receipts are necessary. Each manufacturer requests certain information be identified per project. Below is a sample claim form.

This program is a great membership retention and recruitment tool.

Sign up! Spread the word! IBA membership pays!

Build a house.

Get cash.

Introducing the IBA Member Rebate Program

What would you think if you could get a rebate for your loyalty to many of the nation's leading housing industry Manufacturers? Well, now you can!

We're happy to introduce the IBA Member Rebate Program, a free member benefit, aimed at increasing your bottom line. For the minimal effort of informing us about the products you use, and telling us when you close on a home or project, you'll be putting money back in your pocket. When you participate in the IBA Member Rebate Program, every home you build can earn you rebate checks! Remember, both Builders AND Remodelers qualify for the IBA Member Rebate Program.

For more information and to register, visit:

www.HBArebates.com

Get Started Today!

Rebate Claim Form

You can claim for all **homes, remodeling projects or multi-family units completed**

Free Member Benefit to Active Builders or Remodelers

Complete address below if only submitting for 1 home or project. If multiple addresses, please use last page.

Completion Date _____

Lot/Block **or** Address _____

Company Name:_____ City _____ State_____

How to Claim

- If submitting for just 1 home or project, complete the top right section & the Manufacturer information. Ignore the last page.
- If you have several homes or projects that all used the same products, you can complete one form and either include the addresses it applies to on the last page or send a completed list indicating the completion dates, and either the lot & block **or** the street address, and the city and state of each home or project.
- Please submit **only the completed pages.**
- No receipts are necessary (except Progress Lighting)
- Complete the Manufacturers used and leave the Manufacturers not used blank.

An email will be sent to confirm that your claims were received on our end once you submit. Submit the Rebate Claim Form either by email: info@HBArebates.com, toll-free fax: 800-977-5591 or via mail to our Claims Department at the address on the bottom of the Claim Form.

Basement Doors & Window Wells (Bilco)
Please List Qty:
Basement Doors: Bilco Steel Door (any size) ____ Bilco ULTRA Series Door (Low Maintenance) ____
Window Wells: ScapeWEL Window Well (any size) ____ ScapeWEL Window Well with Cover ____ StakWEL Window Well (3 or more modules per opening = 1 rebate) ____ StakWEL Window Well with Cover ____
Supplier: _____

Bath China (mansfield)
List Qty of the Products Used: ____ Bathtubs ____ Toilets ____ Lavatories ____ Bidets

Central Vac. Systems (Dirt Devil, VACUFLO)
Complete Hide-A-Hose Central Vacuum System Install ☐
Complete Standard Valve Central Vacuum System Install ☐
(List Qty:) Vroom Vacuum System Install ____
Installer & Phone: _____

Ceramic Tile (daltile)
Tile Series Used: _____
Total Sq. Footage: _____
Installed Price = Material + Labor Total Installed Price: $ _____
Tile Installation Co: _____

Closet Shelving (CLOSETMAID) — **Only Dealer Installed**
MasterSuite Laminate ☐ Laminate Pantry Closet ☐
Super Slide Ventilated Shelving ☐ Garage using Laminate system w/at least a 4 ft section ☐
Shelf & Rod/Wardrobe and or Total Slide ☐
List Qty: Each additional bedroom closet using Laminate w/at least 1 tower ____
Installing Dealer: _____

Comfort Solutions (Honeywell Comfort Solutions)
Please List Qty:
F300 Electric Air Cleaner ____
F500 HEPA Air Cleaner ____
True Ease Humidifier ____
TH8000 Vision-Pro ____
FH8000 Enhanced Air Cleaner ____
Prestige HD Thermostat ____
Energy-Efficient Ventilation Systems ____
Forced Air Zoning System w/HZ Control Panel ____

www.HBArebates.com

Columns (HB&G, DIXIE PACIFIC, Ornamental Columns Inc.)
List Qty: All Columns w/Caps & Bases
Square PermaLite Columns ____
Craftsman Fiberglass Columns ____
Round PermaCast Fiberglass Columns ____
Square PermaCast Fiberglass Columns ____
Square PermaWrap Cellular PVC Columns ____
PermaPorch Plyethylene Posts (ea) ____
List LF: Pre-built Cellular PVC PermaPorch Railing: ____ Balustrade Systems: ____
Aluminum Round Fluted ____ Aluminum Square Recessed ____
Aluminum Square Fluted ____ Aluminum Square Plain ____
Dealer: _____

Composite Decking (TimberTech)
100 Sq. Foot Minimum Per Deck Application
Please Check:
Twin Finish Decking ☐ Twin Finish Decking with Railing ☐
All Other TimberTech Branded Decking ☐
All Other TimberTech Branded Decking with Railing ☐

Composite Fencing (TimberTech FenceScape)
List Total Linear Feet:
FenceScape Perimeter _____ LF FenceScape Privacy _____ LF

Cultured Stone (ELDORADO STONE)
List Profile & Sq. Footage Used: (i.e.– River Rock - 525 sq ft.) _____

Custom Vinyl Millwork (Cornerstone Millwork)
Quantity of Columns Installed: ____
Total Amount of Purchases: $ _____

Engineered Wood (Boise Cascade Engineered Wood Products)
Home must have Boise Engineered I-Joists, LVL Beams, & Rim Boards
Complete all below:
Home Sq. Footage: _____
Dealer Name & Phone #: _____
Invoice # (Need One Per Home): _____
# of Boise EWP Floors: _____

Faucets (DELTA FAUCET COMPANY)
Home must contain 100% Delta Faucets
New Construction Only: SF or Attached ☐ Single Family ☐ Attached: Condo or Apartment
Please complete all below:
Faucet Style & Finish Installed: _____
For example: Leland® Chrome _____
Plumbing Supplier: _____

Submit to Claims Department: P. O. Box 1073, Point Pleasant Beach, NJ 08742, by Toll-Free Fax (800) 977-5591, or scan & email to: info@HBArebates.com / Have Questions, Call Toll-Free: (866) 849-8400

IBA Member Rebate Program

Free Member Benefit that Puts Cash In Your Pocket

Introducing Indiana's Builder Member Rebate Program

No one likes to leave money on the table. So, what would you think if you could get a rebate for your loyalty to many of the nation's leading housing industry product suppliers? Well, now you can!

We're happy to introduce the IBA Member Rebate Program, aimed at increasing your bottom line. For the minimal effort of informing us about the home construction products you use and when you close on a home or project, you'll be putting money back in your pocket. Both Builder and Remodeler companies, no matter how large or small, qualify for the program. When you participate in the program, you can count on receiving checks every quarter! **Please note:** Program is only available to current IBA Members.

Participation is easy and free— Visit www.HBArebates.com to register & claim.

To start receiving your rebate, please register (tells us where to mail the check) and submit the Rebate Claim Form. The Rebate Claim Form lists all participating Manufacturers in the program and what we need in order to process your rebate.

You can register & complete the Rebate Claim Form online at: www.HBArebates.com or in our Quarterly Newsletter.

Have Questions?

Program Administrator:
Rich Robinson
Toll-free direct: 866-849-8400
Email: info@HBArebates.com

Participating Manufacturers

Bilco, Blanco, Boise Cascade Engineered Wood Products, Bradford White Corporation, Bryant, Carrier, Clopay, ClosetMaid, Daltile, Delta Faucet Company, Dirt Devil Central Vacuum Systems, Dixie Pacific Manufacturing Company, Eldorado Stone A Headwaters Company, Exterior Portfolio, HB&G, Heatilator The first name in fireplaces, Heat-Glo Where everything comes together, Honeywell Comfort Solutions, Honeywell Security, Jacuzzi, legrand, Lutron Innovations in Lighting Control, Mansfield, PPG Monarch Paint Company, PPG Pittsburgh Paints, PPG Porter Paints, Progress Lighting, rapid response Home Fire Sprinkler System, Therma-Tru Doors, TimberTech Less Work. More Life., TimberTech FenceScape, turnkey millwork, Vacuflo Built-In Central Vacuum Systems, Velux, Warmly Yours Making Comfort Easy, Zurn PEX Plumbing and Radiant Heating Systems

NAHB is the resource nationally - www.NAHB.org

NAHB...Representing the home building industry across America and the world, NAHB is a must for any organization involved in home building. Membership benefits include discounts, resources, educational opportunities, and representation on capitol hill.

Membership Types

NAHB serves the entire home building and remodeling industry. About one-third of NAHB's members are home builders and/or remodelers, while the remaining two-thirds work in closely related fields such as mortgage financing and building products.

Builder Members

Builders are the heart and soul of NAHB. Builder members are directly involved in building homes. They include small-volume builders, production builders, light commercial builders and remodelers.

Associate Members

Associate members provide products or services to home builders. They sell lumber, windows, appliances, etc. or offer services such as mortgage finance.

Membership Benefits

NAHB members get the very best information, advocacy, education and networking opportunities in their **Three-in-One Membership!** Members, who join at the local level, automatically become a full member at the state and national levels.

That's three memberships for the price of one. NAHB offers plenty of resources to help each member make the most of this investment and connect with the benefits they value most.

What's inside membership...

Government Services and Programs (Advocacy, Legal Services, BuildPAC) to help you defeat excessive regulations and defend affordable housing initiatives on Capitol Hill, in your state and in the communities where you do business. That puts money and time back in your pocket! Plus, NAHB members are kept informed with prompt regulatory and legislative alerts.

Critical News and Information through enewsletters, listservs, online publications, exclusive website content, bulletins and special reports. For more than 60 years NAHB has been the nation's leading source for housing industry information. Up-to-date information, when you want it, how you want it!

Invaluable Networking Opportunities with more than 140,000 members from all areas of the industry, NAHB is a one-stop networking shop! From local networking receptions and monthly membership meetings to regional trade shows, national committees and special-interest councils, NAHB provides hundreds of ways for you to meet and build relationships with fellow professionals, future customers and suppliers.

Nationally Recognized Educational Programs that give you the tools to gain an edge in the industry.

In our competitive marketplace, differentiation is the key to success and NAHB's nationally recognized education programs offer just that. NAHB Education offers hundreds of educational programs through conferences, courses (both traditional classroom and online) and Webinars. No matter what your specialty is, NAHB has the curriculum, instructors and prestige to boost your success.

Learn how to reduce costs, increase your profit margins and effectively deal with today's toughest issues through NAHB Education.

Access to NAHB's Team of Expert Advisors who can address your specific business questions. NAHB members get instant access to distinguished economists, tax experts, legal research staff, business management consultants, financial experts and regulatory and technical specialists.

Exposure to the Latest Building Products and Services through direct contact with industry vendors. As an NAHB member, you attend NAHB's trade shows and expositions at a low member price and get a first-hand look at all the latest products and services. The International Builders' Show™ (IBS) is a business-building experience like no other.

Industry Publications providing current and useful knowledge. Knowledge is your best defense in this rapidly changing industry. NAHB keeps you up-to-date with targeted news summaries of the housing industry, and a free subscription to Builder Magazine*. Plus, members have access to a variety of publications on specific industry segments such as sales and marketing, remodeling, industry economics and more.

**Builder, architect, engineer and designer members will receive BUILDER magazine automatically. Associate members must contact Hanley-Wood directly at 888-269-8410 to subscribe.*

Professional Recognition through a multitude of NAHB groups. Members can enhance their professional credibility and visibility by belonging to one of the nation's most highly respected and widely known trade associations. Not sure how to do that? Get involved. Join a committee. Join a council. Attend your membership meetings. Become a Spike. Teach a class. Work on a community service project. Become a Congressional Contact. Do just one of these and you will see, professional recognition comes easy when you get involved!

Valuable Member Discounts through NAHB's Member Advantage Program. Your membership entitles you to discounts on vehicles, shipping, computers, car rentals, office supplies and more. Participating nationally known companies include GM, FedEx, Office Depot, Dell, and Hertz, to name a few. NAHB's purchasing power means big savings!

Additional Builder Benefits

NAHB connects you to the power of the home building industry. NAHB staff works with Capitol Hill leaders to educate federal legislators and regulators on the importance of home building and remodeling to the nation's economic well-being. NAHB has the strength in numbers to defeat excessive regulations and defend affordable housing initiatives – saving **Remodeler and Builder** members time and money.

Here are a few examples of why it pays to be an **NAHB Builder or Remodeler Member**:

· Membership, representation, and networking at the local, state, and national levels.

· Complementary subscription to Nation's Building News, NAHB's official member newspaper with the latest news on regulatory, technological, legislative, and other industry and business related issues.

· Complementary subscription to *Builder*, the monthly magazine dedicated to the building industry.

· 10% discount on all bookstore products from BuilderBooks.com.

· The latest economic forecasts, demographic studies, consumer trend analyses, and technological and management breakthroughs.

· Access to the Sweets Network, the industry's leading product and service information resource.

· Member discounts on products and services relevant to your business, from payroll processing to office supplies.

· NAHB's member-only online community provides members with up-to-the-minute news reports, reference materials, and contact information.

· Access to valuable economic and forecasting information to understand current and future trends, legal assistance and individual consultation with any of NAHB's 250+ staff experts on over 500 industry subjects.

· 20 Clubs for Builders, Remodelers and Developers let you find out how your financials compare with similar businesses in non-competing markets.

· Educational opportunities to advance your professionalism. Choose from one-hour workshops, three-day conferences or work towards an NAHB designation, like the Certified Graduate Builder (CGB), Certified Graduate Remodeler (CGR), Certified Aging In Place Specialist (CAPS), Certified Graduate Associate (CGA) or Certified Green Professional (CGP).

Want to get more from NAHB?

Subscribe to an RSS feed, online content subscription, sign up for an e-newsletter, or view our printable materials. NAHB provides home building information on a variety of topics – explore what we have to offer and sign up!

http://www.nahb.org/reference_list.aspx?sectionID=1880

Be one of the 140,000 industry professionals who take their dedication to the housing industry to the next level by engaging in the association. Take advantage of the many opportunities to support your business.

Whether you're a multifamily or custom builder, a remodeler or a supplier, NAHB membership provides the tools you need to succeed!

Need to Join?

Becoming a NAHB member gives you countless benefits, including building industry news and resources, networking opportunities, special events, and more.

Builders and associate members join NAHB though their local home builders association.

When you join your local association, you *automatically* become a member of all three levels of the NAHB federation: local, state, and national. That's *three* memberships for the price of *one*!

To find the home builders association nearest you, call NAHB toll-free at 800-368-5242 or visit www.nahb.org.

NAHB Member Advantage offers discounts on products & services to members

Take advantage of discounts available on many products and services for members.

Go to: www.nahb.org/ma

Lowe's - Members should visit www.LowesForPros.com/NAHB or call 877.435.2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) purchases and free delivery on purchases over $500. Now Members save an additional 5% every day at the store when they mention the 5% at time of purchase and when using their LAR.

General Motors - $500 exclusive private offer on most Buick, Chevrolet and GMC vehicles. Business Owners may also qualify for additional incentives, visit www.nahb.org/ma and click on the GM logo to find out more.

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Dell - Up to 30% off on top of the line Dell computers. Call 800.695.8133 and Mention NAHB or visit www.dell.com/mpp/nahb.

Liberty Mutual - Up to 10% on auto and home owners insurance. Call 1.800.531.3398 or visit www.libertymutual.com/nahb.

Hertz - Up to 20% off on rental cars and FREE Gold Club membership. Use CDP# 51046. Visit www.nahb.org/ma and click on the Hertz logo to find out more information.

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Hewlett Packard - Discounts: 9% notebooks, 5% printers/scanners, 7% handhelds, 12% workstations, 16% servers, 12% storage, 6% third party options (over 10,000 items), plus free ground shipping. To place your order call 1.888.202.4488 and mention pass code "NAHB" or visit www.hp.com/go/nahb.

Office Depot - 10% off all delivery orders. Free shipping on orders of $50 or more. Call 800.274.2753 mention NAHB membership or visit www.officedepot.com/nahb.

Omaha Steaks - Save 10% off all online promotions. This discount is in addition to any online specials. www.OSincentives.com/promo/nahb.

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Wyndham Hotel Group - 20% off the best available rate at over 7,000 hotels, resorts. Mention ID 8000002688 at time of reservation. 877.670.7088. Go to www.nahb.org/ma and click on the Wyndham logo to find out more.

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Home building is sticky business

Have you ever driven beside a vehicle covered with stickers? Common ones often seen include, 'Support our troops', 'I brake for tailgaters', and 'Be nice to your kids, they'll choose your nursing home'.

While reading stickered vehicles makes for an entertaining commute, would we be as amused if stickers made their way onto our houses? What if the sticker provided information on the home's energy efficiency? What if the sticker identified building materials used in the home's construction? Maybe kitchens, bathrooms, and laundry rooms should have a sticker reminding occupants that floors are slippery when wet. Maybe at the top of every staircase there should be a sticker reminding families to watch their step. These are the kinds of stickers you find in public buildings, but not in homes until now.

The increased energy efficiency requirements for newly constructed one-and two-family dwellings and townhouses and remodeled portions of existing homes were effective April 5 and require an energy certificate be posted in the home's electrical panel. In addition, two local jurisdictions require a label be affixed to the electrical meter of newly constructed homes and buildings identifying materials used in the floor and roof assemblies.

Codes Corner

By Carlie Hopper
Regulatory Affairs Director,
Indiana Builders Association

A sticker for energy efficiency

To comply with the new energy efficiency requirement of the 2005 Indiana Residential Code, regardless of which path the builder chooses - prescriptive, U-factor alternative/total UA alternative, or performance - an energy label must be permanently affixed to the home's electrical panel. The energy label must list all characteristics that make up the energy profile of the house including materials, systems and equipment and be completed by the builder or registered design professional. The energy label provides the homeowner with the assurance that the home meets Indiana's energy efficiency requirements.

A sticker for engineered trusses and joists

In 2008 the Indiana Fire Prevention and Building Safety Commission (Commission) approved the City of Greencastle's ordinance requiring a reflective symbol on structures using engineered lumber. According to the City, the move to label was in response to the potential danger for firefighters in the event of a home fire resulting in failure of the home's engineered wood I-joist roof trusses and floor joists. Since engineered lumber is found in most new construction, Indiana Builders Association considered the label to be a 'scarlet letter' on new housing and filed an appeal. IBA met with the city's attorney and fire chief and they agreed to modify their original label, which was an "E" for engineered lumber, to include a "T" as well as an "E" in the roof or floor corresponding to where these engineered products were used in the home and to set a reasonable cost for the sticker.

During the 2010 session of the Indiana General Assembly, Representative Michael (D-Greencastle) introduced HB 1316 Use of engineered lumber. IBA expressed concerns with the mandate including the singling out of engineered lumber; the civil penalty if the placard is not installed and maintained; and legislation that circumvents the authority of the Fire Prevention and Building Safety Commission by requiring the Commission to adopt rules creating requirements governing the placard. The bill died and Representative Michael formed a working group which included representatives from the State Fire Marshal's office, the Commission, Counsel for the Indiana Department of Homeland Security, National Volunteer Fire Council, Indiana Association of Realtors(R), Indiana Association of Cities and Towns, and IBA to create a model ordinance providing jurisdictions with the option to require labeling on new home construction identifying floor and roof materials. While adopting the ordinance is optional, those working on the model ordinance agreed:

* Local jurisdictions should stick to the language provided in the state's model ordinance so the requirements remain uniform.

* Firefighter training should include information on I-joist assemblies in addition to the stickers.

* Fire service professionals should be the driving force behind community outreach on this initiative as well as encouraging their local jurisdictions to adopt the model ordinance as written.

In November 2010 the IBA State Board of Directors approved a policy on labeling which states "IBA supports a community outreach program initiated by fire service professionals soliciting voluntary homeowner support in applying a label/placard to the home's electrical meter to help firefighters know more about the structure they are entering in the event of a fire". At the same meeting, City of Greencastle Fire

Stickers *(see page 14)*

PERFORMANCE PATH WORKSHOP: SAVE TIME, MONEY & *ENERGY*

Q: ***Which of the 3 residential energy code compliance paths will save you time, money & energy?***

A: ~~***Prescriptive***~~
~~***U-factor alternative/Total UA alternative***~~
Performance

Workshop

The new energy efficiency requirements for one-and two-family dwellings and townhouses in Indiana became effective April 5, 2012. Compliance with the code ensures that all aspects of a home's thermal envelope are well-insulated and air-sealed, that the HVAC system is sized properly and that its ductwork is efficient and properly installed. **While there are three paths a builder can take to meet the requirements of the energy code, this workshop focuses on the most cost effective, flexible approach - performance.** This workshop will demonstrate how builders can save time, money and energy through the use of computer modeling tools.

Speaker

Matthew Brown manages the weatherization and code divisions of Energy Diagnostics. Brown provides in-house consultations and field training on methods for energy code compliance for builders and local municipalities. Brown is a certified HERS (Home Energy Rating System) Rater through RESNET, a Certified Green Professional (CGP), and he is well versed in ENERGY STAR for homes, Builders Challenge, the 2009 IECC and the 2009 IRC.

HOSTED BY THE INDIANA BUILDERS ASSOCIATION

Monday, June 18, 2012 - 10:30 a.m. to 12:30 p.m.

Fishers Banquet Center, 9775 N. by Northeast Blvd., Fishers, IN 46037

REGISTRATION & PAYMENT INFORMATION

Name(s) _____

Company _____

Address _____

City, State, Zip _____

Phone _____ E-mail _____

Local HBA _____

WORKSHOP COST: $30 per IBA member; $75 per non-member

SPONSORSHIP COST: $250 per IBA member; $500 per non-member
Green suppliers, energy auditors, and subcontractors are invited to be table top sponsors (6 'x 1 1/2' table, no electricity).

TOTAL AMOUNT DUE: $_____ * *Must be prepaid. No invoicing.*
Cancellations received prior to 14 days of workshop will receive a 50% refund. No refunds for registrants who fail to attend the training without 14 days prior notice and no shows.

PAYMENT INFORMATION:
____ Check enclosed payable to IBA OR
____ Please charge my MasterCard/Visa #_____
Zip_____ Expiration Date _____ Signature _____

COMPLETE AND RETURN TO: Indiana Builders Association, 101 W. Ohio St., Ste. 710, Indianapolis, IN 46204 / Fax (317) 917-0335 / Carlie@BuildIndiana.org

QUESTIONS? Contact Carlie Hopper at (800) 377-6334 x206

News from around the state

IBA Secretary Linda Rogers (left) welcomes speaker Matthew Brown of Energy Diagnostics and IBA Regulatory Affairs Director Carlie Hopper to Juday Creek Golf Course in Granger for residential energy code training.

Jeff Weber (center), Weber Concrete, took home the award for Excellence in Safety in Residential Construction at the annual Metro Indianapolis Coalition for Construction Safety awards celebration. Other award nominees were Scott Dunbar of Dunbar Carpentry (left) and Chris Blanchard of Airtron (right). Several employees of Ryland Homes were present to congratulate their trade partners including Dave Desplinter (second from left), Wes Livingston, (third from left) Cameron Knox (third from right), and IBA Codes Committee Vice Chairman Steve Dean.

Will Wright, IBA President, catches up with State Director Mary Ellis of MBAH Insurance, at a recent BA of Greater Lafayette meeting. MBAH Insurance provided valuable training to IBA members last fall when Federal OSHA issued revised fall protection guidelines. Indiana OSHA (IOSHA) will fully enforce the directive on September 15, 2012.

Stickers *(from page 13)*

Chief Bill Newgent presented the state's model ordinance Use of Engineered Roof Trusses and Floor Joists stating:

* The model language will serve as a template for local jurisdictions interested in adopting such an ordinance and is not included in the Indiana Residential Code.

* The model ordinance specifies the location of the placard as well as the responsibilities of the builder, local authority having jurisdiction, local fire department, and homeowner.

Until this year the City of Greencastle was the only jurisdiction in Indiana with a legally approved ordinance to label. In 2011 IBA worked with the builders in Valparaiso, Indiana to oppose the Town of Burns Harbor's ordinance to label because it did not meet several of the criteria in the state's model. The Town withdrew its request for Commission approval and therefore its ordinance is not enforceable. This year the Commission approved Posey County's ordinance to label, which is in line with the model ordinance, except for the cost of the placard. The model specifies a cost of $5/placard. Posey County planned to charge $25/placard. IBA notified the Commission of our intent to challenge the ordinance. Posey County amended its ordinance to comply with the fee in the state's model ordinance. The Commission approved the ordinance as amended at its recent meeting.

It is likely that you will see language to label homes as fire service professionals become aware of the language in the state's model ordinance. Please continue to watch for these in your area and make sure that the language in the proposed ordinance mirrors that of the state's model. If a local jurisdiction decides to adopt the state's model ordinance, they'll need to send a signed copy of their final ordinance to the state for approval. You may view the state's model building ordinances for a county and for a municipality at http://www.in.gov/dhs/2375.htm under the section Downloadable Forms and Documents.

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News from around the State

IBA President Will Wright (center) is welcomed to the Wayne County BA by the local association's leadership.

Members of the Wayne County BA hosted a chili cook-off at their local meeting.

IBA Chief Operating Officer Cindy Bussell explains the new member rebate program to IBA State Director Don DeLaCroix at the Wayne County meeting.

Ryan Kennelly (right) is all smiles as he waits for the cooking of Kenny Pfeiffer, as he and other members of the BA of Southeastern Indiana prepare the membership meeting meal.

Local executive officers for the BA of Northeast Indiana Chris Evans (left) and Jan Garman (center) welcome IBA Associate Area Vice President Lori Lewis to their recent meeting.

Ed and Joyce Nichols are still active in the Wayne County BA. Ed was on the committee who hired IBA's former executive officer Bill Carson.

Marshall County BA Executive Officer Janet Bixel (left) and Vice President Al Eisenhour, GMB, CGR, CAPS, CGP, welcome IBA Chief Operating Officer Cindy Bussell to a builders meeting to discuss the benefits of membership.

IBA Chief Operating Officer Cindy Bussell (right) thanks Suzanne Parmer for her commitment to the BA of Southeastern Indiana as both a member and the executive officer.

IBA President Will Wright (left) is welcomed to the HBA of Southern Indiana by IBA Vice President Greg Furnish, CGP (center) and local president Ty Romeo.

IBA Chief Operating Officer updates IBA Past State President Dennis Spidel, GMB, CGB, CGR, CGP, on state housing issues.

IBA Chief Operating Officer recognizes BA of Northeast Indiana state directors Fred Kreigh, GMB, CGB, CGP (center) and Dan Study, CGP.

Dale DeVon (right), Life Director of the Indiana Builders Association and candidate for the Indiana House of Representatives, catches up with Republican candidate for Governor Congressman Mike Pence. Pence was in St. Joseph County for a Dyngus Day Event.

Betsy Kelly's husband, Marty, is recognized and thanked for his military service for the United States. Marty was recognized at the HBA of St. Joseph Valley's membership meeting for his three tours in the middle east. Betsy is the membership Services Director for the local.

IBA President Will Wright (3rd from left) thanks some of the members of the HBA of Southern Indiana for committing to the rebuilding process now under way after a tornado destroyed hundreds of homes in the New Albany local area on March 2. Pictured are (left to right): Dave Poe, Greg Longest, Wright, Ty Romeo, Dawn McLean, and Troy Lone.

East Central Indiana BA Vice President and Membership Chairman Michelle Kaitchuck (left) and IBA Past State President Jud Motsenbocker, CGR, CAPS (second from left), welcome IBA Treasurer Tom Mullen, MIRM and IBA COO Cindy Bussell to a meeting.

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